

PLEXCONCIL - The Plastics Export Promotion Council

# PLEXCONNECT

Edition 10, April 2020

## Growing Role of Plastics in Aerospace Assembly

Decoding Packing Credit

Countryscape – Focus on  
Nepal

Understanding Export  
Finance

Product of the Month –  
Toothbrushes





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THE PLASTICS EXPORT  
PROMOTION COUNCIL

# SMALL AMOUNT **BIG BENEFITS**

## NEW MEMBERSHIP OFFER

PAY JUST

₹ **11,500\***

\*GST Additional

## Benefits

Registration cum  
Membership Certificate

Export Performance Certificate

Certificate of Origin

Discounted fees at International  
Trade Fairs and Exhibitions

Trade statistics and market intelligence

Monthly trade magazine / Conferences /  
Seminars / Workshops

Updates on FTP, FTAs, Customs, GST

Others

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The recent lockdown comes as perhaps a good time to pull back, introspect and use this time to research new ideas, get creative, recalibrate our lifestyles and prepare for a future that could be an actual course correction and a lot more productive as it would teach us to not take resources for granted and use less to do more.

Today, even as the Government continues to leave no stone unturned in tackling the mammoth crisis, the timely and decisive action announced by the Reserve Bank of India (RBI) brings relief, ensuring vital liquidity and credit lines remaining open, so that the economy is not deprived of the much needed oxygen that industries in India need to survive in prevailing times.

In order to maintain access to credit and prevent large-scale economic stress, RBI has introduced measures that are an appropriate amalgam of proportional and proactive, transparent and time-bound to tide over cashflow and credit crises borrowers may be facing. By giving its regulated institutions the enabling power to provide a moratorium, RBI is ensuring help specifically to borrowers to tide over the economic fallout without change in terms and conditions of loan agreements due to financial difficulty or asset classification downgrade. This is crucial as it allows lenders to extend emergency credit lines allowing especially MSME businesses and retail borrowers to tide over liquidity issues. By limiting the moratorium to a three-months window, the move also minimises pressure of financial institutions and maintains solvency and stability of banks.

On the other hand, after six straight months of decline, India's exports of goods increased 2.91 per cent year-on-year in February to \$27.65 billion propped by sectors such as petroleum, engineering goods, electronics, chemicals and pharmaceuticals. During February 2020, India exported plastics worth USD 815 million, down 0.8% from USD 821 million in February 2019. Cumulative exports of plastics from April 2019 to February 2020 was USD 9329 million against USD 10018 million during April 2018 to February 2019 registering a negative growth of 6.9%.

In a recent announcement, Hon'ble Minister for Commerce & Industry, Shri. Pirush Goyal stated that the popular Merchandise Export from India Scheme (MEIS) for exporters will continue beyond March 31, for some more months and then be withdrawn in phases and replaced with the new Remission of Duties or Taxes on Export Product (RoDTEP) scheme following discussions on the appropriate rates with exporters. The RoDTEP shall subsume whatever taxes, or duties or local levies imposed by the Centre, State or local governments that are not getting refunded through any other scheme and yet remain compliant with the World Trade Organization (WTO) norms.

With IT filing deadlines also pushed back another quarter, the Government has been proactively addressing major concerns for our industries and hopefully, with the people and entire Government machinery working together, we can hope to move into a recovery phase soon.

In this issue of the magazine we bring you Nepal as our country focus, examine the immense potential for composites and plastics in the aerospace sector, look at toothbrush exports, understand packing credit finance as well as basics of export finance per se. However, given the current situation, we are unable to bring you export performance details. We shall resume with the same, once the situation stabilizes.

Until then, we appeal to all our readers to maintain calm, be safe and healthy.

**Warm regards,**

**Ravish Kamath  
Chairman**

## **SME Business Meet on Impact Analysis – Union Budget 2020 held in Kolkata on 3 February 2020**

The above meet organised by ICICI Bank which was held in Park Hotel, Kolkata. CA Shyam Agarwal and CA Abhishek Agarwal made detail presentation on the proposed changes. The Council was represented by Mr Amit Pal, COA Member and Mr. Nilotpal Biswas, Regional Director-East.

## **Meeting to finalize the report on Technology Upgradation Fund Scheme (TUFS) for plastic processing industry held in New Delhi on 3 February 2020**

The meeting was chaired by Secretary (C&PC), to discuss and arrive at a broad consensus amongst the concerned shareholders with regard to the list of machinery compiled by AIPMA for funding under the Technology Upgradation Fund Scheme (TUFS).

There was a general consensus amongst the stakeholders present, with regard to the list of machinery compiled by AIPMA, except for some minor differences.

Secretary requested stakeholders present to sort out the issues out and submit a final list by 15th February, 2020.

Mr. Arvind Goenka, Vice Chairman and Mr. Sanjiv R. Dewan, Regional Director represented the Council at the meeting.

## **Meeting for holding a brainstorming session to discuss Perspective Plan issued by EIL and to formulate a new policy to curb Import of Plastic/ Petrochemicals held in New Delhi on 3 February 2020**

The meeting was chaired by Secretary (C&PC) to discuss Perspective Plan issued by EIL and to deliberate the points/ issues to be included for formulating a new policy to curb Import of Plastic/ Petrochemicals.

EIL made a detailed presentation on their report “Enhancing Petrochemical Production in India”. It was a draft report, prepared jointly by EIL and IOCL.

As mentioned during the presentation, the draft report was prepared with the basic objective that India should have sufficient capacity to meet its domestic demand of polymers, and not necessarily be an exporter of polymers.

The presentation highlighted the projected demand supply gap for some key polymers in the long term, particularly PE, PP and PVC. In the short term, it was highlighted that PVC has the highest demand supply gap, followed by PE and PP.

A key point highlighted during the meeting was that more crude would be available for the Chemical and Petrochemical industry, once Electric Vehicles begin to gain market share in the country. It was also highlighted that while India faces a shortage currently in polymers,

globally there is a surplus of polymers.

Discussions centered around the facts and figures shown during the presentation. There was no discussion on any kind of incentives for polymer production, or curbing import of polymers, or issues faced by the downstream industry, due to lack of time, as Secretary had to leave for another meeting.

Mr. Sanjiv R. Dewan, Regional Director, and Mr. Kamal Dayal, V.P. Premier Polyfilms represented the Council at the above meeting.

## **Indo-Australian Chamber of Commerce Annual Day Celebration held in Chennai on 3 February 2020**

The Regional Office on invitation attended the Indo-Australian Chamber of Commerce Annual Day Celebration, which was held at Hotel Taj Coromandel, Chennai on 03rd Feb 2020. The Council was represented by Mr. Ruban Hobday, Regional Director-South.

## **Meeting with Tamil Nadu Polymer Park, Govt of Tamil Nadu held in Chennai on 4 February 2020**

The Regional Director had an interactive meeting with Mr. Aneesh Sekhar IAS, Managing Director - Tamil Nadu Polymer Park, Govt of Tamil Nadu with regard to Council's role in the proposed polymer park including organising road show for TN in Mumbai and Ahmedabad.

## **Symposium on Analysis of Union Budget 2020-21 held in Kolkata on 5 February 2020**

The Symposium was organised by Indian Plastics Federation. Mr Naveen Khariwal, Expert on Direct Taxes, Mr Suman Mukherjee, an Economist, Mr Pulak Saha, Partner, Pricewaterhouse & Co LLP (spoke about indirect tax proposals) spoke on the proposed changes at this symposium. The Council was represented by Mr. Nilotpal Biswas, Regional Director-East.

## **Factory Visit to Jumbo Bags, Chennai on 5 February 2020**

A factory was organized by Jumbo Bags especially for the secretariat to understand the production process and to learn about the FIBC Industry to help secretariat to represent and to work according to the need of the FIBC industry. The factory visit was with objective to focus on the proposed delegation visit to Japan and Korea in March 2020.

## **Inter-Ministerial Meeting regarding usage of India pavilion in Expo 2020 during legacy Period held in New Delhi on 5 February 2020**

Meeting was chaired by Secretary DPIIT, to discuss the usage of India Pavilion in Dubai, during the legacy period, i.e. after Expo 2020 in Dubai is over.

It was informed at the meeting that Dubai is hosting Expo 2020, an universal exposition in the United Arab



Emirates, from 20.10.2020 to 10.04.2021. Ministry of Commerce & Industry has signed a participation contract with the Expo authority for India's Participation. The Expo authorities have allotted approx. 8700 sq.mtr. for India pavilion, and have informally informed that approx. 4600 sq. mtr. of India pavilion building could be retained by India during the legacy phase after the conclusion of the Expo.

It was also informed that Hon'ble CIM has given an in principle approval to retain this pavilion under Ministry of Commerce & Industry for the legacy period. However, formal communication is awaited from Expo authorities regarding the full terms and conditions of the India pavilion's usage during the legacy period. CIM, in one of the review meetings on Expo, had directed that India Pavilion may be put to use in legacy period to serve as 'Single Window Control Room' to promote trade & investment in India.

One of the action points that emerged out of the meeting was that agencies need to be identified who may utilize this space in an effective manner. It was decided that views of various Ministries including Export Promotion Councils be solicited on gainful utilization of the pavilion.

The Indian Pavilion would be on a self – financing basis, and function as a non – profit centre.

Secretary requested that the rent for occupying space at the Indian Pavilion be communicated to all the stakeholders at the earliest, since any decision could only be taken thereafter.

Mr. Sanjiv R. Dewan, Regional Director, represented the Council at the above meeting.

### **Export Awareness Program and Conference on “Boosting Growth through Trade Dialogue” held in Rajkot on 7 February 2020**



PLEXCONCIL in association with Drip Capital & Economic Times & FIEO organized Export Awareness Program and conference “Boosting Growth through Trade Dialogue” at The Imperial Palace, Rajkot on 7th February, 2020. This program was supported by Gujarat State Plastic Manufacture's Association (GSPMA), Saurashtra Plastics Manufacturers Association (SPMA), Rajkot Plastic Manufacturer's Association, Dhoraji Plastic Manufacturers Welfare Association (DPMWA).

Keynote address of the program was given by Mr S SBharadwaj, Joint Commissioner, Micro, Small and Medium Enterprises, Govt. of Gujarat. Mr A K Jha, Additional DGFT, Development Commissioner, Reliance SEZ, Jamnagar also addressed the delegates during the program. First panel of exporters discussed the challenges faced by them and opportunities that can be opened up through trade dialogue. The second panel comprised of Government Spokesperson and other experts addressed and deliberated to provide solutions on the challenges faced by exporters. Mr Krunal Goda, Sr Manager, PLEXCONCIL addressed participants about overview of exports and services of Plexconcil. The program was also attended by Mr Naman Marjadi, Assistant Director, Regional Office-Ahmedabad

### **Interactive session on Union Budget 2020-21 with Hon'ble Finance Minister held in Chennai on 8 February 2020**

An interactive session on Union Budget 2020-21 with Hon'ble Finance Minister was organised by Chennai Customs at Hotel Leela Palace-Chennai, to highlight important measures announced in the recent Budget. The interactive session was attended by Mr. Ruban Hobday, RD and Mr. R. Dayanidhi, AD from the Council.

### **Meeting with FRP Institute & IIITDM in Chennai on 10 February 2020**

An interactive meeting was organized by FRP Institute at the IIITDM Institute-Govt of India, Dr. Selvam, FRP Institute with Officials from IIITDM at Keelambakkam discussed about PLEXCONCIL' role in the forthcoming events/training program. Mr. Ruban Hobday, RD and Mr. R. Dayanidhi, AD attended the meeting.

### **Inter-Ministerial Meeting under the Chairmanship of Shri S. Suresh Kumar, Joint Secretary to discuss India Chile PTA held in New Delhi on 12 February 2020**

The meeting was chaired by the Joint Secretary, Shri S. Suresh Kumar, to discuss the Indian wish list under the 2nd expansion of the India Chile Preferential Trade Agreement (PTA).

Stakeholders present were requested to give their inputs with regard to the Indian wish list prepared by the FT(LAC) Division which comprised of product lines which were not covered under the existing PTA, and concessions were to be sought from Chile on the same. In addition, inputs were also sought on a list of product lines in the existing PTA, where it was proposed to seek further enhancement in concessions from Chile.

Plexconcil furnished inputs on the list of products falling under the purview of the Council in the above mentioned lists, and sought both enhancement in concessions from Chile and inclusion of additional value added plastic items for concessions from Chile.

Mr. Sanjiv R. Dewan, Regional Director represented the Council at the meeting.



# Council Activities February 2020

## Meeting with South Gujarat Plastic Manufacturer's Association held in Surat on 12 February 2020

Mr Naman Marjadi, Asst. Director, Regional Office-Ahmedabad met Mr Kishor Vaghani, President, South Gujarat Plastic Manufacturer's Association to discuss about the collaborations with Council in organizing future workshops and seminars for the benefit of trade in Southern Gujarat

## Meeting to discuss Export & Import issues with East Asia held in New Delhi on 14 February, 2020

The meeting was chaired by Dr. Anup Wadhawan, IAS, Commerce Secretary (CS).

The meeting focused on the challenges and opportunities that have arisen due to the disruption caused in the Chinese economy by Corona virus.

CS requested all Councils / trade bodies present to be in touch with their members and determine the following:

- The extent to which our exports to China would be affected due to the disruption in the Chinese economy. CS requested that this should be closely monitored and brought to the notice of DOC, if exports to China are affected.
- Any disruptions in the supply chain, due to raw materials and intermediate products that are majorly supplied by China, should also be brought to the notice of DOC, and efforts made to develop alternate sources of supply.
- Exploit the opportunity to enhance our exports to markets which are dominated by China, as a result of the disruption in the Chinese economy. Encourage manufacturers of product lines where Chinese exports are dominant, to ramp up their production capacity and increase their exports to markets dominated by China.

CS also stressed that information should be shared/sought from member exporters only and not widely publicized in general, as a certain degree of confidentiality also needs to be maintained in this regard.

Mr. Sanjiv R. Dewan, Regional Director represented the Council at the meeting.

## APM 2020 by CIPET held in Bangalore on 14 February 2020



The Regional Office was invited to make a presentation on the Overview of Exports and the Opportunities at AGM 2020 organized by CIPET-Bangalore, the Regional Director made a detailed presentation on the Overview of Exports and the Opportunities which was very well received by the participants.

## Export Outreach Programme held in Dharmapuri, Tamil Nadu on 18 February 2020



The Director of Industries & Commerce, Govt. Of Tamil Nadu and Director General of Foreign Trade

(DGFT) Chennai organised an Export Outreach Programme, in line with our Hon'ble Prime Minister Vision of making every District in our Country as an "Export Hub". In this regard, Dharmapuri district was selected one of the 15 districts in Tamil Nadu and the Council has been invited to be part of the Export Outreach Programme, where Plastics sector has been identified as one of the thrust industry in the said district. The Programme was inaugurated by Shri. DNV SenthilKumar.S ,Honourable Member of Parliament (M.P),Lok Sabha, Govt. Of India and the District Collector along with other Senior Govt/Bank officials and PLEXCONCIL addressed the industry on the initiatives to convert the district as an "Export Hub".

## Eastern Regional Committee Meeting held in Kolkata on 18 February 2020

Eastern Region Office organised regional committee meeting in Kolkata on 8th Feb 2020. The following points were discussed. 1) Reviewed the Union Budget 2020 2) Council's Export Promotion activities for the FY 2020-21 3) Issues & concerns w.r.t export of Plastic goods 4) Council's Membership position(ER) and how to increase its membership base in Eastern India. Mr Prasan Lohia, Regional Chairman chaired the meeting.

## Interactive Meet on 'Investment Opportunities in Plastics Park at Odisha' held in Kolkata on 19 February 2020

An interactive meet on Investment opportunities at Plastics Park in Odisha organised by Indian Oil Corporation at Park Hotel, Kolkata. Senior officials from Odisha Industrial Infrastructure Development Corporation (IDCO) & Industrial Promotion and Investment Corporation of Odisha (IPICOL) present at the meeting. The interactive session was attended by Mr. Nilotpal Biswas, Regional Director from the Council.



## Meeting with Principle Secretary - MSME - Govt of Tami Nadu held in Chennai on 19 February 2020 City/State: Chennai /Tamil Nadu

The Regional Office along TAPMA President met the Principle Secretary - MSME - Govt of Tami Nadu to invite Secretary as the Chief Guest for the Export Awareness Meeting scheduled to be held on 13-03-20

## Customs Workshop on e-Sanchit – Implementation held in Chennai on 20 February 2020

The Council participated in the Workshop on e-Sanchit - Implementation organised by Commissioner of Customs- Imports. The workshop outlined on the benefits of e-Sanchit to the exporters & importers for better operations.

## MSME DI, Ahmedabad, Govt. of India: Awareness Program on Export Promotion held in Rajkot on 20 February 2020



The Regional Office was invited to make a presentation on various assistance and services provided by Plexconcil at the Awareness Program on Export Promotion organized by MSME DI- Ahmedabad, Govt. of India, GSPMA and SPMA at The Pinevinta Hotel, Rajkot on 20th February, 2020. Mr.Abhishek Sharma, ITS, Jt. DGFT, Rajkot, Mr.P.N.Solanki, Dy. Director, MSME-DI, Ahmedabad, Mr.Ashis Kumar Padhi, Asst. Director, MSME-DI, Ahmedabad and Mr Shailesh Patel, President, GSPMA addressed the participants during the program about assistance being provided by them along with information on the policies and various incentives available. Mr Naman Marjadi, Assistant Director made a presentation on the overview of Exports and services offered by Plexconcil was very well received by the participants.

## Meeting regarding Increasing the publicity of Rules of Origin held in New Delhi on 24 February 2020

The meeting was chaired by Shri A. Bipin Menon, Addl. DGFT, Department of Commerce.

Mr. Menon stressed that EPCs need to organize outreach programmes for their members, in order to create awareness amongst them with regard to Rules of Origin (ROO). An official from DOC could also be involved in this exercise. The exercise would basically involve providing inputs to members with regard to the ROO for each of the FTA/PTA that India has engaged in with various countries/regions, with adequate justification for the ROO specified. Also to seek inputs from members where they may know that ROO by the FTA/PTA partner country is being violated, with regard to imports into the country.

Mr. Menon also stressed upon exploiting the opportunity due to the disruption in Chinese economy, and organizing BSMs in countries where China has a dominant share. Also to review and develop alternate supply sources, where these have been affected due to China.

Mr. Sanjiv R. Dewan, Regional Director represented the Council at the meeting.

## Meeting with Toshiba Machine (Chennai) Pvt Ltd held in Chennai on 25 February 2020

The Regional Director along with the Asst Director met Mr. Kailas P Vice Chairman & MD to discuss about their support towards Council's future activities being one of the largest manufacturers of machinery for plastic industry.

## Meeting with Deputy Director-Indian Packaging Institute held in Chennai on 27 February 2020

The Regional Director met the Deputy Director at Indian Packaging Institute, Chennai to discuss about the collaborations with Council in organising future workshops and training programs.

## FRP Institute's – Institute & Industry Interactive Meet held in Chennai on 27 February 2020

The Council participated in the FRP Institute's – Institute & Industry Interactive Meet held at Hotel Raj Palace Sunder, where Council informed the composite manufacturers present at the meet about the benefits of membership with Plexconcil.



# Council Activities February 2020

## Annual Session on “Gujarat: Business and Beyond” of CII Gujarat held in Ahmedabad on 28 February 2020

The Regional Office on invitation attended CII Gujarat Annual Session on “Gujarat: Business and Beyond” Celebrating 125 years of CII organized at Hotel Hyatt, Ahmedabad on 28th February, 2020. The Council was represented by Mr Naman Marjadi, Assistant Director, Regional Office- Ahmedabad.

## Export Awareness Seminar/East Access to Working Capital Needs held in Kolkata 28 February 2020



PLEXCONCIL in association with CHEMEXCIL, O/o Addl. DGFT, Kolkata, IPF, Drip/C organised the above seminar. Mr D Satish, Joint Commissioner(Port), Kolkata Customs, Dr Rahul Singh, Dy DGFT, Mr N Choudhury, Asst. Director, MSME Di, Kolkata, Mr Prasan Lohia, Regional Chairman, Mr Amit Pal, COA Member spoke at the seminar. Participants interacted with the Government officials.

## Export Awareness Seminar held in Panipat, Haryana on 29 February 2020

The Council organised an Export Awareness Seminar in Panipat on Saturday, 29th February, 2020, in association with local plastic associations of Panipat to create awareness about the export potential for plastic items, and promote export of plastics from Haryana. The seminar was supported by the Ministry of Commerce & Industry and ECGC Ltd. and also patronised by Directorate General of Foreign Trade(DGFT), and District Industries Centre (DIC), Panipat.

Present on the occasion were Mr. Vikram Bhadauria, Regional Chairman, The Plastics Export Promotion Council, Mr. Jaipal, Deputy DGFT, Panipat and senior officials from ECGC Ltd., and District Industries Centre, Panipat. An official from IOCL, which has a refinery in Panipat and is a major producer of polymers, was also present at the seminar, and addressed the gathering.

The objective of the seminar was to highlight and explain the export potential of the plastic industry, with particular emphasis on the export potential of plastic items produced in Haryana.

The Niryat Bandhu Scheme, and other various schemes & policies implemented by Department of Commerce, Ministry of Commerce & Industry, ECGC Ltd. and the Haryana State Government Scheme, to promote exports

were also highlighted at the seminar.

The Council highlighted the major markets for export of plastic items produced in and around Panipat, the financial assistance available for exports and basic guidance on how to export in order to encourage the plastic processors in and around Panipat to enter exports. The various trade fairs organised abroad by the Council, and the Buyer-Seller Meet to be organised in Mumbai, where the Council will be inviting foreign buyers from over 35 countries during CAPINDIA 2020 exhibition, was also highlighted at the seminar.

Mr. Vikram Bhadauria, Regional Chairman, PLEXCONCIL, in his welcome address emphasised the importance of exports in a challenging economic environment, with globalisation and reduction in import duties under the various Free Trade Agreements being signed by India, making it essential for organisations to be internationally competitive for survival in the long run. Export opportunities for plastic goods in the international market is huge, with the total global import of plastics being around US\$ 1000 billion, and our share being just a little over 1%, with total plastic export of US\$ 10.98 billion from the country in the last financial year. He urged all Plastic Processors present to come forward and tap this huge opportunity, stating that Plexconcil is there to hand hold a new comer and provide all the guidance to be successful in exports.

Deputy DGFT, Panipat, Mr. Jaipal highlighted the Niryat Bandhu Scheme which encourages and mentors entrepreneurs wishing to enter exports. He also highlighted the Advance Authorisation Scheme, and Export Promotion Capital Goods Scheme (EPCG) of the Government under which raw materials and capital goods required for export production could be imported on duty free basis.

Representative from District Industries Centre, Panipat, highlighted the Export Promotion Scheme of the Haryana State Government.

Officials from ECGC Ltd., Panipat, highlighted the services offered by ECGC Ltd. to protect the exporter from default in payment by the foreign buyer.

Plastic processors present at the seminar took up the issue of Port parity pricing with the official from IOCL, wherein IOCL, despite having its production facility in Panipat, was supplying polymers at a higher price to processors there, than it was to processors based in Gujarat. The IOCL official assured he would highlight the issue with the management. Council also requested the processors to give a formal representation in this regard for taking up the matter with the Department of Commerce.



## **Regarding ICES Advisory 06/2020 – Additional Information to be furnished in Shipping Bill w.e.f. 15.02.2020**

This is in continuation of our earlier circular ref: Plexh/Cir/1150 dated 17.02.2020 regarding 'Streamlining export data to include District level details in Shipping Bills vide Customs Circular No.09/2020-Customs dated 05.02.2020.

We wish to inform you that in addition to the District and State of Origin of the export goods, certain additional data like Standard Unit Quantity Code (SQC), Preferential/ Free Trade Agreement (PTA/FTA) related details where applicable and GST Compensation Cess will also be captured in the Shipping Bill for improving the data quality as well as help policy makers in monitoring exports under PTAs.

In this regard, O/o Commissioner of Customs (NS-II), JNCH has now issued Public Notice No. 22/2020 dated 17/02/2020 regarding "ICES Advisory 06/2020 – Additional Information to be furnished in Shipping Bill w.e.f. 15.02.2020" providing details as given in Table A of PN which will be required to be declared in the Single Window table of the Shipping Bill w.e.f. 15/02/2020.

Another change becoming effective from 15.02.2020 is mandatory uploading of Invoice in eSanchit for every Shipping Bill and subsequent declaration of document code and Image Reference Numbers (IRNs) in the SB.

You can also refer to the above said Public Notice & Annexure using below links: <http://www.jawaharcustoms.gov.in/pdf/PN-2020/22-2020.pdf>

For Annexure: <http://www.jawaharcustoms.gov.in/pdf/PN-2020/Annexure%20A%20-State%20and%20District%20Codes%20-%20reg..xlsx>

Member-exporters are requested to take note of advisory and to do the needful.

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1582095415.pdf>

## **Regarding Policy to keep control on exporters using self certified system for EU-GSP Registered Exporter System.**

We wish to inform you that O/o DGFT, New Delhi has issued Trade notice No. 49/2019-20 dated 11.02.2020 regarding policy to keep control on exporters using self-certified system for EU-GSP Registered Exporter System.

O/o DGFT with this Trade Notice has requested exporters to submit fortnightly statements in prescribed format on Statement of Origin issued.

They have also requested to exporters to respond to the verification requests by EU within the prescribed time limit, failing which the Registered Exporter Number (REX) may be annulled.

Frequently asked Questions (FAQs) in this regard with Trade notice is available on: <https://dgft.gov.in/sites/default/files/T.N%2049.pdf>

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1581942092.pdf>

## **Regarding 'Streamlining export data to include District level details in Shipping Bills'**

As members are aware that as per the Notification No 33/2019-Cus (NT) dated 25.04.2019 the Shipping Bill (Electronic Integrated Declaration and Paperless Processing) Regulations 2019 were notified. Regulation 3 of the said regulations states that the authorised person shall enter the electronic integrated declaration and upload the supporting documents on the ICEGATE either by affixing his digital signature or by availing the services at the service center. The electronic integrated declaration is to be made in the electronic form provided at the website <https://www.icegate.gov.in>.

In this regard, as is the endeavor of the Government of India to boost domestic manufacturing and promote exports, the Board has decided to incorporate additional attributes in the Shipping Bill to enable the Customs System to capture the Districts and States of Origin for goods being exported. The initiative is also aimed at bringing unifor-

# Important Circulars and Notifications

imity with the data/ information captured in the Goods and Services Tax Network (GSTN).

CBIC vide its Circular No. 09/2020 Dt. 05.02.2020 has made some mandatory requirements in the Shipping Bill (Electronic Integrated Declaration and Paperless Processing) Regulations 2019 there by to capture some specific information.

Accordingly as per the Circular, w.e.f 15.02.2020 the following additional information will be required to be furnished for every item in the Shipping Bill:

- (i) The State of Origin of goods.
- (ii) District of Origin of goods.
- (iii) Details of Preferential Agreements under which the goods are being exported, wherever applicable.
- (iv) Standard Unit Quantity Code (SQC) for that CTH as per the first schedule of the Customs Tariff Act, 1975.

This circular further adds that: With effect from 15.02.2020, the declaration of GSTIN shall also be mandatory in import/export documents for the importers and exporters registered as GST taxpayers.

Exporters are required to look into the same and file documents accordingly from 15.02.2020

The Circular No. 09/2020 is available on the link: <http://cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No-09-2020.pdf>

Notification No 33/2019-Cus (NT) dated 25.04.2019 is available on the link

<http://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-act/notifications/notfns-2019/cs-nt2019/csnt33-2019.pdf;jsessionid=BDC19752A4593CDAA2973C22624C13CC>

Members are requested to take note of above changes and do the needful accordingly.

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1581942051.pdf>

## Regarding Paradeep Plastics Park, Odisha, India

We wish to inform you that a Plastic Park is being set up at Paradeep, Odisha near Indian Oil Corporation Ltd (IOCL) refinery to synergize and consolidate the raw material potential, and to promote vertically integrated infrastructure in making value added products. It may be informed that IOCL has already started production of Polypropylene from its Paradeep Plant. Key details of the plastics park are outlined below:

### **Project Profile**

- 120 acres of exclusive development near Indian Oil Corporation Limited (IOCL) refinery.
- USD 77.14 Million investment in development of Infrastructure.
- Committed Feedstock of Polypropylene & Ethylene by IOCL
- State-of-art manufacturing base with common facilities for the downstream plastic industry.
- Units engaged in injection moulding, blow moulding and extrusion moulding proposed.

### **Key Advantage of the Project are as follows:**

- Proximity to multi modal transportation corridors: Proximity to various medium of transport such as sea port (3 Kms), International Airport (150Kms), Railway station (5 Kms) and raw material linkages.
- Commitment of Feedstock: Commitment of feedstock such as Polypropylene and Ethylene derivatives from IOCL at a distance of 1.0 km and availability of raw materials within a radius of 5 km.
- Ease of export: Paradeep port, the main outlet and inlet for sea borne trade in the eastern part of the country located at a distance of 3.0 km.
- Rail Network: Cuttack-Paradeep double broad gauge line connects to the National Rail Network. New railway line also being developed for fast evacuation of materials.
- Water: Commitment of 1.5 MLD of water from the Water Resources Department.
- Power: Captive power plant of 500 MW to be upgraded to 1000 MW to ensure 24\*7 availability of power. Two



numbers of 400 KV transmission lines also available through OPTC

## **Project Features**

- Master Plan: State-of-the-art master plan with provision for wide access roads, quality infrastructure, supporting environmental infrastructure and balanced with necessary commercial and social infrastructure.
- Quality Infrastructure: Road network, Footpaths and Utility corridors, Domestic and industrial water supply system, Electrical Distribution System, Workers' Hostels/ Dormitories and Managerial Accommodation.
- Grant aided: Govt. of Odisha through IDCO shall contribute equity of USD 4.64 million and a grant of USD 6.7 Million from Govt. of India available for the project.
- Exclusive Common Facilities: Development of a Plastic Products Evaluation Centre (PPEC) with testing facilities, processing hall/ shop floor, tool room, design and product development facility with simulation and evaluation support.
- Skill Development Centre: Exclusive PPEC-CIPET centre for testing and training for individuals seeking upgradation of existing skill sets.
- Business Centre: Administration & Park Management offices, Service Providers' offices, Investor services' centre, Design & product sampling facilities, Trade & Display facilities, Packaging Unit, Crèche, first-aid Centre, Bank, Kitchen and dining facilities
- Logistics Hub: Multi-modal logistics hub developed by CONCOR right in front of the park. Facilities such as Warehousing, raw material depot, truck parking lots available internally.
- Product Mix: Upstream - Manufacturing of Polymers, Downstream - conversion of polymers into plastic articles.

Members interested to have more investment related queries/information may kindly get in touch with the following organisation.

Industrial Promotion & Investment Corporation of Odisha (IPICOL), IPICOL House, Janpath, Bhubaneswar – 751022, India Email: [info@ipicolodisha.org](mailto:info@ipicolodisha.org). Telephone: 91-674-2542601 Fax: 91-674-2543766. [www.investodisha.org](http://www.investodisha.org)

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1580820735.pdf>

## **Regarding Budget Changes in Customs duty rates and Key Highlights/ Indicators of Union Budget 2020-21**

We wish to inform you that the Hon'ble Finance Minister has introduced the Finance Bill, 2020 in Lok Sabha on 1st February, 2020 wherein changes in Customs, Central Excise, GST law and rates have been proposed through the Finance Bill, 2020. To prescribe effectives rates of duty, following notifications are being issued:

### **Notification Nos. / Date**

Customs (Tariff) No. 01/2020-Customs to No. 12/2020-Customs dated 2nd February, 2020 (<http://cbic.gov.in/Customs-Notifications>)

Customs (Non-Tariff) No. 09/2020-Customs (N.T.) to No. 10/2020-Customs (N.T.) dated 2nd February, 2020 (<http://cbic.gov.in/Customs-Notifications>)

Customs (ADD) No. 03/2020-Customs (ADD) dated 2nd February, 2020 (<http://cbic.gov.in/resources//htdocs-cbec/customs/cs-act/notifications/notfns-2020/cs-add2020/csadd03-2020.pdf>)

Customs (SG) No. 01/2020-Customs (SG) dated 2nd February, 2020 (<http://cbic.gov.in/resources//htdocs-cbec/customs/cs-act/notifications/notfns-2020/cs-sg2020/cssg01-2020.pdf>)

Unless otherwise stated, all changes in rates of duty take effect from the midnight of 1st February/2nd February, 2020. A declaration has been made under the Provisional Collection of Taxes Act, 1931 in respect of clauses 115 (a), 115(b), 139 and 145 of the Finance Bill, 2020 so that changes proposed therein take effect from the midnight of 1st February/2nd February, 2020. The remaining legislative changes would come into effect only upon the enactment of the Finance Bill, 2020.



# Important Circulars and Notifications

Important changes in respect of Customs duty, National Calamity Contingent Duty (NCCD) and GST rates are contained in the below Annexures:

- a) Annexure A contains details of Chapter wise changes in Basic Customs Duty;
- b) Annexure B contains details of changes in respect of Social Welfare Surcharge;
- c) Annexure C contains details of changes in NCCD in respect of tobacco products;
- d) Annexure D contains details of retrospective amendments made in CGST, IGST, UTGST or Compensation Cess rates, in specified cases, through Finance Bill.

All the annexures are attached herewith for your reference.

## Key Highlights/ Indicators of Union Budget 2020-21

- Tax benefits to Start-ups by way of deduction of 100 % of their profits are enhanced by increasing turnover limit and period of eligibility.
- In order to encourage entrepreneurship – “Investment Clearance Cell” to be set up for the STARTUP COMPANIES.
- Each District to be developed as an Export Hub for single product.
- National Logistic Policy may take care of higher logistics expenses for Exporters which will make exports competitive. Investment in Logistics may reduce in transportation cost for Exporters.
- Effort to amend laws, wherein decriminalization of civil offences will be done which will boost morale of Industrialist and Businessmen thereby supporting growth and development.
- Simplified GST Return to be effective from 1st April, 2020.
- To provide single platform for procurement of goods, services and works. To create a single window E-LOGISTICS MARKET.

In order to reduce the compliance burden of Audit on MSME sector, the Finance Minister has proposed to raise by five times, the turnover threshold for audit from the existing Rs. 1 crore to Rs. 5 crore.

A simplified GST return shall be implemented from the April 1, 2020. It will make return filing simple with features like SMS based filing for nil return, return pre-filing, improved input tax credit flow and overall simplification.

## MSME

- Necessary amendments to the Factor Regulation Act 2011. This will enable NBFCs to extend invoice financing to the MSMEs through TReDS, thereby enhancing their economic and financial sustainability.
- To introduce a scheme to provide subordinate debt for entrepreneurs of MSMEs. This subordinate debt to be provided by banks would count as quasi-equity and would be fully guaranteed through the Credit Guarantee Trust for Medium and Small Entrepreneurs (CGTMSE). The corpus of the CGTMSE would accordingly be augmented by the government.
- An app-based invoice financing loans product will be launched. This will obviate the problem of delayed payments and consequential cash flows mismatches for the MSMEs.
- To extend handholding support – for technology up-gradations, R&D, business strategy etc. A scheme of Rs. 1000 crore will be anchored by EXIM Bank together with SIDBI.
- The Government's 'E-Market Place' has a lot of opportunities for SMEs. A total allocation of Rs.27,300 crores for development and promotion of Industry and Commerce in FY 2020-21 proposed.

## Export Finance/ Refunds of Embedded Taxes

To achieve higher export credit disbursement, a new scheme, NIRVIK is being launched, which provides for higher insurance coverage, reduction in premium for small exporters and simplified procedure for claim settlements.

It is proposed to digitally refund to exporters, duties and taxes levied at the Central, State and local levels, such as electricity duties and VAT on fuel used for transportation, which are not getting exempted or refunded under any other existing mechanism. This Scheme for Reversion of duties and taxes on exported products will be launched this year.

Members are requested to take note of above changes and do the needful accordingly.

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1580814845.pdf>



### **ANTEC 2020: The Show Must Go On . . . Virtually**

The Society of Plastics Engineers (SPE) canceled this year's live event, which was scheduled to be held in San Antonio, TX, at the end of March, because of the COVID-19 outbreak. The knowledge sharing will go on, however, as SPE presents ANTEC 2020: The Virtual Edition.

On Monday, March 30, ANTEC will open as planned, but virtually, with a keynote session featuring Thomas (Tom) Salmon, CEO and Director, Chairman of the Board, Berry Global Group, and Jim Fitterling, CEO, Dow. The session will begin at 10:00 a.m. ET, and will be streamed live on YouTube. It is available at no charge to the plastics industry at large, said SPE. Each speaker will provide his insights and perspectives on the plastics industry. The session will be moderated by Don Loepp, Editor, Plastics News, who will also lead a Q&A, fielding questions asked by attendees. Dr. Brian Landes, President, SPE, will start the session with a brief overview.

Immediately following Fitterling and Salmon, Angela Gaffney, CHC, President and founder, Essential Health & Wellness, will present "Caring for Yourself Through Change," which will focus on staying positive, remaining healthy and staying productive during the COVID-19 outbreak. Gaffney's presentation also will be streamed live.

In the coming days and weeks, a selection of ANTEC program tracks will be presented, with the papers and presenters originally scheduled to speak in San Antonio. Attendees can attend these live sessions remotely or listen to them later on demand. More details are available on the SPE website.

Source: Plastics Today

### **Plastics Processors, Mold Makers Deemed Essential during COVID-19 Outbreak**

The plastics industry is deemed essential during the COVID-19 outbreak, and most processors, as well as mold-making companies and equipment makers, are staying open to supply the components and products required by the healthcare industry. Over the past few decades, the medical industry has become one of the biggest markets served by the plastics industry. PlasticsToday has heard from a number of processors and mold makers giving us their status.

Plastics Industry Association (PLASTICS) President and CEO Tony Radoszewski issued a statement on March 20 requesting that all local, state, and federal governments consider plastic resin and plastic product manufacturers as essential in order to stay open when shelter-in-place orders are issued. "With more and more businesses being ordered to close during the pandemic crisis, it is critical that healthcare workers have access to plastic products. Single-use plastics can literally be the difference between life and death. Items such as IV bags and ventilators, which are of the utmost importance right now, have components made of single-use plastics. The single-use hospital gowns, gloves, and masks that protect our healthcare workers every day are also made of plastic. I would venture to say that every machine, piece of medical equipment, hospital bed, examination scope, and tool has a component made of plastic, most of which are molded to exacting tolerances, which is possible due to the resin and machinery being used."

Wittmann Battenfeld USA is remaining open for business during the COVID-19 outbreak, having been deemed an essential business by Connecticut for supplying machinery, equipment, and support to numerous medical and packaging molders, who are ramping up operations to provide critical supplies to battle the pandemic. Wit-



tmann Battenfeld has received essential status letters from customers across the country, including industry leaders such as BD, Jabil Healthcare, Baxter Healthcare, Eli Lilly, 3M, Nemera, Flex, Cardinal Healthcare, Corning Life Sciences, Technimark, and Comar, to name a few. These customers are making essential plastic parts for ventilators, laboratory supplies, blood-testing devices, drug-delivery systems and more.

Some companies are taking steps to make their work places safer so that employees who are needed on the job can be in a healthy environment. Pyramid Mold & Tool, a mold manufacturer in Rancho Cucamonga, CA, is taking "precautionary measures necessary to help ensure the well-being of our employees, customers, and facility operations," said Stephen Hoare, President of Pyramid Mold & Tool, a company that serves the healthcare industry.

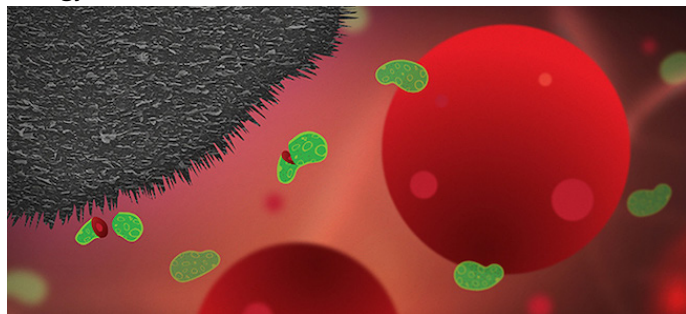
R&D/Leverage in Lees Summit, MO, also has taken steps to protect its workforce to "ensure we can continue to work and meet expected delivery dates," said Mike Stiles, CEO. "However, as this situation evolves, we must evaluate what is required to best keep ourselves and those around us healthy and safe."

In Canada, Shepherd Thermoforming, based in Brampton, ON, has many customers whose services are deemed essential by Health Canada and the World Health Organization. Shepherd is also deemed an essential service by the province of Ontario and will carry on operating and supplying thermoformed tooling and products, said Mark Shepherd, Vice President.

Source: Plastics Today

### Graphite-Embedded Plastic Kills 99.99% of Bacteria on Contact

Plastic surfaces embedded with graphite nanoplatelets reportedly can prevent hospital-acquired infections (HAIs), killing 99.99% of bacteria that try to attach, according to research from Chalmers University of Technology in Sweden.



Plastic surfaces embedded with graphite nanoplatelets Human cells are around 25 times larger than bacteria (pictured here in green). While the graphite nanoplatelets slash and kill bacteria, they barely scratch a human cell. Image courtesy Chalmers University of Technology. At any given time, 7% of hospital patients in developed countries and 10% in developing economies will contract at least one HAI, according to the World Health

Organization. In Europe, more than four million people are infected annually, according to the European Centre for Disease Prevention and Control. Many of these are bacterial infections that develop around medical devices and implants within the body, such as catheters, hip and knee prostheses or dental implants. In some cases, the implants need to be removed.

It is also worth noting that bacterial infections are treated with antibiotics, which accelerates the development of antibiotic resistance. "The purpose of our research is to develop antibacterial surfaces which can reduce the number of infections and subsequent need for antibiotics, and to which bacteria cannot develop resistance," said Santosh Pandit, postdoctoral researcher in the research group of Professor Ivan Mijakovic at the Division of Systems Biology, Department of Biology and Biotechnology, Chalmers University of Technology. "We have now shown that tailored surfaces formed of a mixture of polyethylene and graphite nanoplatelets can kill 99.99% of bacteria that try to attach to the surface."

Previous studies from the Chalmers researchers showed how vertical flakes of graphene, placed on the surface of an implant, could form a protective coating, making it impossible for bacteria to attach, like spikes on buildings designed to prevent birds from nesting. The graphene flakes damage the cell membrane, killing the bacteria. Producing the graphene flakes is expensive, however, and currently is not feasible for large-scale production. The researchers have achieved the same effect using relatively inexpensive graphite nanoplatelets, mixed with a very versatile polymer.

"The polymer is not inherently compatible with the graphite nanoplatelets," said Roland Kádár, Associate Professor at the Department of Industrial and Materials Science at Chalmers. "But with standard plastic manufacturing techniques, we succeeded in tailoring the microstructure of the material, with rather high filler loadings, to achieve the desired effect. And now it has great potential for a number of biomedical applications," said Kádár.

The nanoplatelets on the surface of the implants prevent bacterial infection without damaging healthy human cells. Human cells are around 25 times larger than bacteria, so while the graphite nanoplatelets slash and kill bacteria, they barely scratch a human cell.

The researchers experimented with different concentrations of graphite nanoplatelets and the plastic material. A composition of around 15 to 20% graphite nanoplatelets proved to have the greatest antibacterial effect, providing that the morphology is highly structured. Precise orientation and distribution of the graphite nanoplatelets is necessary to achieve the maximum effect, according to Kádár.

The study was a collaboration between the Division of Systems and Synthetic Biology at the Department of Biology and Biological Engineering, and the Division of Engineering Materials at the Department of Industrial



and Materials Science at Chalmers, and medical device company Wellspect Healthcare. The antibacterial surfaces were developed by Karolina Gaska when she was a postdoctoral researcher in the group of Associate Professor Roland Kádár. The research has been published in the scientific journal *Small*.

Source: *Plastics Today*

### Clariant Introduces Medical-Grade ABS Compounds

Clariant Plastics & Coatings Healthcare Polymer Solutions has introduced a new family of ABS polymer compounds formulated for medical device and pharmaceutical packaging applications. Part of the company's MEVOPUR line of color and additive concentrates and ready-to-use polymer compounds, the ABS materials feature enhanced functionality and are produced in strict compliance with regulatory requirements, said Clariant in a press release.



ABS is commonly used in the consumer and automotive sectors. Clariant said that it has applied its formulation expertise and compounding capabilities in EN ISO 13485:2016-certified production facilities to enhance the properties of the resin with pre-tested ingredients that support compliance to standards such as ISO 10993 and USP Class VI.

"Clariant recently introduced the theme of 'The Color of Innovation' to show how making decisions about materials early enough to apply Quality by Design (QbD) principles widens the scope of possibilities," explained Steve Duckworth, Global Head of Marketing & Business Development. "We are known for color, but we also demonstrate what can be done to add new properties to polymers, such as medical-grade ABS, and widen the application possibilities for what is already an excellent resin."

The MEVOPUR functional compounds include the following:

- ABS anti-scratch, which preserves a product's visual appeal by reducing the appearance of scratches, helping devices look good for longer.
- ABS anti-static compounds are particularly suited for drug-delivery devices, as they reduce surface resistivity and dissipate charges quickly, thereby

eliminating sticking. Anti-static resins are available in opaque colors and in transparent methyl methacrylate-acrylonitrile-butadiene-styrene.

- ABS laser-welding transparent compounds feature transparent colors for both the laser transmitting and absorbing components.
- ABS laser marking high-contrast compounds address the problem of achieving a high-contrast, dark mark on a light background. The new MEVOPUR ABS white compound optimizes the contrast, decreasing the time it takes to make a distinct mark.

All MEVOPUR materials are produced in three dedicated EN ISO 13485-2016 registered facilities and have been pre-tested to ensure compliance with common standards.

Source: *Plastics Today*

### Ford Pitches in to Fabricate Face Shields, Respirators, Ventilators

Ford Motor Company, joining forces with firms including 3M and GE Healthcare, is lending its manufacturing and engineering expertise to quickly expand production of urgently needed medical equipment and supplies for healthcare workers, first responders and patients fighting the novel coronavirus.

Ford, in cooperation with the UAW, will assemble more than 100,000 critically needed plastic face shields per week at a Ford manufacturing site to help medical professionals, factory workers and store clerks. In addition, Ford plans to assemble more than 100,000 face shields per week and leverage its in-house 3D printing capability to produce disposable respirators for healthcare workers.



"This is such a critical time for America and the world. It is a time for action and cooperation. By coming together across multiple industries, we can make a real difference for people in need and for those on the front lines of this crisis," said Bill Ford, Ford's executive chairman. "At Ford, we feel a deep obligation to step up and contribute in times of need, just as we always have through the 117-year history of our company."

Ford team members are working with 3M to increase the manufacturing capacity of their powered air-purifying respirator (PAPR) designs and working jointly to develop a new design leveraging parts from both companies to meet the surge demand for first responders and health care workers. This new respirator could be produced in a Ford facility by UAW workers.

To go as fast as possible, the Ford and 3M teams have been locating off-the-shelf parts like fans from the Ford F-150's cooled seats for airflow, 3M HEPA air filters to filter airborne contaminants such as droplets that carry virus particles and portable tool battery packs to power these respirators for up to eight hours. Ford is looking at how it might produce these new-generation PAPRs in one of its Michigan manufacturing facilities, helping 3M boost production potentially tenfold.

"Working with 3M and GE, we have empowered our teams of engineers and designers to be scrappy and creative to quickly help scale up production of this vital equipment," said Jim Hackett, Ford's president and CEO. "We've been in regular dialogue with federal, state and local officials to understand the areas of greatest needs. We are focusing our efforts to help increase the supply of respirators, face shields and ventilators that can help assist health care workers, first responders, critical workers as well as those who have been infected by the virus."

"We're exploring all available opportunities to further expand 3M's capacity and get healthcare supplies as quickly as possible to where they're needed most – which includes partnering with other great companies like Ford," said Mike Roman, 3M chairman of the board and chief executive officer. "It's crucial that we mobilize all resources to protect lives and defeat this disease, and I'm incredibly grateful to Ford and their employees for this partnership."

In addition, Ford and GE Healthcare are working together to expand production of a simplified version of GE Healthcare's existing ventilator design to support patients with respiratory failure or difficulty breathing caused by COVID-19. These ventilators could be produced at a Ford manufacturing site in addition to a GE location.

"We are encouraged by how quickly companies from across industries have mobilized to address the growing challenge we collectively face from COVID-19," said GE Healthcare President & CEO Kieran Murphy. "We are proud to bring our clinical and technical expertise to this collaboration with Ford, working together to serve unprecedented demand for this life-saving technology and urgently support customers as they meet patient needs." Work on this initiative ties to a request for help from U.S. government officials.

Ford is also leveraging its Advanced Manufacturing Center in Redford, MI, and in-house 3D printing capabilities to manufacture disposable respirators, which are needed to help filter the air healthcare workers and

first responders breathe. Once approved by the proper health agency, Ford will initially start at a pace equal to 1,000 per month but will quickly grow production as fast as possible.

Meanwhile, Ford's U.S. design team is also quickly creating and starting to test transparent full-face shields for medical workers and first responders. The face shields fully block the face and eyes from accidental contact with liquids and when paired with N95 respirators can be a more effective way to limit potential exposure to coronavirus than N95 respirators alone.

The first 1,000 face shields will be tested this week at Detroit Mercy, Henry Ford Health Systems and Detroit Medical Center Sinai-Grace Hospitals. Roughly 75,000 of these shields are expected to be finished this week and more than 100,000 face shields per week will be produced at Ford subsidiary Troy Design and Manufacturing's facilities in Plymouth, MI.

Ford has also kicked off a working team to help hospitals locate and secure urgently needed surgical and N95 respirators. Ford has so far committed sending Henry Ford Health Systems 40,000 surgical masks while it locates additional supplies.

Source: Plastics Today

### Industrial-Scale Renewable PP Underway at Borealis' Belgium Plants



New developments in biobased/renewable plastics have been on the increase and typically entail industry collaborations. The most recent example is that of Borealis which is now producing polypropylene based on renewable feedstock produced by collaborator Neste of Finland, at its two production facilities in Kallo and Beringen, Belgium. The company considers this another milestone for furthering its ambitions to advance the circular economy.

"We believe this is the first time that renewable propane dehydrogenation is occurring at an industrial scale... We have the ability to produce PP that is up to 100% based on Neste renewable propylene. Borealis has committed to ensure 100% of its consumer products are recyclable, reusable or produced from renewable sources by 2025.



This specific milestone will bring us one step closer to achieving our goal and re-inventing our approach for a more sustainable living,” says a Borealis source.

After producing renewable propane using its proprietary Nexbtl technology, Neste sells the renewable propane to the Borealis propane dehydrogenation plant in Kallo. Here it is converted to renewable propylene, then subsequently to renewable PP at the Kallo and Beringen plants. Finalized audits carried out by an independent third party recently resulted in an ISCC Plus certification for the renewable PP produced at both Kallo and Beringen plants. This certification encompasses the entire value chain scope and verifies that the renewable feedstock used is certified as being 100% renewable and sustainably produced, including traceability to point of origins.

In response to increasing demand, Borealis is working with downstream partners from a variety of industries ranging from consumer packaging to automotive, healthcare, and appliance. One example is Henkel, a global market leader in the adhesives sector and known for its strong brands in laundry & home care and beauty care, which has made the use of sustainable materials a key pillar in its packaging strategy and is working with its value chain partners to drive sustainable packaging. Included is renewable PP content in the packaging of a major Henkel brand over the course of the year.

Source: ptonline.com

### Transforming Recycled Plastic into Additives for Industrial and Consumer Products

With a more increased focus on adding more recycled content to products, it's becoming very apparent that innovation is required in order to meet these demands. During the Plastics Recycling Conference, Canadian cleantech company GreenMantra Technologies accepted the Association of Plastics Recyclers (APR) Showcase Award, which is given to companies who have a innovative and potentially game-changing idea to advance the recycling of plastics.

GreenMantra Technologies is a clean technology company that utilizes a proprietary catalyst and patented depolymerization process to upcycle and transform recycled plastics into value-added synthetic waxes and specialty polymers.



“As a company, we started in 2010. At that point, we had a concept of the technology. This was the origin of the term ‘chemical recycling’ that people are using now, which is also referred to as ‘advanced recycling,’” Di Mondo said. “It’s very basically defined as technologies that change the structure of plastic or do something on a more molecular level, as opposed to just remelting [as with mechanical recycling]. That’s the core of the technology we developed.”

The company started in 2010 and built a lab process that they validated and then took to a demonstration scale. They are reportedly the first company in the world to upcycle post-consumer and post-industrial recycled plastics into synthetic polymers and additives that meet specific performance requirements for industrial applications. Utilizing its proprietary thermo-catalytic system and patented process, GreenMantra transforms recycled plastics into value-added waxes and specialty polymers for industrial applications such as roofing, roads, plastic composites and polymer processing.

“We’re redesigning the molecule to create these new specialty polymers,” Di Mondo said. “What’s interesting is it allows us to take these non-uniform, discarded plastics and make a very uniform high-quality synthetic wax that actually has novel applications.”

### Scaling Production

GreenMantra is growing rapidly and expanding its manufacturing facilities in Brantford, Ontario to meet demand for performance additives. Since 2016, GreenMantra been operating facilities 24/7 and making large quantities of products that are going out into markets across North America. And now this year, they’re expanding their commercial footprint into Europe as well.

DiMondo explained the process as this:

“We take the discarded plastics and produce an end product that is a synthetic wax. We do that with both polyethylene and polypropylene on a commercial scale. So it actually comes out of our process, looking similar to pellets of plastic, but the properties are completely different from the starting material. That allows us to create a novel raw material that other manufacturers use in their process as a performance-enhancing additive.”

For the first eight years, the company was focused on working with polyethylene and polypropylene and when it saw success, it wanted to push the boundaries of its technology. About two years ago, the company introduced new technology around waste polystyrene.

“We asked ourselves, ‘can we do something with polystyrene?’ since this waste stream is essentially going to landfill and doesn’t have a great outlet. We built a technology to do the same kind of thing,” he said. “But instead of making synthetic waxes [as we do with polyethylene and polypropylene], we make very novel styrenic polymers. This opens up the door to a whole new



## International News

set of applications and end customers. It allowed us to diversify the portfolio further and to extend our platform and technology.”

Last year, the company announced a partnership with Ineos Styrolution that will align GreenMantra’s patented technology and Ineos Styrolution’s manufacturing infrastructure to convert waste polystyrene into chemical monomer building blocks.

Source: ptonline.com

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# NEWS

## India News

### **Keddara, Creador join in race for Tata Capital's stake in Shriji Polymers**

Final bids are likely to be submitted by 31 March and the company is expected to be valued at Rs.1000 - 1200 crore, said two people aware of the development. ICICI Securites is running the mandate for Tata Capital. Tata Capital Healthcare Fund had invested Rs.40 crore in Shriji in 2015.

A clutch of private equity funds such as Kedaara Capital, Creador, ChrysCapital and Goldman Sachs have evinced interest to acquire the 13% stake held by Tata Capital Healthcare Fund in Ujjain based Shriji Polymers. Final bids are likely to be submitted by 31 March and the company is expected to be valued at Rs.1000 - 1200 crore, said two people aware of the development. ICICI Securites is running the mandate for Tata Capital. Tata Capital Healthcare Fund had invested Rs.40 crore in Shriji in 2015.

Founded in 2005 by Anand Bangur and Vishnu Jajoo, Shriji Polymers is a leading plastic packaging solution provider. Its portfolio of products include high-density polyethylene (HDPE) containers, polypropylene caps and other speciality plastic products like derma bottles, tablet applicators, dosing cards and similar self-administered metered dosing devices. The company has production capacity of 2-million containers and 3-million closures per day.

Shriji's products are supplied in US, Canada and China. Shriji's major clients include Strides Arcolabs, Sun Pharma, Mylan, Indoco, Ipca, Wockhardt, Eisai and Lupin.

For the year ended 31 March 2019, Shriji posted a revenue of Rs.305 crore and a profit of Rs.51 crore. It is

learnt that promoters have no plans to dilute further stake in this round and the new investor will acquire 13% stake held by Tata Capital in Shriji.

Source: ET

### **All India manufacturers' organisation urges govt to provide support package to MSMEs**

All India Manufacturers' Organisation (AIMO) has urged the government to provide support packages and incentives to the micro, small and medium enterprises (MSMEs) sector affected by the lockdown due to the Covid-19 pandemic.

"Several sectors such as aviation, hospitality, consumer durables are among the worst hit by this epidemic. All the MSMEs/self-employed individuals/entrepreneurs associated or whose revenues depend either directly or indirectly on these sectors have been on the verge of a shutdown situation," said Shrikant Dalmia, Zonal Vice-President West, AIMO.

Work from home (WFH) is applicable to less than 8 per cent of the core MSME and services sector. WFH has resulted in over 63 per cent drop in productivity in the services industry. The sector has seen a mass migration of labour to the villages, added Dalmia.

#### **Sector in real danger**

"According to reports from our members and clusters of the MSME sector over the past few weeks, over 60-odd million MSMEs are in real danger due to market issues with over 92 per cent drop in domestic sales compared to the same time last year. There is a 100 per cent drop in export sales compared to the same time last year," said Sushil Vyas, Secretary, AIMO.



Association members are unable to pay wages to staff due to lack of revenue and production,” added Vyas.

AIMO has also requested the Finance Minister to waive bank interest the way it has been done for farmers. “Instruct banks not to make entrepreneurs’ NPAs for not paying interest till December 31, 2020. If some banks, airlines and corporates are bailed out, even certain MSMEs should be bailed out, considering that MSMEs employ over 121 million people in the country,” said Vyas.

Source: thehindubusinessline.com

### **MSMEs are in the ICU; a bandaid will not help, say industry representatives**

MSMEs (micro, small and medium enterprises) say it is going to be a nightmare for them for the next 3-6 months even if things get better by next month, which is still a big question.

Industry representatives feel that the battle against the Covid-19 outbreak could take longer than expected and there is no clarity on how to tackle the situation as this is a crisis like no other.

“With the Coronavirus outbreak and consequent shutdown for 21 days, MSMEs are in uncharted territory and they don’t see any early revival prospects,”

MSMEs are the backbone of this country’s economy and social well-being of a large section of the society. The government has been seeking solutions to mitigate the situation from representative associations, including CII and FICCI.

Several representations and suggestions have been offered to the Union Government and many of these have been addressed. But they are first-aid solutions to a grave disease.

“After the lockdown, it is going to take a very long time for businesses to resume normality. All major companies will relook into their priorities and change their business models, product lines, and may take a new avatar. To restart under this new era will take some time before orders start trickling down to Tier 2 and 3 smaller companies. Presuming it takes six or more months to receive new orders and cash flow resumes it will be almost a year to come back to normalcy, he pointed out.

Can MSMEs survive that long without cash flow? Apart from all statutory compliances, rentals, power and utility bills, financial debt services outstanding bills etc without inward cash flow how can the wages and salaries be paid, he wondered.

Arokianathan felt that the relief offered to defer payments up to June 30 is only first-aid, not a cure. MSMEs have to be brought out of ICU and treated to regain health.

### **Possible measures**

An extended line of credit at very low cost for another year overruling all NPA norms with strict monitoring to restore them to health could be an answer.

Special incentives and tax holidays for MSMEs who retain their workforce and with a good past track record will also be required. All unpaid bills due to MSMEs by governments, PSU, and large companies must be paid immediately before April 30. This will go a long way to prevent healthy companies closing down, he added.

C Babu, Past President, TANSTIA (Tamil Nadu Small and Tiny Industries Association), said that unless more liberal measures relating to banks is extended it would be very difficult for MSMEs to survive.

“Even if the virus is contained by April 15, it will take a couple of quarters for us to revive. While the FM’s measures are a big relief, we would require support from bank side too. We need to pay salaries to the staff without any revenues. At least 25 per cent increase in working capital loans from banks without demanding documents would give a much-needed relief in addition to relaxation of repayment and NPA norms during this crisis period,” he said.

Source: thehindubusinessline.com

### **PSBs launch emergency credit lines to tackle Covid-19**

A number of other banks, including Canara Bank, Indian Overseas Bank, Bank of India, Uco Bank and Indian Bank, have announced the launch of the emergency lines of credit.

All standard accounts as on March 26, 2020, and till the date of sanction are eligible for loan under this scheme. The loan also has a moratorium of up to six months.

Several public sector banks have rolled out emergency lines of credit with softer terms to borrowers affected by Covid-19, after finance minister Nirmala Sitharaman announced a number of measures to tide over the crisis. For instance, Bank of Baroda, the country’s second-largest public sector lender, would be offering up to 10% of the existing fund-based working capital limits, subject to a maximum of Rs 200 crore.

Corporate borrowers can avail the credit at the 1-year marginal cost of funds-based lending rate (MCLR) of 8.15% without the standard premium, while for MSMEs,

the rate of interest would be at BoB repo-linked lending rate of 8%. All standard accounts as on March 26, 2020, and till the date of sanction are eligible for loan under this scheme. The loan also has a moratorium of up to six months.

Source: Financial Express

## SIDBI to provide loans up to Rs 50 lakh to MSEs manufacturing medical supplies to fight COVID-19

MSEs engaged in manufacturing of hand sanitizers, masks, gloves, head gear, body suits, shoe-covers, ventilators, goggles and testing labs are eligible for loans under this scheme.



The SIDBI Assistance to Facilitate Emergency (SAFE) response against coronavirus scheme will offer loans to MSEs at a fixed interest rate of 5 per cent and with a maximum loan repayment tenure of five years.

Small Industries Development Bank of India (SIDBI) on Friday said it will provide loans up to Rs 50 lakh to micro and small enterprises (MSEs) that are manufacturing medical supplies for fighting the novel coronavirus (COVID-19). The SIDBI Assistance to Facilitate Emergency (SAFE) response against coronavirus scheme will offer loans to MSEs at a fixed interest rate of 5 per cent and with a maximum loan repayment tenure of five years.

MSEs engaged in manufacturing of hand sanitizers, masks, gloves, head gear, body suits, shoe-covers, ventilators, goggles and testing labs are eligible for loans under this scheme. "The situation in which the country is going through right now, we felt that there is a need to immediately support and encourage those MSEs that are helping the nation fight the menace," SIDBI chairman and managing director Mohammad Mustafa, said in a statement

Source: Financial Express

## Government eases controls, taps automakers to manufacture ventilator

Companies generally need a license to make items listed as essential medical equipment under the Drugs and Cosmetics Act and Medical Device Rules. The health ministry has so far declined to give an estimate for the number of ventilators in India.

India has lifted controls on producing medical ventilators, as it seeks to plug the growing shortage of this critical equipment in the battle against Covid-19.

According to a government communication reviewed by Mint, the Centre plans to ask all interested manufacturing companies, including automakers, to start producing ventilators.



"It is to inform that presently no permission is required for manufacturing of ventilators under the Drugs and Cosmetics Act and Medical Device Rules. Therefore, those who are willing to come forward and manufacture ventilators may start the production to tackle the situation arising out of Covid-19 outbreak in public interest," V. G. Somani, India's Drugs Controller General, said in an email to the secretary, ministry of pharmaceuticals, on 23 March.

Companies generally need a license to make items listed as essential medical equipment under the Drugs and Cosmetics Act and Medical Device Rules. This rule has however been waived off considering the medical urgency but only if the manufacturer partners a licensed firm.

The Union government had on Tuesday reached out to five automakers—Tata Motors Ltd, Mahindra and Mahindra Ltd (M&M), Hyundai Motor India Ltd, Honda Cars India Ltd and Maruti Suzuki India Ltd—to explore the possibility of making ventilators at their plants.

It also urged the automakers to partner nine companies who currently make ventilators in India and Tata Motors and M&M have already begun talks with some of them, said four people aware of the development.



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"The government has asked us to partner with these auto companies like Maruti and Hyundai as well as any other manufacturers to make ventilators. Basically, we will share the technology and designs with them and they will manufacture it temporarily," said an official with a ventilator maker, requesting anonymity.

"Tata Motors might start production of such ventilators with one of the equipment manufacturing companies from next week. The developments are being monitored by the top management of the conglomerate Tata Sons, including the chairman. The challenge though will be reopening the plants for such a micro operation since permission will be required from local authorities," said a person directly aware of the development.

A senior government official said the automakers will have to talk to the existing ventilator manufacturers to reach an agreement on sharing of design and technology.

"It is only automobile manufacturers we had a meeting with, and they had only shown interest. But, if anyone else is also interested, they can partner with these ventilator makers and manufacture it," the official said, requesting anonymity.

The step is spearheaded by the Department of Pharmaceuticals, in consultation with the Central Drugs Standard Control Organization (CDSCO), a senior health ministry official said separately.

The health ministry has so far declined to give an estimate for the number of ventilators in India. The latest move shows however that there may be an acute shortage of ventilators in India, especially considering that the total number of cases of novel coronavirus infection, or Covid-19, is expected to rise exponentially from nearly 700 now.

Source: livemint

**MSMEs welcome govt's decision to bear EPF contribution; to help small businesses in these key areas**



**Ease of Doing Business for MSMEs:** Businesses having up to 100 employees and 90 per cent of them earning less than Rs 15,000 per month would be able to avail this benefit.

EPF rules mandate a 12 per cent contribution by both employee and employer from the monthly salary.

**Ease of Doing Business for MSMEs:** Finance Minister Nirmala Sitharaman's decision on Thursday for the government to bear the 24 per cent contribution of both employee and employer combined to the Employees' Provident Fund for the coming three months is welcoming for small businesses, said MSME sector experts. The move will help MSMEs in terms of better cash flows and liquidity. "This is good in terms of cash flows for MSMEs. Also since one doesn't know whether this lockdown would continue beyond April 14, MSME would not be worried about the deadline of payments. Hence, there would be no violation on account of missing the deadline even as they won't have to worry about interest or penalty for late payments," Sanjay Bhatia, President, FICCI-CMSME told Financial Express Online. The announcement will be applicable from April 1, 2020.

EPF rules mandate a 12 per cent contribution by both employee and employer from the monthly salary. "This comes as a huge relief to the SMEs at a time when the companies in the sector are witnessing cash flow crunch on account of slower business movement and payment delay from the customers. In addition, the scheme puts additional money in the hands of employees in these tough times, as the scheme comes with the option to withdraw a part of their EPFO balances," Shachindra Nath, Executive Chairman, UGRO Capital (small business lender) told Financial Express Online. However, this relief isn't for every MSME. Businesses having up to 100 employees and 90 per cent of them earning less than Rs 15,000 per month would be able to avail this benefit.

Source: Financial Express

**With world running out of storage, crude oil prices in tailspin**

Global oil prices continue to be in a tailspin amid nationwide lockdowns to stop the coronavirus (COVID-19) pandemic and a deluge of production from Saudi Arabia and Russia.

With a slowing world economy, the West Texas Intermediate (WTI) touched recent record low of \$21.51 per barrel on Friday, while the international benchmark Brent traded at \$27.95 per barrel, far below the highs of \$147 per barrel of July 2008.





Despite pressures from the Donald Trump administration to reach a compromise with Russia, Saudi Arabia continues with its surplus production targets. Growing concerns over the COVID-19 outbreak and a growing glut from producers such as Saudi Arabia, the United Arab Emirates and Russia have roiled global crude oil markets, with the build-up affecting US shale oil producers. Goldman Sachs expects crude prices to touch the \$20 per barrel mark.

"The current \$20/b crude environment is putting roughly 5 million b/d of high-cost crude production at risk of being shut in," said Rob Stier, senior manager of petrochemical analytics at S&P Global Platts in a statement. Experts are of the opinion that global oil demand for the March-April period could come down by around 10 million barrels per day (mbpd). This is significant as the daily global demand was around 101 mbpd.

With the world running out of place to store surplus oil, there has been a scramble to book storage capacities on supertankers and even in pipelines.

"Over the next few months, S&P Global Platts Analytics sees global "massive" crude stock builds of 500 million barrels in its best-case scenario, compared with the 1 billion-barrel build in its worst-case scenario, relative to end-February levels," Rob Stier added.

The unprecedented rout has turned the oil market on its head, with major energy-consuming economies recalibrating their sourcing strategy against the backdrop of growing concerns over a deep global recession. Chinese oil giants are also keen to offload their share of so-called equity oil to Indian refiners as the viral outbreak has squeezed demand in their home market.

However, Indian refiners have also slashed their production due to the transportation fuel demand shrinking with citizens cooped indoors, though there has been an increase in the demand for domestic cooking gas against the backdrop of the three-week nationwide lockdown in the world's largest such exercise aimed at stemming the spread of the virus.

"Over the longer term, the global response to COVID-19 could have significant structural effects on mobility patterns around the world. A key variable will be to what extent the remote working patterns established in the response period will become entrenched in the future," IHS Markit said in a report.

India is the world's third-largest crude buyer and the fourth-largest liquefied natural gas (LNG) importer. The downward pressure on the oil markets has also impacted the LNG prices.

"Total LNG deliveries to Europe are expected to reach nearly 11 million metric tons (MMt) —a 14% hike from the previous record set in December. The ongoing supply push into Europe comes just at the moment gas demand is collapsing at double digit rates," IHS Markit said in another report.

"The record influx of LNG deliveries will likely swell EU gas storage—which are already well above historic averages—and put further downward pressure on prices that are already at historical lows," the second report added.

Source: livemint



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## Building better homes and gardens through plastics

With all the media coverage of single-use plastics, it's easy for consumers to forget that some of the best applications for plastic materials are in the building and construction industry. Products for both indoor and outdoor architectural and design features were showcased at the International Builders Show (IBS) in Las Vegas on Jan. 21 to 23.

Plastics have proven to be an ideal durable material for building and construction applications, providing long-lasting beauty with minimal maintenance. While everyone remembers vinyl siding for homes, in today's building market there's so much more.

Vycom (Scranton, PA), an affiliate of the AZEK Co., manufactures brands of innovative plastic sheet products designed to replace wood, metal and other traditional materials in a variety of applications. Recently Vycom unveiled its Thermax XL PVC designed to meet exacting criteria in demanding industrial and cleanroom environments.



The fire- and heat-resistant material is ANSI FM-4910 compliant, certifying it has passed the Factory Mutual test for fire generation and smoke density. It is designed to provide fabrication flexibility, efficiency and consistency, and can be used to assemble fume hoods, processing sinks and baths as well as chemical storage units. Thermax XL PVC comes in the standard sheet size of 4 x 8 feet; other sizes are available by special order. AZEK (Chicago) is an umbrella company for a number of other products including AZEK Building Products, a manufacturer of home building materials under its TimberTech AZEK brand, which also includes AZEK Decking. TimberTech AZEK offers a portfolio of capped polymer and capped composite decking as well as railing, porch decking, lighting and paver products. AZEK Exteriors features unique trim and molding.

Avon Plastics (Paynesville, MN) featured its building material brands Armadillo Composite Decking, Grid Accents Decorative Lattice and more. The company claims to be one of the largest and most experienced recyclers of HDPE. It combines a mix of 50% HDPE and 50% recycled sawdust to form the core of its low-maintenance wood plastic composite (WPC) decking products.

Trex Co. (Winchester, VA) showcased its Trex Cladding, the newest offering that makes hardwood planks obsolete in modern rainscreen systems, delivering high aesthetics with fade and stain resistance while eliminating the need for annual sanding and sealing. A rainscreen is an exterior wall detail where the siding stands off from the moisture-resistant surface of an air barrier applied to the sheeting to create a capillary break and allow drainage and evaporation. Trex Cladding uses square-edge Trex Transcend deck boards to enhance curb appeal. The open-joint facade system promotes airflow over the water-resistant barrier behind the cladding, providing worry-free armor for any rainscreen assembly. Trex boards are made from 95% recycled plastic and re-



## Feature- New Development

claimed wood scrap, and are backed by a 25-year product and fade and stain warranties for both commercial and residential projects.



MoistureShield (Springdale, AR) showcased its moisture-resistant decking products, featuring images of its decking in underwater scenes at its booth. MoistureShield's products were also submerged in an actual water fountain and pool just to prove the company's claims. The moisture resistance is produced via the company's Solid Core technology, which creates an impermeable barrier that fights against damage from moisture, rot, insects and harmful elements.

MoistureShield's latest product, Elevate capped wood-composite decking, was offered at select locations in 2019, but launched nationwide at the IBS event in Las Vegas. Elevate features a protective cap that shields each board from damage. Additionally, Elevate was a finalist in the National Association of Home Builder's Most Innovative Products in the Best of the IBS Awards. Elevate is ideal for cool-decking around pools because of its "CoolDeck" technology, and for marinas and docks.

While there are many more indoor and outdoor applications for plastics in building and construction, these few examples show just how far plastics have come in helping to create long-lasting building materials that also offer great design aesthetics and unique architectural features.

## Skin-friendly TPE enhances headset style, comfort



Austria's Pfanner Schutzbekleidung is injection molding the headband for its Protos Headset Integral manufactured using a thermoplastic elastomer (TPE) from Kraiburg TPE. The material provides excellent processability and ensures high wearing comfort.

A readily fusible compound from Kraiburg TPE's VS/AD/HM Thermolast K series imparts the gray headband of the Protos Headset Integral from Pfanner Schutzbekleidung with a pleasantly soft and velvety touch and nonirritant skin tolerance.

From forestry and agriculture, to industry and road construction, through to hunting and air rescue services—occupational health and safety involves more than just functional reliability. For people to actually wear the appropriate or obligatory personal protective equipment they need, it has to have a comfortable, lightweight and practical design. And the same also applies to hearing-protection headsets, which need to be designed so as not to cause pressure marks and skin irritations or tug on the wearer's hair.

A high-performance compound from Kraiburg TPE's VS/AD/HM Thermolast K series was therefore selected for the headband of the Protos Headset Integral, developed by Westcam (Mils, Austria) and distributed by Pfanner Schutzbekleidung GmbH. In addition to its velvety surface (VS), outstanding adhesion (AD) and high mechanical (HM) properties, this high-tech material also offers a wide range of design freedom and allows cost-effective processing.

"The main challenge was to mold the relatively large headband for the headset in a dimensionally accurate way and with high repeatability in the shortest possible cycle times, while ensuring a clean, homogeneous impression without sink marks," emphasizes Reto Huber,

managing director of Huber Kunststoff AG. “The excellent flowability of the Kraiburg TPE material perfectly matches these requirements and provides flawless surfaces directly from the mold.”



A steel spring wire that is incorporated into the headband ensures the required tension and serves to mount the clips on each side that accommodate the frames for the hearing protectors. The clips are made of an acrylonitrile-butadiene-styrene copolymer (ABS) with a thermoplastic elastomer (TPE) injection-molded on the inside for reliable insulation of the head from the steel wire. The TPE's velvety and soft feel makes the headband and clips extremely pleasant, pressure-free and comfortable to wear.

The selected Thermolast K compound combines a hardness of 60 Shore A with high tensile strength, tear strength and breaking strength. The wear-resistant surface also has long-term resistance to sebum, creams and common household detergents. In addition, the TPE meets the requirements of ISO 10993-10 for irritation-free tolerability of materials for applications that are in contact with skin.

“We already had very good experience with a thermoplastic elastomer from Kraiburg TPE that was used for the visor of the Protos Integral Safety Helmet,” adds Martin Greber, head of development at Westcam. “The TPE in that device serves as a cushioning and sealing lip on the inside of the visor. It's combined with the edge of the visor, which is made of polyamide, using multicomponent injection molding. The adhesive strength of this hard/soft application has already been tried and tested many times in practical use, and that was why Thermolast K was also shortlisted for the wire/TPE and ABS/TPE combinations in the headset from the start.”

The Protos Headset Integral was specifically developed for capsule ear protection, with the advantages of a modular structure and compact size – with minimal protrusion when worn and a small packing size when folded. The hearing-protection cups are mounted in their own frames, which are fixed to the clips on each side of the headband and are also designed to accommodate the temple arms of the optional Protos® Protective

Glasses, so that no sound bridges of any sort are created overall. Additional accessories include a Bluetooth communications solution with a USB charging bar, the technology for which is fully integrated into the hearing protectors.

All of the materials in the headset have been tailored to suit its function and design perfectly. The VS/AD/HM Thermolast K compounds can be precisely colored and have excellent color and UV stability, even in the gray color of the Protos® headband. The materials are produced in accordance with identical quality standards at all Kraiburg TPE sites and are available in the manufacturer's portfolio worldwide.

## Clariant Masterbatches Debuts Colors for High Temperature Resins

Clariant has released a new series of color masterbatches for use in manufacturing new FAKRA high-speed data connectors for next-generation automobiles. The masterbatches, available in 14 standard colors, were developed by Clariant in cooperation with major global polymer producers.



FAKRA connectors provide 6 GHz of bandwidth to handle 5G cellular/data traffic and enable the next generation of automotive monitoring, diagnostic, safety, performance, navigation, and entertainment systems. Image courtesy of Clariant.

UL-Yellow Card listed, change-controlled, and globally available, the color concentrates help ensure performance and color stability in high-temperature engineering plastics – including polyamide (PA) 66, polybutylene terephthalate (PBT) and polyphenylene amides (PPA) – used to make the FAKRA connectors.



## Feature- New Development

This new application – FAKRA connectors are slated to begin appearing in 2021 model cars – poses a number of challenges. The connectors are color coded, so faithful reproduction of the standard hues is essential. They must be physically tough, electrically and fire safe. Additionally, they must tolerate not only the thermal stresses of injection molding and lead-free hot-air reflow soldering during assembly, but also the long-term mechanical and weathering stresses of under-hood, under-body, or outdoor automotive applications.

According to Peter Dufour, Global Segment Head and Business Development for Consumer Electronics, Electricals and Electronics at Clariant Masterbatches, satisfying this combination of requirements can be difficult. “Clariant Masterbatches is one of the few companies that have the experience, knowledge and global capabilities to deliver a complete masterbatch solution,” he says. “When mixed with natural resin, these new masterbatches produce materials that not only meet FAKRA standards for color, mechanical properties, and melt flow, but also meet UL94 flammability resistance requirements without the use of halogens or SVHCs (Substances of Very High Concern), either UL94 HB or V-0 rated.”

With FAKRA connector production ramping up, Dufour adds that the new masterbatches arrive at an important time: “The market for FAKRA-compliant colored resins

is in flux, with connector makers seeking reliable, color-stable supplies but in relatively low quantities. Molders are typically not yet able to commit to the large volumes [of color compounds] that resin makers typically supply, especially in the initial stages of production or for the smaller colors’ production. Clariant’s masterbatches enable the creation of color-stable ‘natural plus masterbatch’ resin mixes of any volume, with any of a range of high-temperature engineering polymers, and in any of the 14 FAKRA standard colors.”

Named for the German auto-industry group that developed the standard, FAKRA connectors provide 6 GHz of bandwidth to handle 5G cellular/data traffic and enable the next generation of automotive monitoring, diagnostic, safety, performance, navigation, and entertainment systems. FAKRA details 14 dimensionally standard plug/jack combinations, each assigned with a color, a function, and a coded mating configuration that prevents mis-connections. Connectors are made with high-temperature-resins (HTRs) because their coaxial circuits are often bonded to printed circuit boards (PCBs) using lead-free reflow soldering at peak temperatures of 260° C (500° F).

Clariant offers change-controlled manufacturing and technical support for FAKRA-compliant color masterbatches from facilities in Shanghai, Singapore, Ahrensburg, Germany, Holden, MA, and Albion, MI.

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# NEPAL

## Economic overview

Nepal is a landlocked country located in South Asia and shares territorial borders with India and China with an area of 147,180 square kilometres and a population of 28.1 million. Nepal's economic growth has received a major boost due to greater political stability, higher remittances, surging tourist arrivals and large-scale reconstruction activity following the devastating earthquake in 2015. However, despite the various efforts to diversify, agriculture remains the mainstay of the Nepalese. Agriculture accounts for 28.2% of GDP and 65.7% of employment. Going forward, ongoing mechanization of agriculture, implementation of large-scale infrastructure projects supported by India and China, and proposed implementation of legal reforms to promote investment are likely to support economic growth in Nepal.

Nepal is in the process of being accorded a credit rating. The government has awarded Fitch Ratings to study and confirm Nepal's sovereign credit rating.

Nepal has FTAs with Afghanistan, Bangladesh, Bhutan, India, Maldives, Pakistan, and Sri Lanka. India is the largest trade partner of Nepal.

## Trade overview

India and Nepal share a unique relationship of friendship and cooperation characterized by open borders and deep-rooted people-to-people contacts of kinship and culture since times immemorial. Bilateral trade between the countries takes place generally in Indian rupees. Nepalese rupee is pegged to the Indian rupee (INR 1 = NPR 1.60).

India and Nepal engaged in bilateral trade worth USD 8.0 billion in 2019. During the year, India's exports to Nepal were valued at USD 7.29 billion in comparison to India's imports worth USD 0.7 billion resulting in a trade surplus of USD 6.59 billion to India.

Within plastics, India's position is strong with exports worth USD 272 million to Nepal and a trade surplus of USD 229 million to India.

Economic indicators		2016	2017	2018
Nominal GDP	USD Billion	21.2	25.2	29.0
Nominal GDP per capita	USD	777	911	1,034
Real GDP growth	%	0.6	8.2	6.7
Total population	Million	27.3	27.6	28.1
Average inflation	%	9.9	4.5	4.2
Total merchandise exports	USD Billion	0.7	0.7	0.8
Total merchandise imports	US D Billion	8.9	10.0	10.2

Source: IMF, TradeMap



India's plastics exports to Nepal primarily comprise of:

- Raw materials (56.0%)
- Plastic sheets, films, plates etc. (14.7%)
- Laminates (4.7%) and
- Packaging items (4.0%)

Nepal's annual plastics imports are valued between USD 400-500 million. Its plastic imports are largely catered to, by India (68.8%) and China (12.9%). India has a good standing in most of the plastic product categories being imported by Nepal:

- Plastic raw materials - Market share of 77.2% share (Rank 1)
- Plastic sheets, films, plates etc - Market share of 92.6% share (Rank 1)
- Laminates - Market share of 99.6% share (Rank 1)
- Packaging items - Market share of 92.5% share (Rank 1)
- Medical disposables - Market share of 30.0% share (Rank 1)

## Trade potential

Our internal research indicates that India's plastics exports to Nepal has the potential to grow by another USD 100 million. Product categories, within plastics, that have immense export potential for export to Nepal include:

Product Category	Nepal's import from India	Nepal's import from world	India's export to world	Trade potential for India
	USD Million	USD Million	USD Million	USD Million
Plastic raw materials	134.3	174.0	4,498.1	34.8
Medical disposables	9.2	30.6	534.3	21.5
Other moulded and extruded items	8.5	16.6	619.9	8.1
All types of optical items	3.2	9.9	470.5	6.7
Leathercloth	4.0	9.2	127.5	5.2
Travel ware	0.1	4.5	83.0	4.4
Electrical items	2.5	6.8	182.0	4.3
Houseware	2.3	5.9	181.1	3.7
Plastic sheets, films, plates etc	36.1	39.0	1,344.6	2.9
Floorcoverings	1.3	3.4	56.2	2.0

Source: TradeMap, Plexconcil Research





## The Growing Role of Plastics in Aerospace Assembly

**Demand for lightweight applications is creating a new role for thermoplastics.**

The aerospace sector demands the highest degree of all fail proof standards. For the past decade, carbon-fiber composites have been the darling of the aerospace sector, receiving countless praise and widespread attention. Reinforced polymers have dramatically changed the way that many types of airframes are designed and built.

Recently, the use of traditional plastics has become widely adopted in the design and manufacture of aircraft. While aluminum was once the focus of this industry due to being low-cost, lightweight, as well as corrosion and fatigue resistant, aluminum is beginning to be replaced by polymers, especially in the production of structural components of the aircraft.

While composites are still hot, traditional plastics have been quietly making inroads in civilian, commercial and military aircraft. As new generations of planes take to the skies in the years ahead, thermoplastics will be along for the ride. Plastics such as acrylonitrile butadiene styrene, polyetheretherketone (PEEK) and polyphenylene sulfide are currently used for a wide variety

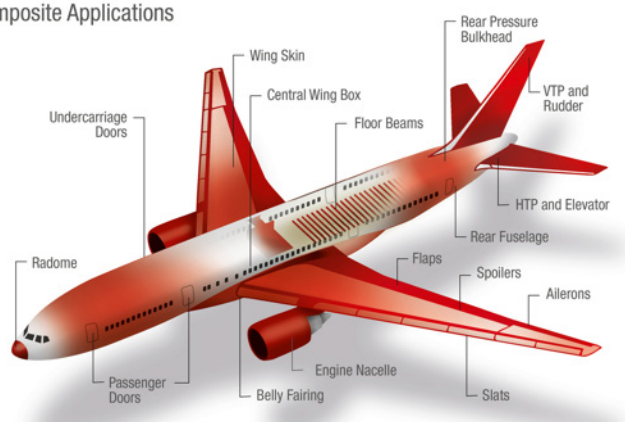
of applications.

Polyetherimide is another popular material used in the aerospace industry, because engineers can produce parts that meet the strict flame, smoke and toxicity requirements set by the FAA.

Polyetherketoneketone (PEKK) is an advanced, high-temperature engineering polymer that features excellent mechanical properties, chemical resistance, thermal stability and flame retardancy. The high strength and light weight of new grades of PEKK, such as HT-23, make it a competitive alternative to aluminum.

### Application

#### Composite Applications



Plastic is typically used for interior applications, such as air ducts, cabin partitions, floor panels and overhead luggage bins. It's also used for avionics sensor plates, electronic component mounting brackets and ventilation impeller blades.



Structural applications include wing ribs and spars. In addition, plastic is used on the exterior of aircraft for things such as fuel tank covers, landing gear hubcaps, pylon fairings and radomes.

Plastic offers many advantages over aluminum and other traditional aerospace materials, such as light weight, high strength and durability.

Heat-resistant, noncorrosive plastics like PEEK can be machined to replace metal fasteners and screws. There is no change needed in the overall design of existing machined parts, allowing for the direct replacement of OEM components.

Brackets, gaskets, guides, seals, spacers and washers are lightweight aerospace components where high-heat plastics can outperform metals, providing thermal and mechanical stability, insulation properties, zero flammability, low outgassing in a vacuum, and resistance to jet fuel and other chemicals.

## New Role for Old Plastics

Although traditional plastics have been used for decades, aerospace engineers are finding new roles for the materials. Each year, more and more plastics are being created with unique performance characteristics that are ideal for specialized uses and replacing metal materials. Plastic is often a first choice due to weight-to-strength ratios and the natural corrosion resistance of many of the modern compounds. Since aircraft and aerospace components are often produced in small quantities, most plastic parts are not likely to be good candidates for molding; instead, they're machined from basic shapes. Another advantage is that many plastic materials are self-lubricating, which eliminates the need to introduce grease- and petroleum-based lubricants that could pose fire or explosion hazards.

Recently there has been an increase in plastic technologies that push the previous limits of load-bearing, torque handling and gear drive capabilities in aerospace applications. Specialty grades with superior heat, chemical and radiation resistances enable plastics to play an increasingly important role in the aerospace industry. The use of polymers is increasing in the aerospace industry, particularly for aircraft and over the last couple of decades, polymer materials have slowly replaced aluminium.

The increase of use is seen in all sectors, including small military and large commercial aircraft. There has also been a tremendous interest in increasing the use of composites in spacecraft. For example, NASA just invested \$15 million to develop the next generation of composites for manned missions to deep space.

## Challenges to Use of Polymers and Composites

Despite numerous advantages, some aerospace engineers are still reluctant to switch to plastic. Polymer composite panels are more difficult to manufacture than aluminum panels, thus making them more costly. Unpredictable demand, lumpy orders and extreme pressure on pricing makes the aerospace business risky. Furthermore, engineers have been working with aluminum for decades and have a tremendous amount of knowledge and confidence in that material. Polymer composites are much newer, and there is a need to test its behaviour under a wide range of conditions and response to long-term aging. Polymers are also subject to accelerated aging due to exposure to moisture, ultraviolet radiation and elevated temperatures and there is still ongoing study on its aging mechanisms and their effects on the mechanical integrity of composite materials. For example, Aluminum fuselages with its high conductivity are effective in mitigating damage due to lightning strikes while polymer composites have a relatively low electrical conductivity and hence, an extra layer of copper mesh must be added to the fuselage as in the Boeing 787 to dissipate the electricity from lightning strikes.

## Rethinking Composites

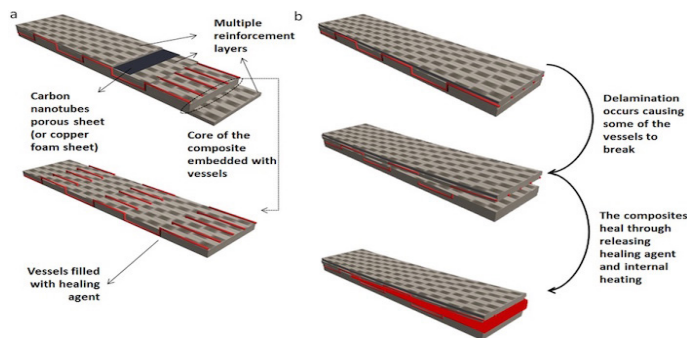
One of the biggest trends in the aerospace industry today is the growing use of thermoplastics instead of thermosets, which were traditionally used to make composite parts. Because thermoplastic polymers can be melted, curing is less critical. Thermoplastics are also less brittle than their thermoset cousins and can be welded in various ways.

Large, integrated components can be made from thermoplastic composites without adhesive bonding, and assembling mechanical joints is less complicated. No shims are required for thermoplastic part assembly.

Many traditional metallic aerospace structures have, in recent years, been substituted with laminated advanced carbon-fiber reinforced thermosetting polymer composites in a bid to save weight and consequent operating costs by increasing fuel efficiency. Today, there is a growing interest in the use of thermoplastic carbon-fiber composites, such as those based on PEEK, to increase manufacturing productivity and satisfy growing demands for an ever faster aircraft build rate.

## Self-Healing Carbon Fiber Reinforced Polymer

Recently, advances have been made in the development of carbon fiber reinforced polymers with self-healing properties that overcome the effects of damage in composite materials, which is particularly important in aircraft design and assembly.

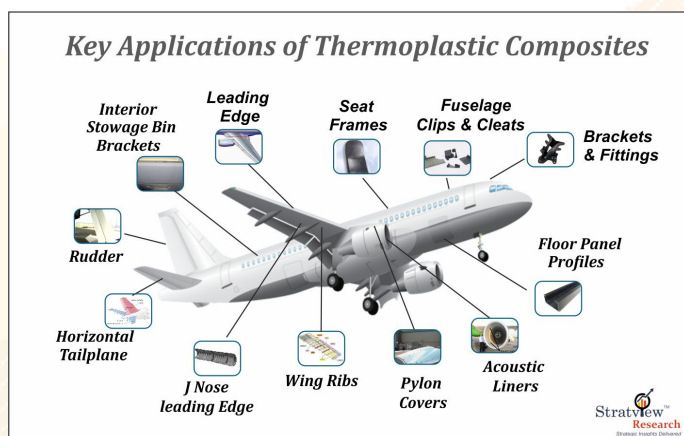


Engineers have been able to reduce the vulnerability of aircraft components to impact damage. Research has demonstrated that particular fiber spacings and polymer combinations are especially effective at producing minimal degradation in flexural strength and ply disruption, giving carbon fiber-reinforced polymers their self-healing characteristics.

### Overcoming Limitations

With an estimated 35,000 new aircraft to be launched in the next 20 years, the aerospace industry is embracing thermoplastic composites as a cost-effective solution to support this growth. The efficient processing and performance advantages of PAEK thermoplastic composites combined with state-of-the-art automated manufacturing will help meet the industry's cost and weight challenges.

Commercial aircraft use thousands of brackets and system attachments from the cockpit to the tail of the plane and the total amount of these components on an aircraft can add a significant amount of cost and weight, especially if they are made from machined metal or thermoset layups. PAEK-based components can be manufactured more efficiently than conventional thermoset alternatives while delivering significant weight savings compared to stainless steel and titanium and offering equivalent or better mechanical properties such as strength, stiffness and fatigue.



Thermoplastic composite technology holds significant promise in further driving down the aviation industry's

costs of manufacturing aerostructures. In addition to their material properties, thermoplastic composites are less subject to many of the production environment constraints with thermoset materials, such as limited shelf life, the necessity for cold storage and requirements for clean room conditions during manufacturing. Aircraft parts made from thermoplastic composites are also more resilient and provide recycling potential not possible with other materials. The curing of thermoplastic matrices uses heat and pressure in short cycles, responding to the faster production times sought by the aerospace industry today.

Source: Assemblymag.com

### Next-Gen Automation Leading Inspection and Thermoplastics

The nature of forecasting is to look for the next big thing. The aerospace industry seems constantly on the brink of some new breakthrough in innovation. The need for stronger, stiffer, yet lighter materials never ends, nor does the research and development to improve materials and processes.

Aerospace suppliers and OEMs say it usually takes about 25 years for technology to work its way into full adoption. That said, a tipping point moment seems imminent for thermoplastic composites (TPCs) in commercial aerospace. Currently, the industry is seeing increased adoption of TPCs for larger parts and structural components. Trends seem to indicate we'll continue to see more thermoplastic composites in a variety of applications. These materials have undergone a great deal of testing and many are being qualified.

The processes used to fabricate parts are also more mature. Automation, such as AFP and ATL, is moving the needle on the ability to meet the needed production rates. To that end, thermoplastic polymers continue to evolve in the quest for faster processing.

When it comes to process technologies, we're likely to see increased collaboration between aerospace and automotive markets in order to achieve high-volume production of composite parts.

Inspection technology is another area where OEMs are seeking improvements in overall production rates. While AFP technology has the ability to rapidly produce larger parts, much of the inspection is still manual and can cause a productivity bottleneck. New in-situ inspection technologies are in development that will likely play a big role in production ramp-ups.

Meanwhile, joining and welding of TPCs offer the potential to cut costs and improve the reliability of parts by reducing the need for rivets and fasteners, contributing to weight reduction and cutting down on produc-



tion time and material costs. At JEC World 2019, GKN Fokker unveiled an area-ruled (shaped to reduce drag) thermoplastic composite panel it developed with Gulfstream Aerospace (Savannah, Ga., U.S.), featuring fully welded frames and a butt-jointed grid system to provide stiffness.

New material technologies are being explored to improve mechanical and thermal properties for leading edges. Earlier this year, Aeronova (Álava, Spain), Grupo Antolin-Ingenieria (Burgos, Spain) and Airbus, working as partners in the European Union-funded Graphene Flagship (Gothenburg, Sweden) consortium, produced a leading edge for an Airbus A350 horizontal tail plane using graphene-enhanced composites. The material reportedly increases the mechanical properties of the leading edge, allowing for a thinner construction, decreasing its weight while maintaining its functions.

Additive manufacturing is playing an increasing role in aerospace composites as well. Boeing's 777X uses a 3D-printed layup tool for its carbon fiber wing tips, as well a large, single-piece tool.

Of course, with the growing need for more planes and the increased use of composites on them, comes an increased demand for small and interior components, airline seating solutions and composite repair technology. Plenty of challenges remain to meet the need for higher-volume production, but at the same time there is also plenty of opportunity for the composites world to rise to the challenge.

Source: composites world

## Indian Aerospace Industry: A High Growth Trajectory

The Aerospace and Defence (A&D) market in India is estimated to reach around \$70 billion by 2030 as the momentum is expected to further pick up with improving infrastructure and government thrust and growth of commercial airlines that have witnessed rise in passenger traffic of over 15 percent per year in the last five years. Going from around 70 to 200 million passengers in the past 10 years in domestic and international air travel and still growing, indicates high demand for airline services and seats.



As the country's economy continues to develop, it fuels the demand from a growing middle class for air travel for tourism, business, other visits etc. There is large growth expected for smaller aircraft, business jets, helicopters etc. for regional connectivity and faster movement as the demand from business and other travelers increases with economic growth.

## Component manufacturing

The growing aerospace sector makes a strong case for global OEMs and their suppliers to examine India as a destination to play a vital role in the global supply chain for components and parts. There could be several advantages to gain from the low costs in India along with the technical and engineering expertise / skills available for high-precision and high-quality components. What has been witnessed in the automobile components and auto (small car) industry can very well be replicated for aerospace and related components and services.



In the past century, the progress of the domestic aerospace manufacturing of local aircrafts, helicopters and other aerospace products has largely been limited to the government-owned entities like HAL, NAL, ISRO etc. but the turn of this century has seen an aggressive growth of the private industry participation, backed by large corporate houses such as Tata, Mahindra, L&T and Godrej. These companies have made a successful entry into the aerospace industry on the strength of their engineering skills and expertise acquired in other industry sectors.

Many private companies have made rapid strides in developing India as a preferred destination for aero structures, components, sub-assemblies and complex system assemblies. Leading global OEMs have established JVs in India for the manufacturing of aerospace related parts and assemblies which find their way into many commercial and defence aircraft and helicopters. The sector has seen adoption of best practices and maintains international standards in quality for components but India as a country has yet to address the need to develop more facilities that provide end-to-end aerospace solutions.



The industry structure can be broadly classified into following areas:

- Commercial airlines and air services operators: Offering passenger and cargo services and procuring airplanes, helicopters etc. from global companies like Boeing, Airbus, Sikorsky etc.
- MOD and other government entities: For purchasing aircraft and other equipment for defence and other requirements.
- Aircraft/airplane, helicopter, space equipment manufacturers: OEMs largely restricted to PSUs like HAL, NAL, ISRO and other government entities.
- Ancillary manufacturers of aerospace components and assemblies: Various types of metallic, non-metallic and composite parts for engines, aero structures, airplane interiors, space programs etc. for both domestic supply and exports to international manufacturers.
- MRO and other service operators: For maintenance and repair services for airplanes and other aircrafts.

Today the Indian Aerospace industry for the manufacture of components is relatively small (\$250 million) as compared to developed Western economies. However, it is poised for an aggressive growth phase over the next 10 years based on significant tailwinds. Factors driving the growth are as illustrated:

1. Large acquisition of defence aircraft with offset obligations and opportunities;
2. Civil aviation poised for growth with rising in passenger traffic
3. Availability of engineering skills and talent;
4. Enabling policy framework by the Government towards "Make in India", infrastructure development, ease of doing business and the maiden National Civil Aviation Policy.

In conclusion, the Indian aerospace industry is close to catapulting itself into a global arena with rapid rise in demand for aircraft and components. The country has many advantages such as low labor costs, high availability of engineering, design and technical manpower and expertise, high growth markets etc and active support from the government's new policies. This presents a unique opportunity for companies to tap into the Indian aerospace market across the entire value chain for aero structures, components, assemblies and even complete equipment / aircraft and related services.



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# Product of The Month – Toothbrushes

## Industry Overview

Growing awareness about oral hygiene is one of the major drivers for the global toothbrush market. In addition, easy product availability and growing e-commerce penetration are few other driving factors for the growth.

Rising need for reducing oral complications is also fuelling the market growth. Some of the common dental conditions prevalent among large population include tooth decay, bad breath, tooth erosion, tooth sensitivity, oral cancer, periodontal disease, and others. Preventing these conditions with the help of appropriate toothbrushes and brushing technique is essential. Rising awareness among consumers is projected to drive the market.

A toothbrush is a consumer product that is used to clean teeth and help maintain oral hygiene. It is generally made of plastic, primarily Polypropylene (PP). The bristles on the head of a toothbrush, on which the toothpaste is applied, is made of nylon. Globally, toothbrushes are classified as 960321 under Harmonized System (HS) of Coding.

World-wide import of Toothbrushes is above USD 2.50 billion.

- In 2018, top-5 exporting countries of Toothbrushes were: China (28.1%), Germany (18.2%), Switzerland (6.4%), United States (4.7%), and Ireland (4.3%).
- Likewise, top-5 importing countries of Toothbrushes were: United States (10.6%), Germany (8.4%), Japan (4.8%), United Kingdom (4.5%), and Netherlands (4.4%).

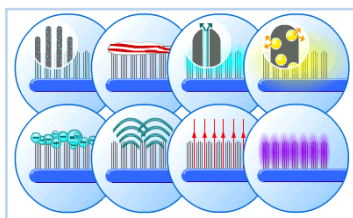
## Innovation, Marketing & Promotion

Promotion of manual toothbrushes through various innovative marketing techniques undertaken by manufacturers have played a significant role in the growth of the product segment. By roping in well-certified dentists for branding, extensive distribution network in urban and rural markets for better availability, tie-ups with sales personnel and distributors, advertisement campaigns through digital, print, and visual media in magazines, newspapers, hoardings, radio, television channels, billboards, and competitive pricing strategies, brands have adopted various marketing techniques to counter the stiff competition in the segment.

Rising product innovations are also driving the manual toothbrush market. Improvements in the size and quality of the bristles for the products meant for different age group along with change in the structure of the head shape, flexibility, and improvement in angled handles are some of the major modifications done by the key manufacturers. Most dentists recommend changing

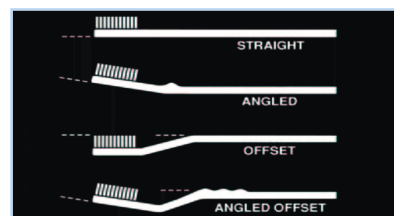
toothbrush every 3 months since they become less effective in removing plaque from gums. This ultimately propels the product demand.

## Types and Application



On the basis of type, the market is divided into medium soft, ultra soft, and hard. Medium soft bristles segment is anticipated to lead owing to growing product recommendation by dentists due to their effectiveness. Medium soft bristles in toothbrushes are more effective in comparison with the ultra soft bristles. In addition, this bristle type is less prone to bending, which ultimately increases its preference among individuals.

Ultra soft bristle segment is expected to grow significantly in near future since they are gentle on gums and teeth. They are relatively more effective in treating bacteria and plaque with no risk of irritation to the user. They are highly recommended for both adults and children. In addition, ultra soft are majorly used by people suffering from receding gums, gingivitis, bleeding gums, gum disorders, and periodontitis owing to their gentle operation.



## Application Insights



In terms of application, the manual toothbrush market is categorized into adults and children. Adult segment held a larger market share in 2018 owing to the increasing prevalence of some of the common disorders, such as periodontal disease, cavities, and tooth decay. According to director of the World Health Organization (WHO), tooth decay disorder is majorly seen in the underdeveloped and developing economies and is expected to rise speedily among both children and adults. As per the WHO Global Oral Health Database, tooth decay is reported approximately by 60% to 90% of children and around 100% of adults on the global scale.

Children segment is expected to lead during the forecast period owing to high prevalence of dental caries among children. Dental caries is caused due to poor oral hygiene and dietary habits. The disorder is majorly prevalent among children up to 5 years of age.

## India Toothbrush Exports

India happens to be among the top-10 exporters of Toothbrushes in the world. In 2019, India exported nearly 217 million toothbrushes valued at USD 86.49 million to the world. Major destination countries for export from India during the year were: Germany and the United States of America.

Destination Country	Value (USD Mn)	Destination Country	Quantity (Mn)
Germany	13.03	Germany	42.54
United States of America	11.15	United States of America	23.85
United Arab Emirates	8.95	Indonesia	20.17
Brazil	6.82	Brazil	14.73
South Korea	6.75	United Arab Emirates	12.58
Indonesia	6.62	Russia	11.11
Belgium	4.89	Belgium	8.99
Russia	3.64	Nepal	8.19
Australia	2.79	South Korea	7.39
United Kingdom	2.51	China	7.30

Source: Ministry of Commerce & Industry, Plexconcil Research



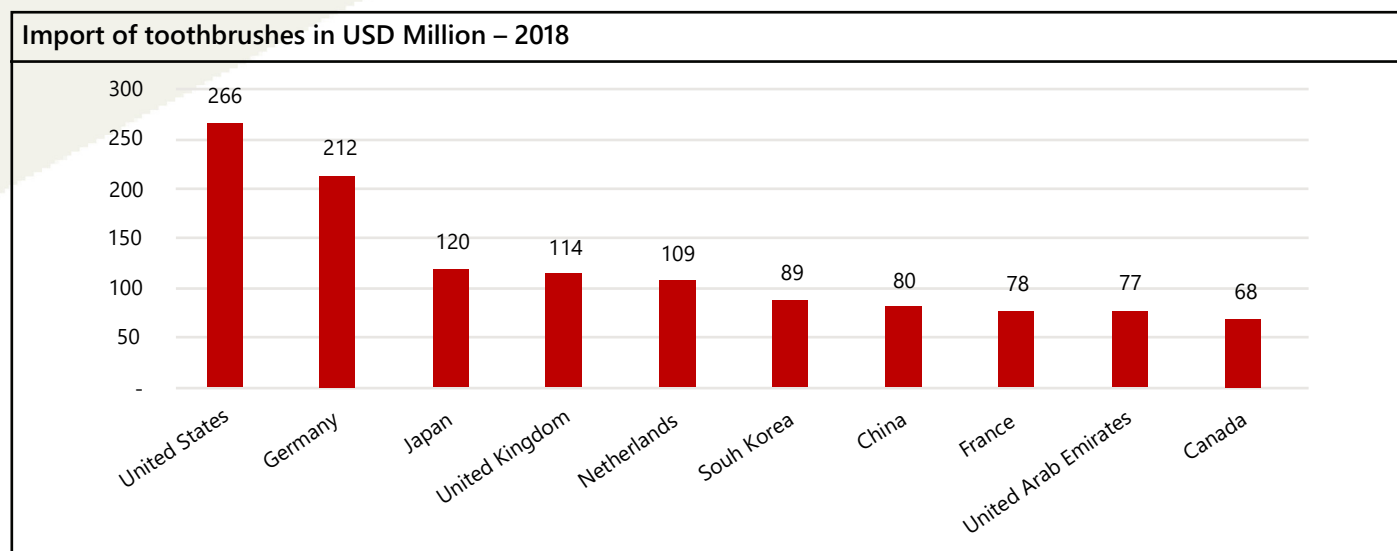
## Product of the Month

India is also a notable importer of Toothbrushes. In 2019, India imported nearly 212 million toothbrushes valued at USD 19.58 million from the world. China and Singapore were the major source for toothbrush imports for India.

Source Country	Value (USD Mn)	Source Country	Quantity (Mn)
Singapore	7.94	China	183.09
China	7.51	Singapore	19.00
Switzerland	2.67	Switzerland	5.65
United States of America	0.81	United States of America	2.31
Italy	0.19	Indonesia	0.41
Malaysia	0.09	United Arab Emirates	0.27
Germany	0.06	Malaysia	0.23
South Korea	0.06	Italy	0.23
Belgium	0.04	Belgium	0.17
Indonesia	0.04	Hong Kong	0.14

Source: Ministry of Commerce & Industry, Plexconcil Research

Our internal research indicates that India's toothbrushes export has immense potential for growth in destinations like United States, Germany, Japan, United Kingdom, Netherlands, South Korea, China, France, United Arab Emirates, and Canada.



Source: Trade Map, Plexconcil Research

### Regional Insights

Asia Pacific is anticipated to register significant market share in the coming years due to growing population, consumer awareness, and high prevalence of oral disorders. Middle East and Africa are the fastest growing segment due to increasing preference for manual toothbrushes coupled with increasing disposable income of consumers, especially in Middle East. North America is expected to grow considerably in the forthcoming years owing to growing number of distribution channels. In addition, easy availability of advanced products is also propelling the regional growth.



# Packing Credit Finance

## Decoding Packing Credit – in simple language

Packing credit is a pre shipment finance given to exporters with a low interest rate to boost exports. Packing credit is given by authorized bank by the instruction of Reserve Bank as a government policy to promote exporters to earn foreign currency to strengthen financial status of a country. In order to obtain packing credit facility, the exporter has to approach their bank with export order. Bank official visits the exporter's factory and get convinced on the stock of goods and assess the value with export order. Packing credit loan is one of the best financial assistance by bank to promote the export trade.

### What is the purpose of releasing Packing Credit to Exporters?

The basic purpose of Packing Credit Finance is to enable the exporter to procure, process, manufacture or store the goods for export. Packing credit refers to the credit granted by bank to an exporter to enable him to pack the goods. This is short-term working capital advance.

### What is the eligibility to apply for a Packing Credit by an Exporter?

Any exporter who has a confirmed export order or irrevocable Letter of Credit (LC) can apply for a Packing Credit Loan from his banker. Packing credit loan is

sanctioned only on receipt of confirmed export order or irrevocable letter of credit. In the absence of confirmed order or letter of credit, packing credit may be sanctioned by the bank based on the cable provided minimum details of description of goods, quantity, value and name of overseas buyer are available. The regular order or letter of credit has to follow subsequently.

The persons who are eligible for packing credit are Export/Trading/Star Trading /Super Star Trading House or exporter who has received the letter of credit or confirmed export order from the overseas buyer directly and Supplier of goods or supporting manufacture of the export house who has not received the export contract directly but would be executing the contract through the export house. In such an event, he has to produce the letter from the export house or exporter indicating the details of the order received such as description of goods, quantity and value with an undertaking that the export house or exporter would not avail the packing credit to the extent mentioned in the letter. In this case, the export house or exporter and supporting supplier would share the total pre-shipment finance eligible for executing the export order to obtain packing credit.

### What is the reason to release Packing Credit to Exporters?

The reason of Financing Packing credit is a purpose-oriented advance. The packing credit is made available for the purpose of purchasing raw materials and supplies for manufacturing or producing goods or purchasing goods, processing costs, packing, packaging and warehousing etc. This is short-term advance.



## In what forms is Packing Credit Finance released?

Pre-shipment finance is both a fund based and non-fund-based advance. Form of packing credit advance is dependent upon the stage of execution of export order. This assumes the form of a loan when the purpose is for purchase of raw materials, manufacture of goods and other incidental costs, prior to shipment of goods. The bank release Packing Credit loan from time to time, based on the request letter of the applicant of packing credit and requirement stage. Non-fund based Packing Credit advance can be in the form of letter of credit, domestic as well as import and issue of various types of guarantee etc.

## What are the security requirements under Packing Credit?

Packing credit advance can be clean or secured. When the raw materials are not acquired, it can be clean in the initial stages. When the goods are physically possessed and title to the goods is acquired, exporter can pledge or hypothecate the goods to the bank, then the advance becomes secured either in the form of packing credit pledge account or packing credit hypothecation account.

## What is the quantum of Finance in Packing Credit?

There is no fixed formula in respect of quantum of Packing Credit finance. The basic principle is that packing credit advance should be adequate for the exporter to execute the order. Packing credit is, generally, sanctioned the extent of domestic cost of production or FOB value of export order, whichever is lower.

## Is any margin required to be maintained by Exporter to obtain Packing Credit loan?

There are no fixed norms in respect of margin to obtain Packing Credit loan. However, banks stipulate margin, while sanctioning limits both for fund based and non-fund based. The basic intention of the bank is to ensure business sense and consciousness in the exporter, protect the of banks if erosion happens in the value of goods charged to the bank and not to finance the profit component in the export contract. It is normal that no business firm accepts any contract without profit margin.

## What is the Period of Packing Credit Finance?

Banks sanction packing credit facility initially, for a period of 180 days, subject to the period involved in production cycle. The exporter may seek sanction of extended period of 90 days in case of circumstances, beyond the control of exporter. Banks normally approve additional period of loan subject to production revalidated export

order or letter of credit by the exporter.

## What is the interest rate under Packing Credit finance to Exporters?

Banks have to charge concessional rate of interest on the packing credit to make the export products, globally competitive. As per the directives of RBI, the rate of interest charged on packing credit has to bear relationship with the prime-lending rate. Each bank fixes its own prime-lending rate. Banks are given the freedom to charge the rate of interest to make the interest rate competitive. Interest rate for the first 90 days will be cheaper, while the next 90 days will be still higher. Extended period of credit of 90 days carries more interest rate than the rate charged earlier. However, the interest rate of the bank has to be lower than the prime-lending rate of that bank. Banks are not allowed to charge any other service charges other than those stipulated by Foreign Exchange Dealers' Association of India. However, premium payable to ECGC has to be borne by the exporter.

## How to get Packing Credit Finance sanctioned?

In order to avail packing credit facility, exporter has to submit formal application along with the necessary documentary proof. Exporter is sanctioned a regular packing credit limit based on the assessment of the bank in respect of the credit needs of the exporter. For every export order a separate packing credit loan account is opened for proper monitoring. At the time of sanction of packing credit loan, bank obtains an undertaking from the exporter that the documents covering shipment of goods, for which packing credit is sanctioned, will be negotiated through that bank and packing credit account will be closed with those proceeds. Further, exporter also undertakes to deposit any receivable from Government such as duty drawback into the account. Disbursal of packing credit loan is made in installments depending on the schedule of production and other requirements.

## How to repay and close Packing Credit Loan availed?

Normally, packing credit account gets closed with the realization of sale proceeds of export order. After the shipment of goods, balance in packing credit loan account is not allowed to continue. If the exporter is not able to make shipment of goods for one reason or other, bank charges higher rate of interest on such loan. If any balance remains in the packing credit account, after shipment of goods and negotiation of bill, such excess balance will be transferred or converted to another loan account and the advance will be treated as post-shipment finance. This type of transfer or conversion into a separate loan account is necessary to ensure compliance of ECGC guarantee. I hope, you have already read

my other articles about ECGC in this website.

## Running account of Packing Credit, an easy method for Exporter and Banker.

Getting a sanction on running account for Packing Credit Loan is highly useful for an exporter. RBI permits banks to sanction running account facility even in the absence of firm order or letter of credit, subject to the conditions.

Requirements to get a sanction of running account for Packing Credit loan

Need for running account facility has to be established by the exporter to the satisfaction of the bank. If regular exports are taken place by an exporter, sanction of running account of Packing Credit is easy for an exporter to convince his banker.

Banks extend this facility only to those exporters whose track record is free from blemishes. In other words, genuine exporters who is in need of finance against confirmed export order only needs to apply for a packing credit finance.

Another requirement by an exporter to obtain sanction for a running bond is that Letter of Credit or confirmed export order is to be submitted to the bank within a reasonable period. However, in respect of commodities covered under selective credit control commodities, banks have to insist on submission of the above documentary proof within one month from the date of sanction.

One of the other conditions by bank to obtain an approval for running account for packing credit loan is that the concessional credit facility, available to the exporter, should not exceed 180 days.

## Packing Credit under Red Clause Letter of Credit

In a Packing credit under Red Clause LC method, credit is given at the risk and responsibility of the foreign bank establishing the letter of credit. Packing credit advance may remain unsecured in character till the exporter is in a position to offer security, in the form of hypothecation of the goods purchased.

Source: [howtoimportexport.com](http://howtoimportexport.com)





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R.R. Plast Extrusions Pvt. Ltd.

Manufacturer & Exporter of Plastic Extrusion Machinery & Equipment

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## Understanding Export Finance

### Understanding Export Finance - Why is it required, Sources & Types

It is no exaggeration to say that finance is the lifeblood of any business. As an exporter, funds received through your financing channels may be used in the preliminary stage while incurring capital expenditures. You will, of course, need to find the funds needed to make the business production-ready for day-to-day working capital requirements or to meet unforeseen contingencies.

There are different sources of export finance for exporters to meet their requirements for capital. It is up to you to select a source of finance suitable for your needs, ensuring that it fits the long-term strategy for financing your export business.

#### Why Export Finance?

However, before deciding on how to source export finance, you must identify why exactly you need the funds. There are various reasons why you may need investments:

##### *To set up a new Export Business*

For building a new export business, you will require financial support. Whether you plan to acquire existing businesses like manufacturing units, renovate and modernize your business units, or expand/improve your plants and equipment so that you are ready to target the international market, financing requirements will always be a consideration.

##### *For Business Expansion*

At other times, the growth of your export business may require you to tap additional funds, for which you may have to arrange for large-scale finance. For example, say you decide to expand into a new export market, or set up additional offices to cater to new export lines.

##### *For Working Capital*

Often, business development and daily operations will constitute your biggest requirements for finance, also known as working capital. To accept new business, you need funds to accommodate the buyer's credit period, accessible through loan products like pre shipment finance. There may also be a working capital requirement to arrange for inventory at times. Having enough cash enables you to compete in the market and muster the financial clout to take up new ventures.

#### When Do You Need Export Finance?

As discussed earlier, as an exporter, you may need export finance at various stages of your business cycle, including:

- Pre Shipment
- Post Shipment
- Finance against collection of invoices and at multiple stages of the working capital cycle
- Finance needed in case of the suspension or removal of export subsidies and benefits

#### Types of Export Finance

Depending on your requirements, there are various forms of financing available for exporters, from long term and short term loans to additional credit lines. Below are some of the more common tools you can use to finance your export operations.

## Pre Shipment Finance

Pre Shipment finance is provided when an exporter needs funds before the shipment of products or goods. Funds are required for purchasing raw materials, processing of raw materials into finished goods, packaging goods etc.

**Packing Credit:** You can avail pre-shipment finance from your financier against an export order received from the importer in the form of Packing Credit. Once the funds are received from the overseas buyer, the concerned export packing credit amount will be adjusted and loan will be closed against that order.

**Business Loan:** You can utilize a loan to purchase raw materials or to undertake the manufacturing of your product.

## Post Shipment Finance

After you have shipped the products and raised an invoice from the importer, you will have to see through the credit period until you receive payment from your buyer. You may need working capital for this period to fulfill other orders. This can be resolved with post shipment finance from the following sources:

**Bill Discounting and Invoice Factoring:** You can approach your bank or a financial institution and present your invoice to them for faster liquidation. The banker or the financial institution could purchase, collect, or even discount the bill. For example, in Invoice Factoring you can submit your invoice along with certain other documents to Drip Capital, which advances up to 80% of the invoice value within 24 hours. On maturity of the invoice, the importer pays Drip Capital, which then settles the remaining amount after accounting for the agreed-upon fee.

**Export finance against the collection of bills:** Banks generally agree to finance export bills which are repaid by guaranteeing companies in case of default. These lenders provide financial support of around 90% of the FOB (freight-on-board) value of the export.

**Letter of Credit Discounting:** Banks are often ready to finance against Letter of Credit (LC) as there is an in-born security in a confirmed LC that the issuing bank will make the payment in case of default.

**Supplier's Credit & Buyer's Credit:** There are also two distinct forms of financing you can tap - supplier's credit, where the exporter's bank finances the exporter with the full amount of the invoice while the importer can make payment in instalments to the exporter's banker; and buyer's credit, where the importer is given credit under the line of credit by your banker, thus facilitating your export transaction.

## Export Benefits from Government

Apart from these sources, the government can also be an important source of finance for you, through export benefits that you stand to earn. Financial assistance by the government and its agencies includes measures like an advance authorization scheme which waives import duty if the goods are used as inputs for export products; duty drawback schemes which refund duties and taxes paid for inputs to exporters; for electronic products, a zero-duty export promotion capital goods scheme available on the import of capital goods; and, the post-export EPCG Duty Credit Scrip Scheme which enables exporters to claim a refund on duties paid to customs officials.

Once you figure out why you need the funds and where you plan to use them, you can choose the financing that fits your requirements best and apply for it. These finance products are available from a variety of financial institutions, including banks, NBFCs, factoring companies, etc.

## Who Can Provide Export Finance?

There are different banks, non-banking financial corporations, and foreign trade-specific lenders that offer financial assistance to exporters like you.

The Export-Import (Exim) Bank of India provides buyer's credit, corporate banking products, lines of credit, project-based finance, etc.

Banks, including nationalized banks, private sector banks, foreign banks, regional rural banks, certain cooperative banks, etc. all provide financing. Their services may include pre-shipment or post-shipment finance, lines of credit, foreign currency loans, advances against bills sent on collection/deemed exports/undrawn balance, etc. Of course, not all banks/branches may offer export specific products – be sure to study your bank's offerings thoroughly before going ahead.

Non-banking financial institutions can also offer one or more export-specific financial services like bill discounting, factoring, working capital loan, buyer loan, lines of credit, etc.

## How Export Promotion Councils help with Export Finance?

Export Promotion Councils encourage exporters, both old and new, to attend a variety of workshops that they conduct throughout the year. These workshops address topics like documentation, understanding of commercial terms, designing business plans, and understanding finances. These are excellent platforms for exporters to find solutions and advice on their business and financial needs. One-to-one correspondence with the EPCs to seek financial guidance is also an option.



## Claiming Export Incentives

Apart from arranging for finance from external sources, you should also claim the export incentives you are owed for your export operations. Let's take the example of Duty Drawback Scheme.

The process of claiming a duty drawback on export goods starts at the time of export, with necessary particulars filled in the prescribed format of the Shipping Bill/ Bill of Export under drawback. In case of manual processing, the exporter is required to submit a separate application for claiming duty drawback. However, where the document processing is automated, no separate application is required. The triplicate copy of the shipping bill itself becomes the application after the Export General Manifest is filed.

**APPENDIX 3E**  
(Please see ANF 8)

**FORMATS FOR**  
**CLAIMING DUTY DRAWBACK ON ALL INDUSTRY RATES/FIXATION OF DRAWBACK RATES/**  
**REFUND OF TERMINAL EXCISE DUTY**

**DBK I STATEMENT**

Description of the Export Product supplied \_\_\_\_\_ Bill of Materials\* issued for manufacture of (No. of units of the export product).

\*(Bill of materials should consist of raw materials and components going into the manufacture of export product supplied and the actual packing materials used).

S. No.	Name of the material/ component	Quality	Technical characteristics	Whether imported or indigenous	Unit	Gross qty. required	Wastage Qty.	
							Irreversible	recoverable
1	2	3	4	5	6	7	8	9

Sale Price of waste per unit of Qty		By Product/ co-product		Net wt. of the material		Remarks	
Qty.	10	Qty.	11	Sale value per unit	12		14

Give convenient units by which goods are invoiced for export (e.g. per ton, per dozen/Pcs., per Sq. meter etc).

**Notes:-**

- The Units of quantity to be furnished in Col.6 should be given in such a manner that it could be related to Statements II and III respectively.
- Maintenance stores/materials such as lubricating oil, greases, fuel etc. which are employed to run the machinery and plant should be excluded.
- The data for packing materials should be for the same unit quantity for which data for export product for raw materials and components have been given.
- Only those raw materials/components etc. to be indicated for which proof of payment of Customs/Central Excise duties is shown in DBK-II/III. Details of such inputs need not be given where no benefit of duty paid is claimed because of MODVAT or absence of proof of duty. Only a brief mention of such inputs being used would be sufficient.

With a well-rounded approach – which includes your specific needs, correct timing of application, the right choice of finance that suits you, and identification of the appropriate source of finance – you can obtain and utilize your funds in the best possible manner and ensure the growth and stability of your export business.

## Pro-Tips

Always keep an eye on foreign exchange rates and terms while entering into a financing agreement.

Financing always comes at a cost – consider the impact of the cost on your profitability and bottom line.

Outsourcing collection against invoices to a third party can release you from the burden of an additional activity. Consider appropriate and trusted outlets that can take on this responsibility for you.

## Warnings

Don't apply for finance beyond your repayment capacity – defaults will erode your credibility for future financing purposes.

Don't undertake export orders if their completion is not feasible from a financial standpoint. You may either fail to arrange for the necessary finance or find it available only at exorbitant costs. It is always advisable to undertake export operations within your financial means.

Government benefits are subject to various terms and conditions – be sure to check the terms and conditions thoroughly. For example, your product may not qualify under a scheme, or the scheme may be applicable only for certain selected markets. Avoid unpleasant surprises later.



**Pushkar Mukewar, Co-founder and Co-CEO, Drip Capital**

*Over the last decade, Pushkar Mukewar has worked across a variety of roles and verticals. He gained first-hand knowledge of how technology can help fill credit gaps for underserved sections of society at Capital One, solved strategic and operational issues faced by large companies across different sectors and geographies with Oliver Wyman, and worked in social investing with the Acumen Fund in India. For the first four years after completing an MBA from the Wharton School at the University of Pennsylvania in 2011, he worked as an investor with Indian entrepreneurs at Saama Capital, understanding the formula for what makes great companies. Since 2015, he has used this knowledge and experience to start and run Drip Capital, where his ultimate vision is to solve all problems faced by SMEs in emerging markets, starting with trade finance. As the Co-founder and Co-CEO of Drip Capital, Mukewar's vision is driving the growth story of the company, building positive impact and transformational change in the international trade ecosystem.*

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## Know Your COA Member



### Interview with Sachin Shah, Director, Toyop Relief Pvt Ltd.

Beginning just as a proprietary concern formerly, Toyop Relief Pvt Ltd. (TRPL) was officially incorporated in 2007. Headquartered in Mumbai, TRPL is one of the leading Merchant Exporters with vast experience in supply of relief materials. As one of the top most suppliers of disaster relief materials (kitchen accessories, plastic toiletries, hygiene kits, blankets, buckets, and tarpaulin tents) to major International NGOs, namely UNHCR, UNICEF, IFRC, IOM, etc., TRPL exports a variety of goods to various countries worldwide from its stock points in Dubai, Panama, Kenya, and USA. The company prides itself in its capability to respond swiftly and effectively to its customers' needs for humanitarian aid in calamitous times given its extensive logistical expertise and resources to deliver relief material whenever and wherever they are required.

Toyop Relief Private Limited is also a leading provider for the medical fraternity. The company supplies products such as disposable surgical gowns, disposable surgical plain drapes, disposable surgical adhesive drapes, disposable instrument covers, disposable surgical kits and disposable incise drapes. The company supplies drapes in an unrivalled choice of materials, either multi-use or single-use, from the simplest basic drape to the most complex procedure-specific packs as well as various Medical Personal Protective equipment for prevention against infectious diseases. TRPL products cater to the increasing needs of the medical fraternity and can be customized as per the requirement of the clients.

The company is a leading authorised distributor and stockist of LyondellBasell specialty polymers, and owns a 1.5 MW wind power generation in Rajasthan. Toyop Relief Private Limited also maintains an office in Africa. In 2018, the company reported total revenue of Rs 80 crore versus Rs 50 crore in 2017. As astute and dynamic businessman, Sachin Shah is driven by a strong sense of responsibility towards the society and was motivated

to start his business that not only met his financial goals but was about pursuing his passion; ie: undertaking humanitarian works for the benefit of global communities.

### What was the inspiration behind the incorporation of TRPL?

Prior to founding TRPL, I worked with GARWARE WALL ROPES LTD and that was the first time I was introduced to the world of plastics. However, as an individual I was always passionate about social and humanitarian works and it was soon after I left my job at Garware, I was exploring my options and I decided that I wanted to work for more than just financial gains. Turning my passion into a career, I founded TRPL. By trading in critical relief supplies, I was able to bring aid to people affected by calamities regions as well as create a sustainable enterprise.

### Tell us about your background. How did you begin a career in the plastics industry?

Our visionary Chairman Shri Ramesh Garware and his nephew Mr. Chandrachud were my mentors and seniors during my tenure at Garware. They introduced me to the world of plastics and I learnt a lot over my time there. However, I was not entirely convinced of what my role in life was and decided to venture out on my own. With almost no capital, I left Garware with a pocketful of dreams to pursue what my heart desired. I initially traded in licenses and then in 2002 I was offered the role of a distributor for LyondellBasell for the polymers. This is when the import side of my business began and it was a very successful one. Since then, my company has grown to become a major export agency dealing with all kinds of medical and relief aid and we also manufacture and provide medical personal protective equipment to hospitals, etc. Today, we are recognized for our professionalism and the quality of our products globally and our journey continues.

TRPL is a leading merchant exporter of relief material, catering to major international organizations such as UNICEF, UNHCR, IFRC, etc? How did this come about?



In the year 2001, Bhuj in Gujarat experienced a massive earthquake and we helped some international NGOs who were stationed there to help affected people in India with their logistical requirements. This consequently led to the organizations coming back to us to procure relief aid and material from India and that was the first time that I became formally associated with international relief agencies. Around the year 2005, Pakistan experienced a similar earthquake and relief agencies reached out to us and we supplied a full train load of material towards Pakistan's relief operations. Our efforts were acknowledged by Shri Manmohan Singh, former Prime Minister of India and our company name was also mentioned in the Parliament in recognition of the support that we provided towards the relief work in Pakistan. Those times were critical tests of our abilities and shortly after, in the year 2007, Toyop Relief Private Ltd. (TRPL) was formally established.

### **What have been your major learnings through your journey so far? Especially working with relief agencies?**

There are many lessons that we have learnt along the way. Acts of nature are unpredictable and devastating, uprooting entire lives of people. Conflict torn regions also uproot people from their natural and traditional habitats. At such times, there is critical demand for a variety of products and such huge demand cannot be predicted. Hence one needs to be prepared at all times. The second most important aspect is Quality. Quality of the products supplied cannot be compromised as lives depend on it. During calamities, people desperately look forward to aid and supplies from relief agencies as they are often left at the mercy of the weather and external elements. Hence one cannot go wrong with quality at any given time. Also, as we often have to work in very remote areas around the world, logistics need to be accurately planned and back up options need to be considered in order to ensure timely delivery of supplies.

### **What are the various types of plastics products that your company trades in?**

At TRPL, we export Tarpaulins, Jerry cans, Household products, made to order plastic products, amongst others. We are also distributors of speciality plastic raw materials for LyondellBasell. We used export to South east Asian countries before the ban but today, our major clientele are located in the USA, Africa and Latin America and other parts of the world.

### **How has the plastic industry in India evolved over the years? What, in your opinion, are our strengths and weaknesses?**

The Plastic industry has come a long way over the years and has grown manifold. With the growth in manufacturing and technology sectors, there is a much better

understanding of the role for various types of plastics and the advancement of the segment has been phenomenal. There is a greater emphasis on reprocessing plastics and with larger involvement and technologies, this industry is also set to grow to a much bigger scale. Our strength lies in the large number of small-scale industries all over the country. These industries not only add to our processing capacities and capabilities, but are also huge employment generators as well as offer immense scope for entrepreneurship. Merchant Exports particularly offers vast opportunities for upcoming entrepreneurs as they can cater to a variety of product segments and work as a very effective marketing front for Indian manufactured products globally.

However, our industry, even today, lacks adequate synergy between manufacturers and merchant exporters. The two aspects of the industry stand much to gain by collaborating their efforts. Merchant exporters have the experience and wherewithal to extend manufacturers' product reach globally and manage sales and distribution on their behalf. Manufacturers, especially with just one or 2 products could not only then optimize their marketing and sales expense by working more closely with merchant exporters, but also better utilize their resources to focus on processing and technologies. There needs to be more trust and collaboration within the value chain as everybody who is part of the same can gain and the industry has the potential to become a much bigger powerhouse in exports.

A current setback for our industry perhaps has been our inability to capitalize on exports to the USA in light of the USA-China trade stand-off. While our industry's progress has been phenomenal, we still have been unable to cater to the vast requirements of the US market as we still face limitations in capacities and are unable to produce the desired volumes of the market. Hence, focus should be ever more on building capacities and capabilities by investing in technology, skilled labour, R&D, logistics and marketing if we are to cater to the demands of larger global markets.

### **In your opinion, which are major export destinations for Indian manufactured products?**

All markets are good export destinations. We just need to market our products better and firmly put in place, the right strategies, larger capacities, newer technologies and cheaper products if we want to capture a larger market share. Our industry needs to evolve faster and keep up with global demands if we are to succeed in our mission.

## **In your opinion, who are our major competitors? How do Indian products compare?**

China, Vietnam and Malaysia are our major competitors. The quality of Indian products are good but we have been unable to meet large volume orders.

## **What are the emerging opportunities for plastic exports from India?**

Auto ancillary, household products, Human Hair, Plastic films different kinds have immense opportunities for exports from India.

## **What are the major challenges that you face as a Merchant Exporter? What measures would you suggest to overcome these?**

Merchant exporters today, unfortunately, are not treated on par with manufacturer exporters. While we are grateful to the Government for extending the Interest Subvention scheme to Merchant exporters as well, I believe that recognition for the value addition that merchant exporters can bring to the value chain remains diminished. We have requested the Government to help by setting up warehousing facilities or holding hubs in different cities around the world. Logistics cost and time from India is crippling at times and with the help of these holding hubs at subsidized rates, exporters can maintain inventories in target countries and meet any local demand immediately. The Government could also charge a part of revenue generated in these countries as commission. This would help smaller exporters who may not be able to afford higher rentals abroad. MAI should also be extended to hosting dedicated events for merchant exporters who usually have a larger network of potential international buyers and can facilitate better trade between foreign buyers and Indian manufacturers. Packing Credit must be extended to merchant exporters as well.

Typically, a merchant exporter handles 10-15 products for export, whereas a manufacturer handles one or two products for exports making his cost of marketing much higher. If there were to be better synergy, transparency trust between merchant exporters and manufacturers, the latter could reduce his cost of marketing tremendously and at the same time extend his global outreach. Often, in continents such as Africa, orders are a mix of products and not very often for large volume of any single product. By going through a merchant exporter, many small-scale manufacturers could benefit as logistics cost is incredibly high in India. Furthermore, as merchant exporters usually offer advance payments, manufacturers would secure their payment and not have to worry about the same. It also helps as many a times, securing loans, etc from banks can be a tedious process and manufacturers may lose out on opportunities if timely assistance is not provided by Banks.

Trade bodies need to impress upon manufacturers and perhaps act as the go-between to promote cohesion between merchant exporters and manufacturers. Such collaborative efforts can go a long way in boosting our exports.

## **What measures are needed to encourage a greater number of merchant exporters and boost entrepreneurship in the country?**

The Government should treat merchant exporter at par with any manufacturer as this industry has great potential for growth. Look at Japan! The export growth has been largely due to exports handled by large export houses like Sumitomo, Mitsubishi, Itochu etc. Manufacturers could give distributorship to merchant exporters for specific countries/customers etc and agreements must be honoured if the collective objectives are to be met. Roles and responsibilities can be and should be defined and maintained by the industry so that each one of us can focus on our areas of expertise, while all of us in the value chain can benefit from such association. The need of the hour is professionalism, transparency and honesty if all stakeholders are to work together more profitably.

## **Besides being a major merchant exporter, you are also an importer of polymer raw materials, and manufacturer of medical supplies. Having pretty much covered the 3 main aspects of the business, which area of the business have you found to be the most challenging? Why?**

Raw material import especially in speciality polymers for the manufacture and export of highly technical products, is a huge challenge. India still does not have manufacturers of speciality polymers used in engineering applications that demand high quality, globally recognised standards given the nature of their application. While the Government is trying to develop the market here, certain technologies are still unavailable in India and we need to invest more with the Government's assistance in filling up this lacuna. It is a lucrative market and could be a game changer for our industry.

## **What is your personal mantra for success?**

Devotion to your work, understanding the need of a customer and ensuring timely and quality deliveries.

What is your message to an emerging generation who want to be entrepreneurs and perhaps are unsure of the options available?

Understand the product well. Do your homework well. Deliver what you Promise. Say NO when you have to.



# Industrial Entrepreneur Memorandum Update

IEMs signed in the Plastics segment during January 2020.

IEM No.	Company Name	State / UT	Item of manufacture
39	Nilkamal Limited	Dadra & Nagar Haveli	Crates, pallets, etc.
40	Nilkamal Limited	Maharashtra	Crates, pallets, etc.
51	Bhim Polyfab Industries	Daman & Diu	PP woven sacks
52	Bhim Polyfab Industries	Daman & Diu	PP woven sacks
53	Bhim Polyfab Industries	Daman & Diu	PP woven sacks
60	Emperial Films LLP	Gujarat	Plastic films
69	Huhtamaki PPL Limited	Andhra Pradesh	Packaging material of plastics
71	GRP Limited	Maharashtra	Polymer compounds
78	Nilkamal Limited	Maharashtra	Pallets
88	Ester Industries Limited	Uttarakhand	PET chips
94	Jindal Poly Films Limited	Maharashtra	Plastic films
99	Alliance Polysacks Private Limited	Rajasthan	PP woven sacks
127	Shakun Polymers Private Limited	Daman & Diu	Specialty plastic compounds
132	Shakun Polymers Private Limited	Gujarat	Specialty plastic compounds
133	Shakun Polymers Private Limited	Gujarat	All types of plastic compounds
134	Shakun Polymers Private Limited	Gujarat	All types of plastic compounds
136	Modi Gunny & Polypack LLP	Madhya Pradesh	Bags of plastics
148	Greiner Packaging India Private Limited	Uttar Pradesh	Packaging material of plastics
179	Shankar Techx Private Limited	Gujarat	FIBC bags
193	Pixon Green Energy Private Limited	Gujarat	EVA sheet
204	Shakti Tex Coaters Private Limited	Gujarat	Technical textiles
208	The Supreme Industries Limited	Odisha	PVC pipes

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[www.suprapens.com](http://www.suprapens.com)

## Thuan Thang Plastic Co. Ltd.

Name	: Thang
Address	: 827 Road 3/2, Ward 7, District 11, Ho Chi Minh City.
Email	: thuanthangplastic@gmail.com
Phone No	: 84909818118
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Hop Tien Trading Service Import Export One-member Co. Ltd.

Name	: Truong Phu Binh
Address	: 474 Hong Bang Street, Ward 16, District 11, Ho Chi Minh City.
Email	: hoptientrade@gmail.com
Phone No	: 842839601229
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Thuong Pham Co., Ltd.

Name	: Thuan
Address	: 66/3 Pham Ngoc Thach Street, Ward 6, District 3, Ho Chi Minh City.
Email	: topproductsvn@yahoo.com
Phone No	: 841689999710
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Long Thinh Hung One-member Co. Ltd.

Name	: Hung
Address	: 23, Road 4, Phu Hoa 11 Urban Area, Group 23, Lot 3, Phu Loi District, Thu Dau Mot City, Binh Duong.
Email	: minhthung1984@gmail.com
Phone No	: 84919921468
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Northern General Import Export Co. Ltd.

Name	: Tang Tien Duc
Address	: R.612, Phap Van Urban Area, Tu Hiep Street, Hoang Liet Ward, Hoang Mai, Hanoi.
Email	: nhuamienbac@gmail.com
Phone No	: 84985203687
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Lam Hung Plastic Production Trading Co., Ltd.

Name	: Lam Rang Dong
Address	: B15/16 Hamlet 2, Vinh Loc B Ward, Binh Chanh, Ho Chi Minh City.
Email	: baobinhualamhung@gmail.com
Phone No	: 84908199252
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.



## Business Inquiries

Thu Do Plastics Company Limited	
Name	: Duc
Address	: Floor 2, HH1, Meco Complex, 102 Truong Trinh Street, Dong Da, Hanoi.
Email	: thudo.plastic@gmail.com
Phone No	: 84932996636
Product Enquiry	Buyer is interested in importing plastics raw materials from India.

Duong Gia T-H Company Limited	
Name	: Le Thi Lap
Address	: Group 8, Thieu Duong Commune, Thanh Hoa City.
Email	: duongkhacdung1981@gmail.com
Phone No	: 84987007666
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

Quoc Dat Trading Investment & Development Company Limited	
Name	: Truong
Address	: Floor 3, No. 32, Alley 102, Phao Dai Lang Street, Lang Thuong Ward, Dong Da, Hanoi.
Email	: nhuaquocdat@gmail.com
Phone No	: 84979620789
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

Red River Trading & Import Export Company Limited	
Name	: Lai
Address	: No. 9 Nam Hong Street, Khuong Dinh Ward, Thanh Xuan, Hanoi.
Email	: nhuasonghong@gmail.com
Phone No	: 84983770116
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

Phu Khang Plastics	
Name	: Ho Quynh
Address	: Floor 1, No. 20 Hoe Nhai Street, Nguyen Trung Truc Ward, Ba Dinh, Hanoi.
Email	: hoquynhpkp76@gmail.com
Phone No	: 84946030388
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

Top Product Company Limited	
Name	: Ha
Address	: No. 66/3 Pham Ngoc Thach Street, Ward 6, District 3, Ho Chi Minh City.
Email	: topproducts@topproductsvn.com
Phone No	: 84918326199
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Phat Hung Production Trading Company Limited

Name	: Nguyen Ba Lam
Address	: No. 36 Road 4, Lot 2, An Lac A Ward, Binh Tan District, Ho Chi Minh City.
Email	: phathungplastic@yahoo.com
Phone No	: 84902777222
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Tan Dai Hung Co., Ltd.

Name	: Huynh Hue Phuong
Address	: 390 An Duong Vuong Street, Ward 10, District 6, Ho Chi Minh City.
Email	: tandaihungplastic.ltd@gmail.com
Phone No	: 84909300166
Product Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Hair Star Indonesia, PT

Name	: Linda Nitisantoso
Address	: Jl. Raya Sedati No 37 RT 004/001 Desa Wedi, Gedangan Sidoarjo.
Email	: hairstar@rad.net.id
Phone No	: 62318910504
Product Enquiry	: Buyer is interested in importing human hair from India.

## Bukit Perak, PT

Name	: Sardjono Gunadi
Address	: Jl. Raya Semarang - Kendal Km 10.5, Semarang, Indonesia.
Email	: bukitprk@indosat.net.id
Phone No	: 62248664343
Product Enquiry	: Buyer is interested in importing household articles of plastics from India.

## Dua Berlian, PT

Name	: Anak Agung Gde Agung
Address	: Jakarta Industrial Estate Pulogadung Block BB Kav. 8A-8B, Jl Rawa Sumur II, Jakarta, Indonesia.
Email	: duber@duaberlian.com
Phone No	: 62214609070
Product Enquiry	: Buyer is interested in importing household articles of plastics from India.

## Kompak Indopola, PT

Name	: Windi Hermanto
Address	: Total Building, Floor 9, Jl. Letjen. S. Parman Kav. 106 A, Slipi, Jakarta Barat, Indonesia
Email	: info@kompak.co.id
Phone No	: 62215680481
Product Enquiry	: Buyer is interested in importing household articles of plastics from India



## Business Inquiries

### Wang Cheong Paper Co Ltd

Name	: Kwong-Sum Fung
Address	: 17 Ko Fai Road,, Unit 3, Block B1, 13/F, Yau Tong Ind City, Yau Tong, Hong Kong
Email	: wgchghk@netvigator.com
Phone No	: 85223471298
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

### Yiu Wing (HK) Industrial Ltd

Name	: Jimmy Cheng
Address	: 15-17 Shing Yip St., Rm 11, 3/F, Sing Win Fty Bldg, Kwun Tong, Hong Kong
Email	: yw@ywpolybags.com
Phone No	: 85229504725
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

### Sea Lake Polyethylene Enterprise Ltd

Name	: Kwei Sang Law
Address	: 66-68 Fuk Tsun Street, Rm A, 7/F, Fuk Tsun Factory Building, Tai Kok Tsui, Hong Kong
Email	: contact@sealake.com.hk
Phone No	: 85223931010
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

### Sealed Air Hong Kong Ltd

Name	: Robert Don
Address	: 388 Kwun Tong Road, Room 2303-7, Tower I, Millennium City, Kwun Tong, Hong Kong
Email	: asia.marketing@sealedair.com
Phone No	: 85221787878
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

### South East Asia Machine Manufacturing Ltd

Name	: Richard Cheong
Address	: 1 Science Museum Road, Unit 1, 21/F, Greenfield Tower, Concordia Plaza, Tsim Sha Tsui East, Hong Kong
Email	: seahld@ctimail.com
Phone No	: 85228877361
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

### Full Project Industries Ltd

Name	: Ching-Ting Mok
Address	: 18 Wang Yip Street East, Flat E, 5/F, Wang Yip Centre, Yuen Long, Hong Kong
Email	: fpl@fullproject.biz.com.hk
Phone No	: 85224730637
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

## Foo Woo Plastic Materials Ltd

Name	: Yan Chor Lam
Address	: 33 Kin Wing Street, Flat 3, 19/F, Kin Wing Industrial Building, Tuen Mun, Hong Kong
Email	: info@wingcrown.com
Phone No	: 85224624786
Product Enquiry	: Trade lead received from Consulate General of India in Hong Kong.

## Shereno Printers

Name	: Niran Singh
Address	: PO Box 268, Benoni 1500, 10 Atlas Road, Boksburg, Gauteng, South Africa
Email	: niran@shereno.co.za
Contact	: + 27 82 442 7876
Enquiry	: Buyer is interested in importing plastics stationery products from India.

## Capricorn Components

Name	: Franceis Van der Merwe
Address	: 14 Bundo Road, Sebenza, Edenvale, PO Box 8974, Edenglen, South Africa
Email	: fvdmerwe@capricorncomponents.co.za
Contact	: +79 481 8989
Enquiry	: Buyer is interested in importing components of plastic from India.

## Flotek Africa

Name	: Dilip Zawar
Address	: PO Box 10723, Lobatse, Botswana
Email	: dilipz@flotekafrica.com
Contact	: +267 72819439
Enquiry	: Buyer is interested in importing plastic pipes and fittings from India.

## Chemtrade Marketing Pty Ltd

Name	: Tony Govender
Address	: No 1 Casino Road, Founders Hill, Modderfontein Estate, Johannesburg, South Africa
Email	: tony@chemtradehq.com
Contact	: +71 013 8348
Enquiry	: Buyer is interested in importing plastics raw materials from India.

## RP Plastic Cups & Clamshell

Name	: Reaad Joosub Ebrahim
Address	: 370 Ext 22 Sunderland Ridge, South Africa
Email	: repackplastics@gmail.com
Contact	: +27 832303062
Enquiry	: Buyer is interested in importing plastics raw materials from India.



# Business Inquiries

## Charles Rust Associates

Name	: Bob Austen
Address	: 20 Fifth Avenue, Bredell, Kempton Park, South Africa
Email	: info@soundsouthafrica.co.za
Contact	: +27 11 396 1452
Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Safrique International

Name	: Mervyn Moodley
Address	: 50 Wessel Road, Rivonia, Johannesburg, Gauteng, South Africa
Email	: mervynm@safrique.com
Contact	: +27 826045926
Enquiry	: Buyer is interested in importing plastics raw materials from India.

## Lilongwe Plastic Packaging Limited

Name	: Mahesh Ghedia
Address	: PO Box 2257, Kanengo, Lilongwe, Malawi
Email	: mahesh.ghadia@bigworld.net
Contact	: +265 1710369
Enquiry	: Buyer is interested in importing masterbatches from India.

### Size

**Rope:** 2mm to 30mm | **Twine:** 15 ply to 120 ply

### Length

20, 30, 50, 80, 100, 200 & 300 Meter and any type of Length/Weight as per buyer's Requirement.

### Colors

Red, Green, Blue, yellow, orange, White, black, Brown and many more as per buyer's Requirement.

### Tolerance

Weight, Length & measurement are approx with variation of  $\pm 6$  to 8%.

### Packing

Each bundle shrink or wrapped individually and then packed into woven sack bag. That Bag will be strapped 4 side. Assorted color packing or single color packing as per buyer requirement.

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## Why become a Plexconcil Member?

Established since 1955, the Plastics Export Promotion Council, PLEXCONCIL, is sponsored by the Ministry of Commerce and Industry, Department of Commerce, Government of India. PLEXCONCIL is a non-profit organization representing exporters from the Indian plastics industry and is engaged in promoting the industry exports.


The Council is focused on achieving excellence in exports by undertaking various activities and initiatives to promote the industry. The Council undertakes activities such as participation at international trade fairs, sponsoring delegations to target markets, inviting foreign business delegations to India, organising buyer-seller meets both in India and the overseas etc.,

The Council also routinely undertakes research and surveys, organizes the Annual Awards to recognize top performing exporters, monitors the development of new technology and shares the same with members, facilitates joint ventures and collaboration with foreign companies and trade associations as well as represents the issues and concerns to the relevant Government bodies.


The Council represents a wide variety of plastics products including – Plastics Raw Materials, Packaging Materials, Films, Consumer Goods, Writing Instruments, Travel ware, Plastic Sheets, Leather Cloth, Vinyl Floor Coverings, Pipes and Fittings, Water Storage Tanks, Custom made plastic Items from a range of plastic materials including Engineered Plastics, Electrical Accessories, FRP/GRP Products, Sanitary Fittings, Taraulins, Laminates, Fishing Lines/Fishnets, Cordage/Ropes/Twines, Laboratory Ware; Eye Ware, Surgical/Medical Disposables.

### Membership Benefits


- Discounted fees at International Trade Fairs and Exhibitions
- Financial benefits to exporters, as available through Government of India
- Disseminating trade enquiries/trade leads
- Instituting Export Awards in recognition of outstanding export performance
- Assistance on export financing with various institutions and banks
- Networking opportunities within the plastics industry
- Listing in PLEXCONCIL member's directory




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Phone No : +91-1423-224001

Address:  
Village Jaitpura, Jaipur-Sikar Road  
Jaipur-303704 (Rajasthan) India



**Mr. Suresh Kumar Poddar**  
(Chairman and Managing Director)  
Mayur Uniquoters Ltd.



## New Members

The Plastics Export Promotion Council added the following companies/firms as new members during February 2020. We would like to welcome them aboard!

S. No.	Company Name	Communication Address	Director	Email
1	SHIVALINE PLAS- TOTECH PRIVATE LIMITED	29, KESHAV INDUSTRIAL ESTATE, NAGARWEL HANU- MAN ROAD, RAKHIAL, AHMEDABAD 380023	JEET D PATEL	shivalineplasto- tech@gmail.com
2	STERLING INDUS- TRIES	N-11, MIDC AMBAD, NASHIK-422010	ANAND B PHERWANI	mysterling@ gmail.com
3	ARNEJA PACKAGING INDIA	J-15/1450, BABA BUDHA JI AVENUE OPP. NEW AMRIT- SAR COLONY, G.T. ROAD, AMRITSAR-143001	SARGUN ARNEJA	manpreet@arne- japackaging.com
4	TECHNOFOUR ELEC- TRONICS PVT LTD	45 AMBEDKAR ROAD, NEAR SANGAM BRIDGE, PUNE 411001	RAMAKANT G KULKARNI	impex@tepl.co.in
5	BIHAR MICA HOUSE	10140, EAST PARK ROAD, NEAR FILMISTHAN CINEMA DELHI 110005	VIVEK BANSAL	sales@biharmica. com
6	MINHAS INTERNA- TIONAL	MINHAS INTERNATIONAL VILLAGE BHALSI TEHSIL MADLAUDA PANIPAT 132114	SUMAN MINHAS DUA	minhasinterna- tionals@gmail. com
7	RED STRIP EXIM PRIVATE LIMITED	NO. 15, MOHAN PARK LAXMI NAGAR DELHI 110092	UMESH YADAV	redstripleximin- dia@gmail.com
8	KSIX CARGO INTER- NATIONAL	15, MULLICK LANE KOLKATA 700007	JAHIR KHAN	kjahir2013@ yahoo.com
9	RAVIM POLYPLAST INDIA PRIVATE LIMITED	5-6, CHITRAKUT SOCIETY, NEAR BILESHWAR MA- HADEV, MANJALPUR, VADODARA-390011	GOPAL K BHUVA	info@ravimpoly- plast.com
10	ULTRA CRAFT MOLDERS PVT. LTD.	PREM RICE MILL COMPOUND ALIPUR ROAD BAH- DRABAD, HARIDWAR- 249402	AJEET KUMAR JAIN	office@ucmpl. com
11	ADITYA POLYSPIN PRIVATE LIMITED	299, ADDITI VILLA, STREET NO. 1, ADARSH NAGAR, AJMER ROAD , BEAWAR AJMER 305901	DEEPAK KUMAR JHAWAR	adityapolyspin@ gmail.com
12	S N TRADERS & EXPORTERS	MEHULNAGAR EXCHANGE ROAD, MAHAVIR PARK, STREET-3, 11C JAMNAGAR 361006	SHABANALI N RUPANI	polymers.sn@ gmail.com
13	UNIVERSAL STATIO- NERY MANUFAC- TURING COMPANY	150 MUKUND NAGAR, MANIK, RAMMANDIR ROAD PUNE 411037	ASHWIN A NAHAR	2dooarts@gmail. com
14	INNOFLEX LAMINA- TORS PVT LTD	PLOT NO. 3 & 4, S.NO. 26/3A KONDHWA BUDRUK, PUNE 411048	VINOD B. KANKARIA	innoflexpune@ gmail.com
15	JAMSHEDPUR RE- SOURCES PRIVATE LIMITED	H NO:64 1ST FLOOR, RAM LAKHAN NIWAS, O ROAD BISTUPUR, JAMSHEDPUR, JAMSHEDPUR 831002	MANJU DEVI KEJRIWAL	jrpl.jsr@rediff- mail.com
16	PRIME FLEXI TECH INDUSTRIES	SHED NO-58, GIRIVAR GLOBE IND. ESTATE, NR. SHRI- RAM ESTATE, S.P. RING ROAD, NIKOL, AHMEDABAD 382350	KALPESH M PATEL	info@primeflexi- tech.com
17	ADVANCE PIGMENTS PRIVATE LIMITED	PLOT NO. C-1, 309/1, GIDC KERALA, BAVLA, AHMED- ABAD 382220	PRAVIN B CHAUBEY	exports@advan- cepigments.in
18	BIMAL CORPORA- TION	644/42, 12TH CROSS, 5TH MAIN M.C. LAYOUT VIJAY- NAGAR BANGALORE 560040	PRATIK BHANSALI	ceo@powerstrap. in
19	POLYMER TECHNOL- OGY GROUP	223, CHANDANWARI SECTOR-10, PLOT NO. 8, DWARKA , NEW DELHI-110075	SANJAY KUMAR CHOUBEY	choubey.san- jay05@gmail.com
20	OVERTOP INFOTECH PRIVATE LIMITED	63, RADHABAZAR STREET, 2ND FLOOR, ROOM NO S9 KOLKATA-700001	ROHIT SINGH	ovrtopinfotech@ gmail.com
21	FITWELL POLY- TECHNIK PVT LTD	PL. NO. 59 SR. NO. 139/1, GOLDEN IND. ESTATE, PI- PADIYA PAL. RAJKOT 360021	ASHOKBHAI C DOMADIA	rajkot.fitwell@ gmail.com
22	MANGAL POLY- SACKS PVT LTD	FLAT NO. 6, BHANDARI HSG. COMPLEX, SUNDAR- BAN COLONY, NEAR DECCAN PETROL PUMP CIDCO, NASHIK 422009	CHITRASEN S GUJAR	mail@smitagroup. com
23	AIVA ENGINEERING PRIVATE LIMITED	BAHAR 39-10 ADARSHA NAGAR, PUNE SATARA ROAD, PUNE 411037	ANANT G NAMPURKAR	vishwas@ aivaengineering. com

24	AMRUT BROTHERS MACHINERY PRIVATE LIMITED	SHED NO 24, MANORATH ESTATE, B/S MILAN CINEMA, SARASPUR AHMEDABAD 380018	BHERAJI K LUHAR	exports@amrut-brothers.com
25	ASTERIX REINFORCED LIMITED	8 PREMSON SHOPPING CENTRE, TAHIRA COMPOUND CAVES ROAD, JOGESHWARI EAST, MUMBAI 400060	PAVWAN R DROLIAA	milind@asterixreinforced.com
26	MAHAVIR PLASTIC IND	D-2/16, CORLIM INDUSTRIAL ESTATE, CORLIM, ILHAS, GOA 403110	MAMATA KAPADIA	kapadiaprakash@mahavirplastics.com
27	VRUNDA VITTHAL FLEXOPACK INDUSTRIES	PLOT NO. 142, SECOND PHASE, GIDC, VAPI, VALSAD-396195	KETNABEN M MORI	info@vvfi.in
28	2M BIO TECH	89, VANDIKARA STREET, RAMANATHAPURAM 623501	SEENIVASAN GUNABALAN	info.2mbiotech@gmail.com
29	VISHAL PIPES LIMITED	32, NISHANT KUNJ, 1ST FLOOR KOHAT ENCLAVE PITAMPURA, NEW 110034	RADHEY SHYAM AGGARWAL	info@vishalpipes.com
30	DAYANAND POLYPLAST PVT LTD	SURVEU NO. 99 P 1, MORBI - RAJKOT HIGHWAY, AT:-LAKHDIRGADH, TANKARA, RAJKOT 363650	PRAKASHBHAI R FEFAR	dayanand.polyplast@gmail.com
31	APEX TECHNOPLAST PVT LTD	74 SIDHPURA INDUSTRIAL ESTATE, MASRANI LANE, HALAV POOL, KURLA WEST, MUMBAI 400070	KHOZEMA A JAORAWALA	hussainj@bom-baytechno.com
32	GURPRIT ENTERPRISES PRIVATE LIMITED	HOTEL PAYAL COMPLEX, MAIN ROAD JHARSUGUDA 768201	GURPRIT SINGH CHAWLA	aonejs@gmail.com
33	SUJATA PACKAGING	PL.NO.2 A/B,SR.NO.30/1, NR.GANGA FORGING, NH27,SHAPAR(VERAVAL) DIST.:RAJKOT 360026	MANISH D DHABALIA	info@sujatapackaging.com
34	DEV KUNWAR TECHNOFAB	SURVEY NO.112-P1 & 112-P2/P1, NEAR THORADA SIGN BOARD, KHANPAR ROAD, AT: CHACHAPAR, MORBI 363641	ANKUR M BHALODIYA	d.k.technofab@gmail.com
35	MEVA INTERNATIONAL	GODOWN NO.1, WARD NO.4, 31-BHOJRAJPARA, C/O IN BHUT OIL MILL, GONDAL, RAJKOT-360311	BHARATKUMAR S BARIYA	mevainternational5223@gmail.com
36	PREMIUM HEALTHCARE DISPOSABLES (P) LTD	ROYPARA, HATIARA OPP VIVEKANANDA CLUB , KOLKATA- 700157	MR. ASHOK SHAW	premiumcare@gmail.com
37	INDIAN HAIR AND WIG INSTITUTE	A 84, 1ST FLOOR, SECTOR 80, NOIDA GAUTAM BUDHA NAGAR, 201301	SURYA KANT	indianhairwiginstitute@gmail.com
38	ZEAL POLYMERS PRIVATE LIMITED	JUNAGADH ROAD, OP. DHORIVAV, DHORAJI, DIST. RAJKOT 360410	VIPUL K VAISHNAV	zeal_strap@yahoo.com
39	ALLIED PROPACK PRIVATE LIMITED	PLOT NO 10, SURVEY NO 361, SHREE GANESH IND ESTATE, KACHIGAM, DAMAN - 396210	VARUN V KEDIA	mumbai@allied-plastics.com
40	POLARIS FLEXIBLE PACKAGING	NEXT TO SOMNATH WEIGHT BRIDGE, 59,TRIBHUVAN INDUSTRIAL ESTATE, NR, KATHWADA GIDC KATHWADA, AHMEDABAD 382430	KAMLESHKUMAR P PATEL	polarisfp59@gmail.com
41	SBM EXTRUSION INDIA	78 A, KALANGAPERI ROAD, K R NAGAR PO ST, RAJAPALAYAM 626108	P DHANALAKSHMI	sbmindia2020@gmail.com
42	PAHARPUR 3P PRIVATE LIMITED	"8/1/B PAHARPUR HOUSE DIAMOND HARBOUR ROAD "KOLKATA-700027	DEVINA SWARUP	ashish.jain@paharpur3p.com



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- Export excellence award for best manufacturer by federation of Karnataka chambers of commerce & industry (2014).
- Export excellence award for the best district exporter- Dakshina Kannada for the year 2015 & 2016 by, Federation of Karnataka chambers of commerce and industry.
- 2nd best exporter of FIBC's for the year 2013 until 2019 by Plastic export promotion council.
- Best District exported Award by Federation of Karnataka chambers of commerce and industry for FY 2017-18.