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FMRAI NEWS

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Organ of Federation of Medical and Sales Representatives' Association of India

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Trade Union leaders addressing Albert David dharna in front of company HO in Kolkata

Valiant fight against Albert David continues

Field Workers of the Company staged Dharna in front their head office Gillandar House Kolkata for consecutive 3 days from 11th to 13th October, 2023 against the atrocities unleashed upon them by the unruly, notorious management for last 3 years. The stupendous show Council unity, braving all sorts of coercions & intimidations from the management is well supported by the Council Sub Committee & other General unity members of WBMSRU. Members of WBMSRU also contested audacious move of ADL management. challenging Strike Calls of FMRAI by conducting Sales meeting on same days. Every day more than 250 members of WBMSRU thronged to the Dharna venue to support the courageous Striking Field Workers ADL who were present in upholding the flag & principles of FMRAI within the company. The General Secretary of CITU, West Bengal, Anadi Sahu addressed the gathering on the first day of dharna,condemned the ADL management & exposed unholy nexus between corporates Government.

Eminent

leader of democratic

movement & People's

doctor.

West Bengal; Dr. Fuad Halim also supported the demands raised by FMRAI & greeted the Dharna & lambasted the ADL management on their anti-worker stand. Another Secretariat member of West Bengal, CITU, Debanian Chakraborty had expressed his deep concern & extended support to the ongoing movement in ADLCITU from state committee. The ADL management called meeting at distant places from Kolkata which protested was also on consecutive two North days by Parganas sub unit of WBMSRU. Members assembled early in the morning on both the davs and organized demonstration.

The three days programme amid ploys of the management to disturb the dharna time & again drew flak against ADL management from common people, traders

& bystander hugely. Rousing sloganeering from council members in different languages & by general unity of WBMSRU throughout throughout the Dharna periods on 3 consecutive days, have made a huge impact there in the heart of Business District of Kolkata Demonstrative city. programmes and campaign programmes were also held during this period at Patna, BSSRŪ, at Lucknow by UPMSRA, at Rewa by MPMSRU, at Chennai by TNMSRA which was attended by Ramesh Sundar, president, FMRAI and at many other places by FMRAI members and leaders.

The 3 day's Strike Dharna were addressed regularly **FMRAI** General Secretary Santanu Treasurer Chatterjee, Partha Rakshit. Secretaries Subhranshu Bhattacharya, Sanjay Sen, Santanu Kaushik Mitra. Rov Chowdhury; and all



■ BSSRU orgnized demonstration at Patna

Committee members from Kolkata. General Secretary of WBMSRU. Basab Roychowdhury, and other State Members Committee of WBMSRU also spoke in the meeting. The all India Council leaders based at Kolkata and surrounding sub units such as Pfizer, Meyer, Medley, Himalaya, East India etc. were present and deliberated in the programme. Pranab Roy, former Secretary of FMRAI was also present in the programme and encouraged the fighting members of Albert David. Swapan Dey and R N Tewari, both former council leaders of Albert David were actively involved in the dharna and demonstration and also greeted the members. The 3 day's Dharna programme was continuously presided by Vice-president of FMRAI Arpita Mitra Roy. Such was the mood of all the members present in the dharna, the programme continued for longer duration on second day and final day. The three day's Dharna programme concluded with spirited and rousing slogans from General Secretary FMRAI with the oath of continuing this heroic struggle of the ADL fieldworkers until the demands get resolved

Protest intensifies against Sun Pharma

Pharma management had unleashed heinous attack on the unionised section erstwhile Ranbaxy sales promotion employees with a view to dismantle the unionized section. The process was initiated since January, 2019, through issuing letters to 69 sales promotion employees implicating them solely for poor sales and non-viability of those headquarters, in contravention to the laws of the land. In order to safeguard the interest of the sales promotion employees, FMRAI filed a petition on "Sales related harassment" in the labour court in March, 2019 under MRTU & PULP Act. Despite the issue being sub-judice, Sun Pharma management further aggravated the situation and resorted to the path of victimization through mass transfers of initially 31 sales promotion employees in Pharmacare division in April 2019 solely ground and on sales declared closure of headquarters. those FMRAI filed a petition for interim stay on the transfer order of 31 sales promotion employees which was filed under

filed in March, 2019.

Surprisingly, prayer of interim stay has not been granted by the Industrial court and accordingly, the sales promotion employees after submitting a letter of protest to the management had to join in the transferred headquarters comply with the court Thereafter, order. Sun management had again issued transfer order to 5 other sales promotion employees. Sun Even after that management did not desist rather continued with their agenda of deunionisation by adopting various oppressive measures. The transfers are the fallout of the of unfair practices the management. **FMRAI** had decided to launch new set of programmes to counter the onslaught through industrial actions. Initially, as a token of protest demonstrations were carried throughout the country in front of company's establishments hv council state subcommittees. On 12 May, 2019 demonstration was organized before head office of Sun Pharma at Mumbai by MSMRA.

Demonstration and



EDITORIAL

Stop the genocide in Gaza by Israel

by Israel in Gaza has by now crossed more than 7000. The recent conflict which sparked off by the offensive by the Hamas on 7th October, 2023 in retaliation to systematic provocation by the Israeli establishment since last couple of years has now turned into a full-scale armed engagement between the aggressor and the victims claiming innocent lives including children and taking them as hostages. The whole world is at shock. The United Nations has passed a resolution with overwhelming majority in favour of immediate cessation of armed conflict in Gaza which the Indian government has abstained from. The colonial encroachment of what was claimed to be the Biblical homeland of the Zionists displacing the inhabitants of the piece of land inhabited by the Palestinians for centuries has resulted in numerous revolts by the Palestinians. The Zionists, armed to the teeth, retaliated with the help of the western nations with a definitive history of colonialism. The central agenda of Israel has been to push the Palestinians out of their homeland and encroach as much area as possible to form their holy land. The history of this colonial expansion on one hand and resistance to this expansionary tactic on the other is replete with low scale combats from the Palestinians to full scale armed resistance. During the Arab-Israeli war, 700,000, or about 80% of all Palestinians fled or were driven out of the territory that Israel conquered, and were not allowed to return, in an event that became known as the Nakba ("Catastrophe") to the Palestinians. The victims of such armed conflicts for ages have been innocent lives. Most notably the continuous low scale aggression by the Israeli army has never bothered about women or children. This time the Israeli aggression under the guise of counter offensives have not spared children women and even Hospitals! On 17th October, Israeli missile the Al-Ahli Arab Hospital killing hundreds of civilians admitted in it. Strategically the hospitals are being attacked to make the Palestinians helpless. Such inhuman behavior by the Present Netanyahu Government clearly exposes the naked colonial ambition of the Israelis to continuously corner and forcibly displace the Palestinians and occupy their land. It needs to be remembered that nations states are built on the commonalities of Language, culture and histories. Nations are not built upon ancient mythologies and un verified biblical references. The basic idea of the western powers behind backing Israeli aggression is to create a military zone from where the Arab world can be controlled. The shameless support of America Britain and other western powers have emboldened the hegemonistic Netanyahu government so much that the lives of children and women have also become cheap in the face of their ambitions.

Protest against the aggression have erupted in all corners of the world including in the USA, UK and other west European nations. These rallies and demonstrations have been attended by all people of all colors, creeds and political beliefs. In our country too, protests have been organized by the left in various corners of the country. The CITU has also called for protest rallies throughout the country. The Modi led Indian government in its eagerness to appease the Netanyahu government has been giving statements which is against the age-old foreign policy of the nation. However, the voice of the common people of India has been firm in the support for the Palestinian struggle for freedom and justice. We as part of the working class should come out resolutely in support of any movement in the country conducted in support of peace, justice, lives of innocents and against imperialist Zionist aggression. The history of FMRAI is replete with such solidarity standpoints. In the Diamond Jubilee year the same duty awaits us.

Date of strike changes, but no change in enthusiastic preparation

Il the preparatory programmes are going on in support of All India Strike called by FMRAI. Meanwhile the Election Commission of India declared Assembly Election in five states Mizoram, Madhya Pradesh, Rajasthan, Chhattisgarh and Telengana starting from 7th November, 2023 to 30th November, the results of which will be declared on 3rd December, 2023. In all states, the above five special rules will be in force during the entire month of November early December. Hence organizing the preparatory programmes for strike will be impossible in phases. The date of election of Telengana is coinciding with the strike date. In the above circumstances **FMRAI** convened emergent secretariat meeting and working committee meeting and decided to reschedule the strike 20th December. 2023. Accordingly, the scheduling date of re the strike has been notified to the Central Ministry ofLabour and Employment. The preparatory programmes

state units with more extensive campaign on the strike demands. During early the October, period 2023, memorandum submission Central Labour Minister through DM office and dharna before the DM office were implemented by the sub units. Already several memorandums submitted were Central Labour Ministry. Special GB meetings are getting organized across the sub units with enthusiastic participation members. It is pertinent mention that the India working committee meeting of FMRAI held on 16 July, 2023 unanimously decided for All India Strike on 30th November by the Sales promotion Employees. The demands of the Strike as framed are notification of statutory working rule for SPEs, protect SPE withdrawing the restriction on entry of medical representative into Government hospital ensuring right work, protection data privacy, zero GST on medicine and stopping all sales related harassments of SPEs.

Government to notify the statutory working rules for all SPEs. But knocking on the door of Central Labor Minister and labour department several times getting specific no from response them after 2017, compelled FMRAI to go for All India programmes more than once. However, FMRAI once again wrote to the Central Labor Minister to convene the Industrial Tripartite Committee Meeting and to notify the statutory working rules. But as the Central Government is in no mood to convene any further meeting of the tripartite committee. the state units subunits across the country started sending demand memorandums digitally and through district magistrates in subunits to the Central Government. **FMRAI** waiting is still Government's response and during the period were strike notices served to all companies' through mails. Some states started serving strike notice to the executives of the company in the field and it would continue throughout the month of October-November.

Obituary



🖪 Tushar Shimpi

A fieldworker working with Multitherapy of Abbott

division Healthcare, based at Nashik of Maharastra could not face immense pressure of sales exerted by the Abbott management and compelled to embrace an untimely death. FMRAI mourns this untimely death and expressed deep condolence to the bereaved family.

Celebration of 80 **Glorious** Years of **PRC**

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Secretary, WBMSRU, received the memento

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eople's Committee (PRC), a leading organization in Bengal. devoted various related to health. the section in particular, commemorated it's 80 th year through various programmes. concluding programme was held on 6th October. 2023 in Kolkata. The organisation has immensely contributed treatment of the poor and downtrodden people of the state. The 80 glorious years of this journey was celebrated numerous throughout this year. In the culminating programme leader of democratic movement Biman Bose, advocate and MP Bikash Bhattacharya, Ranian working secretary Dr. Satyajit Chakraborty and working president Dr. Pradyut appreciated role of their contribution towards the On this PRC WBMSRU relentless develop awareness for the access of medicine in affordable price and activities towards self reliance of the country. Many eminent personalities

PAN INDIA PREPARATORY PROGRAMMES BEFORE STRIKE

minister.

FMRAI is pursuing since

November-30th November. 2023: Extensive campaign to all sales promotion employees at workplaces and through GB Meetings and conventions at sub units.

1-30th November. Submission notices to the strike companies by councils and by state committees in states.

November-15th 19th December, 2023: Submission of strike notice in the field to executives of different companies.

30th November, 2023: Submission of strike notice through mail by all state units and sub units to PMO with copy marked to Union labour

1-10th December. 2023: Hold joint meetings at State level with IMA, C&D associations.

FTUs to form strike committees. Widen campaign amongst doctors, chemists. members, non-members and general public on the demands of the strike.

11-13th December. submission Strike Notice to PMO through the office of Chief Secretary of the state / State Labour Commissioner and Day Long Dharna at State capital before the respective offices by the state units.

December. 10-20th 2023: Street corner, public meetings,

rallies places at subunits campaigning demands of the strike. Postering, flex displaying strike demands to be organized in subunits during this period.

18 - 19 December, 2023: Press Meets at state capitals.

13-20 December, 2023: Badge wearing by the SPEs during fieldwork and on the Strike Day.

20th December, 2023: Picketing points to be organized and campaign programme to be done in all sub units. Ensure complete success of 24 hour strike of the sales promotion employees. State units to organize rally / mass meeting at prominent places.

FMRAI express its strong resentment and anger on the brutal attack on the life of thousands of helpless people of Palestine and particularly killing of little innocent children by ruthless bombing firing. This slaughter of innocent little precious lives is condemned by FMRAI and deeply condoled.

A step ahead in Torrent

fter a long and protracted persuasion Torrent management met with the All India council leadership in their head office.
On 3rd October a delegation of 2023. members of Torrent All India council met with the management deputation Ahmedabad to submit the demand of the fieldworkers Torrent endorsed by signatures 1600 field workers of Torrent across the country. Asst. General Manger (HR) received deputation and discussion was held in a congenial atmosphere. Demand to constitute and convene the Grievance committee was the main focus of discussion. The management assured place the demands of the field workers to the higher management revert back



■ Children have been the worst victims in the recent Israeli aggresion in Gaza

regarding the Grievance committee meeting. FMRAI hopes that Torrent management will respond positively so that the Grievance redressal forum could be established to discuss the day to day issues and grievances of the Torrent field workers better employer employee relationship.

Court decides against the mighty MNC

big breakthrough again of FMRAI illegal against retrenchments of 10 SPEs in M/S Pfizer Limited.

declining the arguments put forward by Pfizer Limited, almost in the same lines of his earlier Order dated 12th January, 2023, Judge of Hon'ble 9th Labour Court, Mumbai on 13th October, 2023 has upheld the following:

1. That as an Union FMRAI is having valid Locus Standi to represent the cases of 10 Sales Promotion Employees, who have been retrenched the name of unilateral introduction of new product promotion policy.

2. That the concerned Sales Promotion Employees are having iustified territorial jurisdictions unfair contest their retrenchments through their Union at Mumbai, Maharashtra.

3. That Item 10 of The Schedule IV of Industrial Disputes Act, 1947 is very much relevant in the said case

4. That the Section 25 F of the Industrial Disputes Act, 1947 has been violated.

5. That the Section 25 G of the Industrial Disputes Act, has been violated.

6. That the Rule 81

of Industrial Disputes Rule, Maharashtra has been violated.

passed the following

Application is hereby

b. The Respondent Company is hereby directed to deposit in the office of the court, per months Basic Salary of concerned 10 SPEs (except those who have resigned from the job or entered into settelment with the company) till the decision of the main complaint on merits.

deposit in the office of the Court, the amount retrenchment compensation received by the 10 SPEs from the Respondent Company (within one month of the date of present order), pending the decision of the main Complaint.
d. The pres

d. The present Interim Order will come into force after one month of the passing of the order.

the Learned Judge has been challenged by the a Writ Petition and FMRAI is steadfastly contesting the same by

The Abbott **Healthcare Crisis:** A Human Life Lost to Sales Pressure

he tragic event at Abbott Healthcare has shaken pharmaceutical the industry exposing the alarming implications rming
placing corporation
over employee greed over well-being. The death of Tushar Shimpi, a sales promotion employee in Nashik, on 11th October 2023, has sparked off a national outcry and catalysed a series of protests by his co workers in the company. The company's relentless push sales performance have played a horrific role in the untimely demise of their fellow employee. Shimpi's death is a stark reminder of the endings catastrophic businesses when prioritize profit without regard for the human elements their operation. Every worker deserves respect, security, and a work environment free from undue pressure and stress. The allegations of unbearable harassment, humiliation and sales pressure surrounding Shimpi's death paints a dark image of this culture of greed where employees are stretched to their breaking points. In the aftermath of this tragedy, Abbott Healthcarefieldworkers, Abbott fuelled by their grief and outrage, have organized a series of protest actions to demand justice and change in their treatment by their

Fieldworkers of all the divisions of Abbottt Healthcare across the country were outraged

employer.

with the sad demise of Tushar Shimpi and with similar situation being faced by everyone, resorted to protest programme on 13th, 14th & 16th October 2023. On 13th and 14th of October field workers from18 states more than 1000 demand letters to Mr. Venu Ambati, Vice President-Abbott EPD, India with an appeal to punish the culprit managers responsible for death of Tushar, to pay financial compensation his family, pressurizing Sales ground and to threatening constitute grievance committee. On 16th October`23 thousands of fieldworkers worked in the field with a Demand badge. This massive protest of the fieldworkers forced the management of Abbott to respond in writing with an assurance to each and every fieldworker of taking care of the family of Tushar Shimpi and also to address the concerns and issues of SPEs through grievance redressal forum. FMRAI has demanded to initiate action against erring managers and pay compensation to the family of Tushar, to immediately convene Grievance committee to meeting resolve all pending issues. The actions by Abbott Healthcare workers resonate beyond this incident. singular Their stand symbolizes a broader demand for change within corporate entities worldwide.

79th FOUNDATION DAY ON 3RD OCTOBER 2023 **CALL OF WFTU: International Action Day**

World Federation Unions Trade on the 3rd October, celebrates again this year the historic date of its founding by declaring the International Action Day, which this year focuses on the defence of democratic and trade union freedoms against authoritarianism repression and the struggle to protect the right to organise, bargaining collective and the right to strike. We intensify our struggle for permanent, stable, and regulated work with collective bargaining and social rights. For us it is clear that only through class struggles and organised militant struggles the aims of the labour movement are realized and social progress is achieved: for Struggles satisfaction of the needs of workers at all levels, for dignified work, wage and living conditions. For the protection of trade union autonomy and class orientation away from bureaucracy, corruption and manipulation by capital and employers. The demands that the employers or the governments are forced to accept already are won by the workers and their unions through class unity, solidarity, and their joint action, at the grassroots, in the workplaces. The matter of democratic and trade union freedoms is a nonnegotiable matter for workers and their trade unions. Full respect and practical implementation of democratic and trade union freedoms and the unhindered functional autonomy of trade unions are essential for the genuine collective representation of workers and the effective defense of their just demands. For this reason, the violation and infringement of trade union and democratic freedoms, in particular the right to strike, which is constantly being attacked and restricted, is a " Casus Belli " for class-oriented trade union movement. The struggle for trade union and democratic freedoms is linked to the struggle for rights, dignified working and living conditions. It is no coincidence that, with the

willing support of vellow

unions and compromised

and corrupt trade union leaderships, an attempt is being made to degenerate trade union organized struggle and replace it with a harmless "social dialogue" where workers will remain disarmed and alienated from organized struggle and

collective bargaining. In the long period of the many successive capitalist crises we are experiencing, with the harsh and all out attack on wages and other labour and social rights of workers, the attack on the violation of trade union and democratic freedoms is intensifying, manifested in conditions of price rise and inflation where labour force is devalued and the impaired living standards, the attack democratic trade union freedoms is intensified in order to silence the Workers and limit their ability to defend their class interests and put forward their just demands of democratic and trade union freedoms and an intensification of authoritarianism repression. The COVID period has been very exploitative much by the capital and its representatives, order to promote even tougher measures that shrink the right to organize, to demand and to protest collectively These measures promote further deregulation of working conditions and undermine Sacred right to strike. The World Federation of Trade Unions and the international class oriented trade union movements intensify their struggle to defend unfettered democratic and trade union freedom, against the attack on wages, healthcare, and social security and to denounce authoritarian onslaught against toiling people!

The WFTU calls upon the class-oriented and militant trade unions all over the World to honour 78th anniversary with mass participation in the Establishment of International Action Day under the slogans:

Nο authoritarianism and to the shrink of democratic trade union Freedoms!

Work with Rights! No to the "Flexibilities" and to "Exploitation"!

7. That the Section 9 A of the Industrial Disputes Act, 1947 has been violated and then

a. The Interim Relief partly allowed.

c. The Complainant Union is directed to

The earlier Order of

Company in Bombay High Court through keeping regular track.

MOVE TOWARDS STRONGER ORGANIZATION BY GSMRA

organization orientation Meeting was held on 1st October 2023 at Ahmedabad which was attended by Arpita Mitra Roy and Naveen Gupta, Vice Presidents and Ritesh Shah, Working Committee Member of FMRAI. The meeting was attended by 29 GSMRA leaderships from 9 sub units. GSMRA ensured to put their best effort to rejuvenate organisation implement and the organizational activity in the state. This meeting was helpful on many aspects to revitalise the functioning. The sub unit leaderships expressed their enthusiasm implement the strike **FMRAI** other After an programmes. discussion exhaustive it was decided that a Coordination committee would be formed with Satyapal Sing Vaghela as Co-coordinator and Snehal Desai and Arun

coordinator until the next conference. Co-ordination committee also comprised of 2 committee members from each sub units. Meeting decided to hold state Conference by December 2023. A heen resolution has taken regarding the Bank changing ofsignatories. Account The meeting has decided to take all initiative for making 2023 FMRAI strike successful the state of Gujarat. They would also try to implement strike related programs designed by the FMRAI including the council and council related programmes. In this regard, the all India Councils of different companies should take initiatives. The meeting concluded with a positive with assurance implementing the programmes and maintaining coordination with FMRAI





One lakh and more in the reckoning

verge ■ the One reaching membership Lakh much before the end of the year. Since its inception FMRAI, the federation national α f sales promotion employees in country is spearheading the movement for people's health and rationalizing for drug pricing policy to provide affordable and quality medicines to the ailing people. Also it is because of the relentless movement of FMRAI, The Sales Promotion Employees (Conditions of Services) Act, 1976, was enacted by the Central Government. Since 1963, the year of formation of FMRAI to the year of 2023, 60 years of glorious journey established FMRAI as the federation always fighting for the rights of sales promotion employees and for the health and medicine related issues The common people. call of FMRAI in this Diamond Jubilee Year is to reach all section

Jodhpur sub unit crosses 1000

unit of RMSRU created has a new record by touching the figure of 1000 membership. It is a mammoth task accomplished by the members of Jodhpur reaching 1000 members by actively implementing campaign programmes. achievement has given a boost to the membership of entire RMSRU. In fact, Jodhpur sub unit has become the first 1000 member's unit of FMRAI in entire North

promotion sales employees in sub units with the demand of "Protect Jobs, Rights,

and Privacy' Accordingly, the call has been visualized and translated into action by the sub units of different states rightly aligning with the spirit of the demand. Even the sales promotion employees who are not members of FMRAI yet, are getting attracted to join FMRAI as its member. Everyday newly joined fieldworkers at different headquarters of country are getting themselves enrolled as getting new members of FMRAI. This encouraging trend is getting reflected in the membership statistics as FMRAI is on the of surpassing verge One Lakh membership steadily moving and with the objective to ve its high membership achieve highest ever this Diamond Jubilee Year. FMRAI vows to fight all sorts of to fight an anti worker, anti policies increasing its membership strengthening organisation and the working class movement in the country.

MSMRA organised state council sub committee meeting at Mumbai

2023. organised CSC meeting meeting Mumbai. meeting was attended by Srikant Phophse, General Secretary and S. Kulkarni, Convener of state CSC. Both way assessment on functioning and check up process of councils and sub unit CSC was done. S. Kulkarni, placed the note. The meeting critically reviewed the council movement. it's advancement and weaknesses. Also, it cautioned the audience on opportunism and parasitism. Implementation programmes, of membership of 47 companies were shared by sub units. Improvements corrections are advised to improve functioning and implementation at all levels. Meeting was attended by 49 attendees. Meeting concluded with a positive note of consolidating Council Sub Committee in the state Maharashtra .

Council convention at **TMSRU**

ouncil convention and sub council meeting of selected councils took place on 8th October. 2023 and from 15th to 17th of October, 2023 Hyderabad Karimnagar.

Lupin, East India nofi, Franco (all Sanofi. (all divisions), Torrent, and Dey's were among the selected councils for the convention. Alkem fieldworkers' meeting was held at Karimnagar on 17th October, 2023. General TMSRU, Secretary Raju Bhat addressed the ioint session held before the council meetings at Hyderabad on 15th October, 2023.

... against Sun Pharma

Turn from P 1

gate meeting was held in of Kolkata office by WBMSRIL Memorandum submission programme to the managers during field work irrespective of division was done, countrywide. The AICC meeting of SPIL decided to intensify the movement both legally and agitationally. FMRAI had planned various programmes to combat the anti-worker policies of the company. The management has forced FMRAI to adopt

the path of struggle. Now in 2023 the management has once again transferred eight MSR's to distant places, including three committee members. Furthermore, the management illegally stopped increment violating the agreed understanding. Management has also unilaterally stopped the salary of the field workers. who opposed the same. Field workers are being forced to join the malpractices of unethical selling. In this backdrop deputation team from



Demonstration against SPIL at Mumbai by MSMRA

on 11 th Oct 2023 and demanded immediate resolution of all the issues. A huge demonstration was held in front of the Sun Pharma office at Kolkata on

WBMSRU met the management 17 th Oct 2023. The SPIL field workers are at the threshold of tolerance. FMRAI has decided to organize more programmes against this notorious management.