



Shri Shivraj Singh Chouhan
Hon'ble Chief Minister
Mantralaya,
Vallabh Bhavan,
Bhopal - 462004

24th May 2012

Hon'ble Chief Minister,

Representation for a 365 days operating license for retail stores

Greetings from the Retailers Association of India (RAI)!

Retailers Association of India (RAI) is the unified voice of Indian retailers, working with all the stakeholders for creating the right environment for the growth of the modern retail industry in India. RAI is the body that encourages, develops, facilitates and supports retailers to become modern and adopt best practices that will delight customers. RAI has a three charter aim of Retail Development, Facilitation and Propagation and conducts various programs aimed at the betterment of employees in the sector.

The country's key retailers have been spearheading the growth of RAI. RAI's Governing Board comprises the people who led the organized retail revolution in our country. (List of Governing Board Members is at Annexure I)

RAI members represent the modern organised formats and companies have to fulfill the following criteria to enroll as members:

- They have to issue a bill to the customer for every transaction
- They should be registered under PF, ESIC, Shops and Establishment Act, Sales Tax and all such other laws governing retail in the state
- They should not employ child labour.

We currently have about 819 members and some of them operate their retail stores in the state of Madhya Pradesh.

The phenomenal growth in the organised retail sector has contributed to the growth of the Indian economy by increasing consumption, employment opportunities and government revenue through augmented taxation revenues.



It is also commendable that the retail industry is the only truly “equal opportunity” employer, as almost 50% of the employees in the organized retail trade are women, and the Country’s stated goal of non-discrimination on the basis of caste, creed, gender, religion, etc., is also best met by the retail industry.

This workforce primarily comprises local 10th and 12th standard pass-outs and is employed at the front end level. They have very limited employability in any other sector.

The growth of modern retail has resulted in a large proportion of ‘first-time’ employment and first time tax payers in the country.

Modern retailing caters to the changing lifestyle needs of the customer and is based on convenience to customers. It is therefore that 365 days come about in the last decade or so. Modern retail formats have hence geared themselves to deliver services all through the year to the customer. To ensure that all their employees work only stipulated hours and get a well deserved weekly holiday, while catering to the customers’ demand for a 365 days shopping convenience, modern retailers employ about 20% additional workforce.

Sir, we humbly seek the following from you to help us fuel the growth of retail in the state of Madhya Pradesh and grant employment opportunities and respectable working environment to a mass of local population:

- **Grant the RAI member retailers, current and future, 365 days working permission including the permission to remain open on National holidays and festival holidays, provided they strictly comply with the conditions of granting weekly offs, compensatory offs and other such provisions as may be stipulated in the Act to their employees. This is open for verification by your competent officers at any time.**
- **The period of validity of the License should be 5 years and should be renewed automatically.**

The Central Government and many other progressive State Governments, like yours, have been appreciative and very supportive of the emerging needs of the diversified streams of the retail industry.



rai

RETAILERS ASSOCIATION OF INDIA

Sir, we would like to humbly submit that such a positive step by your government would go a long way to provide a further impetus to economic growth in the state and also see major retail expansion plans in the state.

We hope that you shall receive our representation favourably and issue an Order to that effect.

Our member retailers shall apply for the 365 days working permission including the permission to remain open on National holidays and festival holidays, to their respective Registration Officer / Competent Authority

For Retailers Association of India

Kumar Rajagopalan
CEO

Shri. Jagannath Singh
Hon'ble Labour Minister
Mantralaya,
Vallabh Bhavan,
Bhopal - 462004