

PLEXCONCIL - The Plastics Export Promotion Council

PLEXCONNECT

Edition 12, June 2020

COVID Stimulus 2.0 - A Hit or a Miss?

Gearing for Growth post COVID

Plexiglass Calling - Meeting
a rising new demand

Product of the Month –
PVC Resin





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THE PLASTICS EXPORT
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Updates on FTP, FTAs, Customs, GST

Others

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One may not be able to change the direction of the winds; but we can always adjust our sails to reach our destination. In today's times, getting through each day can be an act of courage itself and the only way out of difficult situations is ensuring that we just get through.

The recently announced stimulus package by the Government for the MSME, as seen by many, comes with bold reforms and aims to push our industries and our country towards self-reliance. The MSME sector was one of the worst-hit by the pandemic and the lockdown that followed. And the six initiatives targeted at the MSME sector including Rs 3 lakh crore collateral-free automatic loans, Rs 20,000 crore subordinate debt, and revised definitions of MSMEs will hopefully bring some respite to an ailing segment, streamline operations and revive the economy. While we await details and clarity on some of these initiatives, we have simultaneously been in dialogue with various members to obtain not just their reactions to the measures, but also, we have been working very closely with both the industry and the Government on the various issues being faced by the former during the past weeks. So far, we have helped nearly 60 companies resume operations by coordinating with various agencies such as DGFT, GST, DG Shipping, RBI, Ports, Customs, etc and resolved issues faced by members besides making numerous representations to MSME Ministry, Finance Ministry, DCPC, etc. on their behalf.

The best management of our time is inseparably linked with the best utilization of our efforts. Over the past weeks, the Council also organized 7 Webinars in collaboration with various industry and subject experts and have received excellent response to these. We have outlined details of these seminars in the section on Council Activities for your reference. The topics ranged from Opportunities in post Covid period to new regulations released by SASO, changes in FTP, to name a few. Plans are in place to organize more knowledge seminars for the benefit of our members.

Today, we live in times that compel us to abandon the old ways of doing business and engage with stakeholders through the digital medium. The Council has been working on enhancing its digital presence through Social Media, developing a Mobile App, using Google forms to obtain feedback from members and have plans in the pipeline to explore the world of virtual exhibitions. Digitalization is paramount to changing times and we will keep you posted on this front.

In this edition, we look at PVC Resin market under Product of the Month, new opportunities in the Acrylic Sheets industry, news, opinions and more. We are also pleased to feature an interview with the Youngest COA Member, Mr. Darshan Shah of Bhumi International in this edition. The Council is in the process of forming a youth entrepreneurs' committee who we believe will infuse some fresh perspectives on our efforts, which we believe, is significant to marketing in the new age.

Once more, it's time to gear up, focus on our goals, bring out our best plans and efforts and not stop until we achieve all our dreams. Till then, stay safe and stay healthy.

Warm regards,

Ravish Kamath
Chairman

SUMMARY

In the scenario of the Complete Lockdown due to Corona Virus all major Business Operations had come to a standstill since March 21, 2020. Initially all business houses had been in complete shutdown mode, however slowly and gradually Govt started easing norms which started with initial relaxation for Essential Commodities, then extended it to suppliers of the Essential Commodities and Further to the non-essential commodities in Green & Orange zone.

In all the time Plexconcil has stood strong with the members of the Council and has provided assistance in all Terms that includes Export and Non-Export related activities. The council has assured that it represents the Grievances of all the members & Non – members of the Trade .

Few of the Activities listed below are been carried out by council 24/7 in close association with Members which included:

1. Representation to Various Ministries including but not limiting to:

- a. Ministry of Commerce & Industry (Department of Commerce)
- b. Ministry of Shipping
- c. Ministry of MSME
- d. Ministry of Finance
- e. Ministry of Chemicals & Fertilizers (Department of Chemicals & Petrochemicals)
- f. State Government & relevant departments

2. Representation to Various Department within the Various Ministries but not limiting to:

- a. DGFT
- b. RBI
- c. DG Shipping
- d. Customs
- e. Ports
- f. GST
- g. Export Certification

3. Representation to Various Authorities Seeking permissions for opening of factories, stuffing & Transportation but not limiting to:

- a. State Industries Department
- b. Commissioner & other concern officers of Department
- c. Collectors & other concern officers of Department
- d. District Magistrate & other concern officers of Department
- e. State, City, District Police, Commissioner & other concern officers of Department
- f. State, City, District Traffic Police Commissioner & other concern officers
- g. Labour Office & NIC Department for Issuance of Passes
- h. Industrial Development Corporation Like MIDC, GIDC, MPIDC etc.

Till date with the help of our representation, we have been able to resolve many issues which includes but not limiting to Exports.

DETAILED ACTIVITIES

POLICY

A. Representations Status Report

No. of Representations Made - 85					
Region	Western	North	East	South	Total
Department					
Department of Commerce	6	3	4	8	21
Department of Chemicals & Petrochemicals	1	NIL	NIL	NIL	1
Directorate General of Foreign Trade	8	2	3	NIL	13
DG Shipping Ministry of Shipping	5	2	NIL	4	11
Office of Collector	19	2	1	1	23
CBDT / CBIC / Custom	8	1	6	1	16
Total region wise	47	10	14	14	85

MARKETING

A. Webinars: 7 No's.

Activity	Topic	In Association	Remark
Webinar 1	Mandatory regulation released by SASO	GS -1 India	Organised with 40 + Participants
Webinar 2	Important changes announced by DGFT in FTP followed by GST law and indirect tax law amendment done by the Authority.	CA Manish Jain	Organized with over 30+ participants
Webinar 3	Opportunities in Exports Post Covid	Rakesh Maru – International Trade Expert	Organised with 290+ Participants
Webinar 4	Webinar Investment Opportunities for Industries in Tamil Nadu	Dr.Sekhar IAS, ED Guidance, Govt of Tamil Nadu	Organised with 100+ Participants
Webinar 5	Webinar on Challenges and Opportunities for Korean & Indian Companies Post Covid-19	KOTRA, Hyundai Motors, Govt Of Tamil Nadu	Organised with 80+ Participants
Webinar 6	Collateralized vs non-collateralized funding post COVID	DRIP CAPITAL	Scheduled on 21st May 2020
Webinar 7	Opportunities in G 20 Nations	Govt of India	Scheduled on 27th May 2020

Council Activities for March-April 2020

B. Digitalisation: Virtual Exhibitions & Members Microsite

Activity	Brief	Remarks & Outcome
Virtual Exhibitions	Organised Demo with 3 Vendors for Virtual Exhibitions	Applied in MOC for the MAI Grants
Microsite	Organising Micro website for All Member's of the Council	Applied in MSME for the MAI Grants
Mobile App	Finalised and Working on Mobile Application for Council	Already Software Development in Process
Digitalisation For Inputs	Google Forms Prepared for Immediate Inputs & Mass Data Compilation	Created Automated System for Seeking Inputs from Members During Lockdown that enable for mass collection of Data , Data Analysis and In – Time Submission to Ministry
Social Media Promotion	Created Awareness on Various Govt Polices , Circular, Notification using Social Media	Increased the Outreach to Members and Helped in more & More members Interactions
PR	Published Articles in Leading Newspaper	

C. Exhibitions

Activity	Topic	Result
Arab Plast	Email, Whats App, SMS, Promotion &Telecon Intearction with Past Exhibitors	Converted 4 Clients for Arab Plast with Space Requirement of 200 + Sqm
Interpack	Coordinating with Existing Pavilion Participants for their Queries Related to Cancellations & Procuring New Exhibitors	Assisted Exhibitors with the relevant Terms & Conditions and Connected with Organisers for Further Process Converted 2 Client for 100 Sqm
Vietnam Plas	Email, Whats App, SMS, Promotion &TeleconIntearction with Past Exhibitors	Promotion started considering good potential in the region post Covid
China Plas	As the event is cancelled co-ordinating with Existing Participants for the Refund process.	

Over the past few weeks Council has helped the following units become operational post lockdown by seeking approvals, resolving various issues affecting them and obtaining clarity on issues of concern, etc. with the DGFT, Customs, GST, Ministry of Finance, DG Shipping, amongst others, as applicable.

Name of the Company
Rajiv Plastics Pvt. Ltd.
Mechemco Resin Pvt. Ltd
National Plastics, Silvasa
Kodixodel India, Indore
Mayur Wovens Private Limited
M/s. Supreme Industries Ltd.,
M/s. SBP (Food & Hygiene) Private Limited.
M/s. Kolor Impex, Kolkata
M/s Toyop Relief Private Ltd.,
M/s Mittal Technopack Pvt Ltd
M/s. Kandoi Fabrics Pvt. Ltd
Stream Flow Polyweave Pvt Ltd., Jalgaon
Centroid Plastopack Industry, Rajkot
Dayana Polyplast Ltd, Gandhinagar
Manish Packaging, Surat
Crown Décor Pvt. Ltd. Ahmedabad
Sweta Enterprises
Premsons Plastics Pvt. Ltd.,
General Instruments
Kolkata, West Bengal
Kolkata, West Bengal
Rittik International
Mittal Technopack Ltd.
RMG Polyvinyl
Crystal Plastics & Metalizing, Daman
M/s. Gold Star Line
Jewel Papers Pvt Ltd
Mayur Wovens Private Limited
Sterling INC, Nashik
M/s. Supreme Industries Ltd.,
Kuloday Technopack, Daman
M/s Maniar Injectoplast
PVN Fabrics, Daman
Sun Plast, Silvasa
General Trader, Palghar
Aumento Polymers, Ahmedabad
Bubna Polysack Industry

Finepac Industries, Rajkot
Adarsh Filament, Dhoraji
Milton Industries, Ahmedabad.
Riddhi Packaging
Champs International
CRI Limited
Servo Pakaging Limited
SK Habib Hair Enterprise
Greenlam Industries Ltd
Farcom Cable Systems – Chennai
Raj Packaging Ltd – Telegana
Sheelu Exports – Telegana
Plascare Industries Pvt Ltd
Shibaam Polymers – Bangalore
Unique Innovative Plastics & Engineering - Bangalore
Aditya Polyspin (P) Ltd, Ajmer, Rajasthan
Jagannath Industries (P) Ltd, Jaipur, Rajasthan
Khanna Polyrib, Kanpur, Uttar Pradesh
RSRS Auto Components, Rohtak, Haryana
Classic Enterprises Pvt Ltd, Bhiwadi, Rajasthan
SBP Hygiene Pvt. Ltd., Faridabad, Haryana

Other Representations

* On May 8, 2020 represented to DG, Shipping regarding extending exemption to Import clearance related charges like ground rent, demurrage and other export related charges after 03.05.2020 (during 3rd Lock-down) and refund the amount paid by the exporter / importer for their various activities.'

* On May 05th 2020 represented to EP Cap division regarding concern raised by GSPMA - Non-availability of duty benefits for material (HS code 3901 4000) imported from Singapore.

* On 8th April, 2020 represented to Secretary (Chemicals & Petrochemicals), DCPC regarding Trade Issues pertaining to Plastic sector in the wake of COVID- 19

* On 10th April, 2020 represented to DGFT, New Delhi...FIBC Industry Relief Recommendations during COVID – 19 Pandemic

* On 1th April, 2020 requested to DGFT, New Delhi for Anomaly in Notification 48/2015-20 dated 25.2.2020 and further amended vide notification no 52/205-2020 dated 19.3.2020 regarding prohibition of exports of Personal Protection Equipments and items specially under ITC (HS) Code 392690 (Surgical Masks/Disposable masks etc.)..

Council Activities for March-April 2020

* Various circulars were circulated with regard to change in Policy, DG, Shipping, Customs, RBI, GST etc.

* Segregated data – Statewise (closed unit and problems of trade) of all members to Plexconcil sent to MoC regularly.

* Regular update to MoC regarding cancellation of export order.



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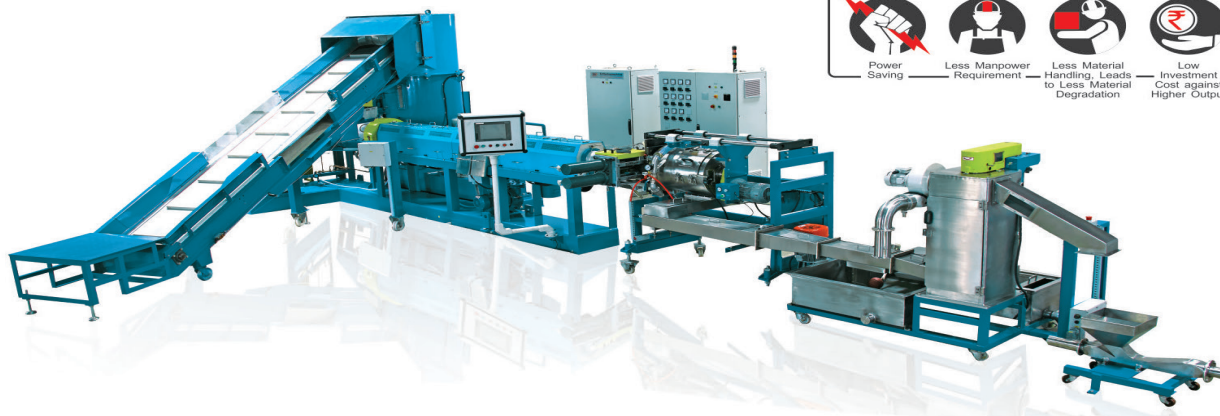
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THE PLASTICS EXPORT
PROMOTION COUNCIL

Members Lockdown Experience Board



Arvind Goenka

MD, RMG Polyvinyl India Limited

Thanks @Plexconcil for swiftly communicating with #Noida ADM & @DelhiPolice to ensure that Standed trucks in #Delhi reached factory carrying essential raw material. @Doc Gol @nsitharaman @ficci_india @PMOindia #Covid_19.



Hemant Minocha

Rajiv Plastics Pvt. Ltd.

@plexconcil thank you for your continuous help and support during the lockdown in facilitating our essential product manufacturing activities.

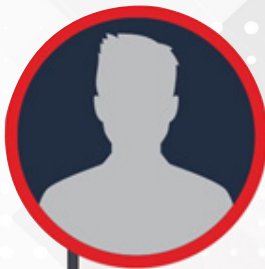


Vikram Bhadauria
Alok Industries

I would like to inform you that we at ALOK were able to get permission to operate our plants. We managed to execute around 80% of the pending export orders in the last week of April.

Our team would like to express their appreciation and gratitude for the efforts made by your office for the same.

The Council's Delhi Office is in touch with Ludhiana, Jaipur and Panipat associations to get a feedback from them on their operationalisation status and issues still faced.



Sterling Industries

We have received the permission. Thank you



Neeraj Punjabi
General Traders

We have Received Permission for opening the factories . Thanks to Plexconcil for helping us in the same.



Mahesh Chatriwala

Stream Flow Polyweave Pvt Ltd

We got a call from Collector office yesterday. Permission granted to start the factory and download the Travel Pass. Thanks for Support.



Nimesh Sayani

Crystal Plastics & Metallizing Pvt. Ltd.

Plexcouncil has helped us to start production for our pending export orders. Our Daman factory is already started with the good effort took by Mr Krunal and Ms. Bharti along with E.D. Thank to Council team



Jayesh Khimji Rambhia

Premsons Plastics P Ltd

Really appreciate your help & guidance for getting permission to restart our factory , so we can ship export shipments held up due to lock down. Thank you



COVID Stimulus 2.0

A Hit or a Miss?

The recently announced Atmanirbhar Bharat Economic and Comprehensive package of Rs 20 lakh crores, said to be equivalent to 10% of India's GDP, so far has been the country's biggest and most bold reforms across sectors. Aimed at pushing the country towards self-reliance, the package caters to various sections including cottage industry, MSMEs, labourers, middle class, industries, among others.

The MSME sector, which has 60 million units, contributes about 29 per cent to India's GDP and employs about 120 million, was one of the worst-hit by the pandemic and the lockdown that followed. On May 13, the Hon'ble FM, Smt. Nirmala Sitharaman announced 15 different initiatives, of which six were targeted at the MSME sector. Some of the notable measures announced included Rs 3 lakh crore collateral-free automatic loans, Rs 20,000 crore subordinate debt, and revised definitions of MSMEs. Many of these cater to the MSME sector and have been seen as a welcoming move believed to help streamline operations and revive the economy.

While the collateral-free automatic loan will allow small businesses to bounce back from the pandemic's impact, the economic stimulus will help many SMEs resume operations by providing access to credit to help overcome near term loss of income, as well as grow and maintain business continuity. The long term focus on enabling SMEs with technology also provides a great opportunity for our businesses.

What this means – the Hits

The stimulus is considered by many industry experts to address some key issues facing the sector.

The government has proposed to offer collateral-free loans to MSMEs which will be fully guaranteed by the Centre. There will be a principal repayment moratorium for 12 months and the interest rate will be capped and there will be no guarantee fee. These are meant to act as initial seed money for these small enterprises hit by zero cash flow due to the national lockdown. This loan will help them buy raw materials, pay initial bills and daily wages to employees. In short, this will be like working capital for cranking up their businesses again. With the ₹3-lakh crore support from the Government, Banks can now be expected to be more comfortable in assisting this category of borrowers because the risk is zero (since the loans are guaranteed by the central government).



Complaints are often raised that in the government procurement process, MSMEs often face unfair competition from large foreign companies who bring unfair advantage in terms of pricing and size. Disallowing gov-

ernment procurement up to Rs 200 crore from foreign players will increase domestic procurement and could be a game changer for the sector. MSMEs working as ancillary units (e.g. autos, infrastructure) lose the bidding on smaller deals. The move could improve the competitiveness of Indian MSMEs on government contracts. It could also see an increase in registration by MSMEs and Mid-Market businesses on such platforms.

Delayed payment is a lingering issue for the sector and to get rid of it the government now announced that the Centre and Central Public Sector Enterprises will honour every MSME receivable in the next 45 days.

In addition, the Finance Minister said that E-market linkage will be provided for all MSMEs as a replacement for trade fairs and exhibitions during this period. While a technology-driven approach may pave a way to lower recurring costs in the future, the FM's announcements should ease the stress of a large number of promoters, partnership firms, and small private limited entities.

With limited fiscal space, the government did not announce large fiscal transfer package for the jobless based on more borrowing. Instead, it has tried to kick-start the economy by pushing money into MSMEs.

A missed opportunity?*



On the other hand, some experts believe that the key focus of the first tranche of the package should have been to address the problem of liquidity being faced by MSMEs due to the lockdown in the near term. The package misses the opportunity to address structural issues related to MSME credit. If anything, the 100 per cent sovereign guarantee for uncollateralised, automatic MSME loans would encourage both banks and borrowers to never return the money and to become defaulters. It will discourage banks from willingly lending to these MSMEs in the future.

Rs 3 lakh crore credit will be provided to MSMEs as automatic collateral-free loans. These loans will be for four years and do not have to be repaid in the first 12 months. In other words, defaults will happen in future

fiscal years, by when the economy and taxes would have recovered allowing the government fiscal space to spend money for its guarantee.

With a 100 per cent government guarantee, the bank will not bother to chase the borrower. As such, this amounts to the government paying the banks after the borrower has defaulted. As the government does not have the fiscal space to pay MSMEs Rs 3 lakh crore today, it is giving money through banks, and will pay back these banks in the future. Banks are not lending much today, so they have the ability to implement this package. This poses no risks to them.

Alternatively, the government could have borrowed money and then directly given money to MSMEs through government departments. This would have meant a higher fiscal deficit and more government borrowing, and would have had administrative issues. In essence, it would be no different.

In today's situation of limited resources and limited credit availability, it is even more important that money goes to firms that are going to use it well. Banks should not want to give credit to borrowers who are expected to default.

However, Banks are risk averse today due to the threat of investigative agencies and are not giving loans despite the liquidity being provided to them by RBI and fall in reverse repo rates which makes it unprofitable for banks not to lend. But going to 100 per cent guarantee and eliminating all incentives for banks to give loans to good borrowers is the other extreme.

Reforms needed

How should the present package be tweaked? First, by allowing banks to suffer some losses and assuring no investigations against them, incentives can be changed. The sovereign guarantee can be 50 per cent of the total MSME lending by the bank under this scheme. This way, banks have the incentive to give loans to better firms.

Second, the loans should be linked to the credit history of the borrower, and banks should be encouraged to give uncollateralised loans based on this credit history in the future. This way, the borrower has the incentive to repay the loan. If the borrower repays the loan, it prepares the ground for getting more loans later.

In addition to this, the problem of low MSME credit needs financial sector reforms. It requires the development of a bond market which can cater to the financing needs of larger firms. It requires a competitive banking sector in which banks chase borrowers to borrow, based on their ability to repay rather than public sector banks being mandated to give Mudra loans.



Hopefully, the government will use the present adversity as an opportunity to bring these deeper structural reforms back to the table. As it is sometimes said, never let a crisis go to waste.

*source: The Hindu/ Financial Express

In this feature, Plexconnect speaks to some industry associations and members for their opinion on what the stimulus could mean to the plastics exports industry. These have been featured at the end of this story.

Some take-aways for the MSME Sector

- Issued all the pending income-tax refunds up to ₹5 lakh, immediately benefiting around 14 lakh taxpayers
- Implemented “Special Refund and Drawback Disposal Drive” for all pending refund and drawback claims
- Moratorium of three months on payment of instalments and payment of Interest on Working Capital Facilities in respect of all Term Loans
- Easing of Working Capital Financing by reducing margins

3 lakh crores Collateral-free Automatic Loans for Businesses, including MSMEs

Businesses/MSMEs have been badly hit due to COVID19 need additional funding to meet operational liabilities built up, buy raw material and restart business

Decision: Emergency Credit Line to Businesses/MSMEs from Banks and NBFCs up to 20% of entire outstanding credit as on 29.2.2020

- Borrowers with upto Rs. 25 crore outstanding and Rs. 100 crore turnover eligible
- Loans to have 4-year tenure with moratorium of 12 months on Principal repayment Interest to be capped
- 100% credit guarantee cover to Banks and NBFCs on principal and interest

- Scheme can be availed till 31st Oct 2020
- No guarantee fee, no fresh collateral

45 lakh units can resume business activity and safeguard jobs.

Rs 20,000 crores Subordinate Debt for Stressed MSMEs

- Stressed MSMEs need equity support
- Govt will facilitate provision of Rs. 20,000 cr as subordinate debt
- Two lakh MSMEs are likely to benefit
- Functioning MSMEs which are NPA or are stressed will be eligible
- Govt. will provide a support of Rs. 4,000 Cr. to CGTMSE
- CGTMSE will provide partial Credit Guarantee support to Banks
- Promoters of the MSME will be given debt by banks, which will then be infused by promoter as equity in the Unit.

Rs 50,000 cr. Equity infusion for MSMEs through Fund of Funds

- MSMEs face severe shortage of Equity.
- Fund of Funds with Corpus of Rs 10,000 crores will be set up.
- Will provide equity funding for MSMEs with growth potential and viability.
- FoF will be operated through a Mother Fund and few daughter funds
- Fund structure will help leverage Rs 50,000 cr of funds at daughter funds level
- Will help to expand MSME size as well as capacity.
- Will encourage MSMEs to get listed on main board of Stock Exchanges.

New Definition of MSMEs

Low threshold in MSME definition have created a fear among MSMEs of graduating out of the benefits and hence killing the urge to grow. There has been a long-pending demand for revisions.

Announcement:

- Definition of MSMEs will be revised
- Investment limit will be revised upwards
- Additional criteria of turnover also being introduced.
- Distinction between manufacturing and service sector to be eliminated.
- Necessary amendments to law will be brought about.

Existing and Revised Definition of MSMEs

Existing MSME Classification			
Criteria :Investment in Plant & Machinery or Equipment			
Classification	Micro	Small	Medium
Mfg. Enterprises	Investment<Rs. 25 lac	Investment<Rs. 5 cr.	Investment <Rs. 10 cr.
Services Enterprise	Investment<Rs. 10 lac	Investment< Rs. 2 cr.	Investment<Rs. 5 cr.

Revised MSME Classification			
Composite Criteria: Investment And Annual Turnover			
Classification	Micro	Small	Medium
Manufacturing & Services	Investment< Rs. 1 cr. and Turnover < Rs.5 cr.	Investment< Rs. 10 cr. and Turnover < Rs.50 cr.	Investment< Rs. 50 cr. and Turnover < Rs.250 cr.

Global tenders to be disallowed upto Rs 200 crores

- Indian MSMEs and other companies have often faced unfair competition from foreign companies.
- Therefore, Global tenders will be disallowed in Government procurement tenders upto Rs 200 crores
- Necessary amendments of General Financial Rules will be effected
- This will be a step towards Self-Reliant India (आत्मनिर्भर भारत) and support Make in India
- This will also help MSMEs to increase their business.

Other interventions for MSMEs

- MSMEs currently face problems of marketing and liquidity due to COVID.
- e-market linkage for MSMEs to be promoted to act as a replacement for trade fairs and exhibitions.
- Fintech will be used to enhance transaction based lending using the data generated by the e-market-place.
- Government has been continuously monitoring settlement of dues to MSME vendors from Government and Central Public Sector Undertakings.
- MSME receivables from Gov and CPSEs to be released in 45 days

Rs. 2500 crore EPF Support for Business & Workers for 3 more months

- Businesses continue to face financial stress as they get back to work.
- Under Pradhan Mantri Garib Kalyan Package (PMGKP), payment of 12% of employer and 12% employee contributions was made into EPF accounts of eligible establishments.
- This was provided earlier for salary months of March, April and May 2020
- This support will be extended by another 3 months to salary months of June, July and August 2020
- This will provide liquidity relief of Rs 2500 cr to 3.67 lakh establishments and for 72.22 lakh employees.

EPF contribution reduced for Business & Workers for 3 months- Rs 6750 crores Liquidity Support

- Businesses need support to ramp up production over the next quarter.
- It is necessary to provide more take home salary to employees and also to give relief to employers in payment of Provident Fund dues,
- Therefore, statutory PF contribution of both employer and employee will be reduced to 10% each from existing 12% each for all establishments covered by EPFO for next 3 months.
- CPSEs and State PSUs will however continue to contribute 12% as employer contribution.
- This scheme will be applicable for workers who are not eligible for 24% EPF support under PM Garib Kalyan Package and its extension.
- This will provide relief to about 6.5 lakh establishments covered under EPFO and about 4.3 crore such employees.

This will provide liquidity of Rs 6750 Crore to employers and employees over 3 months.

50,000 crores liquidity through TDS/TCS rate reduction

- In order to provide more funds at the disposal of the taxpayers, the rates of Tax Deduction at Source (TDS) for non-salaried specified payments made to residents and rates of Tax Collection at Source (TCS) for the specified receipts shall be reduced by 25% of the existing rates.
- Payment for contract, professional fees, interest, rent, dividend, commission, brokerage, etc. shall be eligible for this reduced rate of TDS.
- This reduction shall be applicable for the remaining part of the FY 2020-21 i.e. from tomorrow to 31st March, 2021.
- This measure will release Liquidity of Rs. 50,000 crore.

Other Direct Tax Measures

- All pending refunds to charitable trusts and non-corporate businesses & professions including proprietorship, partnership, LLP and Co-operatives shall be issued immediately.
- Due date of all income-tax return for FY 2019-20 will be extended from 31st July, 2020 & 31st October, 2020 to 30th November, 2020 and Tax audit from 30th September, 2020 to 31st October, 2020.

Other Direct Tax Measures

- Date of assessments getting barred on 30th September, 2020 extended to 31st December, 2020 and those getting barred on 31st March, 2021 will be extended to 30th September, 2021.
- Period of Vivad se Vishwas Scheme for making payment without additional amount will be extended to 31st December, 2020.

Industry Speak



Arvind Goenka,
Vice Chairman –
Plexconcil &
Managing Director,
RMG Polyvinyl India
Limited.

In India, PVC floorings of various qualities are produced for the healthcare segment but bulk of the sales are for the residential/domestic segment in the lower middle class segment and in smaller towns & villages. Any boost in improving liquidity in these segments will greatly help in boosting vinyl flooring sales. Since the Atmanirbhar Bharat stimulus package targets both above segments, we see a positive signal towards growth in sales post the lockdown is lifted. The Govt has ensured that the weaker section

of the society survives the crisis by providing them free foodgrain under the Grain Kalyan Package and even street vendors or Micro & small industries can avail collateral free loans to maintain continuity in their business. Farmers have been provided with cash payouts and the agriculture infrastructure spending will ensure that farmers will be able to sell their produce at market rates thereby making available more liquidity with them. The support to the construction sector by extending the affordable housing scheme will also create demand for cost sensitive building materials like Vinyl Floorings. Vinyl LVT & SPC floorings are very popularly used in budget hotels and any support to this sector would have greatly supported the demand for Vinyl floorings in the hospitality sector. Any trade barriers to reduce cheap quality imports of PVC floorings under various FTA's and from China would have echoed the "Vocal for Local" message

from our Honourable Prime Minister Modiji and boosted demand for domestic plastic goods.

The plastics exports sector had raised several requests & demands to the Government to help it tide over the crisis period. Some demands were partially met like making it non-obligatory to pay 100% of wages & salaries during the lockdown period and providing of additional working capital loan to meet the urgent needs but many important requests were rejected like raising MEIS rates, waiving off bank interest on all business loans or fixed charges of electricity, gas, etc. Had these & other requests been met, Indian plastic exporters would have been able to more aggressively capture new export markets but nevertheless all efforts will be made to increase plastics exports.

The stimulus package did not bring any additional sops or incentives for exporters and will not have a bearing on plastics exports in any way. Since the polymer prices have dropped drastically during the Covid crisis due to fall in crude, it is important that plastic processors are offered polymers at internationally competitive rates to enable them to compete in world markets which are dominated by manufacturers from SEA countries & China. Historically, polymer prices are higher by 5-7% in India than those prevalent in China as India is a net importer of polymers. This is one of the main reasons that India's plastics exports account for just 1% of world plastics exports whereas labour costs are one of the lowest in the world.



Jagat Killawala,
President, All India
Plastic
Manufacturers'
Association
(AIPMA)

The Indian economic goal posts have changed in the last weeks from \$5 trillion economy to an 'Atmanirbhar economy'.

We welcome the announcement of Rs.20 lakh crore stimulus package aimed at reviving the economy. We see this as a redistributive measure, notably mentioning the key takeaways like the Collateral free loan of Rs 3 lakh crores for MSMEs. We are glad to see that the government acknowledges the gravity of the fiscal situation and is trying to help the industry. A change in the definition of MSMEs has also been introduced so that more MSMEs can be included and stand to benefit. However, we would request Government to increase the turnover limit of Medium companies to Rs. 200 crore keeping in mind that the Govt has disallowed global tenders up to 200 crores.

The new stimulus would go a long way in impacting specific needs of the MSME like easing the cash flow to pay the daily wages, purchasing electricity/power, land,

and acquiring credit and provide a much needed boost the industry. As we know, that now the market would be more local, it would also be necessary to provide MSMEs with access to E-market portals to reach the public in an efficient way. We also feel that the government should release the MSME receivables as soon as possible.

The plastic industry should be standing together in troubled times. We feel proud that all the plastics MSMEs are able to support the medical fraternity during COVID-19 and will continue to extend their supply of PPE kits, ventilators, wearable masks and face-shields etc. Plastic has proved to be a savior and wonder material in these times of high health hazards. We hope the industry and the country will see normalcy with our continued and conjoined efforts.



Vijay Kumar V,
President Karnataka
State Plastic
Association and
Member of Task
Force of AIPMA led
Associations Team

The lockdown period has been a huge hit to our economy and the plastic sector's performance has been no different from many others. Our industry is dominated by the MSME segment and hence perhaps as an industry, our challenges have been quite acute. Movement of migrant workers has hit a big blow on MSME, with experienced workers moving out when we paid them salaries and food, shelter. The recent stimulus announced by the Government, while in spirit, aims to mitigate the challenges faced by the industry, it perhaps needed to address immediate, pressing concerns of our members. Some of the areas, that we believe could have been addressed are:

1. Direct transfer of funds to our accounts would have helped us tide over the cash crunch, employee salaries, electricity charges & other expenses to resume our operations.
2. Reduced bank interest rates should have been considered to enable businesses revive and sustain post the financial crunch due to lockdown.
3. Minimal bureaucracy and clarity on policies during and post lockdown would help streamline industry overall functioning.
4. Removal of the draconian laws and introduction of reforms in labour laws, clearances for setting up industry, GST filing and others will help in improving business efficiency
5. As in many countries around the world, for the time being, ban on use of SUP should be reconsidered for health and sanitation reasons. This is critical to averting spread of the virus.

6. No relief or subsidies on investment or GST exemption has been announced for industries manufacturing PPE kits in any form. And these are important and high demand products in the current context. Hence a boost to these industries should have been provided to encourage more manufacturing and exports.

Ideally speaking, relief measures for the MSME should have been announced in April or during the early period of the lockdown. Sadly, very little of our immediate or short-term concerns have been addressed in the stimulus. More short-term measures would have helped the sector gain better perspective and plan better for the post lockdown period. Furthermore, considering all facts and figures, the actual cash flow back into the industry segment is only 1.1% of GDP with another 1.7% being conditional. Rest is only liquidity measures. The 20 Lakh crores in reality is not actually flowing through the system. Having said that, our concerns do remain considering we have huge financial obligations facing our businesses. We are still in lock down in many parts of the country even though some businesses have just started in orange and green zones. Raw material prices also still remain high and is a significant concern for us.



Pranay Kumar,
CEO, Vasudha
Projects Pvt Ltd.
New Delhi

The stimulus package of Rs. 20 Lakh Crore announced by Union Government of India on 20th May, 2020 is expected to rebound the economy of India, effected by Covid-19 Virus. As a Micro enterprise entrepreneur my objective views on the stimulus are as follows:

1. The announcements consisted of earlier budgets' allocations of 2019 and 2020.
2. Liquidity injection/Revenue allocation of RBI of 8 Lakh Crore is included as Fiscal stimulus.
3. Approximately 2 Lakh crores is the actual fiscal stimulus.

Positive steps:

1. Rs. 40,000 Crores Allocation to MNREGA is a great step to boost the Rural economy
2. Rs. 3,500 crores for immediate relief for migrant labourers of Informal economy
3. Loans norms for MSMEs is a first step in right direction
4. Agriculture reforms will expand markets and reduce food wastage

Expected Steps:

1. Banking sector Not in sync with Government policies. MSMSE not benefitting with most policies.
2. Rather than providing loans, Manufacturing infrastructure should be set up by Governments and leased out to manufacturing companies.
3. Direct transfer of money to economically poor
4. Comprehensive setup of Health Infrastructure, right upto Primary Health Care Centres
5. Funding of Pharma companies and comprehensive partnership with CSIR labs for development of Medicines and health technologies, not only IT.
6. Innovations in Packaging companies should be funded through banks to scale up.
7. Scaling up micro and medium manufacturing enterprises through stages and adoption of technologies like Solar, IT and Nanotech through SIDBI with special panel of Independent experts (to be rotated every 6 months).

Vikram Bhaduria, Regional Chairman – North, Plexconcil & Managing Director, ALOK

Reforms announced although very much needed are not enough to cushion the impact of Covid-19.

I hope the FM will use this opportunity to push urgent business reforms and bypass the banks to help inject liquidity directly into honest tax paying companies with proven lineage and track records.

MSME sector is in ICU and require urgent and immediate ICU measures are required to revive it. The measures announced, while much appreciated, will alleviate long term distress not the immediate bloodbath. We need something the “shock” the MSME sector back into activity.

With the lockdown extended further till 31st May, i truly hope some more immediate relief is structured and passed on the our MSME sector.



Amit Pal,
Member –
Plexconnect
Editorial Advisory
Board – Plexconcil
& Director, Kolor
Impex

The expectations from the stimulus package for the MSME was in the form of monetary benefit; one- time benefit of some cash disbursements for certified MSME exporters. In reality though and to use a metaphor, the MSME industry is like an ICU patient who needs emergency treatment so that he survives. But what the GOI has announced is more of a plan for rehabilitation. Rehabilitation will be needed only when the patient survives. The MSME sectors are in an ICU state currently and are in acute need for money in their purses if they need to kick start their business. It is like the one strong shot in the arm. What they do not need is added loans which are eventually debts further accumulated.

We welcome the collateral free loans offered through banks with a moratorium period of 12 months. However, we are of the opinion that this could have been interest free. We were also expecting a COVID incentive for MSME exporters for coming 12 to 18 months on FOB value without violating WTO norms. The time is ripe for India to capture global opportunities considering the recent sentiments about China, and export incentives would help now more than ever before. We are already burdened by fixed expenses and loss of production. In addition, most of the overseas customers are unable to pay now and they seek extended credit of an additional 3-4 months, which needless to say impacts our cash flows too. With almost most MSME businesses facing huge losses, a waiver on interest on cash credit accounts of MSME exporters could have been beneficial. The moratorium is simply deferring what we owe and not mitigating the cash crunch we face currently.

The issue of migrant labour is a huge roadblock to all industries and there with no clarity on when labourers may or may not return to work, it is difficult to resume business / production to full capacity. A lump sum payment directly to the bank account of these migrant workers (Jan Dhan Yojana account holders) could have helped the stalled economy moving. The Rs500/- per month to them as paid by GOI is very inadequate indeed. It is my opinion that the stimulus plan is more of a loan service offered by banks with delayed interest payments and of greater help to the banking sector and not the majority of the MSME sector.



**Chirag Aggarwal,
Director, Sampark
Industries Ltd.**

The primary concerns of most exporters/ manufacturers **involve Finance, Production, Logistics and Receivables.** Each of these are intrinsically linked in the process chain and any impact on one causes a domino effect, ultimately affecting the sustainability of the enterprise.

EPC/PCFC to be readily available for every sector and be extended from 6 months to 15 months

In terms of finance, exporters are heavily dependent on Packing Credit as well as cheaper finance. Currently, packing credit is being offered to only a few sectors by the banks and not all; and this is valid for up to 180 days. In the current context, packing credit should be, by default, offered by all banks to all exporters. Furthermore, it would greatly help exporters if the period were extended by an additional 90 days. I believe the Hon'ble RBI Governor has addressed the said issue by extending EPC/PCFC from present six month to 15 months.

Banks should start factoring export invoices

Due to the current pandemic and global recession, most exporters are facing a huge crisis in terms of receivables. Many exporters have been facing order cancellations, or non-receipt of payments for orders delivered. Furthermore, many overseas buyers demand open credit and are unwilling to issue LC/ or make immediate payments. This is a major issue for our industry that is highly dependent on receivables to cover costs and keep the machinery going. Despite the announcement of the collateral free loans for MSME, the ground reality is that it is yet to come to a fruition at ground level. In effect, as there has been no clarity received by banks from RBI, the issue of availability of liquidity continues to be of significant anxiety amongst the industry that is already grappling with humongous fixed costs such as electricity, wages, rents, maintenance, etc. Banks have been typically risk-averse due to the large number of NPAs and are cautious in lending. However, in the case of exporters, banks should now start factoring invoices. As per the recent measures announced by the Hon'ble RBI Governor, ECGC has been instructed to raise insurance cover for banks from 60% to 90% for working capital lending to exporters. The said measure will not only insure the bank's own risk attached with factoring services but also alleviate the liquidity crunch faced by exporters and make it much easier for exporters to get orders. Invoice factoring is being offered by few lending institutions, but is not offered by banks. In fact, it must be considered by them as it is an effective way that

works for the banking system as well as export community.

Interest accrued on working capital during the lockdown period to be completely waived

During the lockdown period, most industries have had to deploy their working capital to tide over their receivables, inventories and stock as well as WIP needs. And while a three-month moratorium on loans was announced, due to complete lockdown, most industries had to stop functioning resulting in complete loss of income. If working capital could not be used to generate any income, how are industries expected to pay back the bank interest? This is another herculean task for our industry. Interest on working capital for the lockdown period should have been completely waived so that industries would have the requisite buffer to channelize their capital in reviving manufacturing activity. Going forward, industry members may only use the offer of collateral free loans to pay off the interest and eventually end up being further burdened by debts in the long-term.

Petro Chemical products or plastic raw material to be made cheaper and competitive

India is a huge importer of raw material and despite the recent crash in oil prices, in India, we continue to pay much higher charges. If the proposed COVID tax is brought in, this will not only further add to our industry's financial woes but render us completely uncompetitive. In countries such as China, etc., raw material cost is greatly subsidized which helps products exported from such countries globally much more competitive. Even the Middle East, which is the centre of petroleum industry, is offering more competitive rates than our own domestic industries. A regulatory body is the need of the hour to monitor raw material prices for our industry. This is a cornerstone for plastic exports.

Electricity to be subsidised for manufacturer exporters

Industries such as ours, being manufacturing of PP films, are capital intensive and hence are heavily dependent on electricity. Currently, our industries pay huge amount for electricity. Nearly 70-80% of our processing +raw material cost is just electricity charges!! This once again has an unnecessary, yet direct impact on our global competitiveness as there is no other alternative for us. Power costs must be subsidized, reduced or alternate sources identified if we are to boost exports. This has a huge impact on our production bills and lowering electricity charges means we can export at better rates and compete with the likes of China.

Dry and Sea Port to be termed as One

Inland logistics cost is another thorn in the side for our industry. Currently, inland haulage costs are significantly more than sea freight to some of the sectors and further add substantially to the logistic costs. For clusters that are located far from ports, not only is this a question of timelines, but more importantly, added costs. Charges for haulage from dry ports to sea ports must be reduced or Dry ports should be deemed as Sea ports or termed as one, thus eliminating additional haulage cost. Regulations for holding stocks for clearance at ports must be streamlined. Currently, there is a lot of confusion on the same as well. We need better, cheaper and faster infrastructure if we are to ensure on-time delivery. Global buyers are always apprehensive about deliveries, which have been anyway further impacted in the current scenario.

All in all, while there is a need for long-term reforms, we were hoping for more short-term boost as survival for a lot of industries in the short-term is of greater concern.



Pradip Thakkar,
Past Chairman –
Plexconcil &
Director,
Mechemco Resins
Pvt. Ltd.

The recently announced stimulus package with huge sops for the MSME, in my opinion, is brilliantly crafted and is a win-win situation for all stakeholders. The Hon'ble PM and Finance minister have offered a relief of almost Rs. 5 lac crores without actually spending from the Govt treasury thereby safeguarding the tax payers money. The move places money in the hands of the industry without eating into the Govt.'s kitty, provides a guarantee to the Banking system and infuses funds into the banking system by de-locking RBI.

Many would see it as an eyewash. But if one goes into the actual details and the impact and repercussions it could have on the economy, one would realise how smartly the Govt has gone about in delivering without a direct damage to our treasury.

Foremost, the RBI Gov Mr Shaktikanta Das freed up (there by infused) liquidity into the Banking system. Hence banks are able to free their own funds which when lent would result in higher revenue to the Banks mainly PSU sector. The Banks are then directed to use this liquidity to offer a certain percentage of present working capital limit to eligible MSME; i.e. Less than Rs. 100 cr turnover by way of term loan without insisting on collaterals. This term loan payable over a certain number of years can be used by the MSME to bridge the gap created by the pandemic resulting in closure of opera-

tions across the full strata of society.

This is not a mere announcement. The benefits have already started making its way down to many who have availed these loans. The hassle-free loans being given to MSME and businesses is helping them stay afloat and pay for business expenses as well as employee salaries. This way, if Industry survives, growth remains on track and jobs remain secure.

Undoubtedly, the loans will need to be repaid to the Bank with interest. However, the alternate to that scenario is that businesses would start winding up resulting in a series of closures and widespread unemployment. When there is a natural calamity or when a boat capsizes, every constituent must try and stay afloat, get to shore and then think of what next.

About the new definition of MSME, this has fallen short on two limits particularly for manufacturing.

1. The investment limit should have been raised to Rs. 25 crores with permissible expansion of Rs. 10 crores in the next 5 years for keeping abreast with technology.
2. Turnover limit should be Rs. 250 crore allowing automatic increase in limit of 15-20 percent per annum so the units are not disincentivised to grow.
3. Alternately export turnover should be excluded from the MSME limit on turnover. This would incentivise units to venture into exports.
4. The statutory compliance burden and labour laws could be more simplified for MSME.

The announcement on Provident Fund and conditions on limiting the no. of employees and capping percentage is a very half-hearted move. It should have been simpler and every company should have been given a certain percentage or a flat amount towards payment to employees.

While full details of other measures are still awaited, it must be noted that the intention is to provide encouragement to start ups and relief to stressed units must be well noted. Be it plastics or composites, almost 95 percent of the units in our industry segments belong to the MSME sector and most of them stand to benefit from this. And very importantly, we all must understand that any direct disbursal of funds as a stimulus is only going to mean deficit financing or increase taxes eventually.

These are tough days and each one of us will have to make some contribution or sacrifice to overcome the pandemic and its fall out on the economy and society.



**Mehul Parekh,
Director, Sweta
Enterprise**

In the times of COVID-19 pandemic, the whole world has been under tremendous economic pressure. It has been said that the GDP of developed countries like USA, Japan, Russia, UK, are likely to shrink and project negative growth for FY-20-21, making them the worst impacted by the pandemic. India's GDP is also likely to shrink to 2% for FY-20-21 and 3.6% for FY-21. The pandemic has resulted in global recession in many countries and

may likely continue in the succeeding months. India being a developing country with good global exposure is also affected massively, especially with our exports and imports to some extent. However, India is also a Rs. 3 trillion economy and given its entrepreneurship skills along with the support of our Hon'ble PM Shri Narendra Modi and measures to restore, revive and boost the Indian economy, we are likely to bounce back in due course. The stimulus of Rs. 20 lakh crores announced by the Government is unprecedented and I am confident that it will eventually help our country overcome these recessionary times and foster growth of the country.

The economic stimulus is aimed at making India 'AT-MANIRBHAR' (self-reliant) and gives great emphasis to the country's MSME sector. GOI has allotted a Rs. 3 lakh crore credit guarantee scheme for MSME sector which will have a multiplier effect on MSME credit and demand supply. This will enable MSME entrepreneurs to infuse liquidity into our working capital. The advantages of the scheme are already being seen and many MSME enterprises have benefited from the scheme including our Company 'M/s Sweta Enterprise'. Banks have enhanced our O/D - CC account limit by 10% without any additional guarantee or security. This enhancement was automatically done by our banker (Bank of India) and this is helping us complete our work in progress and working capital requirement for our export orders. Along with this, the RBI has also reduced the Repo rate to 4% (lowest in 3 decades) which enables us to take this credit finance at a reasonably low rate of interest, and in turn it enables us to compete in global markets, maintain global standards and overcome competition.

I would like to appreciate & thank the efforts of our Hon'ble Prime Minister, Shri. Narendra Modi, GOI, RBI and our BANKER for standing beside us in these tough times and motivating us for the future growth of our business.

**WE ARE THE
DNA OF
EVERYDAY
LIFE.**

Laptop frames or green houses, blood bags or car dashboards, tablet computers or shampoo bottles, we facilitate ideas and products that help enrich everyday life. Responsibly.

We are Reliance.

Reliance
POLYMERS



Product of the Month - Polyethylene Terephthalate (PET) Resin

Polyethylene Terephthalate (PET) resin is a clear, strong and lightweight plastic belonging to the polyester family. PET resin is used for making bottles and jars, sheets and films, and straps. It is most commonly used to package bottled water and carbonated soft drinks / fruit drinks. Products made of PET resin can be identified by the triangular recycle symbol with the number “1” resin identification code which is generally mentioned at the bottom of packaging.

PET is classified as 39076100, 39076910, 39076920 and 39076990 under Harmonized System (HS) of Coding. It was previously classified under 39076010, 39076020 and 39076090.

PET is one of the most recycled plastic in the world and can be recycled over and over again. As per a report by PET Packaging Association for Clean Environment, India has a 92% recycling rate for PET (inclusive of home reuse).

World-wide import of PET resin is between USD 13-15 billion.

- In 2019, top-5 exporting countries of PET resin were: China (26.1%), Taiwan (8.3%), South Korea (8.0%), India (7.4%), and Netherlands (5.0%).
- Likewise, top-5 importing countries of PET resin were: United States (9.1%), Japan (9.0%), Italy (5.3%), China (5.2%), and France (4.4%).

Advantages & Key Properties of PET Resin

- It has higher strength and stiffness than Polybutylene Terephthalate (PBT)
- It is very strong and lightweight & hence easy and efficient to transport
- It is known for its good gas (oxygen, carbon dioxide) and moisture barrier properties
- It exhibits excellent electrical insulating properties
- PET has broad range of use temperature, from -60 to 130°C
- As compared to PBT, it also has higher heat distortion temperature (HDT)
- It has low gas permeability, in particularly with carbon dioxide
- PET is suitable for transparent applications, when quenching during processing
- PET doesn't break or fracture. It is practically shatter-resistant and hence, a suitable glass-replacement in some applications
- It is recyclable and transparent to microwave radiation
- PET is approved as safe for contact with foods and beverages by the FDA, Health Canada, EFSA & other health agencies

Chemical Properties

- Excellent resistance to alcohols, aliphatic hydrocarbons, oils, greases and diluted acids
- Moderate resistance to diluted alkalis, aromatic & halogenated hydrocarbons

Limitations of Polyethylene Terephthalate

- Lower impact strength than PBT
- Lower moldability than PBT, due its slow crystallization rate
- Affected by boiling water
- Attacked by alkalis and strong bases
- Attacked at high temperatures ($>60^{\circ}\text{C}$) by ketones, aromatic and chlorinated hydrocarbons and diluted acids and bases
- Poor burning behavior

Polyethylene Terephthalate Blends with Thermoplastics and Thermosets

Blending of PET with other thermoplastics or thermosets is done to tailor new materials having improved performance with beneficial cost profiles to meet specific application demands. Blending also opens up new markets and applications potential without much investment and development.

The thermoplastic polymers that are used to produce blends with PET are polyethylene, polypropylene, polycarbonates, polystyrene, ethyl vinyl acetate and Acrylonitrile Butadiene Styrene. And epoxies, polyester resins, phenolic resins, elastomers such as nitrile butadiene rubber, styrene butadiene rubber etc. are among thermosets which are used to produce in PET blends.

PET modified with polyolefins are often glass fiber reinforced and used in injection molded automotive and industrial applications

PET/PC blends applications include those requiring a combination of excellent toughness, chemical and heat resistance long with high impact, tensile and flexural strength

Blending thermosets with PET significantly improves thermal, mechanical, impact resistance and flame-retardant properties. These blends are mainly used for the production of automotive, aeronautic and electronic components

What are the main applications of PET?

Polyethylene Terephthalate is used in several packaging applications as mentioned below:

- Because Polyethylene Terephthalate is an excellent water and moisture barrier material, plastic bottles made from PET are widely used for mineral water and carbonated soft drinks
- Its high mechanical strength, makes Polyethylene Terephthalate films ideal for use in tape applications
- Non-oriented PET sheet can be thermoformed to make packaging trays and blisters
- Its chemical inertness, together with other physical properties, has made it particularly suitable for food packaging applications
- Other packaging applications include rigid cosmetic jars, microwavable containers, transparent films, etc.
- PET monofilament is mainly used for making mesh fabrics for screen-printing, filter for oil and sand filtration, bracing wires for agricultural applications (greenhouses etc.), woven/knitting belt, filter cloth, and other such industrial applications.
- PET has wide applications in textile industry. Polyester fabrics are strong, flexible, and offer additional benefit of less wrinkles and shrinkage over cotton. Polyester fabrics are light-weight, reduced-wind, drag-resistant and more resistant to tears.



Thanks to good electrical insulating properties, high structural and dimensional stability, polyethylene terephthalate is widely used in electrical and electronics industry. It is an effective polymer to replace die casts metals and thermosets in applications like: electrical encapsulation, solenoids, smart meters, photovoltaic parts, solar junction boxes, etc. Polymer's outstanding flow characteristics enable design freedom and miniaturization to produce high-performance parts.

PET is successfully being used in many applications in the automotive industry. It is currently being employed in the following applications: wiper arm and gear housings, headlamp retainer, engine cover, connector housings.

Processing Conditions for PET Resin

PET can be easily processed by injection molding, extrusion, blow molding and thermoforming. PET is generally extruded to produce films and sheets (can be thermoformed after) and blow molding is generally used to produce transparent bottles. It is highly recommended to dry Polyethylene terephthalate for 2-4 hours at 120°C before processing. Up to 25% regrind can be used.

PET is an optimum polymer to produce 3D Printed objects having high flexibility and toughness. Certain modified PET compounds have been developed (such as PETG) for 3D Printing.

Toxicity and Recycling of PET

Polyethylene Terephthalate or PET products are 100% recyclable and is the most recycled plastic worldwide. PET can be easily identified by its recycling code #1. Low diffusion coefficient makes PET much more suitable than other plastic materials for use as a recovered, recycled material.



Post-consumer PET bottles are collected and processed through a series of special washing processes or by a chemical treatment to break down the PET into its raw materials or intermediates which are further used to produce recycled PET (rPET) flakes. Then these recycled PET or rPET flakes are used in several applications some of which include:

- Fiber for carpet, fleece jackets, comforter fill, and tote bags
- Containers for food, beverages (bottles), and non-food items
- Film and sheet
- Strapping

Further heat treatment of recycled PET flakes removes any volatiles making them safe and meet the requirements to be safe for direct food contact.

Global Outlook for PET Resin

The global polyethylene terephthalate (PET) resin market is expected to register significant growth, an estimated CAGR of over 5% during the forecast period (FY 2020 – 2025). Major factors driving the market studied include the growing food and beverage industry, increase in PET collection and recycling rates in Europe, and demand for sustainable and recyclable materials.

- Stringent regulations regarding the usage of PET and increasing usage of substitute products, such as high-density polyethylene, is expected to hinder the growth of the market studied.
- The shift towards flexible packaging is likely to act as an opportunity for the market's growth in the future.
- The textiles segment accounted for the largest market share of more than 50%. Furthermore, it is estimated to register a healthy CAGR during the forecast period.

Key Market Trends

PET bottles dominate the market as these are also recycled for various purposes. For example,

PET bottles are used in solar water disinfection in developing nations, in which empty PET bottles are filled with water and left in the sun to allow disinfection by ultraviolet radiation. PET is useful for this purpose because many other materials (including window glass) that are transparent to visible light are opaque to ultraviolet radiation.

Another niche application of PET bottles is as an Eco-Bricks in the developing countries of Asia, Africa, and Latin America. According to Indian Journal of Science and Technology, the PET bottles filled with sand, soil, fly-ash or any other material like a household plastic waste when well compacted can be used as a building material replacing traditional bricks.

The strength parameters of filled plastic bottles are on a higher end as compared to traditional bricks. The eco-bricks are light in weight and possess the same thermal properties as of traditional bricks. The eco-bricks have high sound reduction index as compared to concrete blocks. Eco-bricks also do not permit light to pass through them as when seen by naked eyes.

All the aforementioned factors, in turn, are expected to increase the demand for the PET resin market during the forecast period.

Asia-Pacific Region to Dominate the Market

The PET market in the Asia-Pacific region is driven by the factors, such as population growth, the rise in disposable income, urbanization in developing economies, and growing demand for fast-moving consumer goods.

China accounted for more than 15% of the global market and the demand is expected to grow drastically during the forecast period. China is a major producer of PET resins with the PetroChina Group and Jiangsu Sangfangxiang among the global largest manufacturers in terms of volume, with capacities of more than 2 million kilotons.

The use of engineering plastic products in the packaging sector (PET containers, bottles, etc.) is increasing at a tremendous rate, owing to their advantages over the conventional packaging plastics used. The demand from industries like food and beverage, consumer goods, and others for packing materials is increasing in China, owing to the increasing exports, as well as domestic consumption.

India Exports and Outlook

India is among the top-5 exporters of PET resin in the world. In 2019, India exported 982 KT of PET resin valued at USD 985.83 million to the world. Major destination countries for export from India during the year were: Italy and the United Arab Emirates.

Destination Country	Value (USD Mn)	Destination Country	Quantity (KT)
Italy	103.39	Italy	100.62
United Arab Emirates	99.76	United Arab Emirates	100.55
Japan	59.31	Japan	58.93
Bangladesh	47.87	Israel	48.78
Israel	46.49	Bangladesh	47.40
Egypt	44.88	Egypt	46.01
Iran	40.80	Bahrain	36.42
Bahrain	37.18	Iran	34.21
Ecuador	31.98	Ecuador	33.10
Saudi Arabia	31.85	Saudi Arabia	32.61

Source: Ministry of Commerce & Industry, Plexconcil Research

India is also an importer of PET resin. In 2019, India imported 414 KT of PET resin valued at USD 383.58 million from the world. China was the major source for imports by India.

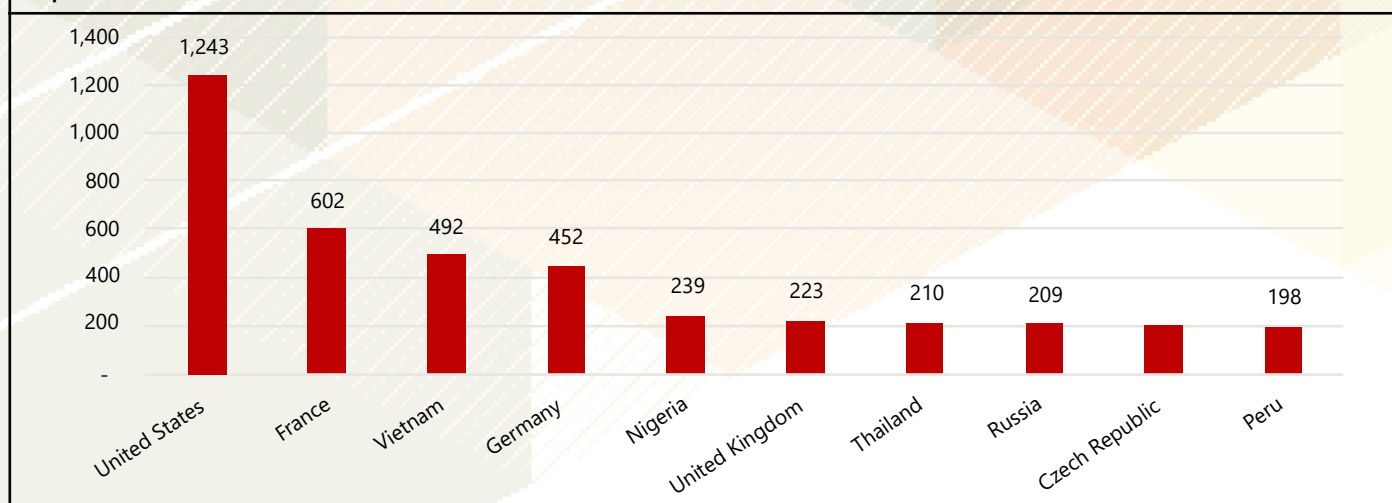
Source Country	Value (USD Mn)	Source Country	Quantity (KT)
China	279.50	China	265.77
Bangladesh	18.15	Bangladesh	34.83
Taiwan	12.15	Taiwan	12.83
United States	7.24	United States	9.59
Singapore	6.63	Tanzania	9.01
Tanzania	5.89	Yemen	8.81
Yemen	5.55	Singapore	8.32
United Arab Emirates	5.22	United Arab Emirates	7.45
Thailand	4.37	United Kingdom	6.15
Malaysia	4.30	Oman	4.83

Source: Ministry of Commerce & Industry, Plexconcil Research

Product of the Month

Our internal research indicates that India's PET resin has immense export potential to destinations like United States, France, Vietnam, Germany, Nigeria, United Kingdom, Thailand, Russian Federation, Czech Republic and Peru. Export of PET resin from India to any of these countries is eligible for MEIS reward at the rate 2.0% of FOB value of export.

Import of PET resin in USD Million – 2019



Source: Trade Map, Plexconcil Research

Reliance Industries Limited and IVL Dhunseri Petrochem Industries Limited are the key manufacturers and exporters of PET resin from India.

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Plexiglass Calling - Meeting a rising new demand

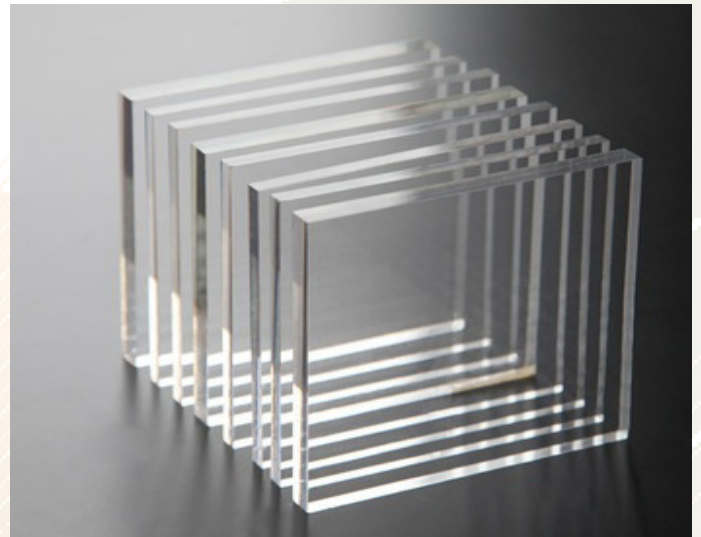
Suddenly, plexiglass is everywhere. In March and April, grocery stores and drug stores rushed to install sneeze guards at registers to protect their workers and the public. Now, as businesses look to reopen in this new world of social distancing, the transparent partitions will soon become as ubiquitous as trash bins.

There's nowhere, it seems, that plexiglass won't be: Offices are looking at adding the clear barriers between desks, perhaps even in between sinks in corporate bathrooms (as Toyota is planning to install). Plexiglass is being added in restaurants between booths, in nail salons to separate the nail techs and their clients, and in some movie theatres that plan to reopen next month. Plexiglass might eventually be coming to the skies: One Italian design firm reimagined airline seating with clear partitions between passengers. And we might even get acclimated to it at the beach: One manufacturer has drawn up plans for transparent cubicles that will (allegedly) protect sunbathers.

All of this new demand for transparent shields means that the humdrum plexiglass business has suddenly become a hot industry.

How is the plastics industry coping with this unprecedented demand?

Most protective shields are made of poly(methyl methacrylate), known in the industry as PMMA (and known to the rest of us as acrylic or plexiglass, or by the brand names Plexiglas and Perspex). PMMA is a rigid thermoplastic that's a cheaper, shatterproof alternative to glass. It is favored in medical settings because it has a high resistance to weathering and is not damaged by chemical cleaners. Plexiglass is made via polymerization — the monomer methyl methacrylate (MMA) reacts with a catalyst and is then molded into sheets.



And those sheets are now in high demand from nearly every industry. Sheet manufacturers are producing flat out to try and meet the demand caused by the coronavirus. Perspex increased its acrylic sheet production by 300% from February to March. Demand for the official Plexiglas brand, produced by the German company

Röhm, has also “risen sharply” and production has been “scaled up” according to an early April press release.



While plexiglass sheet manufacturers often have their own distribution teams, they also sell the product to other distribution companies who fabricate, laser-cut, bend, and form plastic for their own customers' specifications. That includes companies like TAP Plastics. The first pandemic-related products that the business created were clear boxes for hospitals that can be placed over patients' heads to protect staff.

Both Perspex and Plexiglas say sheet production has been ramped up to ensure there are no shortages. Perspex Distribution says the company has repurposed production lines used for bathroom products and colored plastics to increase the production of clear Perspex.

Yet plastic distributors are struggling to get their hands on plexiglass sheets that they in turn supply to local businesses. Many in the industry are working overtime. Manufacturers who can't make plexiglass fast enough are fulfilling orders by making sheets from other transparent polymers like polycarbonate (PC) and polyethylene terephthalate-glycol (PET-G), notes Sale of ICIS, who says both are still suitable as protective shields.

New Opportunities



Demand for plexiglass may continue to soar as it is deployed in increasingly unusual ways. Some scientists, for example, have begun arguing that essential workers should wear plexiglass face shields instead of fabric face masks. If a Covid-19 vaccine isn't discovered, plexiglass dividers could feasibly soon be everywhere from public parks to churches to commuter trains.



The global acrylic sheets market is anticipated to expand at a rapid pace owing to increased demand for acrylic sheets for use as an alternative for glass in various products such as sanitary ware, medical equipment, and industrial equipment and machinery.



Key Drivers of Global Acrylic Sheets Market

High strength, light weight, clarity, anti-fogging property, and glare reduction are some of the important features of acrylic sheets. These are expected to be key factors driving the global acrylic sheets market.

Acrylic sheets can be molded into any shape by heating at high temperatures. This factor also fuels the demand for acrylic sheets. Moreover, growing industrialization and urbanization indirectly drive the demand for acrylic sheets. This factor is expected to fuel the global acrylic sheets market.

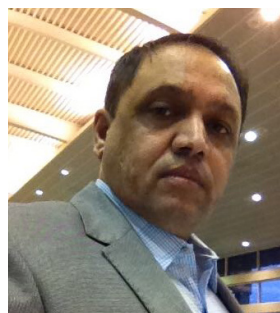
Companies operating in the global acrylic sheets market are investing to expand their product portfolios and improve their distribution networks. They have adopted strategies such as mergers and acquisitions, development of new products, joint ventures, and expansions to cater to the increasing demand for acrylic sheets in different regions.

Cast acrylic sheets are used as a cost-efficient substitute for a diverse range of materials such as glass, wood, ceramic, and metal

Challenges

Despite this, experts believe the plexiglass industry may still suffer long-term due to the effects of the coronavirus on the overall economy — and the industry's long-time customers. The product is used heavily in the construction industry, which has seen new projects halted. It's also popular for creating displays at retail stores, many of which remain shuttered, and expos, many of which have been canceled. Demand from the automotive and construction industries have also ground to a halt (two major industries that typically buy a lot of plexiglass) and although extruded and cast sheet demand may be booming, this does not fully offset the weakness.

Industry Speak



Shail Bhandari,
Director –
Marketing &
Product
Development,
Vision Polymer Pvt.
Ltd.

What is the difference between plexiglass, cast acrylic and extruded acrylic sheets?

Plexiglas is a brand name and were the pioneers of Acrylic. Today, the brand name is often used loosely as a generic term for the product. Acrylic sheets are produced in two basic version, cast and extruded. Cast is produced by mixing the acrylic liquid ingredient and pouring it between two glass plate mold. A chemical process takes place in the mold. Extruded acrylic is produced by pushing acrylic mass through a T die on to

a series of rollers to maintain a thickness and surface quality.

Extruded acrylic has a very tight tolerance on thickness compared to Cast and also, being little softer, its vacuum/heat forms make it much better compared to cast acrylic. Both materials can be routed, edge polished or laser cut.

Our production unit uses the Breyer Extrusion technology that is the most sophisticated extrusion technology used in the plastic industry. The Rolls Royce of production standards, we focus on delivering the high quality that are compliant with the standards in USA and Europe. This in turn makes us the leading exporter in our product segment since 2012 accounting for 95% of India's exports of acrylic sheets.

The Covid pandemic has given rise to unprecedented demand for plexiglass and similar products in recent times? How are Indian exporters/ manufacturers coping with the surge in the global demand?

As far as my knowledge goes, currently we are the only exporter for acrylic sheets. However, PC sheets and PS manufacturers did receive some of the European orders. Acrylic sheets are environmentally friendly and have high UV and chemical resistance. This makes it the ideal choice of healthcare industry around the globe who find the use of Acrylic shields and guards the most effective for social distancing and combating the spread of the virus. We anticipate a demand for the product until a treatment/ solution to end the pandemic is found. Gradually though, the need will perhaps stabilize to pre-pandemic demand.

Currently, we have encountered a huge surge in demand, our lines are booked for next 6 months and we are expecting this surge to continue for most part of first quarter of 2021. We are also expecting some demand that will be generated in the local market but it will split in PC, PS and Acrylic.

The product is versatile and has many applications although it traditionally used in construction, digital signages, retail display and automotive industries. What are the newer applications that would find favour with the product?

During the pandemic, most of the demand generated were sneeze guard barrier for retail and grocery stores across North America and Europe. Acrylic is in very high demand in the retail industry as it is the preferred material for POP in retail stores and any application where one cannot physical proximity or contact with customers. Hence, the F&B and hospitality such as cafeteria, casino, hotel, etc as well as personal care services such as salons, etc are likely to also add to the global demand for the product that is crucial in creating barriers for social distancing. The fact that the material is clear and does not interfere with the surrounding environment's aesthetics makes it optimum for use as well. Other usages are for intubation box and face shield for medical field.

India is being looked at favourably by many countries as a sourcing hub as well as to shift manufacturing base away from China across many segments. In light of the same, what are the new opportunities for your industry, globally?

For sure this pandemic has brought some opportunities with it. Currently, most of the raw material is being imported in India. If demand persists across all segments which uses MMA and PMMA, there might be an opportunity for a raw material plant to start in India.

On the same note, the fact that our industry is highly import dependent also makes it less competitive globally. Also, the cost of investment in production of Acrylic compliant with the high standards in USA and Europe, is very high and adding to production capacities takes at least a year to set up. By then, we are unsure of how the demand curve shapes. Furthermore, because there are, perhaps only a handful of players besides us and they focus mainly on the domestic sector, in my opinion, it will be sometime before we can have a voice in the global marketplace for our product. The industry is currently dominated by very large-scale manufacturers who have a very diverse portfolio and mega production capacities.

Which are your major export destinations? Which new markets present good opportunities in times ahead?

USA and Europe are the largest destinations currently along with some Middle Eastern and African countries. We are also exploring opportunities in Australia. We currently do not have any presence in the continent, but Australia is a huge retail market and hence presents good opportunities.

Which countries are the major competitors to Indian exporters? Why?

Acrylic sheets segment in India has not developed enough to compete with some of the Asia Pacific manufacturer. India does not have a Cast acrylic sheet manufacturing plant which could compete with Asia Pacific manufacturers. There is no supply chain established in India (no MMA manufacturer in India). While GSFC does produce MMA, it is not in large enough quantities where we could compete with any other country. That makes highly import dependent.

What are the challenges faced by the industry segment?

The biggest challenge is that there is no organized player on retail side of the industry and the whole industry is run by small traders. They are little concerned with quality and there is no effort or inclination to spend time in educating users or develop local supply chains. We are also almost completely import dependent. Investment is high and organized players in manufacturing global standard products are too few to mention. The entire product segment requires a structural disruption and organization. The entire value chain needs to be strengthened, there needs to be better synergy and transparency within the value chain in order for us to consider higher investments, whether for exports or for domestic consumption, which is also immense. Besides USA and Europe, China has huge domestic consumption and with the scale of our population, we should also be on par ideally. However, too many structural gaps have inhibited the growth of this segment.

What are the technological advancements that the industry has seen in recent times? What can we expect ahead?

Technology, over time, has evolved on the operational functionality but basic technology has remained the same for extrusion. Some new advancements in engineering such as synchronization in the production details and fine tuning have occurred and these have direct impact on quality. There has also been some development in the production of raw material MMA and PMMA and we are looking forward to an MMA plant to be established in India in the near future. While the principles of extrusion-based production remain unchanged world over, we could look at some upgrades and fine tuning to processes in India.

In the CY 2019, India exported \$5 million of the product (HS Code 392051) while imports were valued at \$115 million in the same period. What do you believe are the reasons for this huge gap?

The Government has to share some of the blame for it. There is a lot of offcut being imported in India which is basically waste from offshore manufacturers and its import is cutting into our sales. The Indian Government did place restrictions on it but the definition of offcut is being done very loosely. So out of \$115 million, over Rs. 80 million is imported as offcut and we (Indian Manufacturer) are left to compete with that. Also, offcut prices (declared on invoices) are less than our raw material price making it cheaper to import rather than manufacture for either domestic use or exports.



New Sanitizing System ‘Scrubs’ Pathogens from Factory Air

As America gradually reopens and people return to work, a fair bit of anxiety continues to linger in the air. Workplaces by and large are following health expert guidelines in terms of ensuring that employees practice social distancing and wear face masks, providing ample amounts of hand sanitizer, and implementing deep-cleaning practices. For companies that want or, in some cases, need to go the extra mile, Novatec has developed the patent-pending ScrubX sanitizing system, which is designed to remove and sanitize dust and plastic particulate that may have been exposed to harmful airborne pathogens. Individual units provide 200 cubic feet per minute (CFM) of airflow and can provide dust and particulate control for up to 3,000 square feet of interior space.

The machine was invented to help mitigate the level of the novel coronavirus, which could be present in factory air, by removing dust and particulate from work areas along with any pathogens that might be present, said Novatec.

“It has been proven that viruses can easily attach to dust and particulates, which provide a media for the airborne pathogens to stay suspended and to circulate in factory air longer than typical aerosol transmission,” said Mark Haynie, Dryer Product Manager. “While most airborne viruses can circulate for up to five hours, with dust and particulate hanging in the air, the virus could stay present for 48 hours or more.”

Novatec’s ScrubX features a multi-stage air circulator, scrubber, and sanitizer that traps airborne particulate and kills viral matter automatically with a multi-staged ultraviolet system. Airflow is moved and directed by a regenerative blower to enter through an intake that can be oriented to provide maximum air circulation. The air

enters a cyclone designed to remove most of the dust and then directs it to a collection container that has ultraviolet C (UVC) germicidal lamps with 2 to 4 mJ/cm² intensity. Any dust that is too fine to be removed by the cyclone enters a second-stage filter, which has more UVC lamps and includes a 0.1-micron ultra-HEPA filter that removes dust and small pathogens, including coronavirus.



A built-in control, designed by sister company MachineSense LLC, automatically measures air quality index, filter status, particulate levels, and more for complete remote monitoring. The control system receives feedback from particulate monitoring sensors located in dust prone areas. "This ensures that the cleaning of the dust is adequate, and the factory dust/particulate level is reduced," said Haynie.

Both mobile and stationary units are available. Mobile units can be easily moved throughout the factory; stationary units can be installed in a fixed location, inside or outside of the building.

Novatec manufactures, integrates, and installs resin drying and conveying equipment, complete resin-handling systems, and predictive maintenance and analytics technology. Downstream extrusion equipment solutions include tanks, pullers, cutters, and saws used in the manufacture of pipe, tubing and profiles. The company's association with Maguire Products broadens its portfolio to include industry-leading plastics blending equipment, said Novatec.

Source: Plastics Today

Wilmington Machinery Debuts Dual-Mold Pallet-Molding System

Wilmington Machinery has added a new model to its popular Lumina Pallateer series of plastic pallet molding systems. The Model PM-3S is capable of molding two of the same or different pallets in sizes up to 52 x 48 inches and weighing 16 to 50 pounds each. Hourly production rates of 48 to 72 pallets per hour are achievable with minimal labor, floor space, or utility requirements, said Wilmington.



The first Lumina Pallateer molding system was introduced in 2010. Like other Lumina Pallateer models, the PM-3S is a low-pressure injection molding machine with a two-stage injection unit. It can process 100% recycled plastics in either pelletized or flake form. It achieves mold fill rates of up to 20 pounds per second, with velocity and shot size controlled by Wilmington's Versafil sequential injection control system.

The PM-3S system includes the molding machine, molds, robot, and all accessories plus training. It is versatile with the capability to mold nestable, stackable, or rackable pallets in one- and two-piece constructions from a variety of virgin or recycled raw materials, including blends.

Wilmington Machinery has built pallet molding machinery, general-purpose low- and medium-pressure injection molding machinery and high-capacity extrusion blow molding machines since the company was founded in 1972. International shipments can be arranged via the nearby deep-water port of Wilmington.

Source: Plastics Today

Faster, More-Efficient Chemical Recycling Process Keeps Bioplastics in the Mix

Bioplastics have always been the fly in the ointment when it comes to recycling, as PET recyclers fear the inadvertent addition of polylactic acid (PLA) in the mix, which ruins the whole batch.

Today, scientist at the universities of Birmingham and Bath in Great Britain have announced the development of a chemical recycling method that not only speeds up the process but can convert the output into a biodegradable solvent that can be sold for use in variety of industries, including cosmetics and pharmaceuticals.

Single-use cutlery made from bioplastic

As bioplastics made from PLA are becoming more common in products such as single-use cups and containers, packaging materials, and even some children's toys, end-of-life disposal is problematic. The plant-based material has to be disposed of in landfills or composted (if an industrial or commercial composting facility can be found that will take bioplastic materials), or left to biodegrade over a period of time that could be "up to several months," said the information from the University of Birmingham.

In a new study, researchers have shown that a chemical process using a zinc-based catalyst developed at the University of Bath and methanol can break down real consumer plastics and produce a "green" solvent, called methyl lactate. Their results are published in the journal Industrial & Engineering Chemistry.



The team tested its method on three separate PLA products — a disposable cup, 3D-printer waste, and a children's toy. They found the cup was most easily converted to methyl lactate at lower temperatures, but even the bulkier plastic in the children's toy could be converted using higher temperatures. "We were excited to

see that it was possible to obtain high quantities of the green solvent regardless of the samples' characteristics due to colorants, additives, sizes, and even molecular weight," said lead author Luis Roman-Ramirez of the University of Birmingham's School of Chemical Engineering.

Lead researcher Professor Joe Wood at the University of Birmingham said: "The process we've designed has real potential to contribute to ongoing efforts to reduce the amount of plastic going into landfill or being incinerated and creating new valuable products from waste. "Our technique breaks down the plastics into their chemical building blocks before 'rebuilding' them into a new product, so we can guarantee that the new product is of sufficiently high quality for use in other products and processes," he added.

PlasticsToday questioned how, in real-world settings, the PLA products would be sorted if they are collected through curbside recycling programs, and whether a logo or marking of some type would be required for all PLA products? A person speaking on behalf of the research team responded that while "some bioplastics have a logo or marking indicating they can be composted, there isn't a widely recognized or adopted standard or logo for degradable plastics." As for plastic materials that contain a percentage of PLA or other plant-based material, the research group said that "currently, these may be recycled via technologies such as mechanical or thermal recycling, usually with some pre-sorting."

The research group also emphasized that these "initial studies are a proof of concept of the catalytic process" and that "further techno-economic studies would be needed to look at scalability and profitability" of the process, two factors that are critical to the commercialization of any recycling process.

Given that the big issue is always with consumer behavior and whether consumers can be counted on to put the PLA-based products in the proper bins for collection and recycling, the research group replied, "Consumer education would be part of introducing the technology."

Source: Plastics Today

PureCycle, Accredo Packaging Named Winners of Sustainability Innovation Awards

PureCycle Technologies and Accredo Packaging emerged as the winners of the 2020 Re|focus Sustainability Innovation Awards program organized by the Plastics Industry Association (PLASTICS).

PureCycle received the Leadership in Innovation award in recognition of its use of post-consumer and post-industrial polypropylene in consumer-facing applications. PureCycle removes contaminants, odors, and colors from recycled feedstock to produce near virgin-quality resin, said PLASTICS.

The People's Choice award went to Accredo Packaging, which designed an all-polyethylene, fully recyclable stand-up pouch. The AccredoFlex RP Gen2 pouch consists of up to 25% bio-based resin and is manufactured with the use of wind and solar energy. Accredo also won a Sustainability Innovation Award for Best Design earlier this year.



Previous Re|focus attendees and plastics industry experts voted virtually for the People's Choice Award at the Re|focus website, said PLASTICS in making the announcement. "These awards continue to demonstrate how the plastics industry is moving the needle in sustainability and recycling innovations," said PLASTICS Senior Director of Sustainability and Materials Ashley Hood-Morley.

Despite the fact that voting was done remotely this year because of the COVID-19 pandemic, "we had very high participation from the Re|focus community," said Hood-Morley. "I continue to be impressed with the plastic industry's commitment to sustainability," she said.

Source: Plastics Today

Silvergate Plastics launches natural colour collection

Silvergate Plastics has launched a Natural Colour Collection to reflect the latest trends in homewares and consumer products.

Emma Cank, Silvergate's sales executive and consumer goods specialist, has been working closely with colour match technicians to develop this striking and stylish range. The collection includes muted tones and heritage hues, which are currently popular with interior designers and online influencers. Designed to complement cool greys and classic whites, these colour palettes give producers of consumer homewares a convenient way to select colours.

"By putting together this collection, we have carried out a lot of the investigative work and can offer a practical way for time-stretched manufacturers to colour their products using an on-trend colour palette," said Cank.

"Of course, we can further develop these colours to create a specific shade but the idea of this collection is to offer a convenient way for processors to get new products to market quickly and easily. We are also able to develop these colours in a range of natural effectives, including those that replicate the appearance and texture of paper and wood. Alternatively, we can bring some bling to a product with the addition of glittery effects! So, whilst this is a standard colour collection, it can still be adapted to suit individual needs." She adds: "Whilst orders for commodity masterbatches have soared due to the Covid-19 pandemic, we are still very much focused on developing sustainable plastics. We are continuing to receive requests for such items and are proudly fulfilling these orders in a safe and responsible way."

Source: British Plastics & Rubber Magazine



Ineos Teams Up with Herman Miller in the Production of Face Shields for Front Line Medical Staff Amid Coronavirus Crisis

Yet another PP resin supplier that has teamed up with an OEM willing to re-purpose some of their resources to help in the fight against COVID-19 is Houston-based Ineos Olefins & Polymers. The company is donating enough PP resin to office furniture leader Herman Miller, Zeeland, Mich., for the production of injection molded headbands for 20,000 medical face shields. This, in response to the continuing needs of medical services, nursing homes, and other healthcare facilities.

The face shields have been designed by a Herman Miller product development senior engineer, and distrib-

uted by Herman Miller and Herman Miller Cares—the company's private foundation and corporate giving program. Widely recognized for its inventive designs, Herman Miller has repurposed resources normally used for its office furniture to make this vital piece of protective equipment for front-line workers using PP made from Ineos.



Said Ineos PP business manager Keisha Benjamin, "Ineos is grateful for the opportunity to join forces with our partners at Herman Miller to provide the much-needed polymer. Although we are starting to see the beginning stages of reopening for some states with decreased levels of COVID-19 infections, the need for these face shields continues to increase as previously postponed surgeries are rescheduled."

The first of the 20,000 face shields were being delivered by May 20th to Holland Hospital, Holland, Mich., and Mercy Health, Grand Rapids, Mich., just days after completing all required tooling for the project. Near future donations are also slated for Desert Regional Medical Center (San Diego), Kaiser Glendale Medical Center (San Diego), CSI Crime Lab West Covina (San Diego), Mel Trotter Ministries (Grand Rapids), Detroit Receiving Hospital (Detroit), and North Ottawa Hospital (Grand Haven).

Herman Miller Cares plans to distribute the face shields (at no charge to their partnered healthcare organizations) in kits that contain all the individual components. In addition, all components of the face shield are 100% recyclable and reusable, once cleaned after initial use. The company will produce enough shields to facilitate the needs of their partnered organizations and stand ready for additional production should the need arise.

Said Herman Miller Cares Foundation president and executive director Linda Brand, "As we continue to evaluate requests that are coming in, more hospitals, medical facilities, and nonprofits will be added to this list. In the meantime, we are trying to best serve our community by giving priority to places that are otherwise unable to access supply chains effectively and that are directly engaged with COVID-19."

Source: Plastics Technology

Reopening America: Winnebago Industries Goes Back to Work

With coronavirus-inspired lockdowns gradually easing in some locations, Winnebago Industries announced re-starting of production at its nine U.S. plants on a staggered schedule from April 13 through May 11, aligned with a confirmed base of existing orders. Winnebago is a major producer of recreational vehicles, motor homes and boats (Chris-Craft brand), based in Forest City, Iowa. The company voluntarily ceased production operations (while maintaining “essential activities for its dealers and end customers”) during the week of March 23rd. As of the end of its second fiscal quarter on Feb. 29, the company had more than 5500 employees and was on its way to \$2.4 billion annual revenues.

While plastics processors nationwide are wrestling in their own ways with the economic challenges posed by the pandemic, there is much to admire, and perhaps envy, in Winnebago’s approach. As the company resumes operations, all employees are required to adhere to applicable safety protocols, including social distancing, strict sanitizing practices, use of personal protection equipment (PPE), and daily employee health checks.

The company provided base pay and benefits for the first two weeks of the shutdown, and maintained medical and dental insurance benefits for the entire duration, paying the employees’ portion of the insurance premiums. And the company is maintaining medical and dental coverage for any employees that remain furloughed after the plants reopen.

During the shutdown, Winnebago implemented various cost-containment measures, including reducing CEO Michael Happe’s salary by 25% for the remainder of Fiscal 2020, while also cutting the Board of Directors’ cash compensation by 25%, “materially reducing” cash compensation for the Executive Leadership Team, and postponing merit increases for salaried employees for that period.

Meanwhile, the company launched the WGO Together Fund, described as “a COVID-19 emergency assistance resource for Winnebago Industries employees with particularly high financial hardship due to the pandemic.” The fund is supported by a multiple six-figure grant from the Winnebago Industries Foundation and offers a dollar-for-dollar match, up to a certain cap, to employees, families and friends who wish to make tax-deductible contributions to the fund.

According to a company statement, the Winnebago Industries Foundation also has “provided timely funding in support of COVID-19 response and recovery across its communities in Iowa, Indiana, Minnesota, Florida, and Oregon, to address immediate needs such as hunger and childcare for healthcare workers.” The company also has been producing medical masks and face-shield parts for MercyOne North Iowa Medical Center and donated 1000 N95 masks and numerous sets of protective gloves to the Beacon Health System in Indiana.

Winnebago Industries has been well positioned to make these efforts on behalf of its employees, customers and communities. It has a strong liquidity and financial condition, with \$123 million of cash on hand at the end of February, which increased materially during March and April. The company also has access to a \$193 million line of credit that it has not yet tapped.

And the market picture for Winnebago is looking up: CEO Happe stated on April 29, “We are cautiously optimistic about several indicators within the outdoor industry, including an uptick in campground reservations and marina traffic in select areas, continued low gas prices and interest rates, easing of stay-at-home restrictions in some states, and improved access to some state and national parks.”

Source: Plastics Technology

Leading the Charge: Brand Owners Moving to Boost Recycled Content in Packages, Products

Where do you see yourself in five years? If you ask brand owners, the answer is that they plan to be using more recycled content in their packaging and products. Many consumer-goods companies and retailers have committed to increasing recycled content in their packaging to an average of 25% by 2025, compared with the current global average of just 2%, according to the Ellen MacArthur Foundation.

Because of these commitments, the year 2025 will be a significant one for both brand owners and the plastics industry as a whole. It might seem like there is plenty of time to achieve that number before 2025. But with the U.S. recycling rate sitting at 8.4%, according to U.S. EPA statistics, there’s a lot that must happen to help get to that to 25%. In order to meet those commitments, which are due in part to global pressure to cut down on plastic waste, brand owners are having to work now on this issue. And they are. Plastics Technology spoke with PepsiCo, Nestlé, HP and Walmart to learn about ways they’re working to incorporate recycled content in their packaging and products. Spoiler alert: it’s going to take the entire supply chain, some creativity, lots of innovation and, of course, money.

PepsiCo Works to Increase Supply

Plastic bags might be the largest target for current environmental concerns, but PET bottles are not far behind. Beverage companies like PepsiCo are fully aware of this. “Certainly, the plastics-in-environment crisis is offensive to us all,” says Kathleen Niesen, director of recycling and sustainability for PepsiCo Beverages North America. “We have come up with a vision that we really want to work toward where plastics never become waste. Plastics are so critical, not just for the delivery of our products, but for the lifestyles we have all developed relying on the material over the past several decades. We just want to see a world where those plastics don’t up in the environment.”



PepsiCo committed to making 100% of its packaging recyclable, compostable, or biodegradable by 2025, and is striving to use 25% recycled plastic content in its plastic packaging by 2025. Additionally, PepsiCo aims to reduce 35% of virgin plastic use across its beverage portfolio.

Niesen says the company has incorporated recycled PET (rPET) in some of its packaging for over a decade and that PepsiCo is one of the largest users of food-grade recycled PET in the world. For instance, since 2009, PepsiCo's Naked Juice brand has been making bottles with 100% rPET. The company's Lifewtr brand is moving to 100% rPET by the end of this year.

"Plastics are so critical, not just for the delivery of our products, but for the lifestyles we have all developed relying on the material over the past several decades. Different brands are accelerating in the recycled content space at different rates of speed, but all our product lines have the capability of using various percentage of recycled content as part of the packaging portfolio," Niesen says.

While certain brands have already started to make the switch to rPET, PepsiCo still has many others that will need to adapt their packaging. The company is working to help reliably increase the supply needed to meet its packaging goals, Niesen states. She says they see the need for state and local governments to make sure the infrastructure is up to speed to handle the collection and sortation for reprocessing the post-consumer material. "There's a misperception of the last decade or so that somehow recycling will pay for itself, but the value of material collection, sortation, reprocessing and reintroduction into the supply chain do not support that old paradigm that recycling is free," she notes. "We do talk about the recycling costs and how we distribute the cost that is appropriate across the system."

Last year, long-time competitors PepsiCo, Coca-Cola Co. and Keurig Dr Pepper all joined to launch of the Every Bottle Back initiative, a new effort to improve collection of plastic bottles so they can be made into new bottles.

One way the group is working to improve the quality and availability of recycled plastics in key regions of the country is by directing the equivalent of \$400 million to The Recycling Partnership and Closed Loop Partners through a new \$100 million industry fund that will be matched three-to-one by other grants and investors. The investments will be used to improve sorting, processing and collection in areas with the biggest infrastructure gaps to help increase the amount of recycled plastic available to be remade into beverage bottles.

"In North America," Niesen warns, "[given] the recycle-content goals we have announced for ourselves as well as those announced by our major competitors ... how the system is structured now, our demand will outstrip supply." She says the group is having in-depth discussions on how to work with new and innovative suppliers that could supercharge the supply chain for recycled content and post-consumer plastics.

Nestlé Invests in Infrastructure



Nestlé is putting serious money toward recycling. The company announced this year that it will invest up to \$2.1 billion to ensure a high adoption rate of food-grade recycled plastics and to accelerate development of innovative sustainable packaging solutions.

Building on its 2018 commitment to make 100% of its packaging recyclable or reusable by 2025, Nestlé will reduce its use of virgin plastics by one third in the same period.

Like PepsiCo, Nestlé has also used rPET in its packaging. The company plans for its Poland Spring bottled water to reach 100% recycled plastic across its entire still-water portfolio by 2022. Last year, the brand's 1-liter bottles began using 100% rPET.

Chastity McLeod, Nestlé head of technical packaging, said that the company's ability to use recycled content directly links to the capacity of the recycling facilities to transform the reclaimed materials.

"We're hoping for a greater demand from the industry; and by us purchasing the recycled material, we can help regenerate the funds for the MRFs and recycling facilities to invest in their infrastructure to help continue the loop," McLeod said. "Really, the \$1.5 billion is about us creating the demand so we can pull those products in our portfolio," she said. "It's our goal to self-fund our work, and we believe part of the objective within our process is to make it more efficient. We're hoping for a greater demand from the industry; and by us purchasing the recycled material, we can help regenerate the funds for the MRFs and recycling facilities to invest in their infrastructure to help continue the loop."

HP Talks Sourcing Material

HP plans to increase recycled plastics content across its print and personal systems portfolio to 30% by 2025. Globally, HP has converted more than 199 million lb of recycled plastics into 3.9 billion HP Original ink and toner cartridges since 2000. Other products include HP Elite Dragonfly notebook PC, where over 82% of all mechanical parts are made of recycled materials, including its speaker enclosure, which is made with 50% PCR plastic and 5% ocean-bound plastics.

The HP Tango Terra printer is made with 30% recycled plastic and uses 48-73% recycled-content cartridges that include ocean-bound plastics.

Another example of increasing use of recycled plastics is the company's HP Tango printer line, which now contains 30% closed-loop recycled plastics (reusing plastic from a previous printer to make a new printer), which a couple years ago was at 20%.

Ellen Jackowski, global head of sustainability strategy and innovation at HP, notes that the company is looking at moving away from virgin plastics to recycled content whenever possible. When they looked at different areas they could go for sourcing the material, they turned their sights on Haiti.



HP has been actively reducing ocean-bound plastics in Haiti since 2016, when the company began partnering with the First Mile Coalition to convert plastic bottles into recycled material used in Original HP ink cartridges. These efforts have diverted approximately 716,000 lb of plastics—or more than 25 million bottles—preventing this from reaching the waterways and oceans, and repurposed it into HP cartridges. Last year, HP announced a \$2 million investment to expand its ocean-bound plastics supply chain.

"When we set a 30% target, we can't do it if the suppliers aren't there to innovate—we need their help and we're all in this together," Jackowski notes. "Lots of discussions are being had on what needs to happen across the supply chain. Haiti is an example that can be used to scale elsewhere in similar collection models."

Walmart Works with Suppliers

In 2016, Walmart announced its global goal to achieve 100% recyclable packaging for its private brands by 2025. The company is also targeting at least 20% PCR content in private-brand packaging by 2025.

Ashley Hall, Walmart's director of strategic initiatives-corporate affairs, says the firm is working with its suppliers to use less plastic, recycle more, and support innovations to improve plastic waste reduction. The company's Project Gigaton initiative invites suppliers to drive down waste by reducing unnecessary packaging, optimizing packaging materials, increasing the reuse and recycling of packaging. Walmart also asks its suppliers to help the company educate consumers on how to reduce, reuse and recycle plastics.

"One example of our work is that, for more than five years, Walmart U.S. has been working with Ecotech to divert plastic waste streams by using plastics from return centers to produce products for Walmart," Hall says. "Ecotech helps us save around 4 million lb of plastic waste per year by turning items like Walmart's bakery icing buckets and damaged plastics into new, usable products like dog bowls, Easter baskets and more."

"In order to hit our recycled-content goals, we need to take a multi-faceted approach that looks to support infrastructure improvements while also working with others in the supply chain to reduce and recycle," Hall adds. "Walmart is taking steps in each of these areas with strategic partners to prevent waste upstream and eliminate waste downstream."

Source: Plastics Technology



Sebi imposes total Rs 1.05 crore fine on 21 entities in Jolly Plastic Industries case



Sebi has imposed a total penalty of Rs 1.05 crore on 21 entities for executing fraudulent trading in the scrip of Jolly Plastic Industries Ltd. The regulator had conducted an investigation in the scrip of Jolly Plastic Industries Ltd between February 2012 and November 2014.

During the probe, it was found that these entities were connected to each other and indulged in manipulating the price of the scrip downwards through a complex web of accumulating and distributing shares in the off-market. Thereafter, executing market transactions among themselves at lower circuit filters price in order to bring down the price to facilitate certain entities to acquire shares at lower price for various manipulative purposes. Besides, they contributed to negative LTP (last trading price) by executing trades at lower circuit price every day.

The entities by trading amongst themselves below the LTP in the scrip manipulated and created a misleading appearance of trading in the scrip by such trade, the regulator noted. Hence, the entities by indulging in fraudulent trade practices have violated the provisions

of the PFUTP (Prohibition of Fraudulent and Unfair Trade Practices) Regulations.

The regulator has levied a fine of Rs 5 lakh each on 21 entities -- Aavia Buildtech, Aavia Softech, Accurate Buildwell, Aglow Financial Services, Anchal Goel, Ashok Kumar Jain HUF, Ashvin Verma, Bluechip Fincap Serve, Capital Securities, Century Buildmart, Lalit Mohan Gupta, Laxmikant Gaggar, Kanchan Bastimal Jain, Mould Trading, Ocean Share Brokers, Poonam Mittal, Ram Kumar Goyal, Steady Capital Advisory Services, Sure Portfolio Services, Surya Medi Tech, and Usha Jaiswal.

In a separate order, Sebi has imposed a fine of Rs 5 lakh on Sapna Dilip Bombaywala for fraudulent trading in the matter of Jolly Plastic Industries Ltd (JPIL). Separately, the regulator has imposed a penalty totalling Rs 15 lakh on auditor M V Damania & Co (currently known as DNV & Co) and its partner Bharat Jain for wrongly certifying that Paramount Printpackaging utilised the IPO proceeds as per the objects of the issue.

They indulged in fraudulent trade practice by publishing such information that is not true and indulged in misleading advertisement as well as planted misleading news. By doing so, they have violated the provisions of PFUTP norms. Also, in another separate order, the regulator has levied a fine of Rs 5 lakh on Shashikant Keshavlal Shah for fraudulent trading in the matter of Well Pack Papers & Containers Ltd.

Source: ET

Government pushes PSU banks to provide cheaper loans to small businesses

The government is pushing public sector banks to provide additional working capital to small businesses at 7.5% interest under the loan guarantee scheme that proposes to provide up to Rs 3 lakh crore, while also asking them to ensure that senior citizens earn higher returns on their fixed deposits.



While paring deposit rates to ensure that all borrowers benefit from the lower rate regime-bankers have been asked to ensure widespread implementation of the Pradhan Mantri Vaya Vandana Yojana, which has been extended by three years up to March 2023. Under the scheme, senior citizens will be paid 7.4% interest during the current financial year with the rate to be re-set next year. The message was conveyed to the bank chiefs during a meeting convened by finance minister Nirmala Sitharaman on Friday with implementation of the Covid package being the key focus to ensure that cash-strapped small businesses can access funds, and at lower cost.

Currently, small businesses are borrowing at 11-12% from state-run lenders.

Source: ET

Bank of Maharashtra sanctions Rs 2,789 crore loans over 3 months to MSMEs, others



State-owned Bank of Maharashtra on Sunday said it has sanctioned loans worth Rs 2,789 crore to MSME, self-help group, agricultural and retail borrowers to help them meet their liquidity mismatches caused due to coronavirus crisis over the last three months. The lender had launched various COVID-19 emergency credit lines for its existing customers in March.

"We have sanctioned loans amounting to Rs 2,789 crore under agriculture, SHGs, Retail, MSMEs with almost one lakh beneficiaries between March 2020 and May 2020," the lender said in a statement.

It had used various channels such as webinars, calls, SMSes and emails to raise awareness about these credit lines and to reach out to its borrowers. The bank said it is now gearing up to extend the stimulus package announced by Finance Minister Nirmala Sitharaman aimed at restarting business activities.

Recently, the government had announced a Rs 20 lakh crore (nearly 10 per cent of GDP) package to support the economy headed for its first full-year contraction in more than four decades. All existing MSME borrowers with outstanding credit of up to Rs 25 crore as on February 29, and with an annual turnover of up to Rs 100 crore would be eligible for guaranteed funding under the scheme.

Source: ET

MSMEs and exporters get some relief from RBI



MSMEs received a fresh boost in terms of credit support from the Reserve Bank of India. While SIDBI's credit facility was rolled over, Exim Bank received a fresh line of credit line. In additions exporters and importers too got some added sops

The RBI had in its March statement announced a special refinance facility of Rs 15,000 crore to SIDBI at RBI's policy repo rate for a period of 90 days for on-lending and refinancing which has been rolled over by another 90 days. "In order to provide greater flexibility to SIDBI, it has been decided to roll over the facility at the end of the 90th day for another period of 90 days" Governor Shaktikanta Das said in his statement to the media on Friday. MSMEs contribute to around 40 per cent of co .. Besides, to enable EXIM bank to meet its foreign currency resource requirements, the Reserve Bank is planning to extend a line of credit of Rs 15,000 crore to Exim Bank for a period of 90 days (with rollover up to one year) so as to enable it to avail a US dollar swap facility. "These measures alongside earlier announcements by the RBI as well as the Finance Minister have been

undertaken to address the stress due to cash flow disruptions caused by Covid-19 and improve availability of liquidity” said Care Ratings in a report.

In addition, the Reserve Bank has announced measures to address exporters’ difficulties in their production and realisation cycles. The maximum permissible period of pre-shipment and post-shipment export credit sanctioned by banks is increased from the existing one year to 15 months, for disbursements made up to July 31, 2020.



The RBI has decided to extend the time period for completion of outward remittances against normal imports (i.e. excluding import of gold/diamonds and precious stones/jewellery) into India from six months to twelve months from the date of shipment for such imports made on or before July 31, 2020.

Source: ET

Bank of Baroda to offer up to Rs 12k cr loans to MSMEs under credit guarantee scheme

State-run Bank of Baroda on Saturday said it can offer up to Rs 12,000 crore in loans to MSMEs under the Rs 3 lakh crore Emergency Credit Line Guarantee Scheme (ECLGS) announced by the government. Last week, Finance Minister Nirmala Sitharaman had announced a 100 per cent credit guarantee scheme worth Rs 3 lakh crore to support the medium, small and micro enterprises (MSMEs) which have been adversely affected by the coronavirus crisis.

All existing MSME borrowers with outstanding credit of up to Rs 25 crore as on February 29 and with an annual turnover of up to Rs 100 crore would be eligible for funding under the scheme. “In our case, that particular portfolio amounts to be Rs 58,000 crore. So, 20 per cent of that would be around Rs 10,000 crore to Rs 12,000 crore. This, we can make available to our MSME clients in the times to come under the guaranteed scheme of the government,” the bank’s Managing Director and CEO Sanjiv Chadha told reporters through a video conference.

The ECLGS was the second-biggest component of the over Rs 20 lakh crore comprehensive package announced by the government for the c for the coronavirus-hit economy. Under the scheme, 100 per cent guarantee coverage will be provided by the National Credit Guarantee Trustee Company (NCGTC) for additional funding of up to Rs 3 lakh crore to eligible MSMEs and interested Mudra scheme borrowers, in the form of a guaranteed emergency credit line (GECL) facility.



The amount of GECL funding to eligible MSME borrowers, either in the form of additional working capital term loans (in case of banks and financial institutions) or additional term loans (in case of NBFCs), would be up to 20 per cent of their entire outstanding credit of up to Rs 25 crore as on February 29, 2020.

Source: ET

Alibaba.com hosts online summit to help Indian MSMEs navigate post Covid-19 world

Global B2B e-commerce platform of Alibaba Group, Alibaba.com, hosted an online summit earlier this week, “Go Global 2020 – Make in India, Sell Globally” for MSMEs in India seeking to weather the global downturn induced by the Covid-19 pandemic as well as develop a long term sustainable business model.

At the summit, Alibaba.com showcased four customized membership packages for Indian MSMEs and unveiled a suite of digital solutions including AI-powered tools that would enable them to connect with global buyers effectively. More than 2,200 export-focused businesses from across India attended this summit.

“India has a vision to host a trillion-dollar digital ecosystem by 2025 and is encouraging MSMEs to play a significant role in it. As one of the world’s leading B2B e-commerce platforms, we have over 12 million active buyers from over 190 countries and regions, and more than 300,000 queries daily on the platform,” Stephen Kuo, Head of Asia Pacific of Alibaba.com said in a statement. “Our strategy is to help more SMEs go global, especially those from India. Today, we have over 600,000 products listed by our platform suppliers from India, and those suppliers have received over 50,000 enquiries in just the last 30 days. We hope to continue to play a meaningful role in this crucial journey for Indian MSMEs.”

Speakers from Alibaba.com included, Stephen Kuo, Head of Asia Pacific; Charles Rogers, Lead Researcher of North America; Grace He, Sales Strategy Manager; and Deepak Sarda, Seller Service Manager. They covered a range of topics including seizing global opportunities, what global buyers want from India, and how the platform is enabling local suppliers, and introduced new products and pricing plans. In addition, two local sellers, Jignesh Kotaditya, Managing Director of Nutricore Biosciences, and Amit Jain, Partner of United Export Consortium shared about their journey on the Alibaba.com platform and how it has helped them expand their business successfully.

Alibaba.com has been leveraging big data and AI algorithm technology to enable SMEs all over the world. The 'Smart Marketing Solution', which was unveiled at the summit will help Indian suppliers market their products at the right prices using big data. The solution makes it easier for MSMEs to acquire new customer traffic and to understand their top products, market demand and conversion rates, which helps them develop business strategies and future growth. Through various 'Value Added Service Solutions' available on Alibaba.com platform, suppliers can set up their business online quickly with support for product posting, creation of online store and verification services.



Insights from Alibaba.com showcase that 65% of Indian sellers on the platform have no exporting experience while 32% of incoming sellers have no international ecommerce experience. In light of this, Alibaba.com conducts regular training programs that can empower our sellers and help them go through these special circumstances.

Source: ET

India's plastic exporters eye China's market share in western world

Indian plastic exporters are aggressively looking to grab China's share in the global market as developed countries have started scouting for alternative supply sources, in their bid to exit China. Many of these nations are holding Beijing responsible for unabated spread of the pandemic.

India's share in the \$1 trillion global plastic exports market is about one per cent, while China's is as much as 10 per cent. Since Beijing banned the import of plastic scrap, a raw material which works out much cheaper than polymer, about two years ago, China's cost of production went up.

Consequently, its global market share declined by one per cent during the past two years. To make matters worse for the country, the Covid-19 pandemic is prompting many nations to exit China and explore India as a possible alternative.

"We are looking to increase our global market share from 1 per cent to possibly 2 per cent in the next five years. With our best quality of products, we are confident of grabbing Chinese market share in the global plastic industry," said Sribash Dasmohapatra, Executive Director, Plastics Export Promotion Council (Plexconcil). India's plastic exports declined by 9 per cent to \$10 billion for the financial year 2019-20 as compared to \$10.98 billion in the previous year. Dasmohapatra said that many Japanese, American and European investors in China have announced exit from China since Covid-19 pandemic first came into light in November 2019 in Chinese city of Wuhan. The Indian government is weighing all possible options to attract these investments into the country.

Indian plastic exporters have received an upsurge in orders from the United States, Japan and European countries since the Covid-19 pandemic spread over four months ago. But, their execution has become a big problem due to closure of manufacturing plants, transportation and shipping to overseas following nationwide lockdown which started from March 25 for three weeks initially and extended for 19 days and further by 14 days. As the government kick starts plans to commence economic activities post the nearly 40-days nationwide lockdown, the plastics industry awaits the second stimulus package for boosting largely MSME manufacturing as well as the export segment. "Within the plastics export segment, global buyers have been looking favourably towards India as its sourcing hub, especially in the wake of rising hesitation in doing business with China. If due support is provided by the government to the plastics industry, which largely consists of MSMEs and employs a large workforce of five million people across the value chain, reboot of business will become a reality and growth can certainly be achieved," Ravish Kamath, Chairman, Plexconcil.

Many overseas importers have started cancelling their orders due to Indian exporters' failure to meet export obligation following of closure of manufacturing plants, transportation and shipment to overseas. "Plastic exporters have lost orders worth crores of rupees despite having large inventories, capacities and capabilities to capture a greater part of the global market share. International buyers do not want to wait for long for Indian exporters to execute their orders," said Arvind Goenka, Managing Director, Wonderfloor Vinyl Floorings, a polymer manufacturer.

Plastic exporters, therefore, have urged the government to allow commencement of plants, avail working capital loan at low interest rates, allocate technology upgradation funds (TUFs) and grant export incentives to boost shipment.

Source: Business Standard

Cargo volume at major ports slip 21% in April; Chennai, JNPT severely hit



The country's 12 major ports recorded a 21 per cent decline in cargo volumes at 47.42 million tonnes (MT) in April this year, mainly due to the coronavirus outbreak, according to the Indian Ports Association (IPA). Ports like JNPT, Chennai, Cochin and Kamraj witnessed a

huge decline in cargo handling, according to the latest data.

India has 12 major ports under the control of the Centre - Deendayal (erstwhile Kandla); Mumbai, JNPT; Mormugao, New Mangalore; Cochin, Chennai, Kamarajar (earlier Ennore), V O Chidambarnar, Visakhapatnam, Paradip and Kolkata (including Haldia) that handled 705 million tonnes (MT) cargo in the last fiscal.

These 12 major ports handled 47.42 MT cargo in April, down 21.08 per cent as compared to the corresponding month of 2018-19, as per the latest figures released by the port body IPA. Chennai Port saw a massive 38.17 per cent fall in cargo handling to 2.44 MT, and JNPT declined by 33.97 per cent to 3.95 MT in April. Cargo handling at Cochin port slipped 33.73 per cent to 1.87 million tonnes, and Kamraj Port fell 30.03 per cent to 2.08 MT, the data showed. Container trade was severely hit as it recorded a decline of 36.98 per cent in terms of TEU (twenty-foot equivalent unit), followed by 30.46 per cent fall in thermal coal.

Rating agency Icra had last week said that while all cargo segments are vulnerable, the container segment is expected to be more adversely impacted. It said that while general cargo throughput may witness 5-8 per cent contraction for full-year 2020-21, the container segment may witness a decline of 12-15 per cent during the same period.

Source: Business Standard



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Gearing for Growth

As the conundrum over the lifting of lockdown, whether complete or partial continues to grip the country, one cannot deny the impact on industries are numerous and to varying degrees. And while this is a fact for economies all around the globe and across sectors, there is little doubt that the plastics industry as manufacturing set up has supply chain impact for various industries, primarily including consumer durables, food, packaging, retail, healthcare, and automobiles. Besides affecting the human and supply chain dimensions, the other two key aspects are operations and revenue.

The responses to the coronavirus pandemic with measures on quarantining, travel and visa restrictions, closure of public places and events, the lockdown of cities, sanitizing, besides social distancing and work from home wherever applicable are quite noteworthy. However, having now crossed over 60 days of lockdown and with the opening up of the economy imminent, manufacturers will need to get back quickly to reach full capacity.

The general perception amongst the industry members is that even if production does commence and the Government does ease export/ import restrictions, overseas demand may continue to be lukewarm with dynamic situations in different countries over the coming months. Disrupted supply chains, especially in cases where India is import dependant and logistical bottlenecks can be damaging for those ready with capacities to deliver. The overall impact on the plastics and allied sectors can be quite grave. COVID-19 is expected to hard-hit manufacturing sector would be hard-hit considering the current concerns of migrant labour movement and the resulting transport restrictions.

Realigning to a new order

Plastic industries world over are having to relook at business strategies and operations. Indian plastic exporters are aggressively looking to grab China's share in the global market as developed countries have started scouting for alternative supply sources, in their bid to exit China. The Indian government is weighing all possible options to attract these investments into the country. Indian plastic exporters have received an upsurge in orders from the United States, Japan and European countries since the Covid-19 pandemic spread over four months ago. But execution is a challenge due to the closure of manufacturing plants, transportation and shipping to overseas following nationwide lockdown. If due support is provided by the government to the plastics industry, which largely consists of MSMEs and employs a large workforce of five million people across the value chain, reboot of business will become a reality.



Feature - Regulatory

Detailed planning and well thought out efforts would be needed as we head towards the gradual lifting of the lockdown. These will be times wherein we as a society will function in a new normal. There will be emphasis on digital technologies, higher efficiencies and productivity. One needs to ensure that while activities resume, every step possible is taken to minimize the impact on employees and ensure their well-being and safety.

Connect with your People

- Social distancing norms within work environments and segregating the working stations on the shop floor will become a must as will be fumigating the plant very often.
- Managing the shifts, the lunch hours and even the sort of cutlery that can be used in the canteens now need a rethink.
- One of the interventions could be how a single person can manage multiple machines as going forward, the industry would need systems that enable remote monitoring of processes and machines.
- Upskilling workforce and managing returning labour or residential migrant labour welfare will be critical.
- Companies must enable virtual work whenever possible to protect their people while ensuring highest levels of productivity.

Sustainability will be critical as many companies may be under significant financial stress. It's time to press the reset button already!

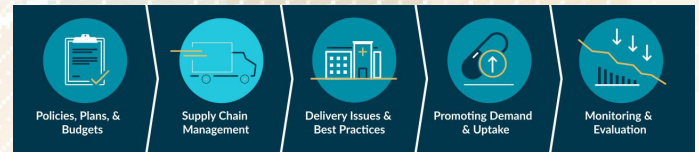
Focus on supply chains

There is no 'one-size-fits-all' solution to the issues faced by the industry due to the scale and diversity of the sector. Global operations rely on international supply chains which are under immense pressure, while different regions and markets mean many different reactions to the COVID-19 crisis making business continuity and prioritization the key areas of focus.

The scale of the impact on supply chains eclipses anything most manufacturing companies have had to deal with. And right now, companies must ensure the most resilient supply chain possible whilst protecting their workforce. This requires them to:

- Establish a command center and begin rapid response deployment
- Rapidly adjust operations and continue response cycle
- Establish an ongoing operating capability by fixing the supply-side including strategizing around securing raw materials.
- The whole planning process would require change. From quarterly or monthly planning of demand, and what needs to be manufactured, companies monitor, plan, reassess the situation every week or so.

All of this must be done with a specific focus and prioritization on their customers' core needs, as client-centricity continues to be of the essence.



There is a pressing need for businesses to build long-term resilience in their value chains for managing future challenges. Going forward, companies will require to holistic approach to manage supply chains. This would include:

- Building sufficient flexibility to protect against future disruption
- Having a robust framework that includes a technology led responsive and resilient risk management operations capability
- Leveraging platforms that support applied analytics, artificial intelligence and machine learning
- Ensuring end-to-end transparency across the supply chain.

Engage in Virtual Businesses

System resilience is of the upmost importance putting even more pressure than before on technology teams and IT infrastructure across the whole enterprise. And digital channels must be leveraged to their fullest extent to keep commercial links with customers and partners as well as the products, machines and assets in operation.



Those who have viewed digital commerce as a secondary channel, now need to reorient every aspect of their business towards a digital commerce mindset. There exists an opportunity to double-down on digital commerce, augmenting existing offerings and creating new lines of service.

Revisit and even reimagine business strategy to capture new marketplace opportunities and their fair share of new digital customer segments. This represents an opportunity to grow revenue, attract new customers and drive channel shift.

Role of Leadership

Responsible leadership has taken on an even deeper meaning, and leading with compassion and caring for our workforces and communities is more essential than ever.

What workers need from leaders in three basic areas: physical, mental and relational are magnified in crisis and leaders who rise to the challenge will help their people develop human resilience—the ability to adapt and engage through difficult times.



Beyond caring, leaders must show they have a plan and you don't have to know everything, transparency must drive decisions. A leadership team that looks ahead proactively, and responds rather than reacts, goes a long way toward helping people in volatile times. Below are some the things the Leadership should do:

- Develop a multidisciplinary “plan and act” center and gather feedback from all areas of the organization and all types of workers. Abandon hierarchy and work with cross-functional and agile teams
- Relieve people from unnecessary work and activities. At a time when people are worried about their basic needs and their paycheck, focusing resources is key.
- Integrate your company's purpose and values into every communication and initiative. As quarantines and social distancing play out, employees need a sense of connection.
- Establish strong communication governance, guiding principles and tone. Leaders throughout the organization need to be in sync.
- Don't allow the crisis of the Now stop you from moving toward the Next. Reserve two hours per day for work focused on getting your organization and your workforce to the future.

Where next?

Here are five ways to help your organization achieve intelligent, resilient operations:

1. Establish a resilient culture

Organizations should continue to execute work in a collaborative manner—with critical knowledge workers augmented by digital capabilities.

2. Create broader ecosystems based on social collaboration

Move beyond employee workspaces to broader ecosystems that employees can access, such as healthcare or childcare.

3. Employ agile, elastic workplace models

The best combination of working from home and the office, depending on the nature and type of work and relevant skills required, can be enabled by technology, data, security and cloud computing.

4. Build a human+machine workforce

Make transactional processes more digital and focus on value-led, proactive operations driven by data and analytics to reduce stress on operations.

5. Adopt a distributed global services model

Use a mixture of service models to de-risk the organization in a volatile world. Distributed global services mean that high performance can be delivered anytime, anywhere.

Accelerate the Industry

In the past few months, Covid-19 has presented a slew of serious challenges both human and business, highlighting various critical gaps in the manufacturing sector. Companies are building their business continuity plans and re-inventing new manufacturing supply chain models and exploring automation possibilities to reduce the impact of this crisis on production lines in the future. Even prior to Covid-19, there was a steady rise in automation of industries, investments were growing at US\$ 12 billion in 2017 to a projected US\$ 60 billion in 2021. South Korea and Singapore have the highest density of robots, driven largely by the electronics industry, followed by Germany and Japan in the automotive sector. China, however, has seen the maximum growth in the last couple of years.

Contrary to popular belief that automation will replace manufacturing jobs, there has been a steady increase of automation in the manufacturing sector in India as well. The industry is expected to touch US\$ 3.5 billion in 2020

Feature - Regulatory

creating 90 million jobs.



While in the pre-crisis era, automation was viewed as a means to innovate, reduce cost and gain a competitive edge, now the purpose has shifted to survival and damage limitation. To mitigate global supply chain risks for future crises will require bolstering in-house capabilities instead of out-sourcing manufacturing to other countries.

The pandemic will intensify the need to automate, especially in jobs that have high human interaction and the ones that are hazardous, causing death or injuries. Building technologies that will protect and provide workers and consumers, a safe environment will be the focal point in this drive to automate.

Although, the degree of adoption may be varied depending on the industry and the readiness of the companies to make huge investments at this time, the transition to automation, specially in building resilience among businesses for future disruptions is the way forward.

Over the past few years, leading industry giants like L&T have digitally transformed 60% of their construction business by installing sensory equipment and gateways. Automakers like Mahindra have automated 70% of their body shop methods. Even the Indian Railways was able to reap 20% increase in efficiency by deploying MDCplus, a real-time machine monitoring and manufacturing data collection system developed by Zyfra, a Finnish-Russian digital solutions provider.

Companies like Cairn, an Indian oil and gas plant has shown that through automation and digitization, they were able to keep up their production of 1.6 lakh barrels of oil every day, as against 1.8 lakh barrels with less than 1/3rd of their workforce due to the quarantine measures.

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Know Your COA Member



Darshan Shah,
Director - Marketing, Bhumi Tapes

BHUMI International, an industry leader in the manufacturer & exporter of display product for over 30 years is renowned for superior product performance and reliability. The company offers a variety of advertising tapes and a wide range of display retail accessories to suit any requirement and across industries.

BHUMI International has been at the forefront of latest developments in the display industry and spearheading the launch of innovative and advanced products across amongst its well established network of clients. Boasting strong international presence, the company started one manufacturing plant in Uganda and an office depot in USA. Today, the company markets and distributes its portfolio of products to leading global buyers such as Coca-cola, Sab, Willmer, Highland, Dollar shop, BIC, Fox Star group spanning Europe, Latin America, USA, Middle East & African countries. Since inception, the company has demonstrated excellent growth and today is one of the most recognized names in Bopp tapes & Clip Display Strip across Globe.

As a second-generation entrepreneur, Darshan Shah brings in the dynamism of the younger generation that is inspired and driven by the success of their predecessors. He is Plexconcil's "youngest COA member" and has already been earning much respect and recognition amongst industry peers. Darshan Shah brings with him refreshing ideas and drive; and is a leader in the making. Plexconnect in conversation with Darshan Shah to explore the person behind the name:

Tell us about your journey so far? How and why did you choose to commence your career in the manufacturing and export of tapes

I come from a family of entrepreneurs and we have been in this business for over 30 years now. Personally, I have deeply involved with our business for the past 13 years,

but would undeniably attribute the success of our company to my father. My father is not only the brain behind our business, but has been my guide and mentor through my journey.

We belong to the State of Gujarat, where entrepreneurship is in our DNA and a passion as well. I like to travel a lot. We are in manufacturing and exports of BOPP Tapes which is used in Ecommerce, FMCG, Retail, Food & Beverages, Warehouse & Logistics and many other industries. Our business demands a dynamic approach and exploring of new avenues for which we need to travel across the globe and ensure the sustainability of our business in international markets. Incidentally my passion became my work and that is the real reason why I continue to flourish in this business.

My first business trip to China was in the year 2007 when I attended the Canton fair. As soon as I entered the venue, I realized the immense potential that our business had globally and with the right vision and strategy, we could extend our outreach and expand our business. Soon, Bhumi International went from a small-scale manufacturing unit into a large-scale international exporter with two new manufacturing facilities in India and Uganda, Africa. As the Director of Marketing, I currently manage to Latin America, USA, UK markets and my father oversees African and Middle Eastern markets.

As a young entrepreneur, what are the kind of challenges you have faced and what are your learnings?

Family entrepreneurs have it much harder than self-made entrepreneurs as the expectations are high from not only from your own family and clients but also from your social network. However, I have been blessed with the constant encouragement, mentoring and guidance from my father, who not only made it easier for me to deal with the numerous challenges, but moreover, helped me learn the trade and bring in my own ideas to help it grow. Today, I treat challenges as lessons to learn and with each lesson I set higher benchmarks for myself. Setting higher expectations from myself is what kept me going over the past years and even today, it

continues to do so.

My first aim was to “learn and run” and I wanted to understand the basic business dynamics which are “making best utilisation of resources”, “generating optimum output” and “adaptability to change”. Fortunately, my father has spent his life on testing the waters. This made life simpler for me and I refrained from using my time and skills to pursue unfounded alternatives and rather focus on improving the current system. I kept on learning about the process, found the gaps, tested the appropriate alternatives and the results have been quite fruitful.

I came from non-technical background, and mechanical & technical work was alien to me. However, I had no escape from learning the technicalities of machines and production processes as that is the most important component of my business. I started spending long hours on machines with my factory personnel and worked on machines which gave me the opportunity to not only learn but also brought me closer to my factory staff. This way, I earned their support and respect which has benefited me lot more than any other kind of learning. I believe that the most important resource of a business is your staff and if you understand, nurture and treat your team well, the business will run by on its own.

Finally, after spending much time learning the ropes, I was finally handed charge to independently drive projects and deals.

As a second-generation entrepreneur, what are the advantages that you believe you can bring to the family business and help it grow further?

Change is the only constant in the world. Change comes with time, generation and tradition. Fortunately, India is blessed to be at a point in time where Generation Next has been playing a critical role in overall development of the country and I am proud to be one of this demography.

The advantage of changing times is that newer generation can support the older generation with new ideas and fresh perspectives in their march ahead. Our generation is comfortable with digitalisation and prefer to adopt efficient and faster ways to get things done. Hence, we developed a website which provides a totally new approach to our existing and new customers. Also, I driven and always try to explore innovative ways to grow our business further. This is something that my father may not have necessarily pursued all by himself as his focus has always been to keep the existing establishment running sustainably.

Digital Marketing and technologies play a huge part of businesses today. In your opinion, how can exporters leverage these to expand their presence in global markets?

Digital marketing and technology are of course, in my opinion, key to every aspect of a business today. The first impression is the last impression and in this current age, any potential customer or client would first find us via digital medium rather than physical. In fact, we might miss out on a lot of customers if we did not have a digital presence in today's age. It not only helps grow our reach but also builds credibility e.g. having a fully functional website with e-commerce features, differentiates us from a new or small-scale competitor in the domestic market. It is also a prerequisite to our marketing and when we go to exhibitions around the world.

Secondly, anyone can be easily found on platforms like LinkedIn, Facebook and other networks almost immediately. Exporters can use these platforms to find potential buyers and contact them. Exporters can also find any tender or contract awardees in other countries and contact them to supply their requirements as per their contracts, etc. The sky is the limit really as far as the benefits of digital technologies are concerned.

With changing global economic dynamics, how do you believe businesses need to adapt or change to sustain and grow?

In a global economy, in my opinion, you have to remain ahead of the market and be able to analyse and predict trends for the next 5 years. It is important to track what technologies or products would become obsolete and how do you keep your business updated to stay relevant through economic or industry changes. Businesses will need to become more and more consumer friendly and not middlemen friendly as the global supply chain is changing rapidly in that direction. E.g. in today's age, exporters depend on a minimum order quantity from a buyer overseas to maintain margins but as e-commerce rises, exporters will have to figure out a way to sustain with even the smallest possible quantity order.

Other important aspect is innovation based on customer feedback. By pro-actively understanding customer needs and addressing them before anyone else in your segment, will be the key to staying ahead. Having a strong supply chain network as well as customer service are paramount to staying ahead of the competition.

What are the emerging trends in your export segment?

In our segment, coming up with environment friendly alternatives for tapes and plastic products will be of huge importance. I also believe that a more aggressive use of the e-commerce platforms for marketing and sales will be needed. It is difficult to sell our products on e-commerce platforms today as manufacturers cannot sustain the small quantity orders. My company is working towards breaking that barrier and we want to support all ranges of quantity without any extra charges to the customer in a sustainable way. We have succeeded in doing so in most of our export markets and are expanding this feature to all over the world pretty soon.

Constant innovation is key to sustainability of businesses. What are the new opportunities or areas for expansion for your product segment that you may consider to stay ahead?

As a company, we are expanding on two fronts; one is developing a sustainable supply chain and becoming a global supplier for small business and consumers and other; is to keep engaging with other manufacturers in the world at global exhibitions and learning about the innovations that keep coming up. This way we can stay relevant and ahead of the curve in the tapes and plastic product segments.

To what do you attribute your success, both personally and professionally?

Professionally, I have learned a lot from my father who is the smartest businessman in our field and that I have known of. I also get to engage with various fellow business colleagues when I attend exhibitions around the world. They inspire me to keep improving my methods and approach towards new products. My current engagement as COA member in Plexconcil has helped me a lot and introduced me to this whole new family of like-minded people. I would take this opportunity to thank all my senior members as well in the committee for their encouragement and guidance.

Personally, I am fortunate to be surrounded by friends and family who are candid with me and always wish the best for me. They keep me grounded and encourage me to keep progressing and helping as many people that I can.

What would be your advice to young, new entrepreneurs coming up today?

As a young entrepreneur, I can say that there are always options in everyone's life and either you choose your own business or leverage the foundation of a family business and take it further. My advice would be that if you have the opportunity, go with your family business,

think about how you could lend your support to grow your business and help your elders fulfil their dream because that will of course work in your favour too.

If starting your own business, then think about how your kids (generation after you) would benefit from what you are doing today and act accordingly. This single factor will have an impact on many of your important strategic business decisions such as which field to choose, what technology to go with, how to deal with manpower today such that they work long term etc.

How do you describe yourself, as a young entrepreneur and as a human?

My personal life has lot of impact on the way I do business. Being a family person, I am always sensitive to other people's needs even if they are my subordinates and that has helped me to develop a strong bond with my team as well. My principle of "live and let live" also gets applied to the way I do business; I always think about having a fair share in business rather than trying to eat from another person's pie. This work ethic has made me successful in maintaining long term relationships with my clients. I am learning Spanish so I get the business in Latin America.

Over the past years, we have been taking advantage of government policies and benefits designed for MSMEs and as a member of the council, I have helped numerous other MSME members to avail the same benefits as we do. This led to several MSME members reaching out to me and eventually led to my becoming COA; a role that I am very proud of. I vividly remember the warmth that Plexconcil Chairman extended to me from day one. It was my first council meeting, when he graciously used the words "our youngest COA" to introduce me and this I am truly proud of. In the last edition of PlastIndia 2018, I was in the RBSM Committee where we succeeded in gathering 600 foreign buyers to visit the exhibition. It was my first time as a part of that committee and in a very short time, we achieved our target.

As a human, in my opinion, your personality is very very important in your business. How you speak or how you behave with your colleagues, peers or customers is critical to every business. Moreover, when you are a marketing person, being friendly can help a lot. I am a very approachable person, have great communication skills and spontaneity, all of which have been a major advantage. My primary focus is to always be helpful and that is what helps me win over people wherever I go.

Important Circulars and Notifications

Regarding Extension of Validity of Registration Cum Membership Certificate (RCMC) beyond 31st March 2020.

We wish to inform you that due to the operational challenges from the lockdown, O/o DGFT have instructed all Regional Authorities (RA) not to insist for valid RCMC (if the same is expired on or before 31.03.2020) from applicants (exporters) till 30.09.2020.

Therefore, members please note that no specific endorsement would be required to get the extension in validity of RCMC.

For more information regarding Trade notice, member please refer the below link:

<http://dgft.gov.in/sites/default/files/Trade%20Notice%20No.60.pdf>

Please click on below link for our circular:

<https://plexconcil.org/public/custom/files/circulars/1585739571.pdf>

Regarding DGFT extends Current FTP 2015-2020 for 1 Year (i.e upto 31.03.2021)

We wish to inform you that in view of the current situation of Covid - 19, The Director General of Foreign Trade (DGFT) has issued Notifications, Public Notice and Trade Notice to address the issues of the Exporters and Importers.

The Chapter Wise information's with respective Circular/ Notification / Trade notices are available in our circular, please download the same from the below link:

<https://plexconcil.org/public/custom/files/circulars/1585829556.pdf>

Regarding Guidelines to Major ports on Exemptions/Remission on penalties etc. and issues relating to Force Majeure

We wish to inform you that Ministry of Shipping, Government of India has released Guidelines to Major ports on Exemptions/Remission on penalties etc. and issues relating to Force Majeure.

Said guidelines states that the no penalties, demurrages, charges, fees, rental are levied by the major ports on any port users (traders, Shipping lines, concessionaires, licensees etc.) for any delay in berthing, loading /unloading operation or evacuation /arrival of cargo caused by the reasons attributable to lockdown measures from 22nd March to 14th April, 2020.

Therefore, each Major port shall exempt or remit demurrage, ground rent over and above the free period, penal anchorage/berth hire charges and any other performance related penalties that may be levied on port related activities including minimum performance guarantee, wherever applicable.

Further, the Coronavirus is considered as a case of natural calamity and Force Majeure may be invoked. Each major port needs to be remain operational during the COVID-19 pandemic and continue cargo operations in all respects.

Kindly download below link for circular:

<https://plexconcil.org/public/custom/files/circulars/1585834766.pdf>

Regarding Extension of time period for realization and repatriation of export proceeds by RBI

We wish to inform you that RBI announces further measures for dealing with the COVID-19 pandemic, points are mentioned below:

1. Extension of realisation period of export proceeds
2. Review of Limits of Way and Means Advances of States/UTs
3. Implementation of countercyclical capital buffer

Kindly download below link for circular:

<https://plexconcil.org/public/custom/files/circulars/1585808730.PDF>

Regarding various support measures announced by the Govt. of India in the wake of Covid – 19 spread.

We wish to inform you that due to outbreak of Corona Virus, our following Govt. department has taken various important initiative for trade.

- Union Commerce and Industry Ministry extends Foreign Trade Policy 2015- 2020 for one year - Other immediate relief measures also announced
- Union Finance Ministry issues Taxation and other Laws (Relaxation of Certain Provisions) Ordinance, 2020
- ECGC Relaxations
- Measures announced by Reserve Bank of India
- Measures relating to Employees Provident Fund
- Measures relating to Customs
- Measures relating to Corporate Affairs
- DGFT Help Desk
- Ministry of Shipping Order
- Measure relating to RCMC
- Relaxations in demurrage charges at Air Cargo
- Relaxations in obtaining Certificate of Origin
- Waiver of Late Fee for Bill of Entry

For more details about the steps of above Govt. department, please download our below circulars:

<https://plexconcil.org/public/custom/files/circulars/1586173521.pdf>

Regarding exemption from submission of original documents for tariff preference on exports to Indonesia

We wish to inform you that Indonesia Customs has given flexibility in the utilization of preferential tariff treatment under FTAs implemented by Indonesia, including AfFTA, with the announcement of DG Circular number: SE-07/BC/2020.

It regulates that to gain the preferential tariff treatment:

1. The importer needs to submit the COO electronically to Customs, by email or other electronic methods, within 30 (thirty) calendar days from the date of import declaration. The COO submitted electronically to Customs is the colour scanned version of the original COO by format as attached below.
2. Notwithstanding with paragraph 1, Importer shall submit the hardcopy of original COO to Customs, along with other supporting documents, within 90 (ninety) calendar days after the date of import declaration.

Unofficial English translated copy can be downloaded from
<https://plexconcil.org/public/custom/files/circulars/1586268524.pdf>.

Regarding India's Exports to Japan without Certificate of origin for the time being

We wish to inform you that the India has asked the countries, with which it has free trade agreements (FTAs), to allow imports of goods without certificate of origin for the time being as the domestic authorities are currently not issuing the document on account of lockdown due to COVID-19 pandemic.

In response to it Embassy of India, Tokyo has communicated to the Office of DGFT regarding alternative steps with regard to submission of physical copy of Certificate of Origin.

Please find below the details of the same:

- i. Given the current situation, Japan Customs decided to accept post importation submission of Certificate of Origin (CO), if it is difficult for the importer to submit its CO at the time of importation due to unavoidable reasons

Important Circulars and Notifications

caused by the spread of the novel coronavirus infection, such as the case in which the authority has suspended the issuance of CO.

ii. In addition, Japan Customs can also accept submission of CO (PDF files, etc.) electronically if it fulfills all of the following conditions.

- Color image (Not monochrome)
- With resolution of 200dpi or more
- Clear and easily identifiable

iii. As a matter of course, as is provided for in India-Japan Comprehensive Economic Partnership Agreement IJCEPA, CO which is issued retrospectively after the shipment is acceptable.

iv. Overall, when the issuing authority issues a CO at a later point in time, Japan Customs will accept that an importer submits it in paper or electronically, regardless of whether it is submitted at the time of importation, on the understanding that such issuance will be implemented in accordance with relevant provisions of IJCEPA. (However, this does not mean that a waiver of the CO. It is required to be submitted as soon as it is obtained.

v. Japan is on the same page with India about that the recent negative influence of the COVID 19 on CO issuance by the issuing body.

vi. Finally, recognizing the importance of trade facilitation between India and Japan, Japan would like to continue discussion to remove obstacles to utilization of the IJCEPA, including your proposal on electronic CO presented in the Sub-Committee on Rules of Origin last year.

For more details, please download our circular available on
<https://plexconcil.org/public/custom/files/circulars/1586267003.pdf>

Regarding List of Nodal Officers from the CBIC Customs Zones/Formations for facilitating Customs clearances amidst the Covid-19 crisis

We wish to inform you that Central board of Indirect Taxes & Customs has given the complete contact details of their Nodal Officers from the CBIC Customs Zones/Formations for facilitating Customs clearances amidst the Covid-19 crisis.

Members are requested to download the contact detail from the below link and may approach them in case of any emergency during the period of lockdown due to Covid -19

<http://cbic.gov.in/resources//htdocs-cbec/CBIC-Customs-Nodal-Officer-Covid-19.pdf>

Regarding one time condonation under the EPCG Scheme-Extension till 31.03.2021

We wish to inform you that O/o DGFT, New Delhi has issued PN no 01/2015-20 dated 07/04/2020 regarding One time condonation under the EPCG Scheme-Extension till 31.03.2021.

As per the Public notice, the time period to receive requests in DGFT RAs for blockwise extension, EO extension and submission of installation certificate has been further extended till 31/03/2021.

Members are requested to take note of this relaxation and do the needful accordingly.

For further details, you may refer to above said PN on below link:

<https://dgft.gov.in/sites/default/files/PN%20No.1%20signed%20English%20scanned%20copy%20no.1.pdf>

Regarding request to download Aarogya Setu App to fight Covid-19

As you are aware the Government of India has launched Aarogya Setu, a mobile application aimed to connect health services and we the people of India in our combined fight against COVID-19. The App will augment Govt's initiatives in proactively reaching out to and informing the users about the potential risk of infection, best practices

and relevant medical advisories pertaining to the containment of COVID-19 pandemic. The App is privacy-first by design and is currently available in 11 different languages.

We request you to please download the app and join the fight against COVID-19. We also request that you may encourage and inform your employees and others in your work environment to do so in joining together to fight against the COVID-19.

Download Aarogya Setu App & join the fight against COVID-19.

Android: https://play.google.com/store/apps/details?id=nic.goi.aarogyasetu&hl=en_GB

IOS : <https://apps.apple.com/in/app/aarogyasetu/id1505825357>

Revised procedure for issuance of essential service duty pass to EXIM trade members

We wish to inform you that O/o JNPT has issued Amendment in Public notice regarding issue of essential service duty pass to various members of Trade coming to port during breakout of COVID-19 lockdown period.

For more details, please download our below circular :-

<https://plexconcil.org/public/custom/files/circulars/1586785598.pdf>

Regarding Special Refund and Drawback Disposal Drive - Implementation of decision to expedite pending refund and drawback claims

We wish to inform you that the CBIC has taken a number of measures to mitigate the hardship caused by the Covid-19 pandemic to the traders and industry and other stakeholders. These measure includes 24X7 Customs Clearance of goods to avoid any supply chain, Single window helpdesk on the CBIC website, waiver of late fee for delays in filing Bill of Entry, temporarily dispensing with submission of bonds, wherever required, etc. Continuing with these trade facilitation measures, its has now been decided that all pending customs refund and drawback claims shall be expeditiously processed in order to provide immediate relief to the business entities, especially MSMEs, in these difficult times.

This decision has been announced vide Press Note dated: - 08th April 2020, issued by the Department of Revenue, Ministry of Finance.

It's hereby instructed that starting with immediate effect there shall be a "Special Refund and Drawback Disposal Drive" with the objective of priority processing and disposal of all pending refund and drawback claims. These Special Drive shall be in placed till 30.04.2020. It is expected that during this period all refund and drawback claims that are pending as on 07.04.2020 shall be disposed.

Members are requested to take note of this trade facilitation measure. The said circular is available for download at <https://plexconcil.org/public/custom/files/circulars/1586783216.pdf>

Regarding implementation of decision to expedite pending refund claims

Ref. : GST Policy Wing .. Instruction No. 2/1/2020-GST dated 09.04.2020

We wish to inform you that GST Policy Wing has decided that all pending GST refunds including IGST refunds shall be expeditiously processed with a view to provide immediate relief to the taxpayers in these difficult time (Covid-19) even though the GST Law provides 15 days for issuing acknowledgement or deficiency memo and total 60 days for disposing off refund claims without any liability to pay interest, all pending refund applications must be taken up for processing immediately.

For facilitation of taxpayers, all communication must be done using official email IDs. It may please be noted that the prescribed process doesn't warrant any physical submission of documents and any such practice must be avoided. It is requested that daily monitoring of disposal of pending refund claims should be done by the Zonal Pr. Chief Commissioner/Chief Commissioners and efforts should be made to dispose off all the pending refund claims by 30th April 2020.

Important Circulars and Notifications

For complete details please download the Instruction No. 2/1/2020-GST from below link

<https://plexconcil.org/public/custom/files/circulars/1586871331.pdf>

Regarding Paperless Customs – Electronic Communication of PDF based Gatepass and OOC Copy of Bill of Entry to Custom Brokers/Importers

Central Board of Indirect Taxes & Customs (CBIC) has issued circular regarding Paperless Customs – Electronic Communication of PDF based Gatepass and OOC Copy of Bill of Entry to Custom Brokers/Importers.

CBIC has taken a number of measures to mitigate the hardship caused by the Covid-19 pandemic to the traders and industry and other stakeholders. At the same time, CBIC notes that the specific measures that reduce interface between the Customs authorities and the importers/exporters/Customs Brokers are especially relevant in these challenging times, to tackle the scourge of Covid-19 pandemic.

For more details about the circular No. 19/2020-Customs, please download the same from the below link

<https://plexconcil.org/public/custom/files/circulars/1586865050.pdf>

Regarding Manner of Continuation of MEIS for shipments on or after 01.04.2020 and Introduction of the RoDTEP scheme

We wish to inform you that O/o. DGFT has issued Trade Notice no. 03/2020-21 dated 15.04.2020 regarding manner of Continuation of Merchandise Exports from India Scheme (MEIS) for shipments on or after 01.04.2020 and Introduction of the Remission of Duties and Taxes on Exported Products (RoDTEP) Scheme.

Under the said Trade notice following issues are clarified without prejudice and subject to changes that may be deemed necessary in public interest from time to time :-

- a) Benefits under MEIS for any item/tariff line /HS Code currently listed in Appendix 3B, Table 2 (MEIS Schedule) will be available only up to 31.12.2020;
- b) Prior to 31.12.2020, as and when an item/tariff line/HS code is notified to be covered under RoDTEP Scheme, it would at the same time be removed from coverage under MEIS;
- c) Detailed operational framework for the Scheme for Remission of Duties and Taxes on Exported Products (RoDTEP) will be notified separately in consultation with Department of Revenue, Ministry of Finance.

For more detail, please download the Trade notice available for download on:

<http://dgft.gov.in/sites/default/files/Trade%20Notice%2003%2015%20April%202020.pdf>

Regarding issues at major ports relating to “Exemption /Remission of charges” and “ Force Majeure

We wish to inform you that due to Covid – 19 the Ministry of Shipping has given some relief measures to support and rebuild the logistic chain. The Lockdown measures and associate disruptions in logistic chains have impacted the Indian port and port users. There is an impacts in the form of drop in export and import volumes, therefore reliefs are give in following areas : -

1. Remission of charges to Port Users
2. Remission of charges to PP (Public Private, Partnership) concessionaire
3. Vessel related charges from shipping lines

For complete details about exemption / remission and “Force Majeure, please download the document from the link: <https://plexconcil.org/public/custom/files/circulars/1587627903.pdf>. It is issued by Ministry of Shipping, Govt. of India.

Regarding Customs clearance on the basis of self-certified copies of PTA/FTA certificates in case of DPD/AEO Clients – Facilitation through email facility for AEO/DPD importers in the COVID-19 situation

We wish to inform you that O/o Commissioner of Customs, NS-III, JNCH has issued Public Notice No. 59/2020 dated 22/04/2020 regarding above mentioned subject.

As you are aware, CBIC / JNCH have issued various Circular's/ PN respectively, wherein they have clarified rules regarding rules of Origin under Free/Preferential Trade Agreements and the verification of referential Certificates of Origin.

With respect to DPD and AEO clients, they can clear goods based on photo copy of COO Certificate as per PN No. 31/2017 dt. 09.03.2017. In such cases, the Assessment Group has to verify the status of importer as to whether they are DPD or AEO client or not and verify the Seals and Signature of COO Certificate and enter the details in prescribed Register and enter Srl. No. of Register on photocopy of COO Certificate.

In order to further reduce need for physical visits to JNCH and to facilitate trade, it is now being provided that Importer/CB shall upload copy of COO Certificate in E-Sanchit, for which the different procedures are laid down in the public notice. Members may download the same from the link

http://www.jawaharcustoms.gov.in/pdf/PN-2020/PN_59_2020.pdf

Our circular is available for download on

<https://plexconcil.org/public/custom/files/circulars/1587734989.pdf>

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 ± 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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Aadarsh Filament Industries

Industrial Entrepreneur Memorandum Update

IEMs signed in the Plastics segment during March 2020.

IEM No.	Company Name	State / UT	Item of manufacture
428	Mold-Tek Packaging Limited	Madhya Pradesh	Plastic packaging containers
431	Four M Propack Private Limited	Madhya Pradesh	HDPE bottles
485	Greenlam South Limited	Andhra Pradesh	Decorative laminates
493	Bagla Polifilms Limited	Gujarat	Plastic films
497	Hads Pack	Gujarat	Caps and closures
523	Virgo Laminates Limited	Gujarat	PVC sheets



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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, Tarpaulins, Laminates, Fishing Lines/Fishnets, Cordage/Ropes/Twines, Laboratory Ware; Eye Ware, Surgical/Medical Disposables.

Membership Benefits

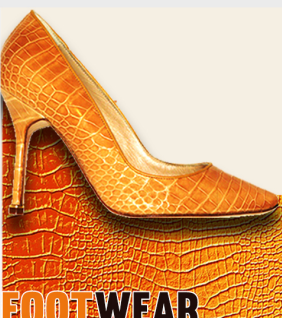
- Discounted fees at International Trade Fairs and Exhibitions
- Financial benefits to exporters, as available through Government of India
- Disseminating trade enquiries/trade leads
- Instituting Export Awards in recognition of outstanding export performance
- Assistance on export financing with various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




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Website:
www.mayuruniquoters.com
Email: info@mayur.biz
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 April, 2020. We would like to welcome them aboard!

Sr. No	Company Name	Communication Address	Director	Email
1	BANSI PLASTIC	SARVODAY SOCIETY, AERO TECHNO CAST ROAD, VER-AVAL(SHAPAR) RAJKOT 360024, Gujarat	ASHISH C KANJIYA	BANSIPLASTIC88@GMAIL.COM
2	TECH PLAASTIC INDUSTRIE PRIVATE LIMITED	A21, Sipcot Industrial Park Than-dalam No 55 PO, Irungattukottai Sriperumbudur Kanchipuram 602105 Tamil Nadu	M.P. KRISHNAN	npd@techplaastic.com
3	B & B APPLIANCES	C4,2nd Floor,s.m.a Indl Area,g.t.karnal Road, DELHI 110033 Delhi.	OM PARKASH BA-TRA	b4bappliances@gmail.com
4	VENKATESH INDIGENOUS PIPES PVT LTD	B-96, KASTURBA NAGAR Jatkhedi'BHOPAL 462024 Madhya Pradesh	NITIN KUMAR AGRAWAL	vippipes@gmail.com
5	SURYANSH FIBC	E-502, DEV 181 APPARTMENT, STERLING CITY, BOPAL, AHMEDABAD 380058 Gujarat	TUSHAR A CHAVDA	tushar@suryansh-fibc.com
6	RAJHANS ENTERPRISES	NO. 134 4TH MAIN ROAD INDUSTRIAL TOWN RAJAJINAGAR BANGALORE 560044 Karnataka	ASWARTHAM SETTY RAVINDRANATH	rajhansenterprises@gmail.com
7	SAHIDUL HAIR ENTERPRISE	KAZISAH, BELDANGA, MURSHIDABAD BELDANGA 742133 West Bengal	SAHIDUL ISLAM	SAHIDUL059@GMAIL.COM



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- **Mould Making**
- **Final Pack**



Regent Plast At A Glance

Established	1985
Manufacturing Unit	Umbergaon, Gujarat & Daman, U. T. - India
Office	Mumbai, Maharashtra - India
Product Range	Caps & Closures HDPE Plastic Bottles & Containers (12 ml. to 6 Litres in volume) Custom Injection Moulded Products

Interested in J.V. with US/ EU Partner

A. Vierling Elektrohandel GmbH

Address	Werftstraße 18, 18057 , Rostock, Germany
Email	r.vierling@a-vierling.de
Phone No.	(+49) 381543920
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ABB STOTZ-KONTAKT GmbH

Address	Max-Planck-Straße 24, 78549, Spaichingen, Germany
Email	buero.spaichingen@de.abb.com
Phone No.	(+49) 7424998650
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ALPS ELECTRIC EUROPE GmbH

Address	Schiessstrasse 43, 40549, Duesseldorf, Germany
Email	info@alps.com
Phone No.	(+49) 21159770
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

AS AGE GmbH die Behälterbörse

Address	Wilhelmstraße 3, 73540, Heubach, Germany
Email	info@behaelterboerse.de
Phone No.	(+49) 7173184000
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

BFi OPTILAS GmbH

Address	Assar-Gabrielsson-Straße 1, 63128, Dietzenbach, Germany
Email	ipe.de@bfioptilas.com
Phone No.	(+49) 607440980
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Böllhoff GmbH

Address	Archimedesstraße 1 - 4, 33649, Bielefeld, Germany
Email	dienstleister@boellhoff.com
Phone No.	(+49) 521448203
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Bormann & Neupert GmbH & Co.KG

Address	Volmerswerther Str. 20, 40221 , Düsseldorf, Germany
Email	info@bormann-neupert.de
Phone No.	(+49) 2118763020
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Cunz GmbH & Co. KG	
Address	Kleyerstr. 8, 64295, Darmstadt, Germany
Email	info@cunz.de
Phone No.	(+49) 61513977880
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Degson Germany GmbH	
Address	Am Naugarten 8, 35116, Hatzfeld, Germany
Email	sale.de@degson.com
Phone No.	(+49) 6452932730
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Deutsche Controls GmbH	
Address	Landshuter Allee 21, 80637, München, Germany
Email	info@deutschecontrols.de
Phone No.	(+49) 89160045
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Edgar Walser Elektrohandel	
Address	Eichhalde 29, 89584, Ehingen, Germany
Email	info@elektro-walser.de
Phone No.	(+49) 73917051995
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Elektronische Bauelemente Vertriebs GmbH	
Address	Greulingstraße 10 - 12, 42859, Remscheid, Germany
Email	info@mepatronik.de
Phone No.	(+49) 219197400
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

GSN GREATECS GmbH & Co. KG	
Address	Bad Kreuznacher Str. 27-29, 68309, Mannheim, Germany
Email	sales@greatecs.com
Phone No.	(+49) 621727850
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

H.J. Merck & Co. GmbH	
Address	Hasenhöhe 40b, 22587, Hamburg, Germany
Email	kontakt@hj-merck.de
Phone No.	(+49) 408708630
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

I.C.E. Industrial Components Export

Address	Sandstraße 18, 40878, Ratingen , Germany
Email	info@ice-germany.com
Phone No.	(+49) 2102913636
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

INSED GmbH & Co. KG

Address	Hornbergstraße 39, 70794, Filderstadt, Germany
Email	info@insed.de
Phone No.	(+49) 7119972758
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Kampfl GbR

Address	Marktplatz 25, 94501, Aidenbach, Germany
Email	info@acrylmoebel-kampfl.de
Phone No.	(+49) 8543971913
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Karl SPÄH GmbH & Co. KG

Address	Industriestraße 4 - 12, 72516, Scheer, Germany
Email	info@spaeh.de
Phone No.	(+49) 75726020
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

KFG LEVEL GmbH i.L.

Address	Heiner-Knaub-Weg 4, 69412, Eberbach, Germany
Email	info@kfg-level.com
Phone No.	(+49) 62718075636
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Lorenzgroup Electronic Distribution und Vertriebsgesellschaft mbH

Address	Schieferstein 6, 65439, Flörsheim, Germany
Email	info@lorenzgroup.com
Phone No.	(+49) 614595990
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MES Energy GmbH

Address	Brahmkoppel 4, 24558, Henstedt-Ulzburg, Germany
Email	info@mes-energy.com
Phone No.	(+49) 4191809800
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Mitsubishi International GmbH

Address	Kennedydamm 19, 40476, Düsseldorf, Germany
Email	info@mitsubishicorp.com
Phone No.	(+49) 21143970
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Neumüller Elektronik GmbH

Address	Gewerbegebiet Ost 7, 91085, Weisendorf, Germany
Email	info@neumueller.com
Phone No.	(+49) 9135736660
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Peli Products Germany

Address	Königsallee 2b, 5th Floor, 40212, Düsseldorf, Germany
Email	info@peli.com
Phone No.	(+49) 21188242401
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

REICHARD GmbH

Address	Siemensstraße 13-15, 61449, Steinbach, Germany
Email	info@reichard.de
Phone No.	(+49) 617174071
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Schukat electronic Vertriebs GmbH

Address	Hans-Georg-Schukat-Straße 2, 40789, Monheim, Germany
Email	info@schukat.com
Phone No.	(+49) 21739505
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

UKE Underwater Kinetics Europe GmbH

Address	Ritterstr. 45b, 42899, Remscheid, Germany
Email	info@uwkinetics.eu
Phone No.	(+49) 21918902540
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Weltron Elektronik GmbH

Address	Sommerauer Strasse 11, 91555, Feuchtwangen, Germany
Email	info@weltron.de
Phone No.	(+49) 985267270
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WKK Energy GmbH

Address	An der Kleinbahn 2, 41334, Nettetal-Kaldenkirchen, Germany
Email	verkauf@wkk-deutschland.de
Phone No.	(+49) 215713890
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ZENO ZANINI GmbH

Address	Tiergartenstraße 130, 30559, Hannover, Germany
Email	info@zanini.de
Phone No.	(+49) 5115248720
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

A. + E. Fischer-Chemie GmbH & Co. KG

Address	Storchenallee 49, 65201, Wiesbaden, Germany
Email	info@fischer-chemie.de
Phone No.	(+49) 6119284601
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Arkema GmbH

Address	Tersteegenstraße 28, 40474, Düsseldorf, Germany
Email	info@arkema.com
Phone No.	(+49) 21145520
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Avokal GmbH

Address	Laubengang 10, 42279, Wuppertal, Germany
Email	info@avokal-heller.de
Phone No.	(+49) 202252310
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Azelis Deutschland GmbH

Address	Galmesweg 65, 47445, Moers, Germany
Email	info@azelis.de
Phone No.	(+49) 224154970
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

BCD Chemie GmbH Niederlassung Hildesheim

Address	Am Flugplatz 15, 31137, Hildesheim, Germany
Email	hildesheim@bcd-chemie.de
Phone No.	(+49) 5121998650
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Behn Meyer Deutschland Holding AG & Co. KG

Address	Ballindamm 1, 20095, Hamburg, Germany
Email	contact@behnmeier.de
Phone No.	(+49) 40302990
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

C.H. Erbslöh GmbH & Co. KG

Address	Düsseldorfer Straße 103, 47809, Krefeld , Germany
Email	info.de@cherbsloeh.com
Phone No.	(+49) 215152500
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Carl Spaeter GmbH

Address	Max-Planck.Strasse 21, 68519, Viernheim, Germany
Email	info@spaeter-viernheim.de
Phone No.	(+49) 620496750
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Colux GmbH

Address	Im Kirchgarten 11, 67150, Niederkirchen, Germany
Email	info@colux.de
Phone No.	(+49) 6326980094
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

DBH Osthandelsgesellschaft mbH

Address	Storkower Straße 139 b, 10407, Berlin, Germany
Email	chemie@dbh-ost.de
Phone No.	(+49) 304284110
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

DINOX Handels GmbH

Address	Brüdertor 3, 59494, Soest, Germany
Email	info@dinox.com
Phone No.	(+49) 292136860
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ECTA Handelsgesellschaft mbH

Address	Ahornstraße 16, 14163 , Berlin, Germany
Email	kontakt@ecta-gmbh.de
Phone No.	(+49) 308099390
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

F. Wilhelm Sengewald GmbH

Address	Walldorferstraße 1, 68775, Ketsch, Germany
Email	fw_sengewald@t-online.de
Phone No.	(+49) 620265992
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Galvchem GmbH

Address	Otto-Lilienthal-Straße 4, 50259, Pulheim, Germany
Email	reiner.heitfeld@galvachem.com
Phone No.	(+49) 2238845300
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Gustav Grolman GmbH & Co. KG

Address	Fuggerstraße 1, 41468, Neuss, Germany
Email	grolman.eu@grolman-group.com
Phone No.	(+49) 2131936801
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Häffner International GmbH

Address	Steinhöft 5 - 7, 20459, Hamburg, Germany
Email	info@haeffnerint.com
Phone No.	(+49) 402378030
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Hans-Jürgen Guth Handelsvertretungen CDH

Address	Gasstraße 10 - 18, 42657, Solingen, Germany
Email	info@guth-chemie.de
Phone No.	(+49) 212499611
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Haufler Composites GmbH & Co.KG

Address	Kalkstraße 8, 89143, Blaubeuren, Germany
Email	info@haufler.com
Phone No.	(+49) 73449249970
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

HELM AG Verkaufsbüro Frankfurt

Address	Hugo-Eckener-Ring (FAC1), 60549, Frankfurt, Germany
Email	info@helmag.com
Phone No.	(+49) 69693444
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

HODT Korrosionsschutz GmbH

Address	Flurstraße 8, 21465, Wentorf b.Hamburg, Germany
Email	info@hodt.de
Phone No.	(+49) 4072904030
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ICD Deutschland GmbH

Address	Ziegelhofstraße 234, 79110, Freiburg, Germany
Email	info@icd.de
Phone No.	(+49) 22177650
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

IHC-I.H.Chempharm GmbH

Address	Ernst-Bloch-Straße 16, 51377, Leverkusen, Germany
Email	info@ihc-chempharm.com
Phone No.	(+49) 217139940
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

IMCD Deutschland GmbH

Address	Brandstwierte 1, 20457, Hamburg, Germany
Email	info@imcd.com
Phone No.	(+49) 22177650
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Intatrade Chemicals GmbH

Address	Bahnhofstraße 1, 06774, Muldestausee, Germany
Email	intatrade@intatrade.de
Phone No.	(+49) 3493605464
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Jebsen & Jessen (GmbH & Co.) KG

Address	Kehrwieder 11, 20457, Hamburg, Germany
Email	jj@jebsen-jessen.de
Phone No.	(+49) 403014001
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Jebsen & Jessen Life Science GmbH

Address	Kehrwieder 11, 20457, Hamburg, Germany
Email	info@jj-lifescience.de
Phone No.	(+49) 403014011
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Julius Hoesch GmbH & Co. KG

Address	Birkesdorfer Straße 5, 52353, Düren, Germany
Email	info@julius-hoesch.de
Phone No.	(+49) 24218070
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

K.D. Feddersen GmbH & Co. KG

Address	Gotenstraße 11 A, 20097, Hamburg, Germany
Email	info@kdfeddersen.com
Phone No.	(+49) 402350701
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Kunststofftechnik Ulrike Lapacz

Address	Lessingstraße 79, 13158, Berlin, Germany
Email	info@kunststofftechnik-lapacz.de
Phone No.	(+49) 3048095126
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Kuraray Europe GmbH

Address	Muelheimer Str. 26, 53840, Troisdorf, Germany
Email	trosifol@kuraray.com
Phone No.	(+49) 24125550
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Lehmann&Voss&Co. KG

Address	Alsterufer 19, 20354, Hamburg, Germany
Email	info@lehvoss.de
Phone No.	(+49) 40441970
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Leuna EuroKommerz GmbH

Address	Am Haupttor 4310, 06237, Leuna, Germany
Email	kalinina@leuna-eurokommerz.de
Phone No.	(+49) 3461434222
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MACOMASS Verkaufs AG

Address	Schwalbenrainweg 46, 63741, Aschaffenburg, Germany
Email	macomass@macomass.de
Phone No.	(+49) 602135060
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MCC-Menssing Chemiehandel & Consultants GmbH

Address	Dorotheenstraße 48, 22301, Hamburg, Germany
Email	info@mcc-hamburg.de
Phone No.	(+49) 402785990
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Mitsui & Co. Deutschland GmbH

Address	Herzogstraße 15, 40212, Düsseldorf, Germany
Email	infoduszz@dg.mitsui.com
Phone No.	(+49) 21193860
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

NAGASE (EUROPA) GmbH

Address	Immermannstr. 65c, 40210, Düsseldorf, Germany
Email	service@nagase.de
Phone No.	(+49) 211866200
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Oskar Berg GmbH

Address	Kardinal-Galen-Str. 56, 47051, Duisburg, Germany
Email	info@oskar-berg.de
Phone No.	(+49) 203301940
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Peram Handelsges. mbH

Address	Birkenkoppel 3a, 22399, Hamburg, Germany
Email	info@peram.de
Phone No.	(+49) 405322023
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

PICCADILLY Internationaler Handel GmbH

Address	Wipperauer Straße 117, 42699, Solingen, Germany
Email	info@piccadilly-international.de
Phone No.	(+49) 2123823300
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

REMY GmbH & Co. KG

Address	Pappelallee 28, 22089, Hamburg, Germany
Email	info@remy-group.com
Phone No.	(+49) 403690010
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

rycobel group ib-walther	
Address	Willy-Brandt-Straße 3, 97215, Uffenheim, Germany
Email	info@rycobel.de
Phone No.	(+49) 98429369630
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Schäferbarthold GmbH	
Address	Erbeweg 2 - 12, 32457, Porta Westfalica, Germany
Email	info@schaeferbarthold.de
Phone No.	(+49) 5715020
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Schlicht Handelsgesellschaft mbH	
Address	Grootkoppel 16, 23858, Reinfeld, Germany
Email	info@schlicht-handel.com
Phone No.	(+49) 45336063362
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

SHOWA DENKO EUROPE GmbH	
Address	Konrad-Zuse-Platz 3, 81829, München, Germany
Email	info@shodex.de
Phone No.	(+49) 8993996237
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Sima GmbH	
Address	Josef-Rau-Str. 17, 77716, Haslach, Germany
Email	info@sima-handel.com
Phone No.	(+49) 7832977422
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Sojitz Europe plc	
Address	Schirmerstr. 76, 40211, Düsseldorf, Germany
Email	ddinfo@sky.sojitz.com
Phone No.	(+49) 21135510
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Sumitomo Deutschland GmbH	
Address	Georg-Glock-Straße 8, 40474, Düsseldorf, Germany
Email	info.ssd@sumitomocorp.com
Phone No.	(+49) 21145700
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

TER Chemicals Distribution Group

Address	Börsenbrücke 2, 20457, Hamburg, Germany
Email	info@terhell.com
Phone No.	(+49) 403005010
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Thortex Deutschland GmbH

Address	Ziegeleiweg 8, 21255, Tostedt, Germany
Email	info@thortex.de
Phone No.	(+49) 4182404480
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Ulrich Friederich

Address	Distelweg 8, 22339, Hamburg, Germany
Email	uf@friederich-indo-chem.com
Phone No.	(+49) 4023688605
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Univar Solutions GmbH

Address	Hinsbecker Löh 10c, 45257, Essen, Germany
Email	info-de@univareurope.com
Phone No.	(+49) 20189590
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Vink + Co GmbH Handelsgesellschaft und Co.KG

Address	Eichenhöhe 24, 21255, Tostedt / Kakenstorf, Germany
Email	vink@vink-co.de
Phone No.	(+49) 418688800
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

W. Schare & Co. Im- und Export

Address	Holtenuastrasse 31, 22765, Hamburg, Germany
Email	mail@schare-ohg.de
Phone No.	(+49) 4043135550
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WEBER & SCHAER GmbH & Co. KG

Address	Ferdinandstraße 29, 20095, Hamburg, Germany
Email	info@weber-schaer.com
Phone No.	(+49) 40309020
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WITTIG Umweltchemie GmbH

Address	Carl Bosch Straße 17, 53501, Grafschaft-Ringen, Germany
Email	info@wittig-umweltchemie.de
Phone No.	(+49) 2641205100
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WKI Beteiligungsgesellschaft mbH

Address	Feldtmannstraße 147, 13088, Berlin, Germany
Email	info@wki.de
Phone No.	(+49) 30920460
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WTH Walter Thieme Handel GmbH

Address	Beguinenstr. 13, 21682, Stade, Germany
Email	info@wthgmbh.de
Phone No.	(+49) 414152920
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

YIPIN Pigments GmbH

Address	Pappelallee 28, 22089, Hamburg, Germany
Email	info@yipin.de
Phone No.	(+49) 403690010
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Zbigniew Bak Bak Handelsbetrieb

Address	Auf dem Sünder 18, 28857, Syke, Germany
Email	info@bak-chemikalien.de
Phone No.	(+49) 42481203
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

A. Klug

Address	Traubinger Moosweg 5, 82340, Feldafing, Germany
Email	firmaklug@web.de
Phone No.	(+49) 81574025
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ACTEGA DS GmbH

Address	Straubinger Straße 12, 28219, Bremen, Germany
Email	info.actega.ds@altana.com
Phone No.	(+49) 421390020
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Advanced MP Technology

Address	Grillparzerstrasse 14, 81675, München, Germany
Email	terrya@advancedmp.com
Phone No.	(+49) 897104315555
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Alois Schmitt GmbH & Co. KG

Address	Am Heegwald 27, 76227, Karlsruhe, Germany
Email	info@eisen-schmitt.de
Phone No.	(+49) 72162920
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

amec GmbH

Address	Langer Acker 32, 30900, Wedemark, Germany
Email	info@amec-gmbh.de
Phone No.	(+49) 5130586420
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Ardo medical GmbH

Address	Argelsrieder Feld 10, 82234, Webling, Germany
Email	info@ardo.de
Phone No.	(+49) 8153908770
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

BC-TestTec GmbH

Address	Mühlwiesen 8, 88527, Unlingen, Germany
Email	info@bc-testtec.de
Phone No.	(+49) 73712292
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

BRUXSAFOL Folien GmbH

Address	Thüringenstraße 2, 97762, Hammelburg, Germany
Email	info@bruxsafol.de
Phone No.	(+49) 973278730
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Buddeberg GmbH

Address	Mallaustraße 49, 68219, Mannheim, Germany
Email	info@buddeberg.de
Phone No.	(+49) 621876900
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Cable & Tubing Solutions GmbH

Address	Hinter der Schmiede 10, 72401, Haigerloch, Germany
Email	info@cabletubingsolutions.com
Phone No.	(+49) 74742782
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

CareFusion Germany 234 GmbH

Address	Leibnizstraße 7, 97204, Höchberg, Germany
Email	sales.rt.eu@carefusion.com
Phone No.	(+49) 9314972159
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

CBC (Europe) GmbH

Address	Hansaallee 191, 40549, Düsseldorf, Germany
Email	info@cbc-europe.com
Phone No.	(+49) 211530670
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Clean-Tek Reinraumtechnik GmbH + Co. KG

Address	Steinbeisstraße 4, 71272, Renningen, Germany
Email	info@clean-tek.de
Phone No.	(+49) 715993120
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

ENOL Folien GmbH

Address	Rapsacker 13, 23556, Lübeck, Germany
Email	info@enolfolien.de
Phone No.	(+49) 4518805230
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Entspannungsform GmbH

Address	Gablonzerstrasse 23 - 25, 76185, Karlsruhe, Germany
Email	service@entspannungsform.de
Phone No.	(+49) 7211613540
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

GE Healthcare Europe GmbH

Address	Munzinger Straße 5, 79111, Freiburg, Germany
Email	ordersde@ge.com
Phone No.	(+49) 76145430
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

GROEN & JANSSEN GmbH

Address	Gewerbestraße 16, 26624, Südbrookmerland, Germany
Email	info@groja.de
Phone No.	(+49) 49429160
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

GTK Electronics GmbH

Address	Romberg 25 b, 51381, Leverkusen, Germany
Email	sales@gtkgmbh.com
Phone No.	(+49) 2232419943
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Günther Schlag Handel & Manufaktur

Address	Am Mühlenberg 19, 51465, Bergisch Gladbach, Germany
Email	info@schlag.de
Phone No.	(+49) 220235050
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Hartlmaier technische Handels GmbH

Address	Heinrich-Kley-Straße 2, 80807, München, Germany
Email	info@hartlmaier.de
Phone No.	(+49) 893506050
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

HTC Hansetrade Cooperation GmbH

Address	Shanghaiallee 9, 20457, Hamburg, Germany
Email	mail@hanse-trade.de
Phone No.	(+49) 4060865308
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Industrial Electronics GmbH Gesellschaft für industrielle Elektronik

Address	Rudolf-Diesel-Str. 2A, 65719, Hofheim, Germany
Email	info@industrialelectronics.de
Phone No.	(+49) 6122726600
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

J. N. Lüning & Co. GmbH

Address	Straubinger Straße 9, 28219, Bremen , Germany
Email	info@j-n-luening.de
Phone No.	(+49) 421389060
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Kerstin Thate Thate Medical

Address	Moorweg 10 a, 26203, Wardenburg, Germany
Email	info@thate.org
Phone No.	(+49) 4407980289
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

KOHL MEDICAL AG

Address	Im Holzhau 8, 66663, Merzig, Germany
Email	info@kohl-medical.de
Phone No.	(+49) 68679201021
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Lansinoh Laboratories Inc. Zweigniederlassung Deutschland

Address	Bayerischer Platz 1, 10779, Berlin, Germany
Email	info@lansinoh.de
Phone No.	(+49) 3021961620
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

LHG Laborgeräte Handelsgesellschaft mbH

Address	Gottesauer Str. 28, 76131, Karlsruhe, Germany
Email	info@lhg-laborgeraete.de
Phone No.	(+49) 721688717
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Marc Kleinklaus Verbindungsbüro Union Plastic

Address	St. Michael Str. 37 a, 82319, Starnberg, Germany
Email	m.kleinklaus@union-plastic.com
Phone No.	(+49) 81515567508
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MEDINO GmbH Medizinische Innovationen, Handelsgesellschaft

Address	Rotrehre 21 a, 31542, Bad Nenndorf, Germany
Email	info@medino-gmbh.de
Phone No.	(+49) 51088792590
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Medline International GmbH

Address	Medline-Straße 1-3, 47533, Kleve, Germany
Email	de-customerservice@medline.com
Phone No.	(+49) 282175100
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MISUMI Europa GmbH

Address	Franklinstraße 61-63, 60486, Frankfurt am Main, Germany
Email	verkauf@misumi-europe.com
Phone No.	(+49) 696681730
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MMS Medicor Medical Supplies GmbH

Address	Heinrich-Hertz-Straße 6, 50170, Kerpen, Germany
Email	zentrale@medicor.de
Phone No.	(+49) 227398080
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

NIHON KOHDEN EUROPE GmbH

Address	Raiffeisenstraße 10, 61191, Rosbach, Germany
Email	info@nke.de
Phone No.	(+49) 60038270
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Nippon Carbide Industries (Europe) GmbH

Address	Hanns-Martin-Schleyer-Straße 34, 47877, Willich, Germany
Email	info@nippon-carbide.de
Phone No.	(+49) 2154428605
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

NIPPON Genetics EUROPE GmbH

Address	Mariaweilerstrasse 28-30, 52349, Düren, Germany
Email	info@nippongenetics.de
Phone No.	(+49) 2421554960
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Online Shop of DMC International Trading GmbH

Address	Eichsfelder Str. 2, 40595, Düsseldorf, Germany
Email	info@dmc-natur.de
Phone No.	(+49) 2111794570
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

pfm medical AG

Address	Wankelstraße 60, 50996, Köln, Germany
Email	info@pfmmedical.com
Phone No.	(+49) 223696410
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Philips GmbH Market DACH

Address	Röntgenstr. 22, 22335, Hamburg, Germany
Email	unternehmenskommunikation@philips.com
Phone No.	(+49) 4028990
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

SCILO Vertriebs GmbH

Address	Raiffeisenstraße 25, 40764, Langenfeld, Germany
Email	info@scilo.de
Phone No.	(+49) 21731094783
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

SRT Resistor Technology GmbH

Address	Ostlandstrasse 31, 90556, Cadolzburg, Germany
Email	info@srt-restech.de
Phone No.	(+49) 910379520
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

TACTRON Elektronik GmbH & Co. KG

Address	Akilindastr. 10 a, 82166, Gräfelfing, Germany
Email	info@tactron.de
Phone No.	(+49) 898955690
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Takara Company Europe GmbH

Address	Berner Straße 18, 60437, Frankfurt, Germany
Email	dental@takara-belmont.de
Phone No.	(+49) 695068780
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Tecan Deutschland GmbH

Address	Werner-von-Siemens-Str. 23, 74564, Crailsheim, Germany
Email	info.de@tecan.com
Phone No.	(+49) 795194170
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Thermo Electron LED GmbH

Address	Robert-Bosch-Straße 1, 63505, Langenselbold, Germany
Email	info.labequipment.de@thermofisher.com
Phone No.	(+49) 6184906000
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Univet s.r.l. - Vertriebsbüro Deutschland

Address	Pfinztalstr. 90, 76227, Karlsruhe, Germany
Email	deutschland@univet-optic.com
Phone No.	(+49) 72149910972
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

VIKING LIFE-SAVING EQUIPMENT A/S

Address	Moorfleeter Straße 27, 22113, Hamburg, Germany
Email	viking-d@viking-life.com
Phone No.	(+49) 406701025
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Vitalograph GmbH

Address	Rellinger Straße 64a, 20257, Hamburg, Germany
Email	info@vitalograph.de
Phone No.	(+49) 405473910
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WBV Westdeutscher Bindegarn-Vertrieb Eselgrimm GmbH & Co. KG

Address	Am Landhagen 50, 59302, Oelde, Germany
Email	info@wbv-worldwide.com
Phone No.	(+49) 2522790
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Weightcheckers GmbH

Address	Martin-Kollar-Str.5, 81829, München, Germany
Email	info@tanitaonline.de
Phone No.	(+49) 893090456124
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Afrex Handels- und Vertriebsgesellschaft mbH

Address	Ginsterweg 34, 90480, Nürnberg, Germany
Email	kontakt@afrex.de
Phone No.	(+49) 9119402151
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

AniMazing GmbH

Address	Grunewaldstr. 5, 93053, Regensburg, Germany
Email	info@gamblerstore.de
Phone No.	(+49) 941460750
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

BANDAI NAMCO Games Germany GmbH

Address	Carl-Benz-Straße 21, 60386, Frankfurt, Germany
Email	jugendschutzbeauftragter@bandainamcoent.eu
Phone No.	(+49) 6924449100
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Big Ben Interactive GmbH

Address	Walter-Gropius-Straße 28, 50126, Bergheim, Germany
Email	rgoetz@wimas.de
Phone No.	(+49) 2271498590
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Book Arts and more ... Buchbinderei

Address	Hauptstr. 117, 53489, Sinzig, Germany
Email	decker@book-arts-and-more.de
Phone No.	(+49) 2642901849
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

EICKER RACING THOMAS EICKER

Address	Tersteegenstraße 25, 42653, Solingen, Germany
Email	kontakt@eicker.de
Phone No.	(+49) 212383920
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Folkmanis-Puppets Europe Jochen Heil

Address	Am Haag 11c, 97234, Reichenberg, Germany
Email	info@folkmanis.de
Phone No.	(+49) 931660610
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Instroke-Sports OHG

Address	Haller Str. 54, 74532, Ilshofen, Germany
Email	contact@strokesports.de
Phone No.	(+49) 790497600
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Jumbo Spiele GmbH

Address	Flurstraße 63, 42781, Haan, Germany
Email	info-de@jumbo.eu
Phone No.	(+49) 2129376700
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Kiesewetter KG	
Address	Sudetenstraße 2, 96487, Dörfles-Esbach., Germany
Email	service@kiesewetter.de
Phone No.	(+49) 95617949100
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Krüger & Gregoriades Im- + Export GmbH	
Address	Moorfleeter Str. 52, 22113, Hamburg, Germany
Email	info@cobra-light.de
Phone No.	(+49) 4073102180
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Lagerwaren24 GbR	
Address	Neustädter Str. 32, 07768, Kahla, Germany
Email	info@lagerwaren24.com
Phone No.	(+49) 17660823885
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Lila Eule GmbH	
Address	Bernhardstrasse 10-11, 28203, Bremen, Germany
Email	info@lilaule.de
Phone No.	(+49) 4217940664
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

MaKant Europe GmbH & Co. KG	
Address	Schlitzer Straße 8, 60386, Frankfurt am Main, Germany
Email	business@makant.de
Phone No.	(+49) 6991507500
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Mini Mundus Hobby GmbH	
Address	Raiffeisenstraße 3, 63303, Dreieich, Germany
Email	info@minimundus.de
Phone No.	(+49) 610394890
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Monz GmbH & Co. KG	
Address	Bruchhausenstr. 22, 54290, Trier, Germany
Email	info@monz-fahrradwelten.de
Phone No.	(+49) 65199989110
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

PricelessProducts	
Address	Brabanter Str. 25, 50672, Köln, Germany
Email	info1@pricelessproducts.de
Phone No.	(+49) 22164000422
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

SIMBA DICKIE GROUP GmbH	
Address	Werkstraße 1, 90765, Fürth, Germany
Email	info@simbatoy.de
Phone No.	(+49) 911976501
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Sören Weber TCC-Sport	
Address	Geiststr. 16, 06108, Halle, Germany
Email	info@tcc-sport.com
Phone No.	(+49) 3459773214
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

TAMIYA-CARSON Modellbau GmbH & Co. KG	
Address	Werkstraße 1, 90765, Fürth, Germany
Email	info@tamiya.de
Phone No.	(+49) 911976501
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

WERBUNG INTERNATIONAL	
Address	Flurstraße 16, 74538, Rosengarten, Germany
Email	info@zenth.de
Phone No.	(+49) 79142618
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Winfried Kögler GmbH	
Address	Andreas-Stihl-Straße 15, 71336, Waiblingen, Germany
Email	info@koegler-gmbh.de
Phone No.	(+49) 7151205740
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Bauer LebensArt e.K.	
Address	Sonnenhalde 11, 89129, Langenau, Germany
Email	kontakt@bauer-lebensart.de
Phone No.	(+49) 7345933783
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

durante GmbH Vertrieb von Möbelzubehör

Address	GWG Flemmingen Kohlenstraße 6, 06618, Naumburg, Germany
Email	info@durante.de
Phone No.	(+49) 344578325
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Gerhard Heinrich Verpackungsmittel Großhandel e.K.

Address	Nickerner Weg 7, 01257, Dresden, Germany
Email	ghv-dd@t-online.de
Phone No.	(+49) 3514214054
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Gerhard Weinz GmbH

Address	Bergstraße 15, 71157, Hildrizhausen, Germany
Email	info@gw-import.de
Phone No.	(+49) 70348409
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

GILDE HANDWERK Macrander GmbH & Co. KG

Address	Dingdener Str. 199, 46395, Bocholt, Germany
Email	verkauf@gildehandwerk.com
Phone No.	(+49) 2871-188-0
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Görte & Tiedemann GmbH & Co. KG

Address	Am Jägersberg 18 c, 24161, Altenholz, Germany
Email	info@gut-produkte.de
Phone No.	(+49) 4316666830
Product Enquiry	Trade lead received from Embassy of India in Berlin, Germany.

Hans Seemann GmbH

Address	Ruhrstraße 112, 22761, Hamburg, Germany
Email	info@seemann-verpackung.de
Phone No.	(+49) 408507777

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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.