

ALL INDIA RUBBER INDUSTRIES ASSOCIATION

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Ref: All MEM/ 1 0 / 2023-24

28th June, 2023

To,

All Members of the Association

Dear Sir/s,

Sub: **AIRIA DOMESTIC EXCELLENCE AWARDS / CERTIFICATES OF MERIT**
For Outstanding Performance in Domestic Sales of Rubber Goods, Raw
Materials and Rubber Machinery & Equipment during 2022 - 2023.

As you are aware, the Association has been presenting "AIRIA DOMESTIC EXCELLENCE AWARDS" every year, for excellent performance in Domestic Sales of Rubber Goods / Chemicals / Machines etc. to the members of the Association.

We are pleased to invite entries for the year 2022 - 23 for Domestic Awards / Certificates of Merit, which will be presented at Award Function of the Association being held in September, 2023.

The terms and conditions that have to be followed for submitting the required information for participating in the scheme of Awards are enclosed.

The 'DOMESTIC EXCELLENCE AWARDS' to be given by AIRIA are as follows:

Best All round Performance:	ONE (based on aggregate marks)
Highest Domestic Awards:	THREE
Top Domestic Awards:	THIRTYEIGHT
Special Domestic Awards:	THIRTYEIGHT
Special Domestic Award for Rubber Machinery / Equipment:	ONE
Domestic Growth Awards:	FOUR
Certificate of Merit:	All eligible applicants

The member-firms wishing to send their entries for the above awards need to furnish the information as per the enclosed proforma entry form. The entry form should be filled in all respects and signed, and should be forwarded to the Association along with (i) Chartered Accountant's certificate wherever figures are required to be certified and (ii) Certificate confirming payment of membership subscription to AIRIA up to, and including the year 2022-23, as per the enclosed proforma, to enable the Association to accept the entry for the Awards.

Please note that the entries should reach the Association at the above address latest by **31st July, 2023**.

Only one award will be given whichever is highest if someone is applying for both awards ie Domestic and Export Award.

Entries received thereafter will not be considered. Should you need any information or clarification, you are welcome to contact the office of the Association.

We are sure you will participate in the scheme by sending your entry for the Awards, so as to reach us on or **before 31st July, 2023**.

Please also scan and email a soft copy of the application to info@allindiarubber.net.

Thanking you,
Yours truly,



Kind regards,

(Rajendra Bhamare)
Secretary General

Encl: 1. Copy of the Award Scheme
2. Entry Form
3. Proforma of Certificate confirming Membership subscription payment & Chartered Accountant's Certificate.

AIRIA DOMESTIC EXCELLENCE AWARD SCHEME

OBJECTIVE

The AIRIA Domestic Award is primarily to encourage the manufacturer members of the Association, endeavoring to initiate, develop and expand their Domestic sales.

1. CATEGORIES OF DOMESTIC EXCELLENCE AWARDS :

There will be seven types of Domestic Awards for excellence in sales viz:

- | | | | |
|-----|--|---|---|
| 1.1 | Best All round Performance | : | ONE (based on aggregate marks) |
| 1.2 | Highest Domestic Awards | : | THREE (as mentioned under para 2 of the Scheme) |
| 1.3 | Top Domestic Awards | : | THIRTY EIGHT (as mentioned under para 3.1 of the schemer) |
| 1.4 | Special Technology Awards | : | THIRTY EIGHT (as mentioned under Para 4.1 of the scheme) |
| 1.5 | Special Domestic Award for Rubber Machinery / Equipment: | | ONE |
| 1.6 | Domestic Growth Awards | : | FOUR
All eligible |
| 1.7 | Certificate of Merit | : | Applicants |

2. HIGHEST DOMESTIC EXCELLENCE AWARD

Maximum of 3 Highest Domestic Awards will be given in the following categories:

2.1	<u>CATEGORY</u>		<u>NO. OF AWARDS</u>
2.1.1	Tyre Sector	:	One
2.1.2	Non Tyre Sector	:	One
2.1.3	SME Sector	:	One

3. TOP DOMESTIC EXCELLENCE AWARDS

Maximum of 38 Top Domestic Awards will be given in the following categories:

- | | | |
|-------|---|--|
| 3.1 | <u>CATEGORY</u>
MANUFACTURING SECTOR:- | |
| 3.1.1 | Rubber Compound and other polymer compound (Thermoset and Thermoplastics) | |
| 3.1.2 | Auto Tyres , Tubes and Flaps | |
| 3.1.3 | Solid Tyres and OTR Tyre | |
| 3.1.4 | Cycle Tyres , Tubes and parts | |
| 3.1.5 | Tread Rubber – Precured / Uncured | |
| 3.1.6 | Automotive Rubber Components | |

- 3.1.7 Conveyor belts and ,Transmission Belts
- 3.1.8 V – Belts and Fan Belts
- 3.1.9 Hose Pipes
- 3.1.10 Footwear, Hawai Chappals, Footwear and its components
- 3.1.11 Rubber Rollers and Rice Dehusking Rollers
- 3.1.12 Hard Rubber and Ebonite Rubber Products
- 3.1.13 Rubber Sheeting and Rubber Matting
- 3.1.14 Rubber Based Adhesives
- 3.1.15 Rubber Latex Dipped goods (Gloves, contraceptives etc)
- 3.1.16 Rubber Latex Foam and its allied products
- 3.1.17 Rubber Coated fabrics and its allied products
- 3.1.18 Rubber profiles and other extruded items
- 3.1.19 Rubber Cables and wires
- 3.1.20 Sports Goods
- 3.1.21 Medical application products
- 3.1.22 Rubber Moulded Products (Industrial / Consumer)
- 3.1.23 Rubber Seals (Eg. Oil seals) sealants and gaskets
- 3.1.24 Rubber Lining and Anti Abrasive rubber Products
- 3.1.25 Rubber Thread and Cords
- 3.1.26 Rubber Blankets, Aprons & Cots
- 3.1.27 Rubber Coating Solutions and Compounds (Waterproofing and Damp proofing) for Construction

ASSOCIATE CLASS: (Manufacturer / Trader)

- 3.1.28 Natural Rubber & Latex
- 3.1.29 Synthetic Rubber
- 3.1.30 Reclaim Rubber
- 3.1.31 Carbon Black
- 3.1.32 Rubber Chemicals and Pigments
- 3.1.33 Rubber Filler / Mineral (Calcium , china clay, silica etc)
- 3.1.34 Rubber Process Oils, Plasticizer and lubricants
- 3.1.35 Rubber Machineries and equipment
- 3.1.36 Rubber Dies and Moulds

Others : (Please specify)

- 3.1.37 Testing Equipment
- 3.1.38 Research and Rubber Testing Centre

HIGHEST / TOP DOMESTIC EXCELLENCE AWARD

3.2 ELIGIBILITY CRITERIA

Manufacturers satisfying the following minimum criteria would be considered for selection for Highest/Top Domestic Award:-

- 3.2.1 There should be a minimum domestic sales turnover of Rs. 50 crores for tyre sector, Rs.30 crores for non tyre large industry, Rs. 10 crores for non-tyre SME/ Medium (MSME) Sector and 75 lakhs for tiny sector during the year under consideration.
- 3.2.2 No firm securing less than minimum qualifying marks of 60 on their Sales achievement/performance shall be selected for Highest/Top Domestic Award in categories at Sl. No. 3.1.1 to 3.1.38.

3.3 SELECTION OF FIRMS :

Selection of firms for Highest/Top Domestic Award will be made on the basis of Marks allocated on different achievements/activities as per norms indicated below.

3.3.1 SALES PERFORMANCE (MAXIMUM MARKS : 60) :

One mark will be allocated for each Rs. 5 crore of Domestic sales for tyre sector, Rs. 2 crore for non tyre large industry, Rs. 80 lakhs for non-tyre MSME sector, and Rs 10 lakhs for Micro sector, subject to a maximum limit of 60 marks.

3.3.2 SALES PERFORMANCE AS A PERCENTAGE OF OVERALL SALES (MAXIMUM MARKS : 10) :

0.25 marks will be allocated for Domestic sales of each 1% of overall sales, subject to a maximum of ten marks for the tyre and the large industries. For the MSME sector 0.20 marks will be allocated for each 1% of overall sales subject to or maximum of 10 marks.

3.3.3 SALES GROWTH/DECLINE (MAXIMUM MARKS: 10):

0.5 marks will be allocated for each 1% increase in domestic Sales as compared to the actual average domestic sales during the preceding 3 years. Negative mark on the same basis will be given in case of decline in sales. The maximum limited for positive and negative marks in absolute term is 10.

3.3.4 DOMESTIC MARKETS (MAXIMUM MARKS: 5):

Half mark will be given for every markets (states) to which sales have been effected, subject to a maximum of five marks.

3.3.5 CERTIFICATIONS / APPROVALS (MAXIMUM MARKS: 5):

Half mark will be given for any 10 certifications from the enclosed list.

3.3.6 Firm of manufacturing unit have developed new process and making Composite material with rubbers will attract one point each maximum of 5 marks.

3.3.7 Firm Developing Import substitute and successfully marketing product in Domestic Market will be given one point each maximum of 5 marks as per 'Make in India Program'.

4. SPECIAL DOMESTIC EXCELLENCE AWARDS

Maximum of 38 Special Domestic Awards will be given in the following Categories:

4.1 CATEGORY

MANUFACTURING SECTOR:-

- 4.1.1** Rubber Compound and other polymer compound (Thermoset and Thermoplastics)
- 4.1.2** Auto Tyres , Tubes and Flaps
- 4.1.3** Solid Tyres and OTR Tyre
- 4.1.4** Cycle Tyres , Tubes and parts
- 4.1.5** Tread Rubber – Precured / Uncured
- 4.1.6** Automotive Rubber Components
- 4.1.7** Conveyor belts and ,Transmission Belts

- 4.1.8 V – Belts and Fan Belts
- 4.1.9 Hose Pipes
- 4.1.10 Footwear, Hawai Chappals, Footwear and its components
- 4.1.11 Rubber Rollers and Rice Dehusking Rollers
- 4.1.12 Hard Rubber and Ebonite Rubber Products
- 4.1.13 Rubber Sheeting and Rubber Matting
- 4.1.14 Rubber Based Adhesives
- 4.1.15 Rubber Latex Dipped goods (Gloves, contraceptives etc)
- 4.1.16 Rubber Latex Foam and its allied products
- 4.1.17 Rubber Coated fabrics and its allied products
- 4.1.18 Rubber profiles and other extruded items
- 4.1.19 Rubber Cables and wires
- 4.1.20 Sports Goods
- 4.1.21 Medical application products
- 4.1.22 Rubber Moulded Products (Industrial / Consumer)
- 4.1.23 Rubber Seals (Eg. Oil seals) sealants and gaskets
- 4.1.24 Rubber Lining and Anti Abrasive rubber Products
- 4.1.25 Rubber Thread and Cords
- 4.1.26 Rubber Blankets, Aprons & Cots
- 4.1.27 Rubber Coating Solutions and Compounds (Waterproofing and Damp proofing) for Construction

ASSOCIATE CLASS: (Manufacturer / Trader)

- 4.1.28 Natural Rubber & Latex
- 4.1.29 Synthetic Rubber
- 4.1.30 Reclaim Rubber
- 4.1.31 Carbon Black
- 4.1.32 Rubber Chemicals and Pigments
- 4.1.33 Rubber Filler / Mineral (Calcium , china clay, silica etc)
- 4.1.34 Rubber Process Oils, Plasticizer and lubricants
- 4.1.35 Rubber Machineries and equipment
- 4.1.36 Rubber Dies and Moulds

Others:

- 4.1.37 Testing Equipment
- 4.1.38 Testing Centre

4.2 ELIGIBILITY CRITERIA

Manufacturers satisfying the following minimum criteria would be considered for Special Domestic Award.

- 4.2.1 There should be a minimum domestic Sales turnover of Rs. 40 crores for tyre sector, Rs 20 crores for non tyre large industry, Rs.5 crore for MSME sector and Rs. 50 lakhs for Micro sector during the year under consideration.

- 4.2.2 No firm securing less than minimum qualifying marks of 60 on their Domestic achievement/performance shall be selected for Special Domestic Awards.
- 4.2.3 For those applicants for Special Domestic Awards who have come second in the overall evaluation will also be awarded a runner-up award, provided they satisfy the minimum eligibility criteria as prescribed.
- 4.2.4 Firm of manufacturing unit have developed new process, import substitutes, making Composite material with rubber will attract one point each maximum of 5 marks
- 4.2.5 Firm Developing Import substitute and successfully marketing product in Domestic Market will be given one point each maximum of 5 marks (As per 'Make in India Programme').

4.3. SELECTION OF FIRMS

Selection of firms for Special Domestic Awards will be made after detailed examination of the actual performance and on the basis of marks allotted on their different achievements / activities, as per the following norms.

4.3.1 SALES PERFORMANCE (MAXIMUM MARKS: 60):

One mark will be allotted for each Rs. 150 lakhs of domestic Sales in tyre sector, Rs.60 lakhs for non tyre large industry, Rs.25 lakhs for MSME sector, and Rs 5 lakhs for Micro sector subject to a maximum limit of 60 marks.

4.3.2. SALES PERFORMANCE AS A PERCENTAGE OF OVERALL SALE (MIXIMUM MARK S: 10):

0.25 Marks will be allotted for domestic sales of each 1% of overall sales, subject to a maximum of twenty marks.

4.3.3. SALES GROWTH / DECLINE (MAXIMUM MARKS: 10)

0.5 Marks will be allotted for each 1 % increase in domestic sales as compared to the actual average sales during the preceding three years. Negative mark on the same basis will be given in case of decline in Domestic sales. The maximum limit for positive or negative marks in absolute terms is 10.

4.3.4 DOMESTIC MARKETS (MAXIMUM MARKS: 5)

Half mark will be given for every market to which domestic sales have been effected, subject to a maximum of five marks.

4.3.5 CERTIFICATIONS / APPROVALS (MAXIMUM MARKS: 5)

Half Mark each will be given for any 10 certifications from the enclosed list.

- 4.3.6 Firm of manufacturing unit have developed new process, import substitutes, making Composite material with rubber will attract one point each maximum of 5 marks.

- 4.3.7 Firm Developing Import substitute and successfully marketing of the product in Domestic Market will be given one point each maximum of 5 marks.

4.4 SPECIAL DOMESTIC AWARD FOR RUBBER MACHINERY / EQUIPMENTS

There shall be one award in this category. The award for rubber machinery / equipment is for minimum domestic sales of Rs. 5 crore for large manufacturers and Rs. 1.5 crore for MSME units. The selection of one Special Domestic Award for rubber machinery / equipment will be as follows with 50% minimum qualifying marks.

4.4.1 SALES PERFORMANCE (MAXIMUM MARK 40)

One mark will be allotted for each Rs.20 lakhs for large manufacturers and Rs.5 lakhs for SME sector.

4.4.2 SALES PERFORANCE AS A PERCENTAGE OF OVERALL SALE (MAXIMUM MARKS 20)

0.25 marks will be allotted for domestic sales each 1% of overall sales, subject to a maximum of twenty marks.

4.4.3 SALES GROWTH /DECLINE(MAXIMUM MARKS: 10)

0.5 marks will be allotted for each 1% increase in Domestic sales as compared to the actual average domestic Sales during the preceding three years. Negative mark on the same basis will be given in case of decline in Domestic. The maximum limit for positive or negative marks in absolute terms is 10.

4.4.4 DOMESTIC MARKETS (MAXIMUM MARKS:10)

One mark will be given for every market to which domestic sales have been effected, subject to maximum of ten marks.

4.4.5 DEVELOPMENT OF NEW MACHINERY /EQUIPMENT S (MAXIMUM MARKS 20)

A detailed note on the development of new machinery/equipment need to be submitted by the applicant which will be examined by a three member technical sub-committee to be nominated by the Managing Committee with Chairman of Domestic Promotion Committee at their Convenience.

5. SALES GROWTH AWARDS

5.1 There shall be FOUR awards in this category: One each to Large Scale Industry, Medium scale, MSME Industry and Micro Sector based on maximum sales growth over the preceding year's sales.

5.2 ELIGIBILITY CRITERIA

5.2.1 Minimum Domestic sales turnover of Rs. 50 crores for Large Industry, 25 Medium scale Rs. 3 crores for MSME Sector and Rs 25 lakhs for Micro sector during last 2 years.

5.2.2. There should not be more than 10% decline in domestic sales during any of the last 3 years provided the sales meet the other requirements.

6. CERTIFICATES OF MERIT

- 6.1 Certificates of Merit will be given to those who have a domestic sale of minimum of Rs. 3 crores in the MSME Sector/ Medium and Rs. 8 crores in Large Scale Sector.

6.2 CERTIFICATE OF MERIT FOR RUBBER MACHINERY/ EQUIPMENT

Certificate of Merit will be given for rubber machinery/equipment Domestic sellers with minimum Domestic sales turnover of Rs.5 crore for large industry and Rs.1.5 crore for MSME sector.

7. CERTIFICATES OF MERIT FOR MICRO SECTOR

Certificate of Merit will be given to Domestic sellers belonging to micro sector who have a minimum domestic sales turnover of Rs 25 lakhs, limited to 2 Certificates only.

8. ELIGIBILITY CRITERIA FOR MICRO SECTOR

Manufacturers having total investments in Plant & Machinery upto Rs one crore will be considered as a Micro Unit. Registration Certificate from the concerned Director of Industries / Development Commissioner should be obtained, a Certified True Copy of which is to be submitted. Additionally, a Chartered Accountant's certificate, certifying that the Unit has not crossed the limit of Rs one crore in investments in the current year, also must be submitted in original. The Unit must be engaged in Domestic activity for the last 3 years.

**INSTRUCTIONS FOR FILLING-UP THE ENTRY FORM FOR AIRIA
DOMESTIC EXCELLANCE AWARDS**

- 1) All entries are required to be filled-in types scripts.
- 2) No entry should be kept blank. If any parameter is not applicable or information is not available, please mention clearly 'Not Applicable' or 'Nil' or 'Not Available', as the case may be.
- 3) Answers should be specific for each query.
- 4) Each entry should be accompanied by necessary audited certificate from Chartered Accountants in support of claims of sales made during the last four years.
- 5) No entry will be considered unless the forms are properly signed with date and office stamp.
- 6) Member firm sending entry for the Award should have paid to the Association all the dues including the current year's annual subscription and should enclose certificate to that effect.
- 7) Any application not confirming to the above-mentioned instructions is liable to be rejected.
- 8) The AIRIA can seek additional information from applicant, if required.
- 9) The decision of the Managing Committee shall be final and binding.

AIRIA DOMESTIC EXCELLANCE AWARDS PROFORMA ENTRY FORM

ENTRY FORM FOR MANUFACTURERS/TRADERS OF RUBBER GOODS, RAW MATERIALS/RUBBER MACHINERY AND EQUIPMENTS FOR FURNISHING THE DETAILS OF THEIR PERFORMANCE FOR THE YEARS 2019-2020 TO 2022-2023.

(TO BE FILLED IN BY THE APPLICANT)

1) COMPANY'S DATA

- 1) Name of the Member-firm :
- 2) Address, Telephone No., Fax No. & E-mail. :
- 3) Branch Office/s in India :
- 4) Overseas Office/s and/or Resident Representative/s :
- 5) Whether the firm is an MSME Unit, if so, mention Registration Number and validity
- 6) Joint Venture/Subsidiary Companies Promoted overseas. :
- 7) Manufacturing activities of the firm :
 - i) Exclusively/substantially for export :
 - ii) For domestic market :
- 8) Products Manufactured/Exported/sold :
- 9) Licensed/Installed Capacities :
- 10) Details of foreign Collaboration, if any :
- 11) Year of Establishment :
- 12) Nature of the Organization (Public Ltd. / Pvt. Ltd. / Partnership) :
- 13) Is the firm recognized as 'Export House' Please give recognition number and Validity. :
- 14) Whether Merchant-exporter or Manufacturer-exporter :

II) PERFORMANCE DATA

1) Break-up of TURNOVER during the last 4 financial years

Year	<u>FOB Value of Exports</u> Rs.	Domestic Sales Rs	Total Turnover Rs
2019-2020			
2020-2021			
2021-2022			

(Average of above 3 years (A)			

2022-2023			

(% increase/decrease in 2022-2023 over (A)			

III) PROMOTIONAL EFFORTS

Details of Applicant's sales promotion efforts during 2022-2023 with reference to the following:

- 1) Development of markets in India
 - a) For a product not previously sold.
 - b) Old products but new markets
- 2) Whether the firm has been able to make substantial increase in domestic sales on a sustained basis preferably in Non-traditional areas:

Year	Name of the Products	Rs.

2020-2021
2021-2022
2022-2023

- 3) Whether the company has adopted ISO 9000 :
Standards of Quality of product? If so,
the details and certified evidence thereof.
- 4) Indicate the year and type of award, if any, received during the last 3 years:

Date:

Signature & Stamp of the Applicant

PROFORMA - 1

CERTIFICATE CONFIRMING PAYMENT OF
MEMEBRSHIP SUBSCRIPTION TO A.I.R.I.A.

I hereby certify that our company, a Member of AIRIA, has paid all the membership subscription dues to the Association including the subscription for the current year 2023-24 vide receipt No. (mention receipt No. of last payment) and that we have no subscription arrears till date.

Signature of Accredited Representative

Date:

Seal of the Company

PROFORMA – 2

CHARTERED ACCOUNTANT'S CERTIFICATE

This is to certify that the sales by M/s
as per the figures shown by them for the years 2019-2020, 2020-21,2021-22 and 2022-23
have been verified by us and are correct.

Name & Address of the Chartered Accountants: -----

Date: -----

Signature

Seal & Membership No.

PROFORMA – 3

**CHARTERED ACCOUNTANT'S CERTIFICATE
For Micro Sector**

This is to certify that the investment in plant and machinery made by __ _
_____ has not exceeded Rs one crore during the current

Name & Address of the Chartered Accountants: -----

Date:

Signature

Seal

Membership No.

Sl. No.	ISO CODE	Description	Marks to be Allotted
1	ISO 9001 : 2008	Quality Management Systems that demonstrate companies' ability to consistently provide products that meets customer's statutory and regulatory requirement.	1
2.	ISO 14001 : 2004	Environmental Management Systems.	2
3.	ISO 18001 OHSAS	Occupational Health and Safety Management.	2
4.	ISO / TS 16949 : 2009	Quality Management Systems for automotive production and relevant service part organizations.	2
5.	IRS	Indian Register of Shipping IRCLASS	2
6.	REACH Compliance	Requirements of marketing products in European Union countries.	2
7.	WRAS/KTW/Australian Water Authority	Water Regulation Advisory Scheme for drinking water. Guidelines are issued by Federal Environmental Agency relates to hygienic assessment of organic materials in contact with drinking water.	1
8	CE Certification	CE Marking is a mandatory conformity marking for products sold in the European Economic Area. CE Marking is the manufacturers' declaration that the product meets the requirements of applicable EC directives.	1
9.	Food Grad Registration (FDA)	US FDA Food, Beverage and Dietary supplement regulations.	1
10.	DSIR Approval	Directory of Recognized Scientific and Industrial Research Organization.	2
11.	ISO / IEC 17025 : 2008 (NABL)	General requirements for the competence of testing and calibration laboratories.	2
12.	MSHA Approval	Mine Safety and Health Administration.	1
13.	SA 8000	Social Accountability.	1
14.	ISO 10002	Quality Management System Standard for customer satisfaction and guidelines for complaint handling.	1
15.	ISO 13485 : 2003	Quality Management System for Medical Devices.	1
16.	ISO 50001	Energy Management Systems.	1
17	AEO	Authorized Economic Operator by Indian Customes	1
18	Export House Certificate	The certificate is issue by DGFT	1