

## From the President

FAPCCI is an organisation that has excelled in serving, empowering and endearing the trade, industry and commerce for over 90 years. FAPCCI is the apex Chamber of Commerce that has set high standards of traditions, conventions and responsible leadership. FAPCCI is one institution that inspires the trust and confidence of not only the members, but also the State and Central governments, officials and experts. To be elected to head this 91 year 'young' organisation is a privilege and responsibility that is beyond compare, particularly after an eventful and remarkable tenure of Sri Atluri Subba Rao as the President.



While I am extremely thankful to all of you for electing me as the president of this great organisation, I am aware of the testing times ahead. On one hand, we have the prosperity beckoning us in the shape of globalisation and on the other hand the very globalisation is posing us a challenge in the shape of unprecedented, continuing hike in petroleum products, declining dollar and low investment climate. While the manufacturing sector has come down from a high of 12.4% to 7.5%, inflation is touching 9% and bound to go-up. Interest rates are on the raise and the demand is declining. Add to this the general elections within the next twelve months which usually are preceded by more populist measures by political parties. All this will impact the economy, i.e., you and me, not only this year, but also impose a burden on our future.

Yet, the challenge of future is inviting; nothing is greater, stronger and longer than the indomitable Indian spirit. We will have to reinvent our manufacturing, management and marketing. Towards this end, at FAPCCI, we will have to offer improved and analytical services to our members. We will have to network at a level and scale that we have never done before. We will have to offer training, reorientation and knowledge workshops with emphasis on quality. We will have to evolve, change and improve to meet the growing aspirations and expectations of our members.

Friends, my education is from my experiences. My career is construction; I am proud to be a builder. I have learnt a building requires strong foundation to withstand the future shocks, a structure that is functional now and flexible enough to allow changes in future to suit growing needs. Ultimately, it should be marketable; otherwise the very object for which it is built will be stand defeated. And marketing, I firmly believe, is not merely selling, it is building lasting relationships.

Our senior leaders (I do not like to use the word 'past presidents' because they continue to be our guiding leaders and stars even now) have laid a very strong foundation for FAPCCI, built and nurtured with flexibility and functionality. The changing needs of the trade and industry and the economic imperatives of the present times call for improving the "interiors" of FAPCCI. Relating our work to match the aspirations of those whom we serve - the trade, industry and commerce, the State and Central governments, various institutions and the public at large. For us at FAPCCI, CSR - Corporate Social Responsibility is not a theme, it is our culture and object.

All this is easier said than done. But, with the loving guidance of our senior leaders, expert direction of the members of the Managing Committee, mature advice of our Senior Vice President Sri Harishchandra Prasad and the dedicated support of the Secretariat, I am confident that we can face the new challenges, tide over any difficulties and set new standards of around development of FAPCCI, our State and the nation.

Friends, today it may be challenging, but tomorrow is definitely exciting. So let us join together and start working today for that exciting, brighter tomorrow. I thank you all from the bottom of my heart for allowing me to be the first worker and also the President to serve the trade, industry and commerce.

**Suraj Prasad Agarwal**