

VOL. 01 ISSUE 01 - OCTOBER - DECEMBER

"FOR PRIVATE CIRCULATION ONLY"



# RESTAURANT

Official Magazine of Indian  
Hotel & Restaurant Association

BUSINESS

[www.ahar.in](http://www.ahar.in)

**RAO DATTA KADAMB**  
THE LIVING LEGEND

**'MAHARAJA'**  
CHANDRAHAS SHETTY

*31 years... & Still*  
**GROWING** *with you*





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## From the Editor's desk

Dear Members,

Let me wish you all a Merry Christmas and a very happy & a prosperous New Year in advance.

By the time this magazine comes on your hand the new AHAR President and his team may have already taken charge and we look forward to their stint in a very positive manner. I am certain that the new President will take us to the new height and glory as his predecessors have done in the past. I am sure that the new team will get all the support and encouragement from each and every member of our organization. I would like to take this opportunity to thank the President, Hon. Gen. Secretary and the office bearers for giving me free hand in designing of this Magazine in a manner I deemed fit. It has been their vision to see this as a model Magazine in the field of hospitality industry and finally to hit news stands all over India. I am confident of getting the same kind of support from the new team too.

The President and his office bearers are always devising ways and means to bring professionalism in the working of AHAR with the use of technology and automation in the day-to-day operations at the office. The updating of website [www.ahar.in](http://www.ahar.in) on a regular basis by providing most of the information online and the improvement in the quality and the content in all the forthcoming magazines are some of their visions. I am overwhelmed with the response to the newly designed RESTAURANT BUSINESS Magazine received from not only our members but also from other Associations and well-wishers.

It is our Endeavour to bring out a well designed magazine full of information pertaining to the industry including the relevant articles by the experts for the benefit of our members. We also intend to introduce the well known hoteliers and their success stories through interviews highlighting their struggle, achievements etc which will be a guiding factor to the new generation hoteliers to emulate. Our Cover Stories in this issue is about the success story of Shri Rao Datta Kadamb, our founder President and Shri Chandrahas K. Shetty, our ex-President and the backbone behind flourishing Maharaja chain of Restaurants and Caterings. We seek the feed back from our members which is very vital for us in rectifying the errors if any and also to improve the quality of the contents of the magazine. We again seek the support of the members in contribution of articles, jokes, short stories, achievements and anything pertaining to the hospitality industry including recipes.

It is my earnest request to all members to visit the website [www.ahar.in](http://www.ahar.in) often and provide us the feedback so that we can make it a world class site. We also seek the support of the members and their suppliers through advertisement in the Website to make it sustainable & viable and also a source of revenue in the long run.

Please remember your feedback is very valuable to us and will help us make this Magazine more readable and enjoyable in the times to come.

With regards

Bhaskar K. Shetty  
Editor

**VIMAL AD**



## President's Message

I am happy to address you through this magazine as my farewell message as I am stepping down with great satisfaction of achieving many milestones in my tenure as President during the last 2 years.

I sincerely thank my entire team of office bearers, sub-committees who had supported me through out my tenure and have given me the moral strength to fight solve grievances and get justice for the hospitality industries.

My many unfulfilled wishes of having our own building imparting knowledge in various fields of hotel industry, having a representatives of Hotel Industry in the upper or lower house of assembly to voice our grievances had remained etc, I am sure that the Managing Committee will work towards the same and will also involve more & more Ex officials of various departments to seek their guidance in matters pertaining to their department. As they are well versed with the procedure, working culture of various departments, their advice will be very valuable to us.

Even though the membership has not reached the expected target, I hope and wish through proper coordination and networking it can be achieved. It was my wish to add 1000 new members every year to strengthen the Association and its bargain power.

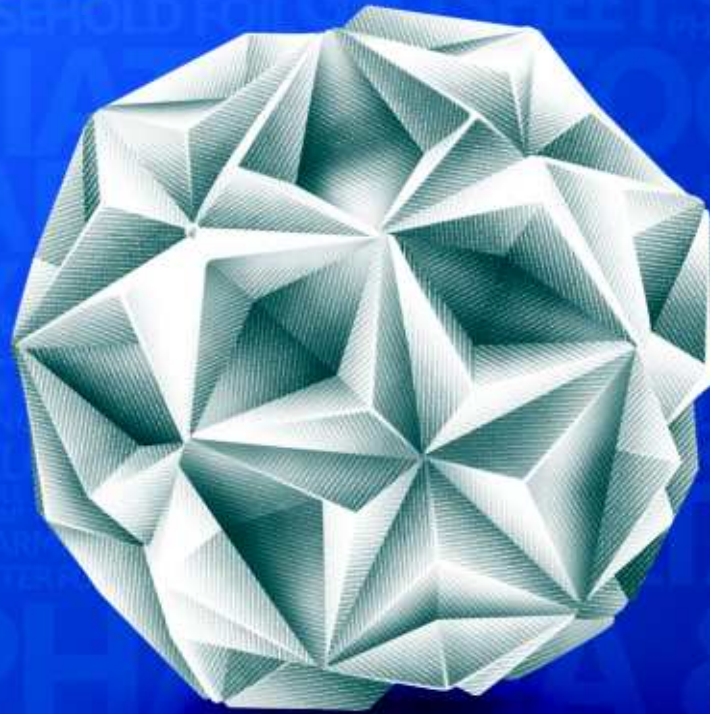
My earnest request with the members is to attend the monthly meeting, where latest changes, amendments are discussed and briefed so that they can upraise themselves with the latest information. Updating & Educating our self will give us an inner strength to continue our fight against various harassments.

Through the relentless efforts of the previous and present Managing Committee AHAR has grown and is respected in all quarters. I wish that the image of AHAR should grow multifold and become a powerful platform to represent the grievances of the hoteliers in right perspective and to get desired results.

With this remarks I wish all the members and their family a very healthy, peaceful New Year 2011 .

With warm regards,

Narayana. M. Alva  
President











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## Desk of Hon. Gen. Secretary

By the time you have read our redesigned Magazine we would have completed another eventful year in our Association. I take this opportunity to acknowledge the entire office bearer's, Chairman and M. C members for their relentless contribution they provide to the members through the Association.

These People have a "Heart of Gold" apart from looking after their personal priorities they are able to devote their time in contributing to the society. Many manage all this in the 24 hour's that all of us have hence are extremely efficient. I salute them for the same.

In one of the articles I have mentioned that this team is committed for 360° transformation as a team. It is our endeavor to completely transform the look of your Association in which we are partially successful by redesigning of the magazine, website and have tried to be visible in Print and Electronic media. We are continuously trying to enhance the Brand of your Association so that it helps us to take your Association to all Maharashtra. Its is our vision to be pro-actively involved in the government policy making pertaining to our industry and to raise the funds so that we can have our own independent office premise where we can have our monthly and yearly meeting's and have our own training center's.

It is said that only thing constant is change the overall dynamics of our business is changing to meet these needs it is necessary to be prepared to change thru technology. My appeal to each and every member is to create their e-mail address and update details of their personal information with the Association as it becomes easier and faster to communicate with you.

I also thank the previous office bearer's who have handed over such a vibrant and strong Association with strong procedure's and proper system in place this has given us a very strong platform to take your Association to the next level and its our endeavor to leave it with even stronger hands to make this as one of the "Largest & Strongest Association in India"

Suresh Shetty  
(Hon. Gen. Secretary)



# A NOTE FROM THE PUBLISHER

“*W*

e at Cam Media & Communication Pvt. Ltd. take great pleasure in publishing

“RESTAURANT BUSINESS” Official Magazine of India Hotel & Restaurant Association (AHAR). We take this opportunity to thank the President, Hon. Gen. Secretary, Editor-in-Chief and the office bearers for trusting in us and giving us a free hand in the making of this Magazine.

With your support we envisage that “RESTAURANT BUSINESS” will be the best trade magazine for the Hotel & Restaurant industry.

Merry Christmas and a happy new year!

”



**Sincerely,**

**Javed Sheikh  
Publisher**

**Ginu Joseph  
Co-Publisher**

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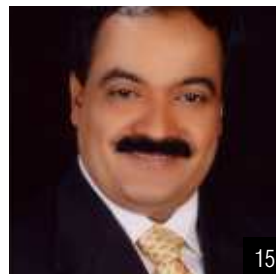
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# Attrition... in hotel industry

By Bhaskar K. Shetty



## How to check it?

What do two or more hoteliers talk about when they meet at social gatherings, weddings, parties or even funerals? Apparently about sale? About new trends in the industry? About competition? About inflation? Backbiting about other hoteliers? If you think it is any of these, then you're wrong!

The right answer is - shortage of

staff at their respective hotels. If corrective measures are not taken, the problem may become very acute in the near future.

Have you ever pondered about why your employees are not loyal to you or your establishment any more? Why do they leave your organization at the slightest opportunity even when their new job does not give them substantial raise in their wages?

The saying- 'Once your employee, always your employee' is now passé. Just a fat pay check is not that is needed; employees today are more concerned about the job satisfaction that they get from the work they do.

Why not try making the work place environment a little more exciting

and interesting - thus avoiding the negative consequences? Managers should learn employing the trick of holding onto their employees for a longer time. Hiring the right employees is the first step in creating a strong work force. The next and crucial - step is to retain them. High employee turnover takes a toll on the business owners' time and productivity. There are many ways to hold on to your best employees and stop them from leaving you.

One effective way of boosting morale of your workers is by giving them recognition for a job well done and providing incentives & rewards to them for outstanding performance.

You can have contests to help keep employees like waiters,

## Attrition... in hotel industry

enthusied and contented. Setting sales target to achieve and rewarding the one who scores the highest is an effective means to do so. Sometimes we forget using such tools because we feel that people already get paid to do a good job. In a rush to move on to get the next job done, we forget acknowledging their good work.

Please understand that people do respond well to recognitions and incentives and employers should keep this in mind. Workers need to be told in advance as to what kind of incentives they will get if they reach a certain goal either individually or on a team basis. In any case, the reward is more likely to come only after the target is met.

This is a sign that you appreciate the efforts made by the employees. We have noticed many times how a certain brand of beer or whisky moves faster once an incentive is offered to the waiters.

Employees are the gears that enable the company to move ahead, grow and sustain momentum. It's a known fact that employees want more than a salary from their jobs - they want to feel safe, secure and be appreciated at work. They need a fair return for their efforts and inspiration to maintain and improve their performance. In addition to taking good care of an employees

and patting their back whenever they do a good job, it is also a good idea to show appreciation and also let your other employees know when a particular employee has performed beyond his job requirements and call of duty. It is not necessary to buy expensive gifts to reward your employees, since you may not be able to maintain it on a regular basis, which might lead to dissatisfaction in the long run.

Instead, you could buy reasonably priced items that look classy and expensive and yet do not cost a fortune. One nice way to express your gratitude to their effort is to gift them retractable badges. Badges can be attached to your employees' shirt or even with their ID badges if you provide them.



You can print the employee's name or any other matter, such as "Employee of the Month" etc. The exquisitely and finely crafted badges made of plastic, steel, bronze or copper will make your employees proud to wear them without pinching your pocket. Further, you should give a clear path of advancement for your

employees. Employees will become frustrated and may stop trying if they see no clear future for themselves at your establishment.

Are you aware that your staff is unofficially training themselves while working in your organization? You spend considerable amount on them to make them perfect in their job and you certainly do not want them to leave while their performance is at the peak! Therefore, try to promote people from within whenever possible.

You shouldn't be afraid to spend (or reimburse) on training your employees to sharpen their skills, which will ultimately help your company in the long run. Don't hesitate to spend just because you are afraid that there is no guarantee of him/her working with you for too long. These small gestures go a long way in retaining your useful and trusted staff with you for a longer period.

If you want your employees to truly remember your gestures, there are many other ways to keep them satisfied by providing them with mediclaim, which may not be very expensive or maybe a life insurance to your key staff (premium is less ₹ 1,500 per annum for a mediclaim and about ₹ 5,000 in case of a life insurance for sum assured of ₹ 1 Lakh per

person). The premium charged for family health insurance offered through AHAR scheme is also very nominal. There are many insurance products like group insurances available which does not cost much. Nothing gives your employees more pleasure than the help provided to their family.

You can also offer buying books, paying fees for employees who are either studying themselves or have kids studying. You can also offer special gifts for the employees' children who excel in studies. This will show that you care for your employees.

Encourage your staff in sports activities. You can sponsor your team to participate in the local cricket tournaments or even have indoor games like carrom among your own staff. Provide carrom boards for indoor games, football & cricket kits to your staff so that they engage themselves in their free time.

Many hoteliers in the Fort area of south Mumbai encourage such teams and various tournaments are regularly held. AHAR also co-sponsors annual cricket tournament amongst hotel employees along with an NGO. Have weekly / monthly meeting with your key staff members and discuss the happenings of the past week / month. Discuss the reports from the staff and point out the

blunders observed by you. At the same time, don't forget to pat them for their achievements. Speak out few kind words for such employees at the next staff meeting. This will also encourage other employees emulate them and cultivate among them loyalty towards your organization.

Keep on communicating your business' mission to your employees and make them feel connected to the organization's goal. This is one way to keep them mentally and emotionally tied to your company.



If your company is nearing 100 employees, consider hiring a separate Human Resources Manager to oversee and streamline your employee structure and processes. Putting one person in charge of managing employee benefits, perks, reviews and related tasks takes a huge load off and makes sure that employees are treated fairly. HR managers are also more up-to-date on employment laws and trends. They can set up various programs and perks you may not have known existed. Now, you should not only know why your employees are leaving your establishment, you are also supposed to know why your loyal employees are staying with you for

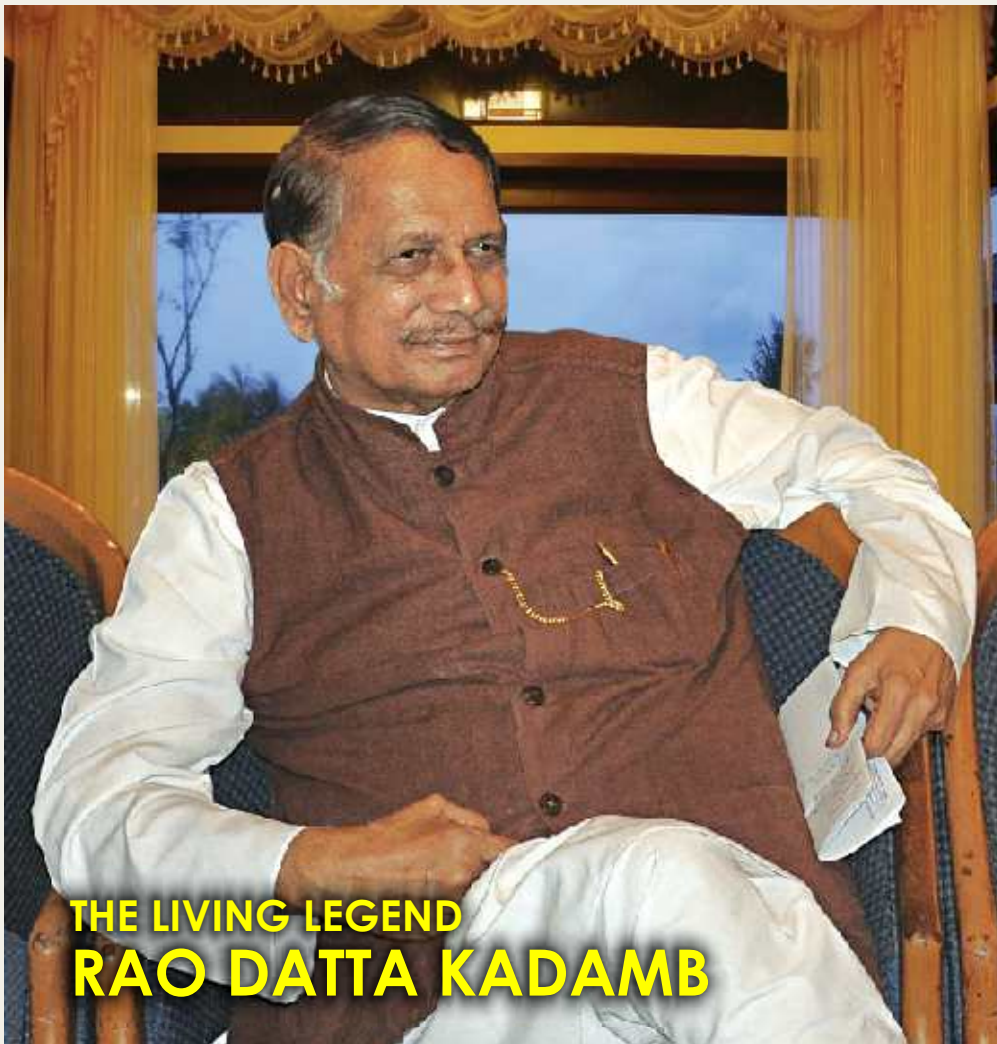
a long time. Naturally, they are happy with the work environment as it exists unlike the ones who leave you. As it is said "if you have a job which satisfies you then you don't have to work for a living in your entire life".

You should periodically conduct 'exit' interviews to know the reasons behind the exodus and you should also conduct 'stay' interviews with the people who are loyal and know the reasons for their satisfaction with the organization.

In such exit interviews, you can even ask them what things they would like to change for the betterment of the organization. In this way you can judge for yourself the reason behind the high attrition as well as the reason for satisfaction among the staff. Now that you know the positive and negative points of your organization, you can use that information to strengthen your employee - retention strategies.

With these tips, we're sure the next time you meet your hotelier friend at any event you'll talk to him about anything but labor shortage!





## THE LIVING LEGEND RAO DATTA KADAMB

country and a great social worker. His success story and the dedication and hard work with which he pursued to achieve his goal will inspire all who come to Mumbai with big dreams in their eyes. He started his journey of Hotel Business with a Tea Stall near Khar Railway station which was started by his father in the year 1929. He established his own small Udipi type restaurant named Ajanta (Niagra Restaurant) at Khar at the age of 23 years. Then he started the famed PAMPOSH Restaurant at Bandra

(W) which has given him name and fame. And then there was no looking back, he started many hotels and restaurants like Sanmaan (Dadar), Shamiana (Santacruz), Shangrila (Vile-Parle), Kadamb Residency (Khar) etc. He also owns the famous Kadamb Sahyadri Hotel at Lonavala.

He was the first franchisee of McDonalds (Linking Road, Khar) in India. He also has franchises of Baskin & Robbins Ice cream (Linking Road, Bandra), Lavazza-Barista (Linking Road, Bandra)

**T**he Living Legend title suits the personality of Rao Datta Kadamb perfectly, who is also known as Bhisma Pitah Maha of AHAR and Babasaheb to his close associates and friends.

Rao Datta Kadamb was born in a lower Middle Class Family on 1st January 1931 in Mumbai. He was one of the men behind the formation of AHAR (Indian Hotel and Restaurant Association) more than three decades ago and was the most popular and unanimous

choice as its first President.

Mr. Kadamb is a very soft spoken, dynamic and enterprising person who has achieved so many things in his life which many of us have not even dreamt of. Still he is so much touched to the ground which makes him different from the crowd. He is a man with great vision and has respect for all. He is one of the most respectful personalities in the hospitality industry.

Mr. Kadamb is one of the most enterprising hoteliers in the

and Café Coffee Day (Carter Road, Khar). Babasaheb has equally excelled in his social activities apart from his vast business empire. There was a time when only private associations of hoteliers existed, which was controlled Consultants who were interested only in the quotas of sugar and food grains from Government for their own benefits. He was instrumental in the formation of AHAR in the year 1979 when there was no united body to represent the hoteliers in the corridors of power.

Apart from business, Mr. Kadamb is actively involved in social work as well. He has been associated with many organizations and took active part in them. Some of them are: Kadamb Hotel Udyog Samuh

Indian Hotel and Restaurant Association (AHAR)  
 Maratha Mandir  
 (Shaikshik Shanstha)  
 Akhil Bhartiya  
 Maratha Mahashangh  
 Akhil Bhartiya  
 Shatriya Mahasabha  
 Linking Road  
 Commercial Association  
 Shree Naoladevi Gramvikas Mandal (Eswali, Dist: Ratnagiri)

Mr. Kadamb has many achievements and honors in his name. He is the only one to be awarded the “Jeevan Gaurav Sanmaan” by AHAR till date. Some of his other achievements are :  
 Yashwi Hotelier (Udyojak)

Marathi Yyapar Mitra Mandal

Maratha Bhushan Puruskar  
 Yyapar Udyog Samazik  
 Yogdanabadal

Yashasvi Udyojakta Jagtik  
 Marathi Chamber  
 Udyogshri Gaurav Sanman  
 Udgoghri Prakashan

Vrikshyogi Sanman  
 - Naoladevi Gramvikas  
 Mandal (Eswali)  
 - Bhai Jagtap Mitra Mandal  
 - Shatriya Maratha Mahasangh  
 - Marathi Jagriti Mandal

Mr. Kadamb's success story and achievement is a true inspiration for all of us. He is happily married to his wife Mrs. Sangeeta Kadamb and is blessed with one son Mr. Sameer Kadamb, who is looking after his business, and 2 daughters (Shilpa and Swati) who are happily married. Mr. Kadamb is the eldest of 3 brothers Mr. Shanta Ram Kadamb and Mr. Sumit Kadamb who are very closely associated



with him. Mr. Kadamb sincerely thanks his parents, family members, colleagues and friends for his successful journey of life so far.

## Interview

1. How was AHAR formed? What is the reason for the formation of the Association, when there were already some other Associations? Who were the persons responsible for forming AHAR?

Those days no organized Association of Hoteliers existed. I was in the business and the awnings were not allowed in the suburban area by the BMC. We formed a group of hoteliers to fight against it and I was elected as its President. We represented to the BMC successfully and got relief. Shri Ramanand Shetty (Udipi, Byculla), Shri Jagadish Shetty (Popular, Pydhonie), Shri Timothy D'Souza (Lalit, Fort) and Shri Santosh Shetty (Gurudeo, Vile-Parle) met me and proposed the idea of starting an Hoteliers' Association and requested me to head the new proposed Association as I was already president of Suburban Hoteliers Association. Finally, in 1979 we started AHAR in a small rented office at Worli.

2. Are you happy with the growth and how the AHAR has shaped? I am very happy with the speed with which AHAR has grown today. I think it is the only democratic and transparent Association attending to the grievances of its members.

3. Do you think our industry has been neglected by the

## THE LIVING LEGEND

# RAO DATTA KADAMB

Government?

The due credit as an industry with employment potential of lakhs of people and serving the food needs of millions of people besides doing its social endeavour of providing free drinking water is still not given by the Government. The industry generating millions for the state and local body exchequer are neglected. The only way to bring it to the notice of the Government is through the lobby of MLAs, Ministers etc for proper recognition.

4. How the hawker menace is affecting our business?

It is affecting our business. However, due to laxity of the authorities in implementing the Supreme Court order of banning cooking in open places, the new trend to cook somewhere and supply in open spaces has begun. Our Association is time and again pressurizing the civic authorities through letters, complaints, photographs etc are compelling them to take action. They take the action once a while and within no time the hawkers reappear. In my opinion, we should demand that the civic authorities provide the licenses to the hawkers and bring them on par with the Restaurants. They should be made to pay for all the licenses fees, charged commercial rates for water,

electricity etc and they should be penalized for operating without having valid licenses, NOCs etc. With such overhead expenditures it will not be possible for them to sell their products cheaply and the business may not be viable.

5. Why does the present generation of hoteliers reluctant to join their parents' Hotel business?

It is the easy money which they are getting without putting much effort through employment or other businesses. Most of the second generation Hoteliers are well qualified and earn much more than what we earn and they do not want to work for 12-14 hours, which we used to do? However, many qualified second generation Hoteliers have joined their family business and taken it into new heights with their new innovative approach.

6. Most of the hotels established by you are either let out or outsourced, do you feel the absence of sitting in a counter and attending the customer's grievances / complaints / appreciation etc face to face.

Yes, I miss sitting in the cash counter observing customers engrossed in daily chaos at the Restaurant. The reason for letting the hotel for brands like Mcdonald, Barista, Cafe Coffee day etc are

due to non availability of good, sincere staff, my age and good revenue. I am still in business of Hotels with Lodging house at Khar. I will soon start a resort with an area of around 27 acres near Pune with the best available facilities for the customers for the short and long stay.

7. Finally, Are you a contented man?

Yes, I am a fully contented man. I thank the almighty for whatever he has bestowed on me and my family and I conclude by saying that whatever I am today, it is because I am an Hotelier.

Observing Kadamb sahebs journey to the memory lane, I can



observe from his face the respect he has got for AHAR and his fellow hoteliers. A real legend with every luxury of life earned through hard work but without any proud, ego. A found him to be a fully contented man with a child's heart, which wants all to be happy.

**Interviewed by Shri Vasant Karkal, Executive Secretary, AHAR**





# MOVE YOUR LIFE FORWARD

... R. K. SHETTY

Change is a fact of life. Change takes away what we have, what we are comfortable with, but gives us new things and fresh challenges to deal with and move ahead in life. Making this new set of circumstance work in our favour depends entirely on us.

Being able to change quickly to suit new circumstances or to overcome problems and challenges is necessary. Being mentally ready and equipped to change quickly is the quality of success.

## BUT WHY CHANGE TODAY?

Today, in India, why change? There are many reasons. Idealistically speaking one must always strive to do better in one's profession and life. Simply in that sense, change is a sign of progress.

## BUT WHY MANY ARE NOT CHANGING?

- . Lack of Protection/Security.
- . Lack of Peace/encouragement.

. Many of us do not understand our own following needs:

1. Food, clothes, sleep and basis of life and survival.
2. Cash flow, threat free life.
3. Love belonging.
4. To be respected, admired.
5. Need for money in life.

A large majority of us train our focus largely on the first need and the rest we do not have time to understand and think and probably do not know what to do.

One should know "Financial Wisdom Creates Peace of Mind" but "Financial Loss creates uncertainty."

If such things happen it would be unbearable. Eg: Today even for treating the smallest sickness or a minor ailment can cost you thousands of rupees, the serious ones may even cost lakhs. On an average, any major health problem related to the vital organs like heart, kidney, liver, lungs, etc, today would cost anything between ₹ 3 to 10 lacs, on the lower sides.

Are you aware 40% of Indians suffer from Diabetics  
Do you know that 40% to 50% of deaths in India are due to individual mistakes, mostly on account of non-availability of funds.

We experience many times people

coming to us asking for solution when something has already gone wrong.

Similarly in uncertain emergency situations like riots, floods earthquake, building collapse, its mostly very difficult for the individuals/owners to bounce back to normal business.

## IS THERE A FINANCIAL SOLUTION ON THAT OCCASION?

Yes. Insurance

## WHAT IT IS?

- . A Contractual Saving Instrument,
- . A Security / Shelter cover,
- . A Device to create Assets,

It would mean that it would take care of your

- . Family Requirements,
- . Medical requirements
- . Old age needs etc.,
- . Uncertainties in life.

Insurance gives you most important solution to cater your unfulfilled needs as said above.

They are money, future protection/security and peace of mind.

Buying a policy is an emotional exchange though it is not a commercial transaction. In difficult situations people need two kinds of supports namely, Emotional Support and Financial Support

# MOVE YOUR LIFE FORWARD ... R. K. SHETTY

Insurance is considered the Best Financial Security as it can give “A known Sum at an Unknown Time.” It is for “Seen Events and Unseen Events” with SAFETY, SECURITY & LIQUIDITY.

It is a misconception to believe that insurance is only for young and rich people. It is required for every one - rich, poor, old, young, and men and women.

## TIPS TO KNOW ABOUT TYPES OF INSURANCE:

- . Standard Fire and Special Perils Policy
- . Machinery Breakdown
- . Workman Compensation
- . Burglary & House Breaking Insurance
- . Cash Insurance (Cash in transit / safe)
- . Group Medclaim Insurance for - owners and family members.
- . Public Liability policy (Liability arising out of food poison)
- . Personal Accident.
- . Fidelity Guarantee Insurance
- . Vehicle Insurance.
- . Life Insurance

## WHAT IS NEXT ?

To come out of the fear of future, Investing is just one-second step to achieving your Financial Goals. Your portfolios need to be actively monitored periodically to track the performances of funds and ensure that the asset allocation is consistently in line with the agreed objectives. Dynamic Asset

allocation is an integral part of the advice process and ensures your portfolio mix is of a minimum risk and enhanced returns, by making changes to the strategic asset allocation in view of the current market conditions.

## YOUR FOCUS SHOULD BE TO

- 1.Help you in dire emergencies, and at any critical time
- 2.Create Emergency Money for you.
- 3.Bring a general financial stability in your life.
- 4.Make you feel more confident and self-sufficient.
- 5.Help to achieve your goals and ambitions.

The world has much to offer us. We only see what is good fun and pleasure, which are easy to get and we grab them.

However, those who watch carefully and can visualize the expected and unexpected demands of the future, the opportunity presents itself but they have to invest their time, effort, ideas to reap the rewards in the future.

I was on a visit to Chennai when Cyclonic weather hit and created a power outage in my friend's office building. The surge damaged their internet switch, several phone instruments and other equipments. Every thing was patched together

to keep work going and found to his great relief that his insurance policy helped to cover the losses. Well, Thank God!

All that a man achieves and all that he fails to achieve is the direct result of his own thoughts. That is the sum total of what this hugely popular book by James Allen conveys. We have read often that Thought has Power, hence, the importance of Positive Thinking.

There is a direct connection between our thoughts and what happens to us in our lives, not only in terms of how can we shape ourselves up but also how our circumstances shape us up.

Assume responsibility for your self and your life and achievement will be yours.

So what is Now ?..... Change Yourself Act Now Delaying means denying... When times come, May be it is too late... When it is available one should take it ... OR When you want something, nothing will be available to you...

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# 'Maharaja' Chandrahas Shetty



In life, there is always this one person, one idea, one event or one thing which is needed to bring about a dynamic transformation. Shri Chandrahas K. Shetty has been one such person responsible for bringing about a remarkable change in AHAR- Indian Hotel & Restaurant Association, and how! Equally successful in his flourishing venture of Maharaja Chain of Restaurants and Caterings, he also effectively organized the Silver Jubilee Celebration of AHAR in 2004 at the Bandra-Kurla Complex, which was attended by more than 10,000 people.

His family background goes thus: Shri Chandrahas K. Shetty was

born on 4th September, 1962. Being the eldest son of Late Shri Kalathoor Barpani Kariya J. Shetty and Smt. Yermal Thenka Paradi Mane Baby K. Shetty, he had to shoulder the responsibility of running their family business of Sadanand Veg. Restaurant at Andheri (E) and upbringing his sister and brothers at a tender age of 17 years due to the untimely death of his parents in 1980. In the year 1981, he was elected as the Chairman of the Student's Council at the Ismail Yusuf College, Jogeshwari, Mumbai while he was studying. And that was when his leadership qualities came to the forefront for people to notice! Serving six terms as a member of

the Managing Committee in Indian Hotel & Restaurant Association (AHAR), he took up charge as the Vice President and later as the Vice President (Administration) for a period of two years. He was the President of AHAR for three years and had achieved many milestones, thus benefiting the Hotel Industry as a whole.

He has worked tirelessly for more than a decade championing the cause of Hoteliers in Maharashtra in general and Mumbai in particular. He was unanimously elected as the President of AHAR for the year 2005-2006, 2006-2007 and again by members' demand for the year 2007 - 2008 too.

# 'Maharaja' Chandrahas Shetty

The reduction of VAT from 8% to 5% and hefty reduction in the TRC (Trade Refuse Charges) is all thanks to him. He was the first President to appoint Chairmen for various Committees to assist the President in discharging his duties.

helped members in solving their problems to a great extent, thereby relieving the President and other Office Bearers to attend other important matters. His work does not limit to the Restaurant Industry for he is also very active in social

inception.

On the professional front, he is successfully managing Sadanand Veg. Restaurant for the past 25 years. He is the Managing Director of Shree Mata Hotel Private Limited, which is operating the Maharaja Group of Restaurants at Andheri (East), Chakala, Bandra (East) and Sakinaka serving lip smacking Managlorean delicacies and is renowned for the variety of seafood offered.

He also handles Maharaja Foods, Inc. that is engaged in large scale Catering, Banquets & Restaurants at the Supremo Activity Centre & Matoshree Sports Complex, Andheri (East), Mumbai.

He is happily married to Smt. Shubalaxmi C. Shetty, daughter of Muchur Balike Vittaldas D. Shetty and Pejawara Padodi Guttu Shambavi V. Shetty.



**Chandrahas Shetty**

The formation of Promotion committee in AHAR during his tenure not only brought a new revenue model for AHAR but also resulted in huge savings for members. The Promotion Committee benefited the members substantially by conscientiously bargaining with the suppliers, including liquor companies for large discounts. The other Committees like Excise, Police, Municipal, Legal, Hawkers etc. too

activities. He has been a member of Bunts Sangha, a Charitable Institution since the year 2005. In the year 2006, he was made the Chairman of Regional Co-ordination Committee of Bunts Sangha. It was due to his efforts that Bunts Sangha formed eight different Regional bodies under the programme 'To meet our own people at their doorsteps', this has been the biggest achievement of the Institution ever since its

The couple is blessed with two sons and a daughter. His eldest son, Shri. Abhishek C. Shetty is doing his Engineering. Daughter Miss Aishwarya C. Shetty is studying in 1st year BDS and the youngest son Shri Shlok C. Shetty is studying in VIIIth standard.

He has been recognized and honoured for his contribution to Hotel Industry and also in the Social fields by many Institutions.

One such honour was Hridayavantharu Award-2008 by Akhila Bharatha Kannada Sanskriti Sammelana-2008 held at VIA Auditorium, Vapi (Gujarat) on 17th February 2008.

In an inspiring tête-à-tête with the man himself...

Q: What are your future business expansion plans?

We have created a brand called "Maharaja", which is known for its seafood specialty dishes. We are now in the process of building up the brand. We have already registered the brand name "Maharaja" and are looking into the options of creating a franchising model all across the country and out of the country as well. We are looking into all aspects of the hospitality business such as banquets and rooms too.

Q: What future do you see for stand-alone Restaurants without any branch in the era of MNC chains like McDonalds, Pizza Hut, Dominoes, Café coffee Day et al? How do you cope with this competition?

With the emerging cutthroat competition in today's times, Udipi and Indian stand-alone restaurants need to evolve in order to survive. The dosas and idlis that we serve are much healthier than the food dished out by the MNC chains.

We have a vast exhaustive menu, with a wide range of food items. Yet, we loose out to the MNCs as we cannot maintain consistency with regards to the quality of food products that is served and towards the end of the day, we have to manage with a lot of leftover foodstuffs.

The MNCs that have entered Indian markets have very limited varieties of food items in their menus. Hence, they can standardize their food quality, control the quantity and rates to an extent. This is something that we are yet to master. Without standardized recipes, small stand-alone restaurants cannot survive.



We have to learn to move beyond the business we have set up and adopt these practices if we are to survive in the future.

Q: What is your vision for AHAR in the near future and do you see AHAR moving in that direction,

though gradually?

I see a very bright future for our Association. The constitution and working of our Association needs to be periodically updated and reviewed if we plan to grow in a healthy manner. Today, all Restaurant owners have realized the value of a strong pro-active Association. We have made a name for ourselves and today the State Government and all relevant Departments involve us in discussions related to the Hospitality Industry. Today, as a member of the Advisory Council, I support the activities of the Office Bearers and I will continue to do so for as long as I can.

Q: During your tenure as AHAR's President there has been an increasing induction in the number of youngsters in the Managing Committee. How do you rate their performance?

I was keen to bring in as many

# 'Maharaja' Chandrahas Shetty



young Restaurant owners as possible into the Association. We need energetic new leaders who understand the dynamics of our Industry and are willing to participate in the day-to-day activities of the Association. The older Office Bearers were all born and brought up in the Restaurant atmosphere.

Today, we have Engineers, MBAs, Lawyers and even Doctors apart from 2nd generation hoteliers, many of whom are Catering College graduates who have come into our industry. This has given us a new insight into the workings of our Organization. We have now learnt to think out of the box and come out with unconventional solutions to our problems.

In the ever-changing business scenario, we have to be one-step ahead in our thinking. Who can do this better than the younger generation Restaurateurs? We have to allow the newer generation to learn under the guidance of the much more

experienced Office Bearers. I am happy to see new faces, their talent, expertise and the entire package that they come along with to offer our Association. We have a strong Constitution and an active Advisory Council to guide them in all their activities.



## Don't Just Supply... Deliver The Best!!! SUSHILA SHARANGDHAR

Catering to almost anyone and everyone, restaurants and food joints are gaining popularity among the classes and the masses. But wait! Their responsibility doesn't just end there. Today we explore how pivotal the roles of the food joints are in carving the health of our nation.

What do you get when you ask a child how many continents are there in this world? Chances are that you would get blank face or a pause followed by an answer that would hint he is asking and not actually telling you.

However, if you ask a child how many burger or pizza outlets are there in his vicinity, and you get a prompt and positive reply answer preceded by an excitement.

Giving you another instance where you are actually sitting in a food court, which can be anything from a typical Indian thali /pizza / burger corner / coffee shop or just an ice cream parlor, have you ever noticed the number and the age group of the people who are constantly pouring in to have or try the food?

What do you learn when you combine both these instances? There could be many answers to it, but I'll simply sum it all up by saying, "food chains have become so popular not only because of the increasing number of outlets but

also because of the masses."

Earlier, people had limited choices for the variety of foodstuffs and restaurants. They came solely for the purpose of eating and had very little entertainment options. Nowadays, with novel concepts up surging, the urban Indians are ready to experiment with new varieties and cuisines. Their frequency of visits to restaurants for meals have increased

drastically from 2.7 times a month in 2003 to six times a month in 2008 as per the figures given by the Food Franchising Report 2009

released by industry body- FICCI food wing, the Confederation of Indian Food Trade and Industry (CIFTI).

The fast city life, with both the husband and wife working leaves no time for them to cook homemade food, socialize, or simply give time to each other. Due to the changing times, Restaurants have gone in for a makeover and changed their

meaning thereby introducing the concept of 'fine dining', where people can sit comfortably, chat, lounge and socialize. What's more is that they can even meet their relatives, friends, colleagues over lunch, coffee or dinner!

Apart from the basic and obvious features like menu and service, ambience too has become an important "must-have". With the expansion and development of



Sushila Sharangdhar

various media like print, broadcast and introduction of many novel forms, many fast food brands are being launched and with the increasing level of disposable income at the hands of the customer, they are more willing to spend it. The increase, as it may seem, is not only with regards to foodstuffs, but also in services. Restaurants have extended their services to free home delivery,

## Don't Just Supply... Deliver The Best!!! SUSHILA SHARANGDHAR

take away, introduction of various offers et al., because of which they are just a phone call away from the customer.

The Food Franchising Report-2009 gave a clear picture of the above mentioned fact when it stated that, "in India, at least 30 per cent of working singles eat out at least once a month, with a majority spending at least Rs 100-150 per outing."

This indicates the type of reliability and dependency people have developed over the years on food chains. Due to the steady rise in income and fast paced life, consumers are on the lookout for a place that offers them variety and convenience all at one place. And the competition among various food joints to attract consumers and turn them into loyal customers just makes them do so. Regarding the fast-food segment, it mentioned- "The core consumers for fast food are people in the age group of 25-35 years. Youngsters (18-20 years), taking up part-time jobs coupled with rising salaries also lead to higher discretionary spending on food." From the above study, it is evident that in the metropolitan cities, eating out is considered as an "occasional indulgence". However, nothing comes without a price.

An increasing waistlines and visits

to health clinic goes hand-in-hand with an increase in the salary figures and craving for fast food. There has been a discernible increment of diseases such as diabetes, hypertension, heart diseases et al. Around.

This is chiefly the outcome of haphazard dietary and lifestyle practices along with some or no physical activity. Thus people must think twice before shelling those bucks for large fries, burger or coke.

However, thanks to health awareness initiatives that are



constantly being organized by various hospitals and health professionals in various fields, the message of having proper diet and maintaining a healthy lifestyle coupled with exercise has made its mark in the minds of the people.

This is obvious as people are now quite hesitant to consume outside food. There is a certain level of guilt that comes in after indulging in their favorite fast food. What they require at present is a meal that is

not just tasty but also nutritious and tasty and makes them willing to pay for, readily rather than reluctantly.

Talking from an hotelier's point of view, you see growth in the amount of popularity, various outlets running successfully and most importantly, the sales and the target figures improving.

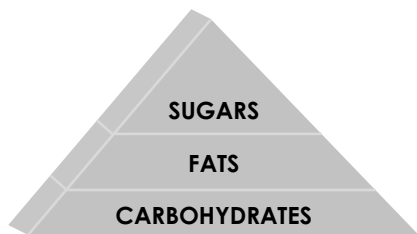
However, does your responsibility end here? Do you serve only to profit yourself or is doing good to your customers also an aim? With the increase in the number of health related issues at an alarming rate not bothering you? If the thought hasn't occurred to you until now, then why is it so? And to those of you who have been struck by this thought, what have you done about it?

The responsibility of improving the health of a nation should be treated as a 'privilege' rather than a burden.

Having said much, it is time we concentrate on what exactly needs to be done. We need to start with implementing healthy alternatives in the menu thus keeping a close tab on its cost, portion size, quality and most importantly its TASTE. To be precise we need to do a "menu makeover!" How can we achieve this?



# Well, this can be done by simply climbing the Food Pyramid!



It starts with carbohydrates as the base of the pyramid with fats and sugars forming the apex. All you have to do is to understand the food pyramid and incorporate the healthy alternatives in your menu. Bring in innovations, ideas and efforts to go that extra mile. Get your team together and educate the importance of portion control,

which ingredients to use sparingly and which ones to use generously. Rope in a qualified Nutritionist or a Dietitian to calculate calories of recipes and ask the chefs to create the most delicious cuisines out of it. The efforts could range from being drastic where you are replacing the ingredient say refined flour, which is low in fiber and nutrients, with whole-wheat flour that is high in fiber and other necessary nutrients. Alternatively, the change can be simple wherein you just use the ingredient sparingly. A classic example is Pav Bhaji, where the usual pav or bread that is made of refined flour can be substituted with the whole wheat or multi grain bread and secondly, the butter which is used as a spread, should be used sparingly. Likewise changes can be made for other dishes also. It is important to

know that the meals should be economical and hence reasonably priced. With effective management, teamwork, great contribution from all and maximum marketing, the results will be rewarding. Let innovation be the new change and make the most out of it.

Last but not the least, encourage your consumers to try out your innovation. This could be rather simpler for you since you are already popular among the people or should I say your "loyal customers"? So now that trust is already achieved, all you need to do is encourage them in eating healthier.

**With a great initiative like this, you will not only witness increasing footfalls but also increasing fans!!! So what are you waiting for? Get started and God bless you all!!!**

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## MOUTH-WATERING - 24-HR FOOD CHANNEL!

Mouthwatering good news for food lovers and cuisine crazy viewers!

Zee Entertainment Enterprises Limited (ZEEL) has announced the launch of India's first 24-hour food channel Zee Khana Khazana, which started beaming this month.

'We are here today, because we have always pre-empted our viewers' changing needs and catered accordingly. Zee was the first to launch India's first GEC

(General Entertainment Channel) Zee TV. Today, with Zee Khana Khazana, India's first food channel, we are back with yet another first in the Indian television space,' Punit Goenka, MD and CEO, Zee Entertainment Enterprises Limited (ZEEL), announced in Mumbai.

The 24-hour food channel will offer both India-based as well as international food programmes.

'Chef's special', 'A Touch of Turmeric', and 'Khana Khazana' will focus on Indian cuisine, while 'The Hairy Bikers Cook Book', 'Chefs - Put Your Money Where Your Mouth Is', 'Saturday Kitchen

The channel will now open new level of competition among housewives for whom many prime time programmes are arranged in the afternoons - the 1-5 pm slot.

# AHAR - 7th Managing Committee Meeting

The 7th Managing Committee Meeting of Indian Hotel & Restaurant Association [AHAR] was held on 7th August, 2010 at Hotel Tunga International, Andheri [East], Mumbai.

Shri Narayana M. Alva, President, Chaired and conducted the



Shri Satyanarayan, IPS, DCP Zone-VIII being felicitated.

meeting as per the agenda. Shri Mohandas Shetty, Host Vice President, Zone-VIII welcomed the gathering. The Minutes of the last Mg. Committee Meeting and the Accounts for the month of June 2010 were presented by Shri Sukesh Shetty, Hon. Gen. Secretary and Shri K. V. Shetty, Hon. Treasurer respectively and were unanimously approved.

The Vice Presidents of all Zones and the Chairmen of Sub Committees appraised the happenings in their Zone and how the various complaints received by them were attended and sorted out successfully.

Shri Bhaskar Shetty, Chairman, Technology Committee, urged all the members to visit the website of AHAR, which is [www.ahar.in](http://www.ahar.in) and also asked them to support it through advertisements of their establishments and vendors.

Shri Sudhakar Shetty, Chairman,

31st AGM Committee briefed the house that the 31st AGM of AHAR will be held on Dec. 21, 2010 at Bunts Sangha, Kurla. He also informed that

it will be a full day event with Trade Exhibition, Seminars and AGM (Annual General Meet).

Shri Alva briefed the house that many NGOs are misguiding the Police and getting employees aged 14 and more arrested. He

said that the matter has been referred to the concerned Minister and

AHAR will follow up with all the concerned authorities to get a clear guidance to the Police authorities to act in Child labour case as per the guidelines of GR issued by the Government, which clearly state that any person above the age of 14 is not a child labour.

The event was graced by Shri Satyanarayan, IPS, Deputy Commissioner of Police Zone-VIII and Shri Kiran V. Acharekar, Deputy Municipal Commissioner, Zone-IV. Both the dignitaries were felicitated on the occasion.

Replying to the felicitation Shri Satyanarayan said that the hoteliers should work within the set framework of law. Any violation of the same will lead to unnecessary harassment to the hoteliers. He further said that in case of genuine grievances, he and his team will attend the same and resolve it. He also recommended those hoteliers who can afford to install CCTV in their establishments to do so as a



Shri Kiran V. Acharekar, DMC, Zone-IV being felicitated.

measure against security threat.

At the felicitation, Shri Kiran V. Acharekar said that any genuine difficulties faced by the hoteliers may be brought to his notice and he will address the same. He asked AHAR to prepare a NOTE of the grievances so that he may present the same to his superiors and higher authorities during their

meetings.

Both the dignitaries thanked AHAR for the honor bestowed upon them. After their speech, they also clarified doubts of the members during the interactive sessions. Advisor Shri Chandrahas K. Shetty, Shri Datta Kadam too gave their valuable guidance to the members.

Shri Girdhar Shenoy, General Manager, Corporation Bank, Shri Jayesh Ganatra of Cloud 9 and Shri Bhaskar Shetty of NCP were also presented with flower bouquets on the occasion.

The meeting was concluded with vote of thanks by the Hon. Gen. Secretary, Shri Sukesh Shetty.

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## AHAR - 8th Managing Committee Meeting

“THROUGH DEDICATED HARD WORK, THE HOTELIERS HAD REACHED THE PEAK - DR. GAURISH T. AMBE, EXECUTIVE HEALTH OFFICER, M.C.G.M”

The 8th Managing Committee Meeting of Indian Hotel & Restaurant Association [AHAR] was held on Friday 3rd September, 2010 at Hotel Krishna Palace, Nana Chowk, Mumbai.

Host Vice President Shri Pradeep Shetty, Vice President, Zone-IV welcomed the gathering.

The Minutes of the 7th Managing Committee meeting and the Accounts for the month of July 2010 were presented by the Hon. Gen. Secretary, Shri Sukesh Shetty and the Hon. Treasurer, Shri Krishna V. Shetty respectively and were passed unanimously.

President Shri Narayana M. Alva briefed the house that the 31st

Annual General Body Meeting of AHAR scheduled on 21st December, 2010 will be sponsored by M/s Seagram Distilleries.

He further said that AHAR will be moving the court against the harassment in Child Labor matter, where in spite of clear direction by the Government Resolution and Court judgment that any person above the age of 14 is not a child, the Police at the behest of NGOs are conducting raids and arresting

the employers for employing persons above 14 years under other acts, which are not applicable to the hoteliers to harass them.

He further added that AHAR will also move the court against the exorbitant hike in Entertainment Duty of Rs. 50,000 per month for restaurants having live orchestra. He also requested the members to obtain the age proof for employees aged between 14 and 18 years.



Dr. G. T. Ambe, EMO of Municipal Corporation of Mumbai being felicitated.

Shri Sudhakar Shetty, the AGM Chairman declared the names of Sub Committees and gave a brief of the ensuing AGM. Shri Gaurang Shah, Chairman, Legal Committee, Shri Nikhil Shetty, Chairman, MCGM Committee, Shri Shashidhar Shetty, Chairman, Police Committee, Shri K. K. Mahale, Hawkers Committee and Shri Guruprasad Shetty spoke and briefed the audience about the developments in their respective affairs.

Dr. G. T. Ambe, Executive Medical Officer of Municipal Corporation of Greater Mumbai was the Chief Guest of the meeting. He was introduced by Shri Nikhil Shetty and was felicitated by the President and others.

The hoteliers have hit the highest point due to their sheer devotion and hard work said Dr. Ambe. The hard work done by the Hoteliers in providing food and beverages according to the customer's needs at an affordable price, giving priority for hygiene was highly

appreciated. He said that he is aware of a number of problems faced by the Hoteliers and assured that he will redress them when approached.

On the occasion Deputy Executive Health Officer Shri Anil Bandiwadekar was also honoured. Advisors Shri S. M. Shetty, Shri Datta Kadam and Shri A. B. Shetty gave their valuable suggestions and advise to the members. The meeting was concluded with vote of thanks by the Hon. Gen. Secretary, Shri Sukesh Shetty.

## AHAR - 9th Managing Committee Meeting

The 9th Managing Committee Meeting of AHAR was held on Oct. 06, 2010 at Hotel Avenue, Thakur Complex, Kandivili [East], Mumbai.

Shri Narayana M. Alva, President, AHAR headed the meeting and conducted the proceeding as per the Agenda.

### Welcome address:

Shri Ravindra Shetty, Vice President, Zone-X welcomed the gathering. He thanked his team for the support in mobilizing the membership and attending to the complaints. He said an amount of ₹ 2, 11,000/- has been collected from his Zone by renewing and enrolling new members.

Confirmation of Minutes:-

The minutes of the 8h Managing Committee meeting held on Sept. 03, 2010 was presented by the Hon. Gen. Secretary and was approved.

Proposed by: Shri Shivaji Shetty  
Seconded by: Shri Naveen Shetty

### Approval of Accounts:-

The Hon. Treasurer presented the accounts of AHAR & Dance Bar for the month of August 2010. The same was approved.

Proposed by: Shri Bhaskar K. Shetty  
Seconded by: Shri Satish Shetty

Event of the month  
Presentation by VPs & Sub Committee Chairpersons.

The Vice Presidents of various Zones appraised the house about their performance in their respective Zones, especially with reference to attending to the grievances of the members. They also assured that the membership drive will be taken vigorously and desired target will be achieved on schedule. They said that no complaints are pending and whatever matter was referred to them has been redressed. Shri



Shri Gopal Shetty, M.L.A., Being felicitated.

Shashidhar Shetty, Chairman, Police Committee: He briefed about the meeting with the Minister for State for Labour, Shri Padmakar Walvi, regarding the grievances of Child Labour and withdrawal of food allowance from the salary of the employees by the



Dr. Mahendra V. Wadival, Deputy Medical Supdt., Bhagwati Hospital, Borivali., being felicitated.

Labour Department. He said the meeting was very positive and the Minister had assured that he will redress the same.

Shri Nikhil Shetty, Chairman, MCGM committee: He said that they had filed the suit for direction regarding the imposition of various acts in Child Labour cases. These include notices to the Police Commissioner and Bal Prafulta- an NGO.

He said that Advocate Shirish Gupte has been appointed as our counsel for the same. He will charge approximately ₹ 1.50 lakhs per appearance. Shri Nikhil Shetty requested the house to approve a sum of Rs. 6 lakhs to meet the legal expenses in Child Labour case, which is very important due to

harassment to our hotelier member.

The House approved ₹ 6 lakhs as legal expense for the Child Labour suit at High Court.

Proposed by: Shri Naveen Rai  
Seconded by: Shri Girish Salian

The Hon. Gen. Secretary said that he had met DCP, Zone-II as a courtesy call and briefed him about the activities of AHAR. The DCP has agreed to meet the delegates for

addressing their grievances. Shri Alva advised all VPs to contact their respective DCPs and convene a meeting for proper co-ordination between the Police and the Hoteliers.

Shri Vasant Shetty, Chairman, Coins Committee: He informed the house that RBI has discontinued the practice of supplying the coins to the currency chests of various banks and introduced a new system whereby the hotelier can avail the coins through the Banks where they maintain their accounts.

He advised that members to get the format from office and apply to the Banks having their Restaurant Account and obtain an acknowledgment for the same. If the Bank does not supply coins

within seven days, they have the option to register a complaint with the RBI keeping AHAR in loop. AHAR will meet the relevant authorities along with complaints with the request to revert to the old system.

Shri Anil Gaekwad, Member, Dance Bar Committee: He said that our case of Ladies Employees' timing has been referred to the board. Due to urgency of other matters, it has been deferred and will come to the board for direction after the Dassera vacation. He also said that our delegation had met the Collector of City and discussed about scrapping of the Entertainment duty of ₹ 50,000/- to Permit Room / Beer Bars playing live orchestra and ₹ 25, 000/- for pubs. He said further efforts are on through the concerned minister in this regard.

Shri Prakash Shetty, Chairman, Excise Committee: He said that due to the swift move by AHAR in submitting the memorandum, the follow up of the dry day on Oct. 01, 2010, was revoked.

Shri Narayana M. Alva, President said that M/s Tilak Nagar Industries had registered four liquor products whereas Modi Group had registered one product with us. He said they had offered very attractive launching offers and requested the members to take advantage of the same and support these products in their

# AHAR - 9th Managing Committee Meeting

establishments. He congratulated Shri Sudhakar Shetty, Chairman, Promotion Committee, for achieving various tie-ups benefitting our members.

Appointing Adv. D. K. Shetty as Returning Officer to conduct the election to the Managing Committee for the year 2010-2011. The Hon. Gen. Secretary briefed that the office-bearers had appointed Adv. D. K. Shetty as the returning officer for the above election. He requested the house to ratify the decision of the office bearers' meeting. The house unanimously approved the same. Proposed by: Shri Prakash Shetty  
Seconded by: Shri Raju N. Polompalli

Adv. D. K. Shetty thanked the Managing Committee for reposing faith in him by re-electing him as the Returning Officer. He sought the support of all members in order to have a very smooth election.

Shri Sudhakar Shetty, AGM, Chairman: He requested the members to canvass for the stalls. He also requested the Sub Committee Chairman to finalize the list of members of their Committee and VPs to forward their list of Senior Hoteliers for felicitations and of employees' children's for scholarship  
Felicitations:  
The following Guests were

honoured on the occasion:  
Shri Gopal Shetty, M.L.A., Borivali.  
Dr. Mahendra V. Wadival, Deputy Medical Supdt, Bhagwati Hospital, Borivali.

Shri Parag Masurkar, Asst. Municipal Commissioner, MCGM, 'R' Ward.

## RESPONSES TO THE FELICITATION:

MLA from Borivli, Shri Gopal Shetty, thanked AHAR for the felicitation and urged AHAR to provide him with the materials in Child Labour matters so that he can raise the star question in assembly.

He stated that it is our moral duty to support any projects of public interest like construction of new gardens, walking strips etc. and repay our due to Mumbai, which has given everything to us.

Gopal Shetty pointed out that the RTI (Right To Information) is a tool having both good and bad facet and should thus be used prudently. The harassment by NGOs in Child Labour matters should be properly addressed. He said that the request of AHAR for providing the facility of age verification test for Child Labours at different hospitals will be looked into and he will do the needful. He wished all members in advance greetings for Dassera and Diwali.

Dr. Mahendra V. Wadival was overwhelmed by the honor conferred upon him by AHAR. He said Bhagwati Hospital is being upgraded and modernized so that the people around the vicinity need not move out for treatments. He also said that the request of AHAR for having bone test for ascertaining the Child Labour age verification may be extended by the MCGM to other hospitals.

Shri Parag Masurkar, too, assured his support in resolving the problems and grievances referred to him by the hoteliers.

Speech by Advisor  
Shri Datta Kadam said that the hawker menace, Child Labour harassment by NGOs and police authorities should be addressed through MLAs like Shri Gopal Shetty for the relief. He advised the members to support AHAR and forward their genuine grievances for redressal

Stall Support  
Vacation Exotica  
Rich Gravis  
Cloud9  
Gujarat Foils  
Signet Components  
CCTV

The representatives of the above stall holders briefed about their products and sought support of AHAR members in marketing their



Shri Parag Masurkar, AMC, MVGM being felicitated.

Vote of thanks by the  
Hon. Gen. Secretary  
Shri Sukesh Shetty.

**REGISTRATION**  
M/s Tilak Nagar  
Industries has  
registered their  
**B L A C P O W E R**  
whisky with AHAR.

They had offered  
attractive launching offers to  
AHAR members. They had also  
registered for 3 other products,

which will be launched soon.

M/s Modi Illva India Pvt. Limited  
has registered their new  
product ARTIC vodka and  
offered attractive launching  
offers to AHAR members.

The members are requested to  
support these products in their  
establishments.

**Sudhakar T Shetty**  
Chairman, Promotion  
Committee

products.

Vote of thanks:

The meeting was concluded with

## AHAR - 10th Managing Committee Meeting

Shri Narayana M. Alva, President  
chaired the meeting and  
conducted the proceeding.

Shri Vijayakumar Shetty, Vice  
President, Zone-V welcomed the  
gathering, he thanked his team for  
the support.

The minutes of the 9th Managing  
Committee meeting held on 06-10-  
2010 was presented by the Hon.  
Gen. Secretary. The same was  
unanimously approved

The Hon. Treasurer presented the  
accounts of AHAR & Dance Bar for  
the month of September 2010. The  
same was approved.

The Vice Presidents of various  
Zones appraised the house about  
their performance in their  
respective Zones attending the  
grievances of the members. They  
also assured that the membership  
drive will be taken vigorously and

desired target will be achieved.

Shri Nikhil Shetty briefed the house  
regarding the child labour case in  
High Court. The hearing of the  
same has been postponed to next  
month.

Shri Bharat Thakur briefed the  
house regarding dance bar case  
which is in Supreme Court and  
may come for hearing at any time;  
we had already mentioned the  
case last month and were trying  
our level best to take up this issue  
on top priority. Regarding ladies  
service matter, which is in High  
Court for final hearing, may come  
up anytime.

Regarding entertainment tax in  
permit rooms, we have met the  
hon'ble Revenue Minister and he  
assured that some relief will be  
given to the permit room holders  
and gave verbal instruction to the  
collector that not to issue notices to

permit room holders.

Shri K.K. Mahale briefed the house  
regarding hawker matters. He  
requested all the members to give  
written complaint regarding  
hawkers in their area along with  
proper location to AHAR's Office  
before 15th November 2010 so  
that necessary action can be  
taken. He also appreciated Zone  
III and Zone IV Vice Presidents for  
their support regarding the hawker  
matter.

Shri Narayana Alva, President  
briefed the house regarding coin  
distribution. He said RBI has  
instructed AHAR Members to give  
letter to their respective banks for  
supply of coins so that members  
can avail coins from their nearby  
banks. The format of the letter is in  
AHAR's office. The members are  
requested to collect the format  
from AHAR Office.

# The 10th Managing Committee Meeting of AHAR

Shri Shashidhar Shetty (Chairman-Police Committee) briefed the house regarding his meeting with MOH and Addl. Labour Commissioner for child labour and food allowance matter. He also briefed the house about the meeting which they had with DCP (Zone VI). He requested all VPs and committee members to collect information regarding illegal joints and hawkers in their respective zone before DCP meetings in their respective zones. Shri Chandrahas Shetty briefed the house regarding the changes made in the present bye-laws by the committee. Shri Chandrahas Shetty said in the last AGM a committee was formed to make necessary amendment in the current bye-laws. The committee headed by Shri Santosh Shetty, Shri Chandrahas Shetty, Shri Dippender Singh Sachdev, Adv. D.K. Shetty, President, Hon.Gen.Secretary. Shri. S.M. Shetty, Shri. Bhaskar Shetty, Shri. Santosh Shetty, Shri. Nikhil Shetty, Shri. Shashidhar Shetty and Shri K.K.Mahale gave their opinions and suggestions in this regard. After much deliberation, it was decided by and suggested by Shri. Dippinder Singh Sachdeva that any suggestions/objections to the amendment should be sent in writing by 10th of November, 2010, so that the same can be discussed and necessary action be initiated.

The event was graced by Shri Chandrakant Handore (MLA) on the occasion he was felicitated. Shri Shashikant Shetty, Jt. Secretary welcomed the guest

Replying to the felicitation Shri Chandrakant Handore (MLA) said he is very close to the hotel industry and he is ready to help the hotel industry whenever they face any problem.

Shri. Sudhakhar Shetty, VP (Zone VI) briefed the house about the personality development programme they had in AHAR's office.

Shri. Sukesh Shetty, Hon. Gen. Secretary gave a power point presentation about AHAR's future vision.

Shri Sudhakhar Shetty also briefed the house regarding 31st AGM and the progresses made during the month.

Shri. Narayan Alva, President

briefed the house that this year AGM will be arranged by an Event Management Company

so he requested the house to approve an amount of ₹ 3,50,000/- as Event Management expenses. It was proposed by Shri A.B. Shetty and seconded by Shri. Dippender Singh (Sony) Advisors Shri. Datta Kadam, Shri. S.M. Shetty presented their views on the amendment to Byelaws. The house paid condolence to the departed souls of Shri. Umesh D. Shetty and Shri. Pradeep N. Shetty. Shri. Shashikant Shetty, Hon.Jt. Secretary thanked Shri. Chandrakant Handore for gracing the occasion. He thanked bye-laws committee for their effort; he thanked the host VP Shri. Vijayakumar Shetty and his team for arranging such a beautiful meeting. He also thanked Karnataka Malla, Udayavani, Management of Hotel Peninsula, and USL for sponsoring liquor for the meeting and for all those who had directly or indirectly contributed for the success of this meeting.



Shri Chandrakant Handore, MLA, being felicitated.



# FAQ'S E-PAYMENT OF SALES TAX



website. Authorized Bank's website for making e-payments of Sales Tax.

**Q.4 How do I know whether my bank is authorized to provide this facility?**

Ans. A list of banks providing facility of e-payment is available on the MSTD Website and the route is : [www.mahavat.gov.in](http://www.mahavat.gov.in) e-payment list of banks for e-payment.

**Q.5 What should I do if my bank does not have an online payment facility or is not authorized bank for e-payment ?**

Ans. In case your bank does not have an online payment facility or is not authorized bank, then you can make e-payment from the account of any other person who has an account with the authorized bank having online facility. However the challan for making such payment must clearly indicate your TIN number and name of the business.

**Q.6 What are the Acts under which I can make e-payment?**

Ans. Presently you can make e-payments under two Acts only; i.e., Maharashtra Value Added Tax, Central Sales Tax Act. The other Sales Tax.

**Q.7 Can I make e-payment under BST Act for the dues of period before 1-4-2005?**

Ans. Under the old BST Act, 1959

you have to make payment manually.

**Q.8 Can I make e-payment under CST Act, for the dues of period before 1-4-2005 ?**

Ans. Yes.

**Q.9 How does the new system benefit tax payers & Sales Tax Dept.?**

Ans. Easy, Convenient & fast. Facility is available 24X7.

One can pay on behalf of the firm, company and others.

No more queues and waiting.

Online filing of single challan form replacing the three copy challan.

Instant online receipt for payment made.

Revenue will come earlier in to the Govt. Treasury as compared to old system.

Defaulters chasing will be done more effectively.

**Q.10 What is the procedure for using e-payment facility on MSTD website ?**

Ans. Pre-requisite:

1) dobe air Software is to be preinstalled in the client machine.

2) All fields in MTR Form No. 6 (except any one field of Amount column) challan are required to be filed in mandatorily.

Step 1: Download e-payment software application from MSTD website; i.e., [www.mahavat.gov.in](http://www.mahavat.gov.in) if not downloaded previously.

Step 2: Install the Desktop

**Q.1 What is e-payment of sales Tax?**

Ans. This is the facility provided to the dealer to make sales tax payments online using net-banking facility.

**Q.2 Which category of the dealers are required to make e-payment compulsorily? Is it mandatory to pay Sales tax online?**

Ans. From Feb. 2010 e-payment facility was made optional. On the basis of the response given by the dealers to this optional e-payment, it was made mandatory from 1st June, 2010 for monthly return filers and now for quarterly return filers it is made mandatory from 1st October, 2010.

**Q.3 How can I use this facility to pay sales tax?**

Ans. You can use the facility if

- You have a bank account with net banking facility, and
- Your bank is provided with e-payment facility link on MSTD

# Faq's E-payment of Sales Tax

application. After that a shortcut shall be created on the Desktop.

Step 3: Open the application. Enter TIN as login ID Click on "Sign in" button.

Step 4: A Challan in MTR Form No. 6 shall be displayed. It shall contain TIN and name of the dealer by default.

Step 5: Select type of ACT for which you are making the e-payment. Account Head Field shall automatically get populated in the 'Account Head' window. Similarly current date shall get populated automatically in 'Date' window. Then select.

a) Period b) Amount c) Location; i.e., Name of Sales Tax Office Location: e.g. Mazgaon, Pune, etc., under which the dealer is registered. d) Form ID: Form ID window is linked with "Remarks" window. Once the appropriate option is selected from the Form ID window its corresponding filed in the "Remarks" window automatically, gets populated.

Step 6: Select the Bank from the drop down list provided at the bottom of the Challan for making e-payment.

Step 7: Use password of e-services for entering into e-payment gateway.

Step 8: Ensure correctness of the details filled by clicking on 'Validate' button. After validation, 'pay' button is clicked, GRN (Govt. Reference Number) will be generated.

Step 10: Payment summary will be displayed. Check it and if found correct, again click on 'pay' button, which will direct you to the Banks website.

Step 11: Use login ID and password provided by the Bank to enable you to make e-payment.

Step 12: On Bank site, give instructions to the bank to debit your account and credit the sales tax account.

Step 13: After successful e-payment, cyber receipt inter-alia showing details as Bank / branch name, period, TIN, CIN, date and time, of payment, Amount of payment, GRN will be generated on the Bank's website.

Step 14: Dealer may download, save or print the cyber receipt from Bank's website as a proof of payment made.

Note: Step 1 & Step 2 are one time activities & route is [www.mahavat.gov.in](http://www.mahavat.gov.in) - e-payment - Download Application Software - Download Desktop application.

**Q.11 What is the use of "Form ID" drop-down menu?**

Ans. Form ID drop down menu is provided to select the various options / reasons for making e-payment; i.e.,

1. If you want to pay the dues as per the returns then under MVAT Act select the option from Form Nos. 231 to 235 or 405 for making works contract TDS payment.

2. Under the CST Act select option IIE.

3. If you want to make e-payment for other than the above reasons e.g. Assessment dues, interest order, penalty order, Instalment order, Demand against Form No. 213 compounding of offence, fees for various reasons, then select "other" option from "Form ID" drop down & select its corresponding option from "Remark" drop down.

**Q.12 What is the use of Remark Column in the challan MTR Form No. 6?**

Ans. "Form ID" window is linked with "Remarks" window. If you want to make e-payment other than return dues or TDS payment then Select "other" option from "Form ID" window then select its corresponding remark from Remarks window.

**Q.13 Can I make a single e-payment for more than one Acts administered by the Sales Tax**

department at a time?

Ans. No. You have to make separate e-payment for each Act that you are required to make e-payments.

**Q.14 Are there any geographical restrictions on Banks for e-payment?**

Ans. No. Customer can effect e-payment from anywhere, provided that particular Bank is designated and authorized to collect Sales Tax.

**Q.15 What is Government Reference Number (GRN) and what is its relevance?**

Ans. This is the unique identification number generated on sales tax website / Bank's website after ensuring the details filled in the challan and pressing "PAY" button. this GRN can be used to co-relate the payment made by the dealer with the Banks Scroll.

**Q.16 How can I know that I have completed Sales tax payment using e-payment facility?**

Ans. Apart from Banks Cyber receipt given to you, you can check your online bank statement at the Bank's site to verify the Sales tax payment.

**Q.17 If I encounter any problem while making e-payment through internet, whom should I contact?**

Ans. a) Help desk - Tel. No. & e-mail ID available on MSTD website,  
b) In case of any problem encountered at your Bank site, you should contact your Bank for

assistant.

**Q.18 Whom should I contact if the challan containing the GRN & CIN is not displayed on completion of transaction and if I want duplicate challan?**

Ans. Your Bank may provide facility for re-generation of electronic challan.

Kindly check the Bank's site. If not you should contact your bank to request them for duplicate challan. You can get the same challan copy from the "History Profile" on the Bank's website.

**Q.19 If I misplace my challan whom should I contact?**

Ans. You can get the challan copy from your "History Profile" on the Bank's website.

**Q.20 If after entering challan details on MSTD website, Bank name is not being displayed?**

Ans. If user is using Internet explorer browser, then temporary internet files should be deleted by following the mentioned step -

- a) Open Internet Explorer window
- b) Go to "Tools" menu
- c) Select "Internet Option"
- d) Delete cookies & delete temporary internet files on your computer.
- e) Close the current Internet Explorer Window.
- f) Go to [www.mahavat.gov.in](http://www.mahavat.gov.in) for making e-payment.

**Q.21 What is the procedure I need to follow to avoid my account getting debited more than once for the same e-transaction?**

Ans. If during the transaction or after completing the transaction at the Bank site you encounter an error (e.g. You get disconnected or are not sure whether your account has really been debited etc.) then instead of doing the same transaction again, check your online Bank Account. If the account is already been debited, then contact your Bank for the re-generation of challan. Please note that in above case do not make the same transaction again which result in account debited more than once.

**Q.22 After depositing my tax at the Bank I have noticed that I have mentioned the year/period incorrectly in my challan to whom I should approach for correction in the challan?**

Ans. You should be very careful while entering the challan details. If wrong period is mentioned in the challan then you have to take credit of the challan for that wrong period and file the revised returns accordingly.

**Q.23 What is the relevance of CIN (Challan Identification Number) in e-payment ?**

Ans. CIN is generated after the e-payment is successfully completed. This CIN is required to be mentioned in payment details while up-loading e-return.

**Q.24 How to make e-payment if I am registered under VAT/CST Acts but not registered under**

# Faq's E-payment of Sales Tax

**Other Acts administered by the Sales tax Department ?**

Ans. You are required to obtain Registration under Other Acts administered by the Sales tax Department to make e-payment under said Act. Presently you can make e-payments under two Acts only; i.e., Maharashtra Value Added Tax, Central Sales Tax Act. The other Acts will be notified by the Commr. of Sales Tax.

**Q.25 Can I make e-payment if I am not registered under any of the Acts administered by the Sales Tax Department?**

**OR**

**Can unregistered dealer make e-payment?**

Ans. No.

**Q.26 How many Banks are authorized for e-payment till date?**

Ans. There are 13 Nationalised Banks which are authorized for e-payment of sales tax & those banks are:

1. State Bank of India
2. State Bank of Hyderabad
3. State Bank of Mysore
4. State Bank of Bikaner & Jaipur
5. State Bank of Travancore
6. State Bank of Patiala
7. IDBI Bank
8. Union Bank of India
9. Corporation Bank
10. Bank of India
11. Bank of Maharashtra
12. Bank of Baroda
13. Punjab National Bank

**Q.27 How many Banks out of the**

**above authorized Banks have integrated with MSTD Desktop Applicatio for e-payment?**

Ans. Out of the above 13 authorized Banks following banks have integrated with Sales Tax Department's e-payment Desktop application -

1. IDBI Bank
2. Corporation Bank
3. Union Bank of India
4. Bank of Maharashtra

Dealers having net banking account in one of the above authorized banks can make use of MSTD's e-payment Desktop Application for making e-payment. Alternatively the dealer has an option to make e-payment directly from these bank's website.

**Q.28 Why other Nationalised Banks are not participated in this e-payment functionality?**

Ans. Sales tax dept. has already given a software development document to all the Nationalised Banks one year before. Only those banks are allowed to collect sales tax via e-payment whose software development was completed and tested by sales tax dept. other banks yet have not completed the above procedure so are not included in the authorized Banks list for e-payment.

**Q.29 Can private Banks (e.g. HDFC, ICICI, Axis etc.) or co-operative Banks be allowed for e-payment?**

RBI has yet not allowed the private Banks & co-operative banks for the collection of e-payment. So these banks cannot be allowed for e-payment.

**Q.30 Explain the procedure of making e-payment via RTGS / NEFT ?**

Ans. RTGS = National Electronic Fund Transfer. Both these are the methods of transferring amount electronically from one amount to another within India.

RTGS = One can electrically transfer the amount of Rs. 1lakh and above from one account to another account within maximum 2 hours.

NEFT = One can electrically transfer the amount from one account to another account within maximum 24 hours.

Presently only 2 Banks; i.e., IDBI & Corporation Bank accept amount by RTGS / NEFT and make e-payment on behalf of the dealer. If challan details are provided to them.

The name of the nodal officer and their contact nos. are available on MSTD website. You have to contact them and understand the RTGS / NEFT procedure. If amount along with challan details is sent either to IDBI / Corporation Bank then they make e-payment on behalf of the dealer and after a successful e-payment, will mail you the challan copy.

The dealers not having net banking

facility in the authorized Bank can use this facility.

Q.31 How to make e-payment of works contract TDS ?

Ans. Dealers having Monthly periodicity is required to make e-payment of works contract TDS w.e.f. 1st June, 2010 and quarterly dealers w.e.f. 1st October, 2010.

The steps to make works contract TDS e-payment is – contract TDS w.e.f. 1st June, 2010 and quarterly dealers w.e.f. 1st October, 2010. The steps to make works contract TDS e-payment is –

- a) Select MVAT Act as a type of payment.
- b) Select “405” option from the drop down menu of Form ID.
- c) In the “Remark” column “TDS Payment” option will come automatically then make e-payment of works contract TDS.

Q.32 While making e-payment we are unable to find Form No. 210?

Ans. Form No. 210 has nothing to do with e-payment. It is a challan for making manual payment under MVAT Act. The challan for making e-payment is MTR-6 and is available on MSTD website or authorized Bank’s website.

Q.33 How to make manual payment under CST Act in challan MTR-6 ?

Ans. For making manual payment under CST Act, you have to download challan MTR-6 from MSTD website. This challan MTR-6 is

available in triplicate and the route is - [www.mahavat.gov.in](http://www.mahavat.gov.in) - download - Form s - CST Act - MTR-6 at Sr. No. 31.

You can get the print out of the challan MTR-6 & make manual payment under CST Act.

Q.34 While making e-payment I mentioned correct TIN but name of the dealer was wrongly mentioned, under this circumstances, how can I get the credit of taxes paid ?

Ans. This contingency will never occur, if you make the e-payment by using MSTD’s Desk top application because when you enter the TIN as your login ID then name of the dealer populates automatically in the challan. But for that your Bank should be required to be integrated with MSTD’s Desktop application.

This type of facility is not available on Bank’s website. So you should be very careful while entering the details in the challan while making

e-payment directly from Bank’s website. MOD 97 Logic is there on Banks website to check the TIN of the dealer.

Sales Tax Deptt. Gives the credit to the dealer on the basis of TIN and not on the basis of name because there can be more than one dealers having the same name of the business.

Q.35 I made e-payment from Nagpur / Pune / Aurangabad but the final print out of MTR-6 shows the branch of our Bank as Mumbai branch? why this is so ?

Ans. Every authorised Bank e-payment has their nodel branch in Mumbai only. This nodel branch is responsible for collection of e-payment from all over the Maharashtra and its remittance to RBI. So final print out of challan MTS-6 will always show their branch from Mumbai only.

**Courtesy: [www.mahavat.gov.in](http://www.mahavat.gov.in)**



## Legal Advisor - Adv. Mr. Narendra M. Gunjalkar

To be well-known, it is not always necessary to be “born” in a well-known place. Adv. Mr. Narendra M. Gunjalkar, an eminent personality in the field of law, who was born and brought up in Karad in District Satara, Maharashtra just goes on to prove that. Having completed his post-graduation in law in Mumbai, Mr. Gunjalkar started his practice with Ambubhai Diwanji Solicitors in 1970.

A lecturer at K. C. Law College for 5 years, he mainly practices on Civil Side in City Civil Court and High Court Original side. Mr. Gunjalkar, who has worked with notable Senior Counsel Mr. B. S. Shetty for quite some time came in contact with a number of Hotels and Restaurant owners in the interim and dealt with several civil matters. Soon he became a professional in dealing with property matters and family disputes.

In social life, he was associated with various co-operative societies as the Office Bearer. He was the Chairman of Satara Sahakari Bank for a period of 10 years. He not only formed, but also developed and successfully completed Wooden Box Manufacturers’ Industrial Estate at Ghatkopar (West). He is also the Committee Member and

Legal Advisor of Chhatri Utpadak Co-Operative Society, Sahakari Bhandar, and Bhartiya Krida Mandir in Wadala. To add another feather to his cap, he is also the

Not impeding his success and moving ahead in the path well paved all by him, he has been assisting and guiding AHAR on Legal Matters for more than a year



panel member of Mumbai District Co-Operative Bank, Maharashtra State Co-Operative Bank and Central Railways.

The legacy of his great work continues to grow and sustain as his son owns Mahesh Bar & Restaurant at Maneklal Estate, Ghatkopar (W) and is the partner of the well-known Pub-Poison, now known by the name Royalty in Bandra (W) and owns a Petrol Pump by the name of Bombay Suburban Petrol Supply Co., S. V. Road, Bandra (W).

now.

**Members can contact him:  
305, Ashok Nagar, Opp. ATI, V.  
N. Purav Marg, Sion  
Chunabhatti, Mumbai - 400 022**

**And**

**Chamber No. 51, 3rd floor,  
Chatrapati Shivaji Market  
Building, Mata Ramabai Marg  
(Palton Road), Mumbai -  
400001.**

**Telephone: 22616979 /  
24053075 (O)  
Cell: 9930362535.**

# Procedure and instructions for E- Services enrollment / Registration for Profession Tax RC holders (PTRC)

E-services initiative of the Sales Tax Department, especially of e-return filing and e-payment facility, is welcomed by all in AHAR, as it is simple, fast and reliable. Due to active and whole-hearted support and cooperation of all concerned, the ST Dept. could implement e-Services successfully for MVAT Act.

Considering this positive experience gained, the ST Dept. has now planned to extend and implement facility of e-return filing for Employers holding Registration Certificate (PTRC holders) under the Maharashtra State Tax on Professions, Trades, Callings and Employments Act, 1975 (Profession Tax Act). E- Payment for PTRC holders will be implemented shortly thereafter. Similar cooperation and support is expected for these e-services from all concerned.

A) As a preparation for commencing and actually using e-return and e-payment facility, registration/enrollment for e-services by Profession Tax Registration Certificate holders (PTRC holders) is required. In the near future, e-return will take place

of physical paper return, in phases. Therefore, all the employers paying Profession Tax are required to register/enroll themselves for PTRC e-services immediately and latest by 31st December, 2010 to avoid last moment rush and inconvenience. This enrollment process is not meant for Profession Tax Enrollment Certificate holders (PTEC holders), but is only for PTRC holders.

B) System of new Tax Identification Numbers (TIN) is being implemented instead of Old Registration numbers for PTRC holders and also for PTEC holders since July 2007 for the purpose of compatibility with computerized system of the Sales Tax Dept. of Govt. of Maharashtra (MAHAVIKAS).

New Profession Tax Identification Numbers allotted to the Employers holding Profession Tax Registration certificate (PTRC holders) are 12 digit numbers starting with 27 and suffixed with "P", for example 27123456789P. Similarly Profession Tax Enrollment Certificate holders (PTEC holders) are allotted 12 digit TINs starting with 99 and suffixed

with "P" for example 99123456789P. Therefore PTRC Tins and PTEC TINS can be identified easily.

Maharashtra Value Added Tax Act 2002(MVAT Act) provides for a single TIN for a dealer for all locations. However the Profession Tax Act provides for different Registration numbers for different locations to PTRC holders. Further, while granting PTRC TIN to the employer who holds single PTRC and also holds MVAT TIN, it is decided to allot him PTRC TIN of which first 11 digits are same as that of his MVAT TIN but with a change of suffix to 'P'. It is decided to allot the employer who holds multiple PTRCs and also holds MVAT TIN, one PTRC TIN of which first 11 digits are same as of his VAT TIN with suffix 'P'. His other PTRC TINs will of course be different.

The employers registered on or after July 2007 are allotted such new TINs. However, the PTRC holders registered prior to July 2007 are having old PTRC numbers. Hence it is decided to allot TINs to all such PTRC holders who are not holding 12 digits TINs

## Procedure and instructions for e- services enrollment/ Registration for profession tax RC holders (PTRC)

through e-services registration/enrollment for PTRC. E-Services registration/enrollment of PTRC is required to ensure genuineness of employer availing e-Services for PTRC and also for communicating the user his proper PTRC TIN. After successful e-enrollment for PTRC e-services, old PTRC numbers with slashes should not be used. Therefore all concerned are required to enroll themselves immediately for PTRC e-Services online on the web site [www.mahavat.gov.in](http://www.mahavat.gov.in). Please note that from 1st January 2011 onwards, all the treasuries and Banks will also be directed to accept payments and returns only with PTRC TIN.

It is requested to follow carefully the procedure to avoid mistakes as the e-services registration/enrollment of PTRC is one time activity.

C) The procedure for enrolling for PTRC e-services is as follows:-

There are following categories of employers to whom deferent procedure for PTRC e-ervices registration/enrollment is applicable. The deferent categories of employers are as under:-

Employer holding single PTRC who is also MVAT Dealer.  
Employer holding multiple PTRCs

who is also MVAT Dealer.

Employer not having MVAT TIN but having new twelve digit PTRC TIN starting with 27 Employers having old PTRC Nos. and not holding MVAT TIN. Employer holding multiple PTRCs who is also holding MVAT TIN for enrolling for his PTRC TINs which will not be matching to his MVAT TIN. Central Government Departments / offices located in Maharashtra.

(a) Common procedure applicable to all Categories of Employers is as under:

1. Open Web site of the Sales Tax Department [www.mahavat.gov.in](http://www.mahavat.gov.in) on the homepage on 'log in my Tax Portal' click button 'Dealer or New User register here'.

2. Screen 'Enrollment For E-Services' opens with options.

3. Select 'PTRC Employer Enrollment'.

4. Login screen 'PTRC Employer Enrollment', as shown under, is seen PTRC Employer Enrollment Enter TIN No Old PTRC Number VAT Dealer Register with PTRC New User Reset

From hereinafter different selections are required to be made by different categories of employers as explained here under in order to complete registration/enrollment for PTRC e-services.

(b) i) An Employer holding single PTRC who is also MVAT Dealer:-

1) Such MVAT TIN holder employers should first be already registered/enrolled for MVAT e-services thereafter on subsequent date such dealer can be able to register/enroll for PTRC E-services.

2) Such dealer should put his MVAT TIN without suffix 'V'. In the text box labeled 'Enter TIN No'. He should also enter his old PTRC Number without prefix such as PTRC or PTR etc. in the text box labeled 'Old PTRC No' and click button 'VAT Dealer Register with PTRC'.

3) The system will search his corresponding PTRC TIN. If such Number is found then user will be asked for his password. Here, password of MVAT e-services is to be entered.

4) The next screen will open wherein he has to enter his previous year's Profession Tax liability and nature of his business. For nature of business dropdown of 45 categories is provided. Select the appropriate category.

5) Click button 'Enroll PTRC' on the screen.

6) After successful enrollment an acknowledgement receipt will be generated. Acknowledgement will show his PTRC TIN. Take two print outs of the said acknowledgement



receipt, put date, place and sign (by authorized person).

Keep one copy of it for own reference and submit other to the concerned Profession Tax Officer (Registration).

7) If the system does not get corresponding PTRC TIN, then different screen with more details opens. Fill up all the information properly and accurately and click 'submit' button.

8) i) If the error message displayed informs of enrolling after some days, then enroll subsequently.

ii) Employer holding multiple PTRCs who is also holding MVAT TIN shall adopt the above procedure for enrolling for his one PTRC TIN which will be matching to his MVAT TIN. For his other PTRC numbers he should follow the procedure stated at d (i) below:  
(c) An Employer not having MVAT TIN but new twelve digit PTRC TIN starting with 27:

1) Such employer should put his PTRC TIN without suffix 'P' for login in the text box labeled 'Enter TIN No' and click button 'New User'.

2) The system will search his corresponding PTRC TIN. If such Number is found then the next screen will open wherein he has to enter details such as his previous year's Profession Tax liability and nature of his business etc. For nature of business dropdown of 45 categories is provided. Select the

appropriate category.

3) The user will be asked to enter password of his choice. Password is case sensitive. Remember the password properly. In the same screen under 'PASSWORD RECALL' screen, the employer should select the question of his choice and enter the answer in the given field which will enable the department to ask the secret question in the event the user forgets his password. He should enter these fields carefully and also remember the details entered.

4) Click 'submit' button on the screen.

5) After successful enrollment, an acknowledgement receipt will be generated.

Acknowledgement will show his PTRC TIN. Take two print outs of the said acknowledgement receipt, put date, place and sign (by authorized person). Keep one copy of it for own reference and submit other to the concerned Profession Tax Officer (Registration).

d) (i) Employer having old PTRC Nos. and not holding MVAT TIN:-

1) Such user should put his old PTRC No. in common login screen in text box labeled as 'OLD PTRC No' without prefix such as PTRC or PTR et cetera and click the button 'New User'. The system will search his corresponding PTRC TIN allotted.

2) Fill up all the detailed information properly. In the Employer Name text box enter the name of the proprietor if it is proprietary concern. In case of partnership firm, trust, H.U.F. or company, enter the name of the business entity. Do not keep the field Blank.

3) Select previous year's tax liability.

4) Select applicable nature of business from drop down of 45 categories.

5) If PTRC TIN is found then user will be asked to enter password of his choice. In the same screen under 'PASSWORD RECALL' screen, the employer should select the question of his choice and enter the answer in the given field which will enable the department to ask the secret question if the user forgets his password. He should enter these fields carefully and also remember the details entered. The password entered is for PTRC e-services. Passwords are case sensitive. Passwords of Alfa-numeric combination are more secure. Note down password properly and keep it confidential for future use.

6) After filling all information correctly click 'submit' button on the screen.

7) After successful enrollment an acknowledgement receipt will be generated.

## Procedure and instructions for e- services enrollment/ Registration for profession tax RC holders (PTRC)

Acknowledgement will show his PTRC TIN and Login Id (same as PTRC TIN). Take two print outs of the said acknowledgement receipt, put date, place and sign (by authorized person). Keep one copy of it for own reference and submit other to the concerned Profession Tax Officer (Registration).

8) i) If the message displayed informs to contact Profession Tax Officer, then it is necessary to contact the concerned Profession Tax Officer(Registration) with Xerox copy of PAN, copy of Registration Certificate, or copy of last payment chalaan (all self attested) and name of Bank and Branch. On furnishing him these details, he will allot PTRC TIN if not allotted earlier. Later on next day or thereafter, user can enroll by login with new PTRC TIN allotted. For next time in Login Screen put PTRC TIN in the text box labeled 'Enter TIN No' and click button 'New User'. The new PTRC TIN allotted can also be verified from the website from the section 'Know Your TIN' by entering PAN (Permanent Account No. given by the Income Tax Dept.) or by contacting the concerned Profession Tax officer (Registration).

ii) Employer holding multiple PTRCs who is also holding MVAT

TIN shall adopt the above stated procedure for enrolling for his other PTRC TINs which will not be matching to his MVAT TIN.

e) Central Government Departments/offices located in Maharashtra:-

For making e-payment the Central Government Departments/offices located in Maharashtra are also required to obtain PTRC TIN by applying to the concerned Profession Tax Officer (Registration). They can put TAN instead of PAN in the application form in the box provided for PAN. Strike out PAN and write TAN. After getting PTRC TIN they can Login for e- services enrollment as per the procedure laid down at c (i) above.

Help Desk: - Following are the help desk numbers where you will be provided necessary help and guidance for e-enrollment for PTRC.

1) Mumbai (Mazgaon) 022-23760194, 23760195, 23760056

2) Mumbai (Bandra) 022-26591747/57/67Ext. 5604, 5415, 5207, 5204, 5405

3) Thane 022-25496108, Raigad-022-27571539 Extn. 3613, Palghar 02525-256845, Extn.146

4) Pune 020-26609089

5) Nagpur 0712-2565644 Extn.406/407), Amravati 0721-2666085, Akola 0724-2333702,

6) Aurangabad 0240-2344302, Nanded 02462-234470

In case of difficulty or for urgent help, please feel free to contact the concerned Profession Tax Officer (Registration) and/or Help Desk Officer. All Profession Tax Officers and staff are also directed to help register/enroll all the employers for PTRC e-Services. Their assistance can be sought freely in the Office of Profession Tax of your area.

The following senior officer may be contacted in case of difficulties not resolved at lower level.

1) Jt. Commissioner of Sales Tax, (Profession Tax), Suburban Vikrikar Bhavan, Bandra (E) Mum-51. Tel: 02226591747, 57, 67 Extn. 5301, 531

02) Jt. Commissioner of Sales Tax, (Profession Tax), Thane (Tel: 022-25398989)

3) Jt. Commissioner of Sales Tax, (Profession Tax), Pune (Tel: 020-26609100, 26609074/5/6)

4) Jt. Commissioner of Sales Tax, (Profession Tax), Nagpur (Tel: 07122561384) All concerned are

hereby requested to co-operate and get immediately Registered/enrolled for PTRC e-services well in advance to avoid inconvenience at last moment.

**Courtesy: [www.mahavat.gov.in](http://www.mahavat.gov.in)**

# NEWS ROUND-UP

## FRENCH PRESIDENT NICOLAS SARKOZY HONOURS HOTEL EMPLOYEES FOR 26/11 BRAVERY



French President Nicolas Sarkozy Tuesday presented medals to two executives of the Taj and Oberoi hotels whose courage and dedication helped save a large number of lives during the 26/11 Mumbai attack. Karambir Kang, the general manager of the Taj

Mahal Palace and Tower Hotel and Devendra Bharna, executive vice president of the Oberoi Hotel, were honoured with the D'officier De L'ordre National Du Merite (Officer of National Order of Merit) for their conduct during the attack.

Kang, who lost his wife and two sons in the attack on the hotel, stayed at his post throughout the 60-hour siege and helped guide over 1,000 guests, including French nationals, to safety, despite his loss. Bharna tirelessly helped

the staff to ensure the safety of the guests during the attack on the Oberoi hotel. Afterwards, he zealously tried to restore the hotel to its former glory and made it his personal mission that the Oberoi reopened in the first quarter of this year with the same finesse.

At least 166 people, including two French nationals, were killed in the November 26-29, 2008 attack by 10 Pakistani terrorists who sneaked into the city from the sea.

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## POST-26/11, HOTEL INDUSTRY BOUNCES BACK

As hoteliers excitedly speak of heavy winter bookings and tourist inflows foretell a 10 percent growth this year, the Indian travel industry seems to have bounced back since November 2008 when the Mumbai terror attacks dealt it a huge blow. Sabina Chopra, co-founder of yatra.com, a travel portal, said: "In 2010, we are expecting to see a growth of 10-12 percent in the travel industry. In the previous year, the growth was around eight-nine percent."

According to a tourism ministry official, between January and October this year, 4.32 million

tourists arrived in India - a growth of 9.9 percent over the corresponding period in 2009. Hoteliers have gone so far as to say the winter season has exceeded their expectations and the upward cycle will peak in 2012. "With winters here, the tourist season is in full swing and the slump of 2008 seems to be finally over," said Rajan Mehta, a tour operator. It's a far cry from the time when the travel trade fell victim to 26/11, a setback that was compounded by swine flu and global recession.

According to the tourism ministry,

in the first 11 months of 2009 - soon after the attacks - foreign tourist arrivals saw a decline of 17.6 percent. The financial meltdown and the swine flu outbreak which happened around the same time also contributed to the downfall. "It's not just terror attacks, if there is a natural calamity like an earthquake or a flood, or an epidemic, then tourism is the first casualty. Similar was the case during the Mumbai terror attacks," according to Gour Kanjilal of the Indian Association of Tour Operators (IATO).

"Two years on, I think the industry

is more cautious and you can see that with the beefed up security in hotels," Kanjilal said. On Nov 26, 2008, a handful of terrorists held Mumbai - including two five-star hotels - hostage, killing 166 people and shocking the world. The attacks at the Taj Mahal Palace and Tower Hotel and the Oberoi Trident were in fact said to have been aimed at foreigners.

Chopra of yatra.com said: "In the first three months after the Mumbai attacks, from November to February, there were almost no travel bookings at all and there were mass cancellations. Before that the industry was seeing a 15-16 percent growth. Things started improving around the latter part of 2009." She said while the more robust domestic market jumped back soon after the attacks, the international market took time to recover. This was mainly because various embassies issued

advisories on travel after the incident, raising questions about safety.

"No matter how many precautions you may take, no country can say we are completely safe now. However, after the 26/11 attacks, the travel industry has definitely learnt its lessons," she said.

"The security in airports and in hotels is much more stringent now than two years back. You need a valid identification proof to book a room, cars are scrutinised with care, there are metal detectors placed at entrances and any suspicious behaviour invites prompt action," Chopra said.

Tour operator Mehta, however, said more could be done on the security front.

"If you talk about lessons from that period, then yes, the hotel industry

is more cautious about security. But then again, it's mostly the five stars which have elaborate security measures. If you go to the smaller hotels, then except for asking for your ID proof, there is hardly any additional security measure.

"Ultimately one has to realise that security is as much a collective responsibility as it is the government's."

Jean Hoerni, a French national who is in Delhi on a work-cum-pleasure trip, said he was in India last year too.

"I had gone to Goa then. This year I am planning to visit Kerala. As far as security is concerned, tell me which country is safe from terrorist threats today? But that doesn't mean that we remain in fear all the time and stop living! So why should we stop travelling?" Hoerni asked.

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## MARRIOTT INTERNATIONAL TO OPEN 100 HOTELS IN INDIA IN FIVE YEARS

Marriott International Inc on Wednesday said that the company is set to expand its portfolio in India by opening 100 more hotels in the next five years. Marriott in its statement said that from the 11 properties now, it plans expanding its presence in India. The company added that with its aggressive expansion plans, it would create about 8,000 new jobs in India in coming three years. It would add

seven brands across India including Ritz Carlton and Fairfield Inn.

Marriott International Inc had first entered Indian market with the name- Marriott India and set up its first hotel in Goa- Goa Marriott Resort in 1999. With more than 3,000 hotels globally, Marriott already has lodging properties in has Mumbai, Goa, Hyderabad,

Pune, Gurgaon, Ahmedabad and Chennai. Marriott International has its operations in about 67 countries.

Marriott is expected to expand its hotels under the brand names Ritz-Carlton, JW Marriott Hotels, Marriott Hotels & Resorts, Renaissance Hotels and Courtyard by Marriott.

## ABU DHABI HOTEL USES 5 KG GOLD ANNUALLY FOR DECORATIONS!

The two-day summit of the six-nation Gulf Cooperation Council (GCC) is being held at a hotel that cost \$3 billion to build and where five kg of gold is used every year for decoration. The Dec 6-7 summit is taking place at Emirates Palace, Abu Dhabi.

A mind-boggling 20,000 people worked three years to build the majestic and opulent hotel that has 1,002 chandeliers, the largest weighing 2.5 tonnes. The hotel stretches one km from wing to wing and is spread over a total area of 100 hectares, said the hotel's

website. Besides having a 1.3-km beach, there are 394 rooms and suites, with size ranging from 55 sqm to 680 sqm. It's ballroom has a guest capacity of 2,400 while the auditorium can seat 1,100. That, however, is no match for its open air concert guest capacity of 20,000.

"Five kg of pure edible gold is used per year for decoration mainly on deserts," the website said. Nearly 200 tonnes of oranges are squeezed for fresh juice every year at the hotel.

That's not all. The daily laundry capacity is of six tonnes and the hotel employs 1,800 employees from 49 different countries.

To ensure that the hotel stands out as an architectural marvel, marble was imported from 13 countries across the world. It's expansive garden has 8,000 trees and there is a parking space for over 800 cars.

The icing on the cake - Emirates Palace offers the world's most expensive one million dollar tailor-made suite holiday.

## Robots wait on tables at new Chinese Restaurant



A new restaurant where all of the waitresses are robots has opened in China. The Dalu Robot Restaurant in Jinan has six robot waitresses and can cater for up to 100 diners.

The six robot waitresses follow a fixed route and can cater for up to 100 diners

The 21 tables are set in circles and the robots follow a fixed route to serve diners in rotation. After serving, the robots return to the kitchen to refill their cart for the next round.

Restaurant spokeswoman Wang Xianwei said all of the waiting on tables was done by robots. However, the food, mainly the Chinese version of fondue, was prepared by humans in the kitchen.

And people were also employed to welcome customers and explain to them how the restaurant worked.

The restaurant was developed by the Shandong Dalu Science and Technology Company which plans to further develop the concept.

A spokesman said: "Next, we'll develop robots which can climb stairs and help with kitchen chores like washing the dishes.

"And our waitresses will become more sophisticated so they can go direct to a customer's table and even refill diners' drinks."

## SWISSOTEL HOTELS FIRST SWISS HOTEL CHAIN COMES TO INDIA

Swissotel Hotels, a Swiss hospitality chain, has announced its foray into Indian hospitality segment, after an agreement was inked between the Swiss group and Ambuja Realty group to set up a 5 star hotel at Rajarhat New town, which is located in the north-eastern borders of Kolkata.

Swissotel Hotels, a subsidiary of Fairmont Raffles Hotels International, is a global major in hospitality sector. The hospitality chain has 91 hotels and resorts spread across the globe. The company has revealed that the

deal has been signed for a period of 10 years, for the management of the proposed 160,000 feet five-star hotel.

"We won't make any investment. We will be paid a fee for running the hotel," Swissotel president Meinhard Huck told, while addressing the media in Kolkata.

According to the chairman of Ambjua Realty group, Harshavardhan Neoti, Ambuja, which will invest about ₹ 100 crore on the hotel, will set up the hotel under the brand name of

Swissotel. Huck said the Fairmont group would come up with two hotels with Indian partners in Hyderabad and Jaipur under the Fairmont brand next year.

## AIDS Awareness and Testing Camp by Nagri Seva Prabhodhini, NGO

Nagri Seva Prabhodhini, an NGO dedicated towards awareness of AIDS amongst Hotel and Canteen employees of Greater Mumbai conducted AIDS awareness cum Blood Test at the premises of Hotel Kalpana, Agrapada on 8th September, 2010. with the support from AHAR.

More than 27 hotel employees of the area attended the camp and got themselves tested.

Shri K. V. Shetty, Hon. Treasurer and owner of Hotel Kalpana had coordinated the camp.

All in all the events were a huge success!



# The License/NOC/Certificates/Registrations required for running an Eatery/Hotel/Restaurants/Bars/Orchestra/Pub

Hotels & Restaurants to keep the following Licenses / Certificates/NOC/inspection Reports, Books of Accounts etc to be displayed on the premises or kept ready for inspection by the competent authorities:

## RESTAURANTS/SNACK BARS

### (A) Requirements of MCGM

1. Bombay Shops & Establishment Act 1948-Form D (See Rule 6)-It is also called Gumastha license is the Registration Certificate of the Hotel with MCGM. Its validity 12 months. It can be renewed yearly or at a time for 3 years. Renewable every year before 16th December in advance.

2. Health License issued by the Health Department, ward wise of MCGM, issued under section 394 of MMC Act. Its validity is from January to 31st December of every year. Renewable every year before 31st December. The fee is the Ground charges (based on area) plus Trade Refusal Charges.

3. Form 'B' License-Rule 5(3) of the Maharashtra Prevention of Food Adulterations Rule 1962 MPFA License for Sale/ Storage/ Distribution of food items, Eating House - Licensed articles. Validity Period 5 years. Renewal before 31st December. Fees on Annual

Turn over of food sales.

4. Gradation Certificate (Grade I or II) issued by Medical Officer of Health, Department of MCGM. Valid Period one year or three year. Renewal before 31st March. Issued under Special condition no. 37 of MCR.

5. Weather Frame License (Sign Board) - Exhibition of identity of business premises issued by MCGM License Department, under Sec 313(I) (b) (c) of BMC Act. Renewable every year before 31st December.

6. Medical Health Certificate - issued by Specialized Doctors at designated MCGM/Govt. Hospitals mainly to the Food Handlers & Kitchen staff once a year. Renewable every year before 31st December.

7. Neon Sign Board or glow sign Board license issued under sec 328 & 328A of BMC Act. Renewable every year before 31st December.

8. Pollution Clearance Certificate issue by the environment Department of MCGM having their office at Worli.

9. Grinding Stone or heavy machine operating permission from MCGM.

10. Water Connection Approval certificate as per Health gradation by MCGM.

11. Water storage or over head water tank NOC from water department of MCGM.

12. Drainage Inspection certificate once in two years issued by Drainage Department, MCGM.

13. Permission to operate more than 2 LPG cylinders of from MCGM Health Department.

14. Permission & Certification of CFO (Fire fighting officer) to use LPG cylinders or any other cooking medium in restaurant premises.

15. NOC from Buildings & Factories dept. confirming that the premises are authorized.

16. Rolling Shutter license issued MCGM License dept. Renewable every year before 31st December. (Please note it is not required if the shutter is rolled inside the premises.)

17. Stall Board License issued by MCGM License Dept. in case there is extension on the front side of the Restaurant. Renewable every year before 31st December. (Please note only 1 feet extension is allowed.)

# The License/NOC/Certificates/Registrations required for running an Eatery/Hotel/Restaurants/Bars/Orchestra/Pub

(B) Requirement as per Labour Law

18. ESIC registration if the employees are more than 10 under Govt. of India - ESIC Rule 50, 51 of 1950.

19. Provident Fund Registration Certificate if employing more than 20 Persons.

20. Attendance Muster & Wages Register.

21. Maintenance of monthly payment Register as per Bonus Act A & B 1965/Annual Return in form-D.

22. Birth Certificate of an employee who is below 18 years of age and above 14 years of age issued by School or any competent authority or by Govt. recognized Hospital by way of Bone test.

23. Display in the Hotel premises 'No child labour below the age of 14 years is allowed to work or encouraged to work in our hotel'

(C) Requirement from Police Dept.

24. Registration Certificate (RC) for eating house as per Mumbai Police Act 1949, under Sec 131, issued by Assistant Commissioner of Police, Zonal level. Validity one year. Renewable every year before 31st December.

(D) VAT/Sales Tax

25. Certificate of Registration under Section 16 of Maharashtra VAT Act 2002. Tax Identification Number (TIN) issued by Govt. of Maharashtra, Sales Tax Department.

26. Professional Tax Certificate for Employer (PTE). Certificate of Registration under Section 5 of Maharashtra Sales Tax on Profession, Trade and employment Act 1975.

27. Professional Tax Registration for Employees (PTR), if their gross salary is more than Rs. 5000.00, issued by the Sales Tax Department.

(E) Income Tax

28. Permanent Account Number (PAN) issued to Business premises and/or its Proprietor/Partners/Directors from Income Tax department.

(F) PWD

29. Permission for Load Sanction at the Business Premises by Power supplying companies (Approved and certified by PWD Department)

(G) Other

30. Weight and Measurement Certificate issued by Weight and Measurement department, Govt. of Maharashtra and its approval

every year, as per the M.W & M Act 1976, 1977, 1985 amended Act 1987 on MRP. All Weighing Scales used in the premises even if it is used only for internal purpose should be stamped and certified by the Weights & Measurements Dept. every year.

31. Display of the No Smoking warning Board in public places such as Pubs, Bars, Hotels, Banquet Halls and Restaurants. 'Prohibition of Smoking in Public Places Rule 2008 under Section 3 (1) of Tobacco Act 2003 amended as per Section 3(1) Tobacco Act 2008', must be compulsorily displayed.

(G) Optional Requirements

32. Insurance of entire shop (hotel) against Natural calamities, fire or damages from terrorist activities.

For Permit Room Licenses (additional requirements including the above)

(A) Excise Dept.

1. State Excise License - FL III License (also know as Permit Room License) renewable every year or once in five years by Collector of District. Renewable before 31st March.

2. Bank Guarantee Certificate for 50% of the existing License fee for



the renewal or continuation of Permit Room.

3. Nokarnama of each employee employed with certification and individual photograph form FL XIV, Rule 21(2), 49, 40(2).

4. State Excise Brand wise Register Books of Accounts - FLR 1/A, FLR 3/A.

5. State Excise Individual Permit Number Registration Book - FLR-6 (Rule 15 (B))

6. State Excise Final Account Registration book - FLR-3.

7. State Excise-Beer Account Register Book Form A.

8. State Excise, Monthly Statement Books of Account (Form FLR - 4).

9. State Excise - Officer's Visit Book.

10. State Excise-Individual Health Permit for consuming IMFL as per Rule (FLX-C) - Rule - 70 - D.

11. State Excise-Approved Blue Print of Permit room, Store Room & Restaurant etc. approved by State Excise Collector of District.

12. Board stating that "No Person below the age of 21 years is allowed to enter the Permit Room or allowed to drink in permitted area" and "Drinking and Driving is prohibited" should be displayed prominently at the Restaurant.

(B) Police Dept.

13. P. P. E. L - License to keep place of Public Entertainment, issued by Head Quarter DCP - Mumbai under Bombay Police Act 1951. Renewable every year before 31st December.

(C) MCGM

14. MCGM - Health Department approved License for IMFL/Beer Serving area under section 394 of MMC Act. (Also known as Madira License). Renewable every year before 31st December.

For Live Performance/ Orchestra (additional requirements including the above)

1. License to Public Performance of Music, Govt. of India, Copy right office. Department of Education from II D (Sec Rule 1B-1952) Issued by Indian Performing Rights Society (IPRS).

2. Phonographic Performance License (PPL) for sound, recorded music-Royalty to Singers etc U/S 33 (3) of CRA 1957.

3. For Orchestra Permit Room/ Beer Bar Entertainment Tax Certificate, Issued by Collector of District - amendment to Bombay Entertainment Duty Act 1923 sec.2 and 3 of 1923 of Mah. Act, No XXII of 2010.

4. Premises License for Live Orchestra for Hotel, Bar &

Restaurant issued by the Theater Branch. Renewal every year by ACP of the division.

Other

1. Providers of Lodging Facility - Registration under the "The Maharashtra Tax on Luxuries Tax Act 1987,"

2. Purchasers of any goods outside the State and brought the same into the Maharashtra State the prescribed goods (i.e. Petroleum Goods, Air-conditioners, Tiles etc.) - Registration under "The Maharashtra Tax on Entry of Goods into Local Area Act, 2002.

3. Purchasers of Motor Vehicles outside Maharashtra State and brought the same in the Maharashtra State - Registration under "The Maharashtra Tax on Entry of Motor Vehicles into Local Area Act, 1987.

4. Purchasers of raw materials or any items outside Maharashtra State on a regular basis then obtaining of Registration Certificate under the Central Sales Tax Act, 1956 is advisable.

5. Permission and Certificate for operating Lift from PWD in case of Restaurants or Hotels having Lift/s. Renewable every year.

(In-puts from Shri Prakash Shetty, Shri Nikhil Shetty, Shri R. P.Modi)

# IHG-AMRAPALI LINK UP TO MANAGE SIX NEW HOTELS IN INDIA

World's top hotelier, IHG (InterContinental Hotels Group) and New Delhi-based leading real estate firm Amrapali Group has signed a series of contracts for the management of six new hotels in India. This strategic relationship marks the launch of Holiday Inn Express in India one of the fastest growing hotel brands in the limited service category, opening on average two hotels a week globally.

There are now 2,101 Holiday Inn Express hotels opened and 501 hotels under development globally. It also expands the growing network of Holiday Inn hotels and debuts the Holiday Inn Suites in India.

IHG and the Amrapali Group will develop six hotels between the Holiday Inn Express and Holiday Inn brands in the next three to five years, comprising the following hotels:

Holiday Inn Express Noida Extension: 200 rooms, scheduled to open in 2013  
Holiday Inn Express Indore Pithampur: 150 rooms, scheduled to open in 2013  
Holiday Inn Express Jaipur Hitech City: 200 rooms, scheduled to open in 2014  
Holiday Inn Express Kochi Aluva Junction: 150 rooms, scheduled to open in 2015  
Holiday Inn Patna: 150 rooms,

scheduled to open in 2014  
Holiday Inn Suites Noida Sector 76: 150 rooms, scheduled to open in 2013

Jan Smits, Managing Director, IHG Asia, Australasia said: "With strong economic growth, an expanding middle class, demand for the mid-market and limited service segments will grow exponentially. Holiday Inn and Holiday Inn Express will address the need for branded, high-quality and value-based hotels in these segments. These six hotels add momentum to our India pipeline, which now stands at 45 hotels. Close to 70 percent of this pipeline is with the Holiday Inn brand."

IHG currently operates 12 hotels in key Indian cities and is set to triple its presence in India by 2015. Upcoming IHG hotels will be primarily located in India's major metros and key secondary cities,

which are well positioned to drive growth and continued investment opportunities including New Delhi, Bangalore, Chennai, Cochin,

Kolkata, and Pune among others.

Anil Kumar Sharma, Chairman and Managing Director, Amrapali Group, said, "India's need for world-class hotels consistent with rapid economic growth make this an opportune time for us to expand our hospitality portfolio. IHG, with its well-recognised and profitable brands, offers us a strong foundation to deepen our focus in hotel development. We look forward to introducing the fast-growing Holiday Inn Express brand that offers an ideal mix of convenience, comfort and value."

The agreement for four Holiday Inn Express and two Holiday Inn hotels further reinforces IHG's existing relationship with Amrapali Group. IHG now has a total of seven hotels under development with Amrapali Group, including a Crowne Plaza in Udaipur, scheduled for completion by the end of 2014.



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