

PLEXCONCIL - The Plastics Export Promotion Council

PLEXCONNECTTM

Edition 14, August 2020

Plastics Recycling – Turning the Tide

Product of the Month –
Polypropylene

Stairway to Growth with B2B
Social Media

Countryside – Focus
on Saudi Arabia





THE PLASTICS EXPORT
PROMOTION COUNCIL



1955-2020
Empowering Lives through Plastics

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The essence of circular economy is to redefine the way we consider growth. Today we have the opportunity to build a system that could not only run successfully in the long-term but also build it to scale.

The successful creation of a circular economy is the equal responsibility of all its stakeholders. It is not the sole responsibility of any one segment of people. On our part, as manufacturers and processors, we need to play the all critical role that starts from product design to collection, sorting and segregation to recycling. However, such a task will not be success if it had to operate in isolation or independent of factors such as recognition amongst the end users for whom recycled plastics should not be a novelty, but a norm; but also policy makers who need to not just build adequate infrastructure and ensure enforceability either in the way of incentives, rewards or penalties.

Our industry largely comprises the MSME sector who may not have the adequate wherewithal to execute the EPR. However, the right kind of incentives and support, tangible benefits such as economic or fiscal can go a long way in integrating not just the MSME sector, but also organize the informal sector that is largely involved in the process of recycling. For the corporate world, many global giants are already engaged in sustainability efforts. It is a part of their business decision and they lead the world by example. And unless such thought process percolates down to every level, our goals will continue to allure us. Sustainability is beyond a CSR activity today. It is an ever-growing need of our society and one that can only be fulfilled by all of us involved. In this issue of the magazine, we have had a detailed conversation with Banyan Nation; a company that has made pathbreaking efforts in institutionalizing the recycling industry and as we move ahead, we need many more such organizations and our industry needs to lend its wholehearted support if we are to meet the Swachch Bharat goals in it's true sense.

During June 2020, India exported plastics worth USD 811 million, down 6.5% from USD 867 million in June 2019. Cumulative value of plastics export during April 2020 – June 2020 was USD 2,211 million as against USD 2,667 million during the same period last year, registering a negative growth of 17.1%. Beating the slowdown, a double-digit growth was seen in Cordage & fishnets and Polyester films while a relatively lesser growth was witnessed in Floor coverings, leather cloth & laminates; Rigid packaging & PET preforms; and Pipes & fittings.

In this issue, we examine Saudi Arabia and export potential to the country; we look also at the ever-growing importance of B2B Social Media marketing and great importance it has assumed since the onset of the lockdown, and last, if not least; we examine PP under our section, Product of the Month.

All this and with more news and updates, we hope to bring you a comprehensive read once again with our latest edition. Until our next issue, stay safe and stay healthy.

Warm regards,

Ravish Kamath
Chairman

Date: 02-06-2020

Region: R.O. South

Meeting Particulars: Regional Committee Meeting of the Southern Region held through Video Conference

Mr. Y V Raman, Regional Chairman, South convened a Video Conference Meeting on 2nd June 2020 at 4 pm with the following agenda. The discussions mainly focussed on the rapid changes across multiple dimensions that are sweeping across the world as well as in India and how these would impact the Indian industry and exports. The main idea would be to work towards evolving strategies for crisis management same time work toward foreseeing the future. The Regional Chairman also requested Members to their valuable inputs and suggestions to grow exports from the South.

The following was the Agenda during the meeting.

1. Strategies to increase Membership from South
2. Suggestions for Virtual Export Promotion Activities to enhance exports from the Southern Region
3. Recommendation on post-Covid-19 FTP policy changes.
4. Recommendation on the Finance/Subsidies
5. Suggestions on organizing webinars

The Regional Committee Meeting was attended by the following:

1. Mr Y.V. Raman, POEL Enterprises Ltd., Chennai (Regional Chairman, Southern Region)
2. Mr Benjamin Cherian, Raj Hair International Pvt Ltd., Chennai (Panel Chairman, HH & HP)
3. Mr G.S. Anil Kumar, Jumbo Bag Ltd., Chennai
4. Mr P. Mohan, Sakkthi Polymers, Salem (Panel Chairman, Pipes & Fittings)
5. Mr K. Balaji, Sri Saptagiri Polymers, Erode
6. Mr S. Rakkappan, Chennai Plastic Sacks Pvt Ltd., Chennai (And President, TAPMA)
7. Mr G. Chandrasekar, IMCO Office Products International Pvt. Ltd., Chennai
8. Mr S.A. Bharath, Plastrusions, Bengaluru
9. Mr. Ruban Hobday, Regional Director – South, Plexconcil
10. Mr. R. Dayanidhi, Assistant Director – South, Plexconcil

Date: 04-06-2020

Region: R.O. North

Meeting Particulars: Regional Committee Meeting of the Northern Region held through Video Conference

Regional Chairman (North), Mr. Vikram Bhadauria, presided over the Regional Committee meeting. The Agenda of the meeting was to discuss the following issues:

- Review of Export Performance of the major product categories exported from North India
- Discussion on issues faced by plastic processing units in the northern region currently, in view of the COVID 19 pandemic and suggestions on measures to tackle the same.
- Discussion on effective tools/means of digital marketing to enhance exports in the current situation. Plan a Webinar or presentation by a Digital Marketing expert for members.
- Developing a database, State-wise of plastic products produced/exported from the Northern Region at the 8 digit HS Code level.

Regional Committee members who participated in the meeting were Mr. Arvind Goenka, Vice Chairman, Mr. Manoj Agarwal, M/s Kanpur Plastipack Ltd, Kanpur, Mr. Pranay Kumar, M/s Vasudhaecofriends Projects Pvt. Ltd., New Delhi, and Mr Chirag Aggarwal, M/s Sampark Industries Limited, Greater Noida(U.P.). From the Secretariat, Mr. Sanjiv R. Dewan, Regional Director(North) was present.

Date: 09-06-2020

Region: R.O.North

Meeting Particulars: Challenges & Futuristic opportunities for Plastic Industries in COVID & Post-COVID era - 9th June, 2020

The webinar was organized by All India Plastic Industries Association (AIPIA), Delhi. The agenda of the webinar was to discuss the following issues:

- Creating job opportunities through plastic processing in the micro sector
- Role of Plastics in the Medical/ Health Care/ Pharmaceutical sectors
- Emerging opportunities for Plastic industry post COVID-19
- Post Covid-19 disposal of PPE kits, masks and government's plan on handling the situation

Speakers at the webinar included Mr. Parshotam Kumar, President All India Plastic Industries Association, Mr. Ravi Kumar Aggarwal, Patron, All India Plastic Industries Association, Mr. Shailesh Patel, President, Gujarat State Plastics Manufacturers Association, Mr. Ramesh Kumar Raterta, President, IPF. Mr. Sanjiv R. Dewan, RD, joined the online session.

Date: 09-06-2020 & 10-06-2020

Region: West (Ahmedabad)

Webinar on Interactive Session for MSMEs by CII Gujarat

CII Gujarat organized an interactive session for MSME members on topic Impact of Covid 19 on MSME and Practical aspects about MSME benefits by FinMin on 9th and 10th June, 2020. CA Hrushikesh A Chincholkar from PHC & CO LLP gave an address on stated topics. From the Regional office, Ahmedabad, Naman Marjadi attended the webinar.

Date: 11-06-2020

Region: R.O. East

Meeting Particulars: 'ICC Annual Plenary Session 2020'

The above E-Session organized by the Indian Chamber of Commerce, Kolkata on 11th June 2020. Shri Narendra Modi, Hon'ble Prime Minister of India was the Chief Guest. At this session, Hon'ble Prime Minister delivered the inaugural address of the 95th annual plenary session of the Indian Chamber of Commerce via video conferencing. Mr Nilotpal Biswas, RD joined the online session.

Date: 16-06-2020

Region: R.O. East

Meeting Particulars: Webinar on 'MSMEs-Adapting the New Normal in the Changing Times' organized by FICCI - West Bengal State Council

The Webinar was organized by FICCI – West Bengal State Council on 16th June 2020. Dr Amit Mitra, Hon'ble Minister in charges, Finance, Industry & Commerce & Enterprise, MSME & Textile and IT & Electronics Dept, Govt. Of West Bengal was the chief guest. Mr Rajesh Pandey, IAS, Principal Secretary, MSME & Textile Department, Govt. Of West Bengal chaired the interactive session. A representative from Banks and major MSME players attended the Webinar. Nilotpal Biswas, RD joined this Webinar.

Council Activities - May 2020

Date: 17-06-2020

Region: R.O. East

Meeting Particulars: 'Act East Policy: Leveraging Shipping, Chemicals and Fertilizers for Atmanirbhar Bharat'

The WEBINAR (special E-Session) was organized by Bharat Chamber of Commerce, Kolkata on 17th June 2020. Shri Mansukh Mandaviya, Hon'ble Minister of State Shipping (Independent Charges) and Chemicals & Fertilizers Govt. of India was the Guest-in-Chief. The introductory observation was made by Shri Vinit Kumar, Chairman, Soma Prasad Mookerjee Port, Kolkata (erstwhile Kolkata Port Trust). Hon'ble Minister interacted with the participants mainly with the issues and concerns which are being faced by the user of the port. Mr Nilotpal Biswas, RD joined the online session.

Date: 19-06-2020

Region: R.O. East

Meeting / Event Particulars: 'Special e-Session on 'Covid-19 and its Impact on Indian Economy'

The WEBINAR (special E-Session) was organised by Bharat Chamber of Commerce, Kolkata on 19th June 2020. Dr. Krishnamurthy V. Subramanian, Chief Economic Advisor to the Government of India spoke at this e-Session followed by interaction with the participants. Mr Nilotpal Biswas, RD joined the online session.

Date: 22-06-2020

Region: H.O - Mumbai

Meeting / Event Particulars: US – India Trade delegation Webex meeting

A Webex meeting was organized by PLEXCONCIL on 22nd June, 2020 between the US Embassy in Washington DC and the Indian delegates who were part of the delegation that was to travel to US in March 2020 but was canceled due to the Covid-19 pandemic.

Dr. Manoj Mohapatra, Minister (Commerce) – Embassy of India in Washington DC thanked Chairman Mr. Ravish Kamath, ED - Mr. Sribash Dasmohapatra, other members of Plexconcil and his colleagues from USA for organizing the meeting. He explained the reason for the cancellation of the trade delegation to US which had been planned but could not happen due to the Covid-19 situation. He further said that seeing the current situation it may not be possible to have the trade delegation till December 2020. Hence he suggested that instead of waiting for the pandemic to get over we can have a virtual B2B meeting. This suggestion was appreciated by all members and accordingly, it was decided to have virtual B2B meetings in July / August 2020.

In this regard, Plexconcil has initiated the process of organizing a virtual B2B meeting during the end July, 2020.

Date: 22-06-2020, 23-06-2020 & 24-06-2020

Region: West (Ahmedabad)

Ahmedabad Management Association: International Trade Online session on Exports & Imports

Ahmedabad Management Association organized EXIM webinars on three topics such as Exports & Imports – Basics, How to Select Export Markets for your Product and How to find Buyers in Export Market. Mr. Ankit Majmudar, Global Business Solutions was the speaker for Webinar. From the Regional office, Ahmedabad, Naman Marjadi attended the webinar.

Date: 25-06-2020

Region: West (Ahmedabad)

GSPMA: Webinar on Knowing Atmanirbhar Packages in post Covid-19 era

Gujarat State Plastic Manufacturers Association organized the above mentioned webinar on 25th June, 2020. Eminent speakers of the program were Shri J. Rajneeth Kumar, IAS, MSME Commissioner, Gujarat, Shri R. D Barhatt, GM, DIC, Ahmedabad, Shri P N Solanki, Asst. Director, MSME-DI, Ahmedabad and Shri Neeraj Srivastava, DGM, SIDBI, Ahmedabad. From the Regional office, Ahmedabad, Naman Marjadi attended the webinar.

Date: 25-06-2020

Region: R.O. East

Meeting / Event Particulars: "Webinar: Awareness Web Seminar on Recent changes on GST/Customs Rule and various relief measures announced by CBIC"

Plexconcil(Eastern Region office) jointly with Indian Plastics Federation(IPF) organized 'Webinar: Awareness Web Seminar on Recent changes on GST/Customs Rule and various relief measures announced by CBIC on 25 June 2016. Speakers at the web seminar included Mr Rahul Mahato, Joint Commissioner, Mr Partha Santra, Superintendent and Mr Ankan Bose, Superintendents CGST office Kolkata Zone. Seminar was moderated by Mr Amit Pal, COA Member, Plexconcil.

Date: 26-06-2020

Region: R.O. South

Meeting / Event Particulars: Virtual Seminar on "Finance and Support for MSME to Restart the Business"

Plexconcil Southern Region has initiated this virtual seminar reaching out to members who predominantly fall under the MSME segment to bring out the nuances of these new schemes like Emergency Credit Line Guarantee Schemes (ECLGS) and to bring in information and help MSME take maximum benefit from these various schemes announced by the Govt of India.

Mr. Suresh Babuji, IEDS, Director Incharge, MSME – DI, Chennai, and his team made a detailed presentation and explained the operations and usefulness of these schemes to restart the business smoothly. The Virtual Seminar was attended by over 50 participants.

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Plastic Recycling in India –

Turning the Tide



“If recycling were an Olympic sport, India would win a gold medal!” says Mani Vajipey, Recycler, Co-Founder and CEO of Banyan Nation.

A seasoned business and technology professional, Mani Vajipey along with Co-Founder and COO Raj Madangopal, established Banyan Nation, one of India’s first vertically integrated plastic recycling companies that helps global brands use more recycled plastic instead of virgin plastic.

The company’s proprietary plastic cleaning technology converts collected post-consumer and post-industrial plastic waste into high quality recycled granules – Better Plastic – comparable in quality and performance to virgin plastic. Banyan’s award-winning data intelligence platform integrates thousands of informal recyclers into its supply chain to trade plastic waste and also helps cities manage their waste more effectively.

In conversation with Mani Vajipey, Plexconnect aims to explore the plastic recycling industry, its future sustainability, and key factors that need to be considered for the growth of the industry in times to come. Mani Vajipey is a firm believer that as a nation, India has a track record of solving the most complex problems and we need to only look at our own age old practices in recycling combined with a more scientific and intelligent approach to the problem to create workable and even path breaking solutions in waste management and recycling.

Recycling & the Kabadiwalas

The use of plastic is growing at a rapid rate in India. However, India also has the distinction of recycling nearly 60% of its total plastic waste, even ahead of USA which only recycles about 10% of plastic waste generated. India recycles 38% more plastic than the global average of 20%.

Each of us is familiar with the kabadiwalas, ragpickers, etc. in our neighbourhood who travel door to door to collect our discarded dry waste. Seeing them pick and sort through waste is not an unfamiliar sight in the country. The kabadiwalas, ragpickers, etc make up the bottom of the value chain. This network of people has predominantly been engaged in the collection, segregation, sorting and selling of plastic waste to aggregators and traders, and make up the informal part of the recycling industry.



Recycled plastics granules are not new to our country. These have always been used as a cost hedge to virgin plastics as they often prove cheaper than virgin plastics which are pegged to the volatility of crude prices and are subject to demand/supply ratios. An estimated 20-22 millions tonnes of virgin plastics is produced every year in India of which PET makes up 10% while 45-50% of the rest comprises PP & PE.

At this point, it is important to note that not all plastics are the same and the massive informal sector is aligned in a manner that they tend to recycle only certain types of plastics, such as PET, polyolefins such as PP & PE, engineering plastics such as PC, HIPS, ABS, etc. The informal industry is driven by the type of material that is recycled primarily due to the amount of money they are paid for these. Recycled PET fibres are extensively used in the Polyester industry making recycling of PET much more lucrative for the sector. Pipes, milk packets, etc are other products that are picked by the informal sector as these are lucrative too.

Impact of Covid on the Recycling Industry

Barring the demand for essential products, there is little doubt that there has been a general demand depreciation across industry segments. Consumption and hence demand and production have all witnessed a sharp decline, not only in India but world over.

It will be interesting to note here that the recent decline in demand for oil has resulted in lower prices of virgin plastics resin. And this raises the question over the sustainability of recycled plastics and the efforts of FMCG and other corporates who have invested millions in adopting sustainability as a core business strategy rather than an extension of their CSR.

While the prices of virgin plastics are governed by demand/ supply of crude oil, a large chunk of the cost of recycled plastics comprises of unavoidable fixed costs such as collection, transportation, segregation, aggregation, labour, etc. And the informal sector is aligned in a manner that it caters to the lowest buyer.



Over decades, the kabadiwalals have become well acquainted with the vagaries of market conditions and its cyclical nature which has in turn, allowed the informal sector to develop a healthy level of resilience. Some of them have the ability to hold raw material for recycling for many quarters at times and in the past few months, we have seen them manage their business quite commendably. The smaller players who depend on quick cash rotation or those displaced due to the lockdown are

perhaps the ones that have moved to alternate means of livelihood. Hence, any recent disruption can perhaps be attributed to drop in overall consumption and some limitations on waste collection due to lockdown.

An evolving industry

We live in age where considering the vast amount of plastics waste being generated every day, use of recycled plastics should be a norm and not a novelty anymore. We see and hear of a lot of ocean plastics being turned into premium products such as shoes, sunglasses, etc. and while these make up a very small percentage of recycled plastics, such initiatives are very effective in spreading awareness about the issue at hand. However, such initiatives are not enough to solve the problem as the volumes of waste that need to be recycled constantly is humongous and ever-increasing.



Over the past 5 years, top FMCG companies around the world have committed to increase the recycled plastic content in their packaging to at least 25% by 2025. The trend is seen in India as well, where corporate giants such as Unilever, Reckitt Benckiser are looking to use recycled plastic instead of virgin plastic for their mainstream product packaging. It is also only in the past five or six years that companies like Banyan Nation came to be established, primarily to ensure a scientific approach to waste management and recycling, including segregation, washing and extrusion, by identifying resins with a high degree of accuracy, preventing cross-contamination, eliminating product and packaging contaminants and producing a consistently high quality product suitable for mainstream use.



Feature – Plastic Recycling

First, a reality check

Many plastic processors in India have already been using recycled plastics. However, this is perhaps a little-known fact as many processors do not openly claim to use them. Their goal has been simple. By mixing recycled plastics with virgin raw material, they focus on saving costs. Since there is no tangible economic or policy benefit from the Government, or any perceived added value in the eyes of the end user, for recyclers and processors, there is no other value in using or claiming use of recycled plastics beyond reduction in costs.

The crux of the matter lies in scalability and actual reforms in sustainability efforts.

Challenges to Recycling

While there are numerous challenges to the process of recycling, there are 3 critical factors that have a huge impact on the adoption of recycled plastics as a norm.

Quality

Foremost, there is the issue of quality. And by quality, we are speaking of engineering performance. The physical and chemical properties of various plastics differ and to put it simply, if these are not identified properly and due process followed, it impacts the quality of the output. Informal recyclers mix different types of plastics to make the granules. In some cases, the input material may already have the presence of recycled plastics. Repeated attempts to recycle such plastics results in the overall deterioration of the quality of the output as these would have high levels of contamination due to the lack of a scientific approach to segregation and the subsequent process.

Traceability

Secondly and very importantly, traceability of the material is a huge question. Who collects what material and from where? Did the cycle involve unethical practices such as labour exploitation, exploitation of women, child labour, etc. Ensuring the traceability of recycled raw material is difficult to enforce and involves huge costs which ultimately impacts the recycled resin cost. It is about the integrity of the process. As this is a direct cost for recyclers, how many takers would we have for this added increase in recycled resin price?

Contamination

The third most important factor is contamination. As most buyers of recycled resins are driven by cost saving, the tendency is to buy these from various sources. When plastics are insufficiently or poorly treated through unscientific processes, they tend to have remnants of trace metallic and other contaminants such as

inks, dyes, product residue, etc. This would undoubtedly affect not only the quality of the output, but could prove dangerous. It also means that after being recycled once, the plastics cannot be reprocessed again and have to be discarded in landfills and find their way into oceans. This defeats the entire objective of recycling.

We are at a very preliminary stage of shape shifting in the industry and products need to be designed for recyclability. For instance, a design for recycling MLP (such as use of PET-PE combination for metallized layers), which is the most challenging to collect, sort and recycle is especially important in the long run as well. Such non-recyclable packaging designs must be phased out too.

Moving ahead

The solution to the problem faced by recyclers lie in three main areas and involves providing tangible benefits to its various stakeholders. If the end user demands more of recycled products and sees the value in them, the processors will be incentivized to use recycled granules and this will drive the downstream recycling industry. Secondly, it is imperative to provide economic benefits to recyclers and processors using recycled plastics through tax sops, and other such incentive and schemes to ensure demand continues and grows. Thirdly, policy frameworks must be designed to regularize and enforce rules and regulations as well as recognize the informal industry's role and make it an organized industry. As during the Milk Revolution in India in the 70's, we have the experience and capabilities as a country to transform the unorganized sector through the right policies and create a powerhouse industry.



Today, we are beginning to see a very nascent stage of regularization, standardization and formalization, albeit at a very small scale. And it is a fairly solvable problem. A decade ago, recycling was almost unthinkable until giants like Unilever spearheaded the movement and proved that India can recycle and do it very effectively. Waste management has been evolving and the Government is trying to foster an environment of recovery, recycle and reuse of plastics. There is an ongoing dialogue

to establish the right framework and opinions are being sought from across the industry and its various stakeholders. A strong policy, strict enforceability combined with economic and marketing incentive will be critical and are the key drivers for success. It will incentivize the informal sector to work smarter and that will result in true value across the value chain.

The idea behind Banyan Nation

When Banyan Nation was conceived, we focused on product quality, engineering rigor and supply chain traceability. These are our guiding beacons. Even today, we endeavour to integrate the informal sector into our network and not displace them as we truly believe that the informal sector makes up for the most efficient last mile collectors. Our efforts include ensuring job creation and gainful employment by creating a market place driven by a sustainable system. Fostering entrepreneurship for the kabadiwalas and rag pickers by offering them economic incentives will go a long way in creating the desired framework for an organized and efficient recycling network in the country.

The early days were a struggle. Innovation across the value chain was and continues to be the need of the hour. We started by mapping the informal sector around Hyderabad and today, we have developed a robust data intelligence platform that ensures traceability of the recycled raw material that we acquire. Built along the lines of the Milk Cooperatives in India, we ensure that our suppliers scientifically segregate waste which in turn ensures the quality of the inputs. We pay them fairly and our supplies are immaculately checked and processed. By further subjecting the material to our advanced washing technology, today, we have managed to ensure that our recycled granules are at least 95% contamination free and almost comparable to virgin plastics, qualified for mainstream FMCG companies.

We are very environmentally conscious and ensure that we recover and repurpose most of the water consumed from our in-house water treatment plant as mechanical recycling is water intensive. Our state-of-the-art facility, our processes and methodology have earned us the trust of Unilever and several other such corporate giants who have partnered with us in our efforts and today, we are proud to be working with them, together, making concerted efforts to provide sustainable packaging for their products.



To conclude, sustainability must become a part of businesses decisions and not just an extension of CSR. Product design, policies and infrastructure must be all work in sync. Recycling, as we keep saying should be a norm. A part of our life and the way we live today and in the future.

*To know more about Banyan Nation contact
Mani Vajipey mvajipey@banyannation.com*



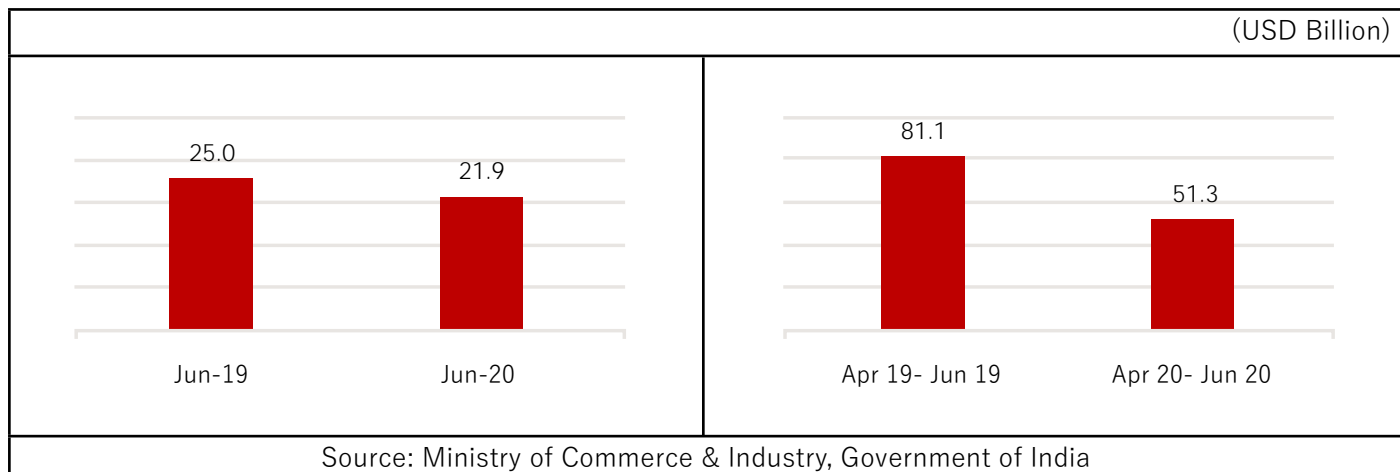


ANALYSIS OF INDIA'S PLASTICS EXPORT JUNE 2020

TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 21.9 billion in June 2020, down 12.4% from USD 25.0 billion in June 2019. Cumulative value of merchandise exports during April 2020 – June 2020 was USD 51.3 billion as against USD 81.1 billion during the same period last year, reflecting a decline of 36.7%.

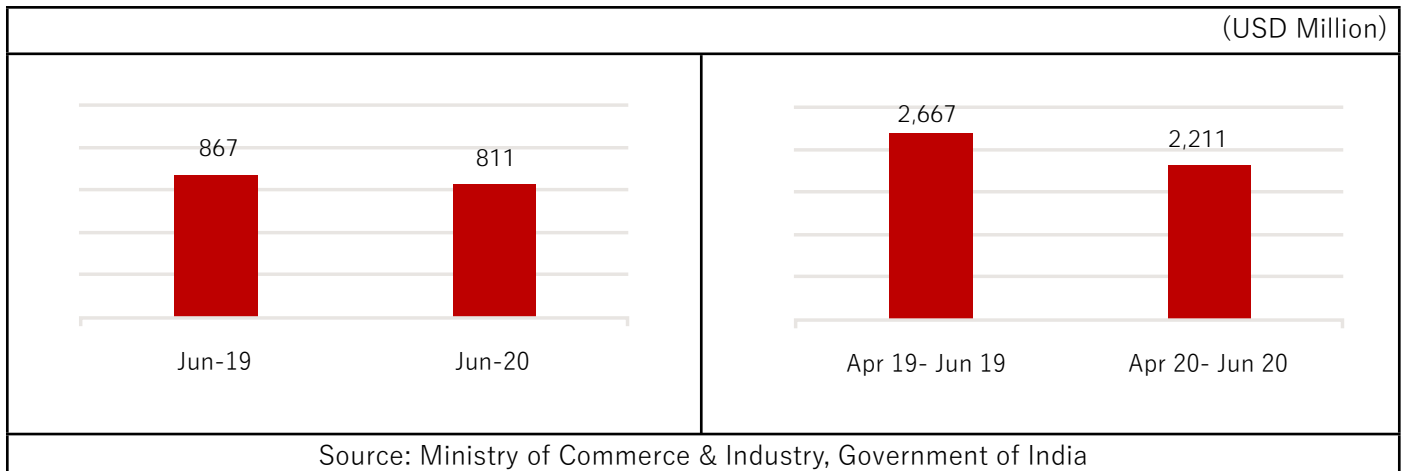
Exhibit 1: Trend in overall merchandise exports from India



TREND IN PLASTICS EXPORT

During June 2020, India exported plastics worth USD 811 million, down 6.5% from USD 867 million in June 2019. Cumulative value of plastics export during April 2020 – June 2020 was USD 2,211 million as against USD 2,667 million during the same period last year, registering a negative growth of 17.1%.

Exhibit 2: Trend in plastics export by India



PLASTICS EXPORT, BY PANEL

In June 2020, quite a few product panels, namely, Woven sacks / FIBCs; Raw materials; Consumer & house ware; Composites / FRP; Writing instruments; and Human hair witnessed a decline due to continued impact of Covid-19 pandemic in India and the world over. Nonetheless, beating the slowdown, a double digit growth was seen in Cordage & fishnets; and Polyester films and a relatively lesser growth was witnessed in Floor coverings, leather cloth & laminates; Rigid packaging & PET preforms; and Pipes & fittings during June 2020.

Exhibit 3: Panel-wise % growth in plastics export by India

Panel	Jun-19	Jun-20	Growth	Apr 19- Jun 19	Apr 20- Jun 20	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
Consumer & House ware	48.7	38.9	-20.2%	149.3	68.9	-53.9%
Cordage & Fishnets	13.5	17.0	+25.4%	40.6	29.0	-28.5%
Composites / FRP products	28.1	22.3	-20.8%	82.6	46.0	-44.3%
Floor Coverings, Leather cloth & Laminates	32.1	33.9	+5.8%	122.1	72.3	-40.8%
Human Hair & Related Products	29.2	26.5	-9.1%	71.4	48.1	-32.7%
Miscellaneous Products	128.6	109.7	-14.7%	426.9	259.2	-39.3%
Pipes & Fittings	14.1	14.2	+0.9%	48.7	26.6	-45.3%
Polyester Films	125.6	141.6	+12.7%	387.2	384.1	-0.8%
Raw Materials	326.3	309.8	-5.1%	969.8	1,061.3	+9.4%
Rigid Packaging & PET Preforms	26.1	27.3	+4.7%	77.1	63.9	-17.2%
Woven Sacks/FIBCs	77.4	56.7	-26.8%	238.4	128.4	-46.2%
Writing Instruments	17.7	13.5	-23.9%	52.9	23.1	-56.4%
	867.3	811.3	-6.5%	2,667.0	2,210.7	-17.1%

Source: Ministry of Commerce & Industry, Government of India

Export Performance

Export of **Consumer & house ware** products fell by 20.2% in June 2020. Major decline was witnessed in Plastic moulded suit cases (HS code 42021220), Tableware and kitchenware of plastic (HS code 39241090), Plastics toys like dolls etc. (HS code 95030030), and Plastic tooth brushes (HS code 96032100).

Cordage & fishnets had a smart recovery and witnessed 25.4% growth in June 2020. Strong growth in export of Made up knotted fishing nets of nylon (HS code 56081110), Made up knotted fishing nets of man-made textile materials other than nylon (HS code 56081190), and Twine, cordage, ropes and cables of polyethylene or polypropylene (HS code 56074900) fuelled the powerful performance of Cordage & fishnets panel.

Export of **Composites** fell by 20.8% due to lower sales of Articles of plastics and articles of other materials of heading 3901 to 3914, nes (HS code 39269099).

In case of **Floor coverings, leather cloth & laminates**, exports in June 2020 were up 5.8% due to increased sales of Textile fabrics impregnated, coated, covered or laminated with plastics other than PVC or PU: Other (HS code 59039090).

Export of Human hair & related products was lower by 9.1% due to decline in shipment of Human hair, dressed, thinned, bleached or otherwise worked (HS code 67030010). China is the key destination for export of this product from India.

Export of **Pipes & fittings** witnessed a minor growth of 0.9% as higher sales of certain products like Rigid tubes, pipes and hoses, and fittings thereof, of PVC: Other (HS code 39172390) and Flexible tubes, pipes and hoses, and fittings thereof, of plastics, reinforced or otherwise combined with other materials: Other (HS code 39173990) was offset by lower sales of Rigid tubes, pipes and hoses, and fittings thereof, of polymers of ethylene: Other (HS code 39172190), Tubes of polyethylene (HS code 39172110), and Plastic fittings for tubes, pipes and hoses (HS code 39174000).

Polyester films had another stellar month with exports witnessing a rise of 12.7% in June 2020 on the back of strong growth in sales of BOPP films (HS code 39202020).

Plastics raw materials which had a good start to the year 2020-21 witnessed de growth in June 2020 due to lower exports of Linear low density polyethylene (HS code 39011010, 39014010), Polyethylene with a specific gravity of < 0.94: Other (HS code 39011090), and Polyethylene Terephthalate having a viscosity number of 78 ml/g or higher (HS code 39076100, 39076110, 39076190).

Rigid packaging & pet performs reported a positive growth of 4.7% due to higher export of Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods, of plastics: Other (HS code 39233090), Caps and closures of plastics (HS code 39235010), and Box case crate of plastics nes (HS code 39231090).

Export of **Woven sacks and fibcs** fell by 26.8% during June 2020 due to a huge decline in sales of FIBC. Indian exporters of FIBC are losing out their market share particularly in the European countries. Indian FIBC exporters have also been denied MEIS / RoDTEP since August 2019 which continues to hurt their export competitiveness.

Export of **Writing instruments** dropped by 23.9%, mainly on account of a decline in sales of Ball-point pens (HS code 96081019).

Exhibit 4: Details of % change seen in top 50 items of export

HS Code	Description	Apr 19- Jun 19	Apr 20- Jun 20	Growth
		(USD Mn)	(USD Mn)	(%)
39076100	Polyethylene terephthalate): having a viscosity number of 78 ml/g or higher	217.74	-	NM
63053200	Flexible intermediate bulk containers	168.59	105.34	-37.5%
39021000	Polypropylene, in primary forms	110.26	264.91	+140.3%
39012000	Polyethylene with a specific gravity of ≥ 0.94	115.30	109.92	-4.7%
39232990	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene): Other	88.88	63.73	-28.3%
39011010	Linear low density polyethylene (LLDPE)	107.58	45.02	-58.2%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	81.56	45.20	-44.6%
67030010	Human hair, dressed, thinned, bleached or otherwise worked	67.13	46.61	-30.6%
90011000	Optical fibres, optical fibre bundles and cables (excl. made-up of individually sheathed fibres of heading 8544)	68.45	42.78	-37.5%
48239019	Decorative laminates	49.12	31.88	-35.1%
39206220	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of polymethyl methacrylate, self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	54.00	64.97	+20.3%
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of ≥ 67 decitex and with a cross sectional dimension of ≤ 1 mm: Other	31.03	16.08	-48.2%
39269080	Polypropylene articles , not elsewhere	41.98	32.44	-22.7%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	39.29	27.94	-28.9%
39076990	Other, polyethylene terephthalate	57.64	35.23	-38.9%
39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates and similar articles; sacks and bags, incl. cones; carboys, bottles, flasks and similar articles; sppols, spindles, bobbins and similar supports; stoppers, lids, caps and other closures): Other	35.46	29.58	-16.6%
39219099	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Other	44.93	24.63	-45.2%
39202020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	32.79	63.30	+93.0%

Export Performance

39011090	Polyethylene with a specific gravity of < 0.94: Other	36.13	12.94	-64.2%
54072030	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of ≥ 67 decitex and with a cross sectional dimension of ≤ 1 mm: Dyed	27.46	3.52	-87.2%
90015000	Spectacle lenses of materials other than glass	35.50	17.75	-50.0%
96081019	Ball-point pens	31.17	13.92	-55.3%
39202090	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	30.06	26.72	-11.1%
39046100	Polytetrafluoroethylene, in primary forms	32.61	24.64	-24.4%
90183930	Cannulae	23.39	20.03	-14.4%
39241090	Tableware and kitchenware, of plastics: Other	23.98	10.58	-55.9%
96032100	Tooth brushes, incl. dental-plate brushes	21.95	12.67	-42.3%
39069090	Acrylic polymers, in primary forms (excl. polymethyl methacrylate): Other	20.23	16.44	-18.7%
39206290	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of polymethyl methacrylate, self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	20.78	28.41	+36.7%
95030030	Tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: of plastics	16.86	10.04	-40.5%
56074900	Twine, cordage, ropes and cables of polyethylene or polypropylene, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics	18.16	14.09	-22.4%
59031090	Textile fabrics impregnated, coated, covered or laminated with polyvinyl chloride (excl. wall coverings of textile materials impregnated or covered with polyvinyl chloride; floor coverings consisting of a textile backing and a top layer or covering of poly"vinyl chloride"): Other	19.06	8.64	-54.7%
39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes (excl. polycarbonates, polyethylene terephthalate and other unsaturated polyesters, self-adhesive products, and floor, wall and ceiling coverings in heading 3918): Other	19.72	17.96	-8.9%

59039090	Textile fabrics impregnated, coated, covered or laminated with plastics other than polyvinyl chloride or polyurethane (excl. tyre cord fabric of high tenacity yarn of nylon or other polyamides, polyesters or viscose rayon; wall coverings of textile materials impregnated or covered with plastic; floor coverings consisting of a textile backing and a top layer or covering of plastics): Other	12.92	19.62	+51.9%
39204900	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918)	24.52	13.17	-46.3%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms: Ion exchangers of polymerisation	18.21	14.95	-17.9%
39219094	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , metallised	17.59	21.07	+19.8%
39219096	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , laminated	15.03	24.62	+63.8%
39199090	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls > 20 cm wide (excl. floor, wall and ceiling coverings of heading 3918): Other	20.60	14.75	-28.4%
39072090	Polyethers, in primary forms (excl. polyacetals): Other	6.68	19.78	+196.1%
39241010	Insulated ware of plastics	13.95	5.26	-62.3%
39073010	Epoxy resins	18.43	6.94	-62.3%
39259090	Building elements for the manufacture of floors, walls, partition walls, ceilings, roofs, etc., of plastic; gutters and accessories of plastic; railings, fences and similar barriers, of plastic; large shelves, for assembly and permanent installation in shops, workshops, etc., of plastic; architectural ornaments, e.g. friezes, of plastic; fittings and similar products for permanent mounting on buildings, of plastic: Other	35.91	3.54	-90.1%
39095000	Polyurethanes, in primary forms	13.08	14.05	+7.4%
39100090	Silicones in primary forms: Other	16.36	9.46	-42.2%
39235010	Stoppers, lids, caps and other closures, of plastics: Caps and closures for bottles	11.13	9.34	-16.1%
39129090	Cellulose and chemical derivatives thereof, n.e.s., in primary forms (excl. cellulose acetates, cellulose nitrates and cellulose ethers): Other	13.49	12.85	-4.7%
39119090	Polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s., in primary forms: Other	13.62	11.64	-14.5%

Export Performance

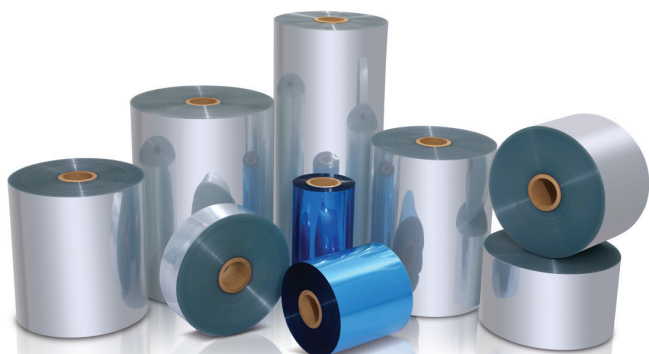
39031990	Polystyrene, in primary forms (excl. expansible): Other	16.56	11.20	-32.4%
39269069	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	11.97	4.24	-64.6%

Source: Ministry of Commerce & Industry, Government of India



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Stairway to Growth

Transforming B2B Social Media Marketing



Aryan Gunjan Pai,
Founder-CEO &
Head – Digital Marketing, S&A

With the recent lockdown and WFH culture being adopted by organization, reliance on digital tools has been substantial increase. What has changed from pre-Covid times?

For anything to evolve and change, it is the most natural progression. I would like to state here that there has not been any so-called radical change in the way successful business think or operate. Most successful or evolved businesses, whether catering to B2C or B2B categories understand the need for constant brand engagement and customer engagement. Such companies have been investing technologies, using digital platforms, social for media marketing for quite some time, constantly reviewing, assessing and innovating ways in which to reach their audience. If there has been any change in the past few months, I believe it is more along the lines of acceleration. Some driven out of necessity to find alternate ways to reach their stakeholders, and while others, especially in the case of fence sitters, have just decided to take that leap of faith.

Digital Media has transformed how businesses are conducted over the past few years, it's outreach more heightened by social media. Where do we see this industry going?

Today, we live in a world where our society is driven by digital technology. Such is its impact that there are countries where citizens don't have running water, but own smartphones. Digital marketing has an incredible influence on people's interactions, work, purchases and life habits. It has completely changed the human race. Communication is instant, outreach has no boundaries and goes across the globe, digital marketing can be scientifically measured, its data driven and these factors allow marketers to accurately target who they want to reach and how they want people to react. With technologies such as AI, VR, etc, digital mediums have become more and more personalized. Increased connectivity and well-established digital infrastructure have accelerated changes while the traditional digital marketing landscape of paid media, SEO, content marketing, social media, community management, and more, will see dramatic developments and changes as innovations in technology continues to develop.

Does Social Media Marketing work for the B2B segment?

"Digital leaders in B2B achieve up to five times the revenue growth and up to eight times the EBIT (earnings before interest and taxes) growth of their peers. But so far, only one in three companies has deployed digital solutions at scale". This was stated by the CEO of a giant corporation. However, sitting and waiting is not an option. Those who fail to take a shaping posture risk being left behind by the competition or cut out of the value chain entirely.

An analysis of the practices of top performers indicates that the principal challenge is to identify the transformation path (or combination of paths) that suits a given company, have a clear sense of which pathway holds the biggest potential for their business, and then pull out all the stops. The key then lies in investing in data, technology, and talent; think big, act fast, and always be prepared to adapt your stance as the market evolves.

Some of the leading companies in the world such as Oracle, Salesforce, Novartis, etc have very effectively used SMM to firmly establish their leadership position. Novartis, cleverly used its Social Media to extend its outreach and engagement to completely transform itself.

How can SMM help B2B businesses grow?

Today, buyers don't need companies to reach out to them to discover new products and services. They're conducting 90% of the purchasing process on their own. In fact, 55% of B2B buyers search for information on social media. Often times, by the time they talk to an actual sales person, they've already made the decision to try your product. Potential B2B buyers that feel a "high brand connection" are 60% more likely to consider, purchase and even pay a premium over a "low brand connection" competitor.

From the above statements, the underlying fact needs to be understood in a much wider context. Whether you are a manufacturer, buyer, marketer, policy maker, or anyone, everyone is engaged in one way or another on social media. Social Media is where one networks, researches and explores and even buying. Social Media is all pervasive and it has been proven to be the most interactive and engaging platform to build your Brand. This is a very important point to know. Today, we are flooded with brand messaging, choices, data, etc. It's information overload. So how can your company, business or brand stand out?

Social Media Marketing does not work for B2B businesses. This is the biggest myth. When you think about who is your likely audience and tailor your social media content toward those people, the scope of what you can post becomes a lot wider. It is not about generating leads. These companies need to look at establishing their brand through a strong brand building exercise. If your audience can resonate with your brand, the leads will follow.

How can one start the process of SMM?

Of the 80% of B2B marketers believe they have a social media strategy, only 32% have it written down somewhere. One needs to start by defining a clear SMM strategy and documenting your B2B social media plan. This allows you to set goals and paint a clear roadmap of how you're going to reach them.

Foremost, decide your goals and what to measure. What's going to determine success for your brand on social media? Do you want to increase reach? Get more leads? Generate more traffic to your company blog? The answers to those questions will help you decide which metrics to measure. And they differ depending on the social networks you use.

For instance, if you're trying to increase reach, you might track Reach (Paid or Organic), Impressions, Engagement, Followers, etc. If it is leads then we are looking at metrics such as Clicks, New Leads, and Conversions. A lot of B2B business unfortunately treat SMM as an after thought and one often sees posts that are lack lustre and entirely lack any engagement. It is important to not just identify goals, document strategy, but also create relevant content that meets the set objectives. This must be followed by regular review and tweaks as required by the campaign.

As a young entrepreneur born to technology, what drives your perspective?

"Risk more than others think is safe, dream more than others think is practical" – Howard Schultz, Starbucks. This is how I believe successful businesses move. Path-breaking, disruptive ideas don't just come by. There is a method to the madness and calculated risks are involved. The key is to know when to stop and turn.

Today, everyone is talking about Brand Communication, Story Telling, etc. Well, the great thing about Social Media is that it has given everyone a voice. But at some point, we got so caught up in the process, calendars, numbers, that we lost our story, we lost our audience, we lost our purpose.

When I started S&A along with my team, our aim was simple. Start with what matters to customers and of course the business. Otherwise, very little else matters in the long run. And to help our client achieve the same, we cherry-picked our team of thinkers with the right balance of experience, intuition, perspectives and immense creativity.

Feature - Marketing

We are a team that's young, high energy and believe in evolving with times. The focus of our work shifts from impressions to expressions so that you can deliver value to your customers and in turn, they can pass it on to their networks. It is about being transformational and not transactional. The goal is to talk to and through people and build a community where the value of belonging is measured in how people feel and what they can do differently as a result of your engagement.

Aryan Gunjan Pai is the Head of Digital Marketing at S&A and specializes in Communication and Content Strategy. He brings with him innovative thinking and deep domain expertise in Digital Marketing, having worked with numerous leading B2C and B2B companies. To know more about how you can leverage the power of Social Media to maximize your business potential, contact Aryan Gunjan Pai on aryan@snaworld.in or call on +91 8879 260 859



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A world map graphic in shades of blue and green, showing the continents. The map is centered on the Atlantic Ocean, with North and South America on the left and Europe, Africa, and Asia on the right. The title 'International News' is overlaid on the bottom left of the map in white text.

International News

Japan's APB develops new polymer battery

Japan's APB has developed a new type of battery that could cut production costs by 90pc and make the technology safer to use, potentially presenting fresh competition to lithium-ion batteries in 5-10 years.

The all-polymer battery replaces metal-coated electrodes and liquid electrolytes with a new sheet design and a gel-like structure. The design could pose a challenge to lithium-ion batteries for two reasons — because production can be scaled up quickly, and because the latter have shown a risk of catching fire. The polymer battery's bipolar design means that 10-metre battery sheets can be stacked on top of one another, which can increase capacity and reduce production costs compared with lithium-ion batteries.

APB intends for these batteries — designed by Japanese inventor Hideaki Horie — to be used for power plants and buildings, and for automotive purposes. It secured funding for the new battery from domestic firm Toyota Tsusho last month, although the amount was not disclosed.

In April, APB signed a licensing agreement with Japanese carmaker Nissan and local company Sanyo Chemical, both of which have been conducting research and development on the polymer battery since 2012. Under the terms of the deal, APB can manufacture and sell the battery but not target automotive users in Japan and overseas.

The most dominant form of battery in the EV market is lithium-ion. Of these, lithium nickel manganese cobalt oxide (NMC) and lithium nickel cobalt aluminium oxide (NCA) are the most popular among carmakers. The new battery could challenge for market share and subdue

demand growth for key battery metals such as cobalt and lithium. Argus last assessed prices for lithium carbonate at \$6.50-8/kg cif China on 7 July, down slightly from \$6.50-8.50/kg cif on 30 June.

Newly developed battery chemistries usually take 5-10 years to reach mass production and be cleared for use in EVs, because of rigorous safety standards, particularly in Europe. NCM 811 batteries, which have a high energy density but were less safe in the past, have been mass produced in China for two years, but are only just being introduced in Europe.

3D Printing Delivers Maintenance Tools and More for Fighter Jets

British defense, security, and aerospace giant BAE Systems has added a fourth Stratasys F900 3D Printer to its manufacturing site in Samlesbury, UK, in a continued effort to reduce costs and improve production agility.

Along with its existing F900 line-up, the latest installation will run around the clock as an integral part of BAE's transformative "Factory of the Future" initiative, a cutting-edge facility in Lancashire which brings together the latest advances in technology and manufacturing to work seamlessly with human operators in a first-of-its-kind, fully connected way. Today, Stratasys industrial-grade FDM additive manufacturing is used across aircraft ground equipment operations for a wide range of applications spanning space models and design verification prototypes, manufacturing tools such as jigs and fixtures, and final end-use parts.

According to BAE Systems, use of additive manufacturing across these applications is making production more flexible, faster and helping to reduce costs. Indeed, when using its F900 3D Printers to manufacture production tools, the company says that it is witnessing

'significant cost and lead time reductions' against those of traditional manufacturing methods.



"Our Factory of the Future program is all about driving the future of fighter aircraft production with disruptive technologies and we're working closely with our suppliers and wider industry to meet the challenges the UK Government has set out to us. Stratasys FDM additive manufacturing plays an important role in this initiative, as it helps us meet our overall company objectives to reduce costs and time-to-market," says Greg Flanagan, Additive Manufacturing Operations Lead, BAE Systems Air.

BAE Systems' latest F900 installation will not only increase 3D printing capacity, but also help exploit new 3D printing materials for tooling applications. This includes carbon-fiber-filled FDM Nylon 12CF material, which is used to create robust yet lightweight repair and development tools for the production line.

According to Flanagan, FDM-based 3D printing technology in particular offers an opportunity to decrease the up-front cost of tooling for new products. This is especially so with items such as drill tools, repair tools and other development tools that are often needed in small numbers.

"This technology allows us to innovate many of our traditional manufacturing processes," he says. "We can rapidly 3D print one-off parts for new products, replace tools more easily and cost-effectively, and maintain production operations when hardware is delayed. If supply chains become disrupted, having this production power in-house also enables us to be more agile as a business and continue to best serve the needs of our customers." BAE Systems also has found great success in identifying traditionally manufactured applications that can be enhanced, or in some cases replaced, with high-performance 3D printing materials. This includes utilizing durable ABS and ASA materials for a range of aircraft ground equipment, such as cockpit floor covers for the Typhoon fighter aircraft. "With our F900, the thermoplastic covers can be made much faster than traditionally manufactured versions and are a lot lighter and easier to move for the ground crew, so it improves efficiencies within the maintenance, repair and overhaul process. An

added bonus is that they can be printed in red – the color of all 'remove before flight' components," he adds. The latest F900 was purchased from Stratasys' local partner Laser Lines, through whom BAE Systems has been a Stratasys customer since 2006.

Source: Plastics Today

EV Charging Infrastructure Demands High-Performance Plastic Solutions

Focus on charging plugs, charging stations, wall boxes, and inductive charging systems, with transfer of know-how from E&E and automotive applications.

In addition to new applications in the powertrain of electric vehicles, the specialty chemicals company Lanxess sees great potential for engineering thermoplastics in the charging infrastructure for electric mobility. Requirements regarding the various components are derived primarily from the electrical and electronics (E&E) industry and the automotive industry. "Both industries have for decades been a core business for our polyamides and polyesters. This is why we can already offer custom materials that meet the most important standards and specifications of the international E&E and automotive industries and are ideal for use in charging infrastructure," says Sarah Luers, project manager in E&E application development in the Lanxess High Performance Materials (HPM) business unit.

Durethan polyamide (PA) and Pocan polybutylene terephthalate (PBT) are mainly used for components of charging plugs and sockets, charging stations and wall-boxes – in garages and carports, for example – as well as for components in inductive, wireless charging systems for high-voltage batteries. Even though the level of standardization in the field of electric mobility is currently still in progress in many areas, polyamides and polyesters already offer a wide range of possibilities for applications in the area of battery charging with direct or alternating current.



Unreinforced materials are mainly used for charging plugs because they offer a high level of dimensional stability and surface quality, are impact resistant, and thus mechanically robust, and are also available as

flame-retardant compounds whenever they come into contact with live electronic parts. Says Luers: "One example is the halogen-free flame-retardant PA 6 Durethan B30SFN30. In flammability tests conducted in accordance with the US standard UL 94 (Underwriters Laboratories Inc.), it achieves the top classification of V-0 with a test body thickness of 0.75 millimeters." The polyamide 6 Durethan B30S, however, is ideal for thin-walled components such as plug handles, which do not necessarily have to be flame-retardant.

Given the ever-higher charging voltages and currents, heat-conductive thermoplastics for removing the heat that is generated are also becoming increasingly important. Mineral-based Durethan BTC965FM30 and BTC77ZH3.0EF PA 6 compounds, which have a high filler content, are ideal for components in the vicinity of charging plugs. The former is halogen-free flame-retardant and achieves V-0 classification (0.75 millimeters) in the UL 94 test. Durethan BTC77ZH3.0EF contains a special mineral filling, with which it is possible to achieve a near-isotropic thermal conductivity of up to 1.8 watts per meter and Kelvin. Despite the high filler content, the material displays excellent elongation and processing characteristics.

Charging sockets usually require a combination of excellent fire resistance, mechanical strength, and good expansion characteristics. "These requirements are met by the halogen-free, flame-retardant and glass-fiber-reinforced grade Durethan BKV30FN04 PA 6, for example, which is also listed by the UL with V-0 classification," says Luers.

Potential new applications for charging wallboxes include covers and structural components. As visible parts, covers have to be not only easily paintable and weathering- as well as UV-resistant, but also have a low tendency to warp. This requirements profile is met by Pocan C1203, for example, an unreinforced blend of polycarbonate and polybutylene terephthalate (PBT).

Typical requirements for structural components such as mounting systems for wallboxes include high flame retardancy, weathering resistance, and creep resistance paired with high toughness and a low tendency to warp. "The material of choice here is the highly reinforced, and thus extremely strong and rigid, Durethan BKV45FN04," says Luers. The halogen-free flame-retardant PA 6 displays a high of 600 V (CTI A) and achieves UL 94 V-0 classification at 0.4 millimeters.

Another current development trend is inductive and wireless charging of vehicle batteries. The flat floor and vehicle pads that are required here and accommodate – among other things – the inductive charging coils have to be constructed from materials that are not only fire-resistant and mechanically strong, but also

have a low tendency to warp and exhibit high dielectric strength. The materials also have to be light- and weathering-resistant, with their properties remaining highly stable across a temperature range of -45 to +125 °C. One material that can be used for floor plates is the glass-fiber- and glass-ball-reinforced polyamide 6 Durethan BG30XFN01. It displays excellent flow properties and is also extremely strong and resistant to warpage. It passes the UL 94 test with V-0 with a test body thickness of 0.75 millimeters. It also has a UL f1 listing for use in outdoor applications exposed to UV and water.

HPM supports customers along the entire development chain of components used in the charging infrastructure for electric mobility. Services include developing application specific materials and optimizing processing. The package also includes engineering services during component design such as CAE simulations, mold flow calculations, and various finished part testing. "We also perform standard-compliant tests for UV resistance and fire behavior such as glowing wire tests in accordance with IEC 60695-2-13," says Luers. The scope of services also encompasses electrical tests such as for dielectric strength in accordance with IEC 60243-1.

Source: Plastics Today

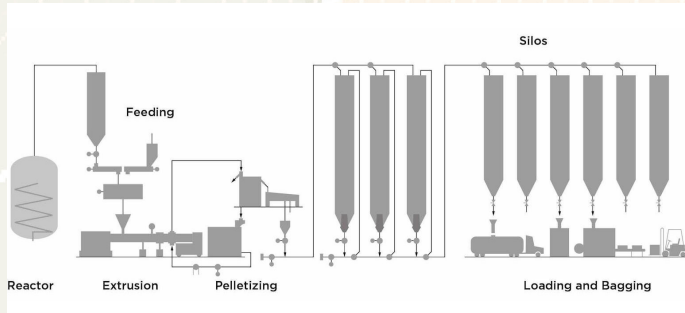
Extrusion Technology Company Demos Reliable, Scalable Melt-Blown PP Process

Tests conducted by Coperion and Lummus Novolen Technology show that a process for producing polypropylene (PP) pellets achieves reliability, regardless of throughput rates and melt viscosity. Melt-blown PP forms the raw material for nonwovens used as filter media in medical-grade face masks.

A series of tests conducted by Coperion, a maker of compounding and extrusion systems and other plastics processing equipment, and Lummus Novolen Technology successfully demonstrated the production of polypropylene (PP) pellets with very low melt viscosities using Coperion's ZSK extruders. Melt-blown PP forms the raw material for nonwovens used as filter media in medical-grade face masks. The tests carried out at Coperion's lab in Stuttgart, Germany, showed that the concept can be easily scaled to production quantities, said Coperion. Lummus Novolen Technology, which licenses polypropylene technology and provides related engineering and technical support, holds the license for the production process.

The tests are based on Coperion's ZSK extruder technology with ZS-EG side devolatilization and a screw design tailored exclusively for Novolen. According to Heiko Hornberger, Head of Team Polyolefins, Process Technology, at Coperion: "The innovative system concept proves the successful interaction of different tech-

nologies — the combination of a new screw concept for optimum dispersion and very good degassing thanks to ZS-EG technology secures first-class product qualities. This is achieved with outstanding process reliability, regardless of throughput rates and melt viscosity. The overall concept of the Coperion system not only ensures the operational flexibility required by the licenser for the processability of a broad range of PP types, but also significantly extends the possible application window,” said Hornberger.



“With this process, the licensees of Lummus Novolen Technology are now able to produce these coveted products safely and reliably, without restrictions on the existing product portfolio,” said Sebastian Schwarzer, Technology Manager Extrusion at Lummus Novolen Technology. “Furthermore, the project impressively shows that the interaction between the technological expertise of Lummus Novolen Technology and the innovative system design and competence of Coperion leads to the desired success within the shortest development time,” added Schwarzer.

The process design package, which contains all necessary process parameters and additive recipes, can be licensed through Lummus Novolen Technology. Coperion supplies the machine components.

Source: Plastics Today

Hi-Technology Group meets covid-19 demands thanks to Sumitomo (SHI) Demag

In order to meet on-going demands from some of its most strategic commercial safety customers, Hi-Technology Group had already invested in five new 50 tonne Sumitomo (SHI) Demag precision IntElect machines during the last year. From the start of the Coronavirus pandemic, the precision technical moulder has been operating around the clock, manufacturing in excess of 2 million medical-related components a week.

As part of the medical response effort, night and day Hampshire-based Hi-Technology has been continuously producing parts for powered personal respirators and hoods, intravenous infusion pumps and docking stations, wireless call buttons, medical PPE, stairlifts, and soap/handwash dispensers.



Due to the technical nature of many of these components, most are manufactured in the company’s dedicated precision moulding cell. Featuring five 50 tonne IntElect units, in May the Sumitomo (SHI) Demag team assisted once more, rapidly installing another all-electric system, this time a higher-spec 75 tonne IntElect2. Recently recertified to ISO9001: 2015 and ISO 14001 (Environmental Safety Standard), most of the COVID work, including industrial respirators, has been performed in the company’s moulding cell. Housing five IntElect systems, the facility also comprises several other precision, assembly and finishing machines, including heat inserters, pad printers and ultrasonic welding systems.

Given the volume and variety of technical components produced, reaching 3.6million mouldings output in a single week at the height of the health crisis, precision and repeatability is critical. This is where the IntElect excels Sumitomo (SHI) Demag’s Managing Director Nigel Flowers explains. “The combination of direct drives plus the IntElect’s advanced toggle system ensures a more stable process. Any changes to force patterns are monitored and instantly dealt with. Because the injection process runs more steadily, the plasticised material flows more consistently into the mould cavities. This in turn helps ensure even weight distribution in each cavity and minimise part rejects.”

Source: Britishplastics.co.uk

Coca-Cola European Partners invests in recycling start-up in move away from virgin oil-based PET

CuRe’s technology uses a process of partial depolymerisation to rejuvenate low grade polyester waste into like virgin quality, 100 per cent rPET-granulate. Coca-Cola European Partners (CCEP), the world’s largest independent Coca-Cola bottler, has announced investment in CuRe Technology – a recycling start-up which seeks to provide a new lease of life for difficult-to-recycle plastic polyester waste.

The funding from CCEP, through its innovation investment fund CCEP Ventures, will enable CuRe to accelerate its 'polyester rejuvenation' technology from pilot plant to commercial readiness. Once the technology is commercialised, CCEP will receive the majority of the output from a CuRe-licensed, new-build plant.

Once operational, CCEP says CuRe has the potential to support its ambition, in partnership with The Coca-Cola Company in Western Europe, to eliminate virgin oil-based PET from its PET bottles within the next decade. This will contribute to removing a total of over 200,000 tonnes of virgin oil-based PET from CCEP's packaging portfolio a year and support the transition to a circular economy for PET packaging.

CuRe Technology – a start-up, created by a consortium of world-leading recycling innovators and experts, and led by the Morssinkhof Group and the Cumapol/DuFor Group, with strategic partners DSM-Niaga and NHL Stenden University of Applied Science – will initially apply its end-to-end partial depolymerisation recycling process to transform opaque and difficult to recycle (ODR) food grade PET to high quality recycled PET (rPET) that can be used again for food and drink packaging in one continuous process on the same site.



Towards a Circular Economy

The CuRe funding from CCEP Ventures builds on existing strategic investments by The Coca-Cola Company in its plan to explore and support the scaling of 'enhanced' full depolymerisation recycling technologies in order to make a circular economy for PET a reality.

The Coca-Cola system in Western Europe is working towards a future source vision for its PET material which will help remove the need for virgin oil-based PET (figurative future sources of PET in Western Europe: 70 per cent derived from mechanical recycling with 25 per cent from depolymerisation recycling and five per cent PET from plant-based renewable sources, all while remaining 100 per cent recyclable).

"An exciting technology start-up"

Joe Franses, Vice President, Sustainability at Coca-Cola European Partners, said: "CuRe is an exciting technology start-up with transformational potential developed by an experienced consortium, making it an ideal investment for CCEP Ventures.

"Our investment in CuRe underlines our commitment to supporting innovations that have the potential to drive growth in our business and our sustainable packaging goals. It also offers us the potential to access vital rPET volumes that will help to accelerate delivery of our 100 per cent rPET ambition for our PET bottles."

Josse Kunst, Chief Commercial Officer at CuRe Technology, said: "Polyester is one of the world's most reversible plastics and should not go to waste. In the pilot plant phase of the CuRe process, we were supported with a subsidy from the European Union and the three northern provinces of the Netherlands. Now our ambition to create an energy-efficient solution for product-to-product polyester transformation will be accelerated because of this funding."

Kunst continued: "The support of CCEP Ventures will enable us to start with opaque and difficult to recycle food grade PET and take the first step towards our ultimate vision of recycling all polyester, again and again."

Source: Britishplastics.co.uk



Carclo Technical Plastics Ltd (CTP) announces ISO class 8 clean environment ready for medical applications manufacturing near Bangalore



Carclo Technical Plastics Ltd (CTP) announces that its ISO 13485:2016 accredited manufacturing facility in Doddaballapur near Bangalore, India, has completed the design, build, installation and validation of an ISO class 8 clean environment for medical applications.

The facility (see photo) has been designed to house injection moulding machines and limited assembly/packaging operations.

Managing Director of CTP India, Gary Allan, stated “We at Carclo Technical Plastics are delighted to have invested proactively in clean facilities at our facility in Bangalore as we continue to target medical plastic component manufacturing opportunities in India. I would like to congratulate the CTP team in India and further afield for their hard work and diligence in achieving the next step in the site’s development”.

Carclo Technical Plastics, www.carclo-ctp.co.uk, is the largest division within Carclo plc with manufacturing operations in the UK, East and West USA, Czech Republic, India and China. The business is a specialist contract manufacturer of tight tolerance, injection moulded plastic components and increasingly adds value to its customers by assembling and packaging finished devices for the medical, pharmaceutical, diagnostic and ophthalmic sectors. Typical products include drug delivery devices such as injection devices and asthma inhalers and diagnostic consumables such as pipette tips, reagent packs and Point-of-Care cartridges.

Framework to make producers manage plastic waste is out

Four years after making producers’ responsible for managing plastic waste in the country, the Centre has come out with a much awaited framework where it suggests three different models to be adopted by manufacturers, importers and brand owners to handle the waste under supervision of a central authority.



Introduction of a system of plastic credit, establishing Producer Responsibility Organisations (PROs) and setting up a fee-based mechanism are three different models which will be available to producers of plastic products, including FMCG companies, under this framework. The proposed uniform Extended Producers Responsibility (EPR) framework, released by Union environment ministry also has provisions to impose penalties on producers if they fail to meet their targeted collection. This money will be used for creating infrastructure for plastic waste management.

A single national registry will be created to enlist all stakeholders. It will improve monitoring and help bring transparency in the plastic waste management system in the country where 40% of its daily waste remains uncollected, posing a threat to environmental and human health.

The monitoring of the entire mechanism of the EPR will be the responsibility of the Central Pollution Control Board (CPCB). A graded approach for achieving the targets will be recommended, starting with 30% in the first year and moving up to 90% in five years.

Under the 'fee-based model', the framework proposed that the producers will contribute to the EPR corpus fund at the central level. This may be an escrow account, managed by SPV where private and other stakeholders can become members. The amount to be contributed by each of the producers will be calculated based on generation of plastic waste vis-à-vis efforts required and money spent by urban local bodies to handle the plastic part of the waste.

Under the PRO model, an organisation will manage the waste on behalf of producers. Municipal bodies can also register as PRO or waste collector. There will be a national authority - National PRO Advisory Committee - to govern plastic waste management in the country.

The draft framework says a plastic credit model is envisaged where a producer is not required to recycle their own packaging, but to ensure that an equivalent amount of packaging waste has been recovered and recycled to meet their requirements.

However, producers are mandated to acquire evidence of recycling or recovery from properly accredited processors (recyclers, W2E plant operators, cement co-processors, users utilizing plastic in road) or exporters. Producers and processors/ exporters may exchange plastic credits for a financial transaction at a price and other terms as negotiated between them. The producers can exchange credits from processors that have been specifically accredited for this purpose and through proper registration at the EPR portal.

Source: TOI

Plastic pollution flowing into oceans to triple by 2040: Study

The amount of plastic waste flowing into the ocean and killing marine life could triple in the next 20 years, unless companies and governments can drastically reduce plastic production, a new study said.

Single-use plastic consumption has increased during the coronavirus pandemic, according to the International Solid Waste Association, an NGO. Face masks and latex gloves are washing up daily on Asia's remote beaches. Landfills worldwide are piled high with record amounts of takeaway food containers and online delivery packaging.

The new research, produced by scientists and industry experts for The Pew Charitable Trusts and SYSTEMIQ, offers solutions that could cut the projected volume of plastic entering the ocean by more than 80%. The roadmap for stemming the runaway ocean plastic waste crisis is among the most detailed ever offered in a study. If no action is taken, however, the amount of plastic going into the sea every year will rise from 11 million tonnes to 29 million tonnes, leaving a cumulative 600 million tonnes swilling in the ocean by 2040, the equivalent weight of 3 million blue whales, according to the study published in the journal Science.

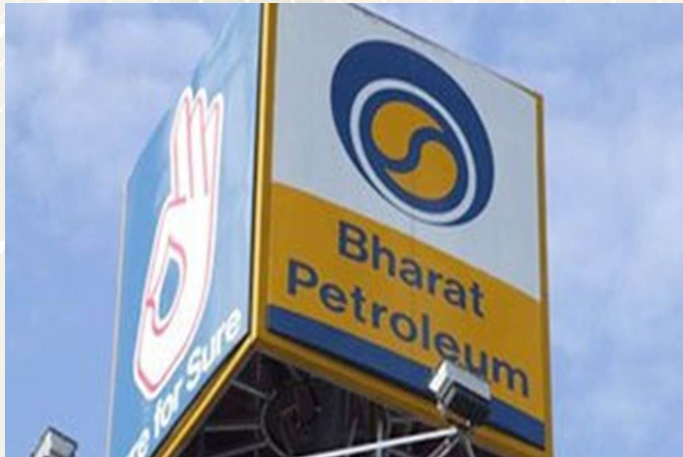
"Plastic pollution is something that affects everyone. It isn't a 'your problem and not my problem'. It's not one country's problem. It's everyone's problem," said Winnie Lau, senior manager at Pew and co-author of the study. "It's going to get worse if we don't do anything."

The strategy laid out in the report includes redirecting hundreds of billions of dollars in plastic production investment into alternative materials, recycling facilities and waste collection expansion in developing countries. This would require a U-turn by the energy industry, which is rapidly building new chemical plants around the world to boost plastic output as its traditional fuel business is eroded by a rise in cleaner energy sources.

Source: India Today

BPCL to restart 200,000 bpd Kochi crude unit by end-July

State-run BPCL, the country's second biggest state refiner, had shut the crude unit at the Bina refinery for about three weeks from the second week of June for routine maintenance, he said. Bina has only one crude unit.



India's Bharat Petroleum Corp plans to restart a 200,000 barrels per day (bpd) crude unit at its 310,000 bpd Kochi refinery in southern India by end of this month after a three-week maintenance shutdown, its head of refineries said.

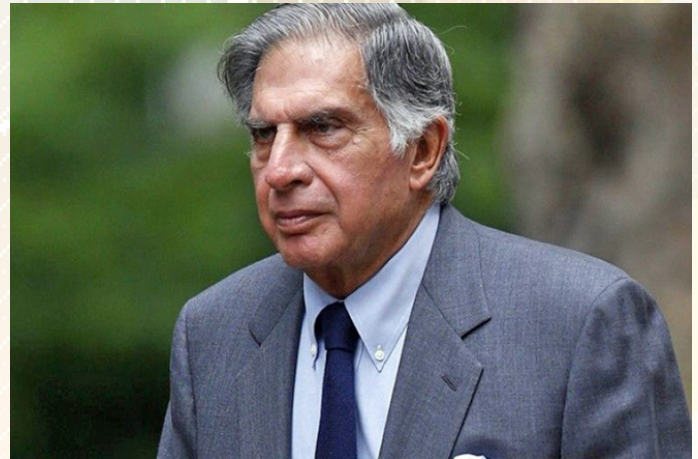
The shutdown of the crude unit and some secondary units at Kochi started earlier this month after the company restarted a 156,000 bpd crude unit at its Bina refinery in central India, R. Ramachandran told Reuters. State-run BPCL, the country's second biggest state refiner, had shut the crude unit at the Bina refinery for about three weeks from the second week of June for routine maintenance, he said. Bina has only one crude unit. According to government data, BPCL's Bina refinery operated at about 60% of its installed capacity in June.

BPCL also plans to shut a continuous catalytic reformer at its Mumbai refinery in western India for about three weeks from Aug. 1, he said.

Source: Financial Express

Ratan Tata's masterclass for companies: Job cuts amid coronavirus; knee jerk reaction not a solution

Ratan Tata also spoke about the plight of the migrant workers who were left with no work, food or place to stay after the government announced to impose a nationwide lockdown. Ratan Tata said that there was a knee jerk reaction from the traditional workplace to lay off people because their businesses were gone.



Tata Group's Chairman — Emeritus Ratan Tata has said that retrenchment of employees, even in the wake of the ongoing coronavirus pandemic, is not the solution, and that the companies have responsibility towards their employees. In an interaction with Your Story, Ratan Tata said that there was a knee jerk reaction from the traditional workplace to lay off people because their businesses were gone. He emphasised on the fact in the post coronavirus world, the way of doing business has to change.

Earlier, in March this year during the outbreak of coronavirus, Tata Sons chairman N Chandrasekaran announced to pay full salaries to temporary workers and daily wage earners for the months of March and April, even when they were unable to work due to nationwide lockdown, site closures, plant shutdowns and many other reasons. Moreover, IT bellwether Tata Consultancy Services (TCS), in April this year, clarified that the company will not lay off any of its 4.5 lakh employees. It, in fact, announced to honour the offer letters that were given to the freshers and assured that all of them will be onboarded as the year proceeds ahead.

Among many other issues, Ratan Tata also spoke about the plight of the migrant workers who were left with no work, food or place to stay after the government announced to impose a nationwide lockdown. "These are the people that have worked for you, these are the people who have served you all their careers and you send them out to live in the rain? Is that your definition of ethics when you treat your labour force that way?" Ratan Tata said in the interview.

While talking about business and leadership, Ratan Tata said that even when everyone chases profits, one should question how ethical their journey has been so far. He emphasised that business is not about just making money. One must do everything right and ethically for their customers and stakeholders. During the interaction Ratan Tata said it has not been yachts, manors or huge estates, that he missed the most the pandemic, but the wonderful experience of interacting with people

who stand for the same ideas as he does.

Even as several companies have fired numerous employees owing to the lack of funds and cash flow, TCS slashed 15 per cent managerial remuneration for the year. According to TCS' annual report for 2019-20, the directors decided to moderate the executive remuneration for this year to express solidarity and conserve resources.

Source: Financial Express

Credit guarantee scheme: Banks sanction Rs 1.27 lakh crore worth loans to MSMEs

All MSME borrower accounts with an outstanding credit of up to Rs 25 crore as on February 29, which were less than or equal to 60 days past due as on that date, i.e., regular, SMA-0 and SMA-1 accounts, and with an annual turnover of up to Rs 100 crore are eligible for GECL funding under the scheme.

The finance ministry on Tuesday said banks have sanctioned loans worth about Rs 1,27,582 crore under the Rs 3-lakh crore Emergency Credit Line Guarantee Scheme (ECLGS) for the MSME sector impacted by the economic slowdown triggered by COVID-19. However, disbursements against this stood at Rs 77,613 crore till July 20 under the 100 per cent ECLGS for micro, small and medium enterprises (MSMEs).

The scheme is the biggest fiscal component of the Rs 20-lakh crore Aatmanirbhar Bharat Abhiyan package announced by Finance Minister Nirmala Sitharaman in May. The latest numbers on ECLGS, as released by the finance ministry, comprise disbursements by all 12 public sector banks (PSBs), 22 private sector banks and 21 non-banking financial companies (NBFCs).

"As of 20 July 2020, the total amount sanctioned under the 100% Emergency Credit Line Guarantee Scheme by #PSBs and private banks stands at Rs 1,27,582.60 crore, of which Rs 77,613.06 crore has already been disbursed," the finance minister said in a tweet. Under ECLGS, the loan amounts sanctioned by PSBs increased to Rs 70,894.59 crore, of which Rs 45,797.29 crore has been disbursed as of July 20, she said. At the same time, private sector banks have sanctioned Rs 56,688 crore and disbursed Rs 31,815 crore.

"Compared to 15 July 2020, there is an increase of Rs 4,237.44 crore in the cumulative amount of loans sanctioned & an increase of Rs 9,301.51 crore in the cumulative amount of loans disbursed, by both #PSBs and private sector banks combined as on 20 July 2020," Sitharaman said.

Market leader SBI has sanctioned loans worth Rs 20,988 crore and disbursed Rs 14,811 crore. It is followed by Punjab National Bank, which has sanctioned Rs 9,372 crore. Its disbursements stood at Rs 5,047 crore as of July 20.

On May 20, the Cabinet approved additional funding of up to Rs 3 lakh crore at a concessional rate of 9.25 per cent through ECLGS for the MSME sector. Under the scheme, 100 per cent guarantee coverage will be provided by the National Credit Guarantee Trustee Company for additional funding of up to Rs 3 lakh crore to eligible MSMEs and interested Micro Units Development and Refinance Agency borrowers in the form of a guaranteed emergency credit line (GECL) facility. For this purpose, a corpus of Rs 41,600 crore was set up by the government, spread over the current and next three financial years.

The scheme will be applicable to all loans sanctioned under GECL facility during the period from the date of announcement of the scheme to October 31 or till the amount of Rs 3 lakh crore is sanctioned under GECL, whichever is earlier.

All MSME borrower accounts with an outstanding credit of up to Rs 25 crore as on February 29, which were less than or equal to 60 days past due as on that date, i.e., regular, SMA-0 and SMA-1 accounts, and with an annual turnover of up to Rs 100 crore are eligible for GECL funding under the scheme.

Source: Financial Express

Welspun Flooring launches tiles manufacturing facility in Telangana

Welspun Flooring Ltd, a fully integrated and independent flooring vertical of the \$2.7-billion Welspun Group, has launched its greenfield manufacturing facility near Hyderabad. The facility, set up with an investment of Rs 1,100 crore, is likely to see investment of Rs 900 crore more in two phases, as it takes its capacity to 40 million sq. mt annually. Adjacent to this facility, Welspun Group is also establishing a manufacturing plant for an emerging business – Advanced Textiles. The company will invest Rs 400 crore over two financial years in the textile unit.

KT Rama Rao, Minister for Industries and IT&C, Telangana, inaugurated the tile facility and laid the foundation stone for the textile unit. Rao said the TS iPASS initiative has played a crucial role in attracting companies such as Welspun, Katerra and many others to the state over the past six years. He said it was good to see the project being completed within 11 months.

BK Goenka, Chairman, Welspun Group said, “Welspun has over the years built strong consumer trust in the domestic and international markets. We are now entering another exciting phase of growth, with the foray into the flooring segment.”

“This emerging business is poised to benefit from synergies with our existing businesses and large customer base, thereby, creating a strong domestic as well as global growth opportunity,” he said.



Mukesh Savlani, President & CEO, International Business, Welspun Flooring Ltd said, “In line with our aim to disrupt and transform both the new homes and renovation segments of the Rs 3,500-crore Indian tiles market, we are launching our manufacturing facility. On the back of the facility’s advanced capabilities and infrastructure, we look forward to offering innovative solutions to our consumers in India and globally.”

“The company is also launching innovative antiviral tiles, certified by a US agency, to cater to the current needs. While India is a focus market, the company will also export to Europe, the US, Australia and South-East Asian countries,” Savlani said.

The manufacturing facility is spread across 200 acres, employs close to 1,600 members directly and about 5,000 people indirectly. It has implemented strict safety and hygiene measures. Equipped with the latest machinery, it creates unique colour options, combinations and caters to any kind of shade requirement.

The plant is equipped to manufacture a variety of innovative products ranging from Carpet Tiles, Greens (artificial grass) and Broadloom Carpets (wall-to-wall carpet) to the patented and technologically advanced product – the Click-N-Lock tiles. On completion of all phases, the facility will have a production capacity of 40 million square metres annually. “We are aiming to making flooring an enjoyable and non-messy experience that can be executed within a short time,” he said.

Source: Business Standard



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SAUDI ARABIA

Economic overview

The Kingdom of Saudi Arabia (Saudi Arabia) is located in the south-west corner of Asia with an area of 2.15 million square kilometres and a population of 34.1 million. Saudi Arabia has grown substantially over the past few decades due to strong hydrocarbon income. In its efforts to diversify the economy away from oil, the Saudi Government has embarked on a wide range of reforms under Saudi Vision 2030 with an aim to attract foreign investment, stimulate economic growth, create jobs and develop a more resilient economy. Given the outbreak of Covid-19 and its adverse impact on commodity prices including crude oil, the Saudi Government recently hiked customs duties on certain products and tripled the value-added tax (VAT) rate to 15%.

As of July 13, 2020, the S&P's rating for Saudi Arabia is A- (stable); Moody's rating stands at A1 (negative); and Fitch has a reported rating of A (stable).

Saudi Arabia has trade agreements with Bahrain, Egypt, Iceland, Iraq, Jordan, Kuwait, Lebanon, Libya, Liechtenstein, Morocco, Norway, Oman, Qatar, Singapore, Sudan, Switzerland, Syria, Tunisia, United Arab Emirates and Yemen.

Trade overview

India and Saudi Arabia enjoy cordial and friendly relations. Saudi Arabia is the fourth largest trading partner of India, after United States, China and the United Arab Emirates. In 2019, India and Saudi Arabia engaged in bilateral trade worth USD 33.1 billion. During the year, India's exports to Saudi Arabia were valued at USD 5.9 billion in comparison to India's imports worth USD 27.2 billion resulting in a trade deficit of USD 21.3 billion to India.

Economic indicators		2017	2018	2019
Nominal GDP	USD Billion	688.6	786.5	779.3
Nominal GDP per capita	USD	21,114	23,539	22,865
Real GDP growth	%	-0.7	2.4	0.2
Total population	Million	32.6	33.4	34.1
Average inflation	%	-0.9	2.5	-1.1
Total merchandise exports	USD Billion	220.1	294.5	251.8
Total merchandise imports	USD Billion	126.8	135.2	144.3

Source: IMF, TradeMap

Countryscape

The major items of export from India to Saudi Arabia are mineral fuels, oils and products thereof; cereals; boilers; electrical machinery and equipment; iron and steel; organic chemicals; meat products; and clothing. Likewise, major items of export from Saudi Arabia to India are mineral fuels, mineral oils and its products; organic and inorganic chemicals; plastics and its products; fertilizers; aluminium and its articles; and iron and steel.



Within plastics, the trade is in favour of Saudi Arabia with exports worth USD 647.5 million to India and a trade surplus of USD 464.5 million. India's plastics exports to Saudi Arabia stood at USD 183 million in 2019 and primarily comprise of:

- Plastic raw materials (30.1%)
- Laminates (10.7%)
- Plastic sheets, films, plates etc (8.2%)
- Master batches (6.8%) and
- Packaging items (6.4%)



Saudi Arabia's annual plastics imports are valued around USD 5.0 billion. Its plastic imports are largely catered to, by China (26.6%), United States (12.7%), and the United Arab Emirates (8.6%). However, despite this, India has a good standing in some of the plastic product imports by Saudi Arabia:



- Master batches – Market share of 13.2% share (Rank 3)
- Leather cloth – Market share of 8.5% share (Rank 3)
- Writing instruments – Market share of 7.1% share (Rank 5)
- Laminates – Market share of 6.5% share (Rank 4)
- House ware – Market share of 5.4% share (Rank 5)

Trade potential

Our internal research indicates that India’s plastics exports to Saudi Arabia have the potential to grow by USD 3.7 billion. Product categories, within plastics, that have immense export potential for export to Saudi Arabia include:

Product Category	Saudi's import from India	Saudi 's import from world	India's export to world	Trade potential for India
	USD Million	USD Million	USD Million	USD Million
Medical disposables, of plastics	7.7	805.6	660.9	640.0
Plastic sheets, films, plates etc	15.0	444.4	1,371.0	316.1
House ware, of plastics	11.5	281.5	206.7	195.2
Packaging items	11.7	168.9	790.7	157.2
Pipes, tubes, hoses, fittings thereof	4.3	213.2	191.5	140.1
Travel ware, of plastics	2.8	267.4	390.2	140.0
Electrical items, of plastics	1.5	177.4	172.8	138.0
Self-adhesive sheets, films etc	2.5	180.1	125.1	122.6
Optical items	2.1	158.9	445.1	90.6
Master batches	12.5	96.1	1,270.7	83.7

Source: TradeMap, Plexconcil Research

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ISO 9001:2015
ISO 14001:2015
SEDEX REGISTERED



THE SHAKTI
PLASTIC INDUSTRIES
Turning waste to value



IMPORT & EXPORT OF PLASTIC RECYCLED MATERIAL

REGRINDS

ROLLS

LUMPS

RECYCLED GRANULES

**PP (REGRINDS, BOTTLES), HDPE (PIPE GRADE, BOTTLE GRADE, DRUM GRADE),
LDPE (FILM AGGLO, FILM ROLLS, FILM LUMPS, LDPE ROTO), ABS, HIPS, PA**

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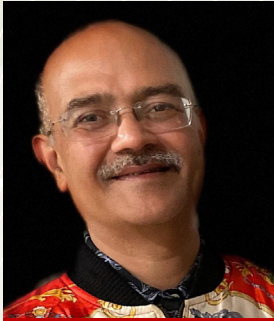



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Industry Speak



**Mukesh Maheswari,
Director, Ercon Composites**

Saudi Arabia is India's 4th largest trading partner and considering its proximity to India, what are the opportunities for plastics exports in the Kingdom?

An article in the Saudi newspaper which I read during my last visit to the Kingdom early in the year had suggested that the use of composites and fibreglass materials will soon replace metallic components as the focus was on non-metallic composites

that are highly versatile, Corrosion resistant, durable, lighter and improve energy efficiencies. In the current scenario, the spread of COVID may have brought most global economies to a grinding halt or slowed down activities. However, post this phase, India has good potential not only in Saudi, but also its neighbouring nations. Our company has been a routine exporter to the region and we have, over the years, seen greater acceptance for our products.

What are the typical challenges faced by exporters to Saudi Arabia?

One of the major problems that prevail in the Kingdom is that they are slow to implement new policies. Though several policies and decision are made, in actuality, it takes at least 2-3 years before one sees the same being implemented on ground. This has an impact on supply chains eventually.

In recent times, the Government of Saudi Arabia has been promoting Saudi made products. Imports are not being preferred and preference for products with higher Intrinsic Country Value or ICV is being enforced in the country. The ICV basically is a requirement for producers to ensure that within any value addition, there has to be a certain amount of local material that must be used rather than using imported material or components. Even if it implies replacing some input material with locally available material, if required. Preference is given to such products and it is quite understandable as they are trying to boost local manufacturing and supply chains. However, this is a deterrent for Indian or any other exporter. The same approach is also being adopted by neighbouring countries in the region.

Labour laws have also been getting very stringent and for any company who wishes to set up a plant in Saudi, they need to have at least 30% locals employed in the company. One may state here that there is very little availability of technically skilled locals. Most locals prefer administrative tasks and with the minimum 30% slab, companies eventually have to bear huge cost overheads as they need to hire a set of people who may not possess the required skill sets and yet hire expats additionally to actually perform the tasks. Higher minimum wages for locals is also a drain on resources for such companies. Also, additional Taxes have been imposed on expats.

The enforcement of SASO certification has also been a huge challenge. SASO is an independent quality certification that is being insisted upon by the local customs and acquiring one can cost anything upwards of \$1000 – \$2000 per consignment. Since these costs can vary, it affects the exporters margins. SASO is required mainly to ensure quality for consumer products (eg: electrical / electronics) and many of our products do not necessarily fall under this product bracket. However, customs procedures and strict regulations often result in delay and exporters often times end up taking SASO certificates for easy custom clearance. This further adds to delays in delivery and increased cost. Such policies introduced by the KSA Government works in their favour for obvious reasons but it can be particularly difficult for exporters.

Many of our members are from the MSME sector and while putting up manufacturing plants in the country is encouraged, our industry is sceptical about investing due to vagaries in demand.

How is the ease of doing business in Saudi Arabia?

Inherently, the Middle East markets prefer products that are US or EU made as they do not feel confident about the quality of Indian made products. There is undoubtedly a bias and unless one manufactures certified and very high-quality products, the barriers to entry are big. On the other hand, in the past 5 to 6 years, our trade relations with the Kingdom have seen a shift and today, the resistance towards Indian made products has reduced. Our country's humongous success in IT & Aerospace, Make In India initiative, etc are perhaps reasons why India is being recognized by Middle Eastern countries as one that is technologically advanced. The world perception is changing and in fact, even the way our Government has been handling the COVID situation as compared to especially USA, is being viewed favourably. The media has a huge part to play in boosting the image of our country, but some restraint on the kind of news is published goes a long way and avoids unnecessary misperceptions about our country.

10 or 15 years ago, the scenario was very different. Today, while our exporters have gained a lot of acceptance, order delays or cancellations have become rampant due to the virus situation. As exporters therefore, it is our responsibility to give the importers the assurance of timely deliveries and product quality to mitigate their fears. Timely deliveries, even in the current crisis, are especially critical to build their confidence in our ability to meet commitments.

Which countries are major competitors to your business segment? What are the distinct advantages offered by your competitors?

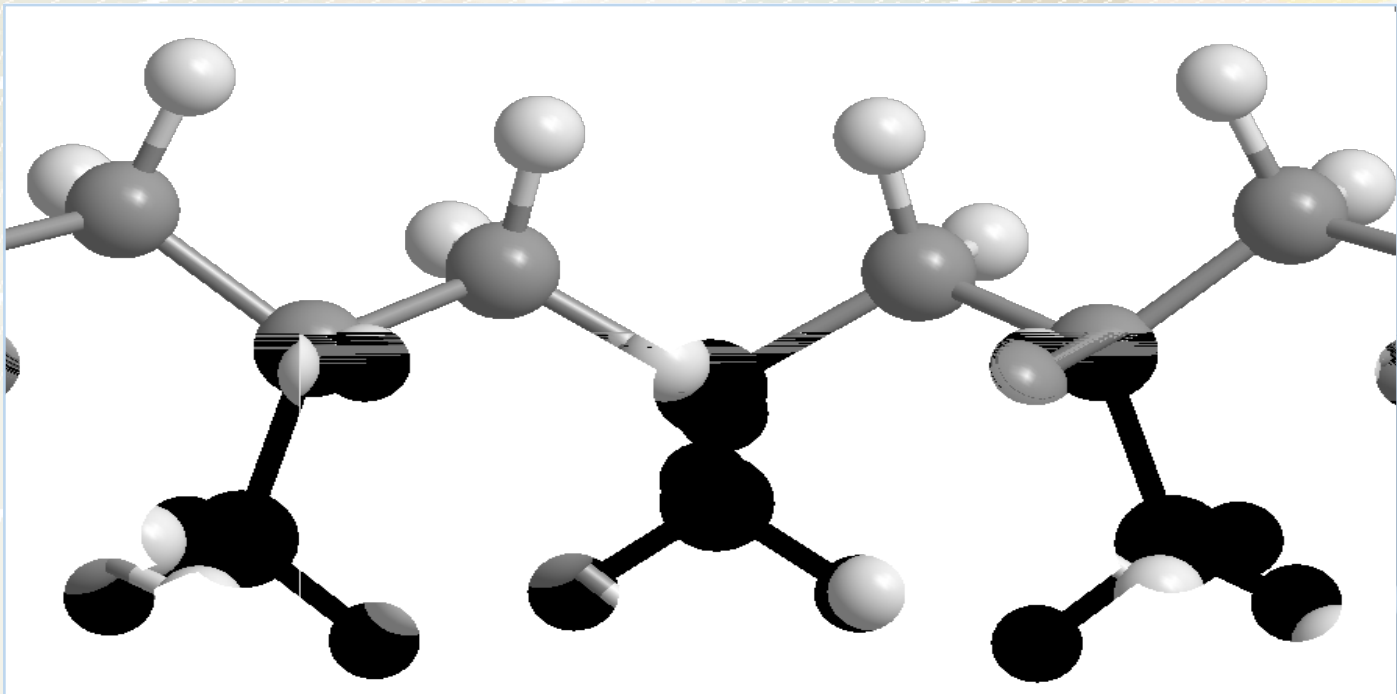
USA, EU and China are our biggest competitors. US and EU products have a certain brand image and they usually set the benchmark very high with their high-level specifications and quality. This compels other exporting countries to peg their quality and performance standards against the benchmarks set by these countries. Having said that, Indian products and India is now recognized for its technological advancement and high-quality production which gives us an edge over China for instance, which does not enjoy such distinction. India has an edge over China as related to technical superiority and hence, our products have been receiving much wider acceptance in the region in recent years.

In 2019, Saudi Arabia pledged USD 100 billion across various sectors in India including oil infrastructure. What are the measures needed and which sectors of plastics could potentially attract or gain from investments from the Kingdom?

In my opinion, investment in oil infrastructure through JVs, etc can be damaging to our industry as outsiders would then have control of oil or polymer pricing in India. This could lead to monopolistic practices and even threaten indigenous oil and gas companies. JVs will give such corporations the upper hand and they would eventually control downstream products including the polymer chain and dictate pricing at their will. India has many large players in the sector and the Government must carefully examine the benefits and challenges and exercise strict caution if entering into such agreements. Oil is like the sovereign wealth of a country and no country, anywhere in the world, allows any outsider, no matter how big the companies are, to control or dictate terms in the sector. Such practices must not be encouraged.

Last words?

Today, our industry has been generating excellent response and we have been receiving many inquiries from companies who wish to move their sourcing operations from China to India. This is the right time to consider expansion plans and take advantage of the global attention on India. Buyers can be fickle and if they see any hesitation on our part, they would be quick to move to alternate hubs such as Korea, Vietnam, etc. We need to upgrade our technology, quality standards and stand prepared for the boom once markets open up. My personal opinion is not to focus on the current situation as recessionary times and rather gear up to take on newer, bigger opportunities that lie ahead of us. The whole world is focused on India today and it is time to shine and shine bright.



Polypropylene (PP)

Polypropylene (PP) is a colourless semi-rigid, translucent to transparent solid with a glossy surface and no odour. It is a thermoplastic polymer that finds use in a variety of products including films, woven sacks, automobiles, furniture, house wares, caps and closures, luggage, pipes and fittings, and several injection and blow-moulded items. Products made of Polypropylene can be identified by the triangular recycle symbol with the number “5” resin identification code which is generally mentioned at the bottom of packaging.



Polypropylene is commercially available in three different varieties: Homopolymer, Impact Copolymer and Random Copolymer. The product is classified as 39021000, 39023000, and 39029000 under Harmonized System (HS) of Coding.



World-wide import of Polypropylene is between USD 45-50 billion.

- In 2019, top-5 exporting countries of Polypropylene were: Saudi Arabia (13.2%), Belgium (9.6%), South Korea (9.0%), United States (8.0%), and Singapore (6.9%).
- Likewise, top-5 importing countries of Polypropylene were: China (15.3%), Germany (6.5%), Turkey (6.3%), Italy (5.1%), and Vietnam (3.5%).

Global Outlook

The global polypropylene market size is expected to reach USD 122.31 billion by 2026, exhibiting a CAGR of 5.5% during the forecast period. The growing consumption of packaged products will spur demand for the market during the forecast period, states Fortune Business Insights.

According to the report, the value of this market stood at USD 79.85 billion in 2018.

Market Drivers

Heavy Demand from Food & Beverage to Propel Growth
The growing demand for packaging solutions from the food & beverage industry will foster healthy growth of the market during the forecast period. The increasing consumption of packaged food products such as munchies, biscuits, and chocolates will augur well for the market. Polypropylene has the properties for effective packaging solutions, which retains the quality of the product as well as hygiene factor.



The rising adoption of PP in the automotive sector due to easy processability, effective sealing, and stiffness properties will increase its application in safety subsystems, doors, and seat assemblies.



The manufacturing of toys, fashion apparel, and sports equipment owing to the PP's easily moldable, durable, and flexibility will enable speedy expansion of the market.

The increasing demand for agricultural tools such as drippers, microtubes, and nozzles will boost the market during the forecast period.

The high rigidity property of PP will improve its prospects in industrial applications, mainly for the packaging of electrical spares and parts.

The enhancement of transparency and the appearance of packaging material for clear visibility of products will further create new opportunities for the market. In addition, the growing demand for plastic-based products will positively influence the growth of the market in the forthcoming years.



Regional Analysis

Booming Electronics Industry to Foster Growth in North America

The market in North America stood at USD 8.83 billion in 2018 and is predicted to dominate the market during the forecast period. The growth in the region is attributed to the medical and electrical & electronics manufacturing industries in the region.

Asia Pacific is predicted to witness a high growth rate during the forecast period owing to the booming automotive industry in developing countries such as China, Japan, and India. The growing demand for packaged food items in the emerging nation will influence the healthy growth of the market during the forecast period. Europe is expected to rise profoundly during the forecast period owing to the increasing demand for packaging food items. The high manufacturing of automobiles will have a positive impact on the market.

India Overview

The demand for Polypropylene (PP) in India grew at a CAGR of around 8.51% during 2015-2019 and is expected to achieve a healthy growth rate in the coming years. Recently, the product gained popularity as a raw material for manufacturing Personal Protective Equipment (PPE), an essential kit recommended by WHO for medical personnel to avoid coronavirus transmission. Increasing government investments in manufacturing PPE kits backed by surge in the demand from other medical products is likely to give the Indian Polypropylene market a tremendous boost in the upcoming years. Moreover, rise in the demand for BOPP (bi-axially oriented polypropylene) films from the flexible packaging sector mainly from packaged fresh and frozen foods and pharmaceutical sector is also likely to support the growth of PP market.

COVID Impact on the Industry

The COVID-19 outbreak rendered a sharp decline in the country's Polypropylene demand causing inventories to pile up at unprecedented levels because of sudden halt in downstream manufacturing activities due to nationwide lockdown. However, as a key raw material for manufacturing personal protective equipment (PPE), the demand outlook for some grades remained uplifted. Industrialists reported that the outbreak, has supported the demand for PP in the medical sector for the production of masks, injection syringes, and PPE kits which consume non-woven PP, fibre grade and transparent PP (TPP) grade.

However, because unit consumption is too small, actual demand for PP has been subdued since the onset of the pandemic. Meanwhile, the demand from the sectors like infrastructure and daily necessities has dipped sharply triggering a fall in other grades amid already existing uncertainties due to nationwide ban on single-use plastics implemented with effect from October 2019.

The demand for Polypropylene from the automotive sector remained lull in Q4FY20 due to plant shutdowns and lack of buying sentiments. However, restart of automobile plants with ease in lockdown restrictions has led to a gradual pick up in the PP volumes produced and procured.

Demand/ Supply

The demand for polypropylene in India is currently being met through domestic production as well as imports. As compared to the previous fiscal, the total PP imports in India increased by 2.6 % in 2019-20 while declined by almost 17% in 2018-19. This is clearly indicative of the fact that India's PP capacity is sufficient to support the domestic demand.

Polypropylene CFR prices in India fell by \$20 per tonne and settled around \$930-960 per tonne in India in Q4FY20 due to COVID-19 related uncertainties. However, with downstream sectors restarting their production activities, prices are likely to show an uptrend by the Q2FY21.

Major Indian Players

With major players like RIL, IOCL and OPAL ambitiously expanding their polyolefins sectors, the Indian PP industry is expected to witness tremendous growth heightened by new capacity additions which are scheduled for the next five years.

One such project under construction is HPCL Rajasthan Refinery Ltd's (HRRL's) 181,000-bpd integrated refinery and petrochemical complex which is still under construction in the Barmer District, Rajasthan. The refinery will possess two 490 KTPA Polypropylene units each, thereby propelling the growth in the country's PP market. Latest technological investments in the country's Polypropylene sector such as adoption of Lyondell-Basell's 5th generation Spheripol polypropylene process technology by HPCL-Mittal Energy Limited (HMEL) for its 500 KT per year plant in Bathinda, India, will further propel the growth of PP market in the subsequent years.

Source: prnewswire.com/ globalnewswire.com



India's PP Import/Export

India is a net importer of Polypropylene. In 2019, India imported 961 KT of Polypropylene valued at USD 1204.10 million from the world. China, UAE and Saudi Arabia were the major source for India's imports.

Source Country	Value (USD Mn)	Source Country	Quantity (KT)
Singapore	289.90	Singapore	218.17
United Arab Emirates	236.81	United Arab Emirates	211.61
Saudi Arabia	199.82	Saudi Arabia	177.50
South Korea	104.33	South Korea	72.19
Thailand	88.72	Thailand	66.61
Kuwait	54.83	Kuwait	50.15
United States	40.31	United States	38.94
Oman	29.29	Oman	26.63
Malaysia	26.70	Vietnam	20.08
Vietnam	23.37	Malaysia	15.39

Source: Trade Map, Plexconcil Research

India is also among the top-20 exporters of Polypropylene. In 2019, India exported 556 KT of Polypropylene valued at USD 587.14 million to the world. Major destination countries for export of Polypropylene from India were: China and Turkey.

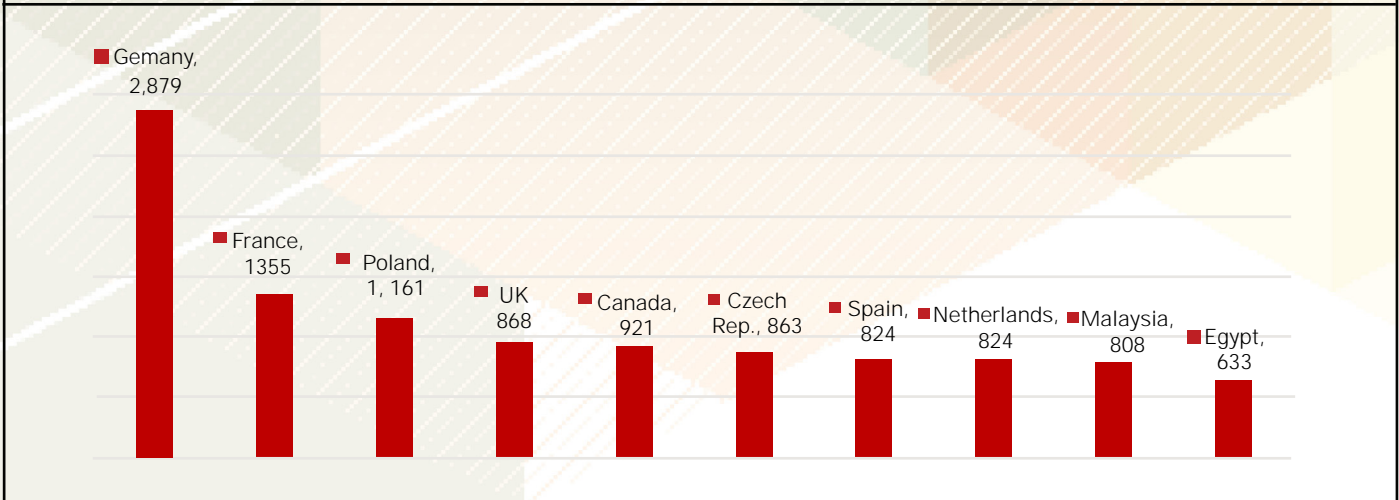
Destination Country	Value (USD Mn)	Destination Country	Quantity (KT)
China	133.49	China	134.45
Turkey	100.15	Turkey	90.89
Pakistan	39.69	Vietnam	36.61
Nepal	39.12	Nepal	35.87
Vietnam	38.24	Pakistan	35.85
Italy	35.45	Italy	30.70
Portugal	30.26	Portugal	28.15
Israel	19.24	Bangladesh	20.47
Bangladesh	19.04	Israel	17.99
Indonesia	17.15	Indonesia	16.21

Source: Trade Map, Plexconcil Research

Product of the Month

Our internal research indicates that India's Polypropylene producers have immense export potential to destinations like Germany, France, Poland, United Kingdom, Canada, Czech Republic, Spain, Netherlands, Malaysia and Egypt. Import of Polypropylene in USD Million – 2019

Import of Polypropylene in USD Million – 2019



Source: Trade Map, Plexconcil Research

- C contract manufacturing
- C injection & insert moulding
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- C ISO13485:2016

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Know Your COA Member



Rajeev Chitalia, Managing Partner, Electrofocus Electricals and Panel Chairman – Miscellaneous Products, Plexconcil

Established since 1957, Electrofocus Electricals (formally known as Precious Industries) is a leading Manufacturer, Exporter and Supplier of Electrical Wiring Accessories, PVC Conduit Accessories, Door Bells & Light

Engineering products. Catering to the global demand for high quality products in Electricity Supply & Electrical Contracting Industries, the award-winning company boasts of an in-house R & D department & a full-fledged testing laboratory, advanced technologies and fully automated production as well as a team of highly skilled and experienced personnel delivering world class, certified and safe products.

Inspired by the rapid changes around the globe, Electrofocus Electricals has been making confident strides over the years, and under the astute stewardship of Mr. Rajeev Chitalia, the company continues to expand its operations both in terms of Production & Marketing. Today the company exports to over 28 countries globally. Rajeev Chitalia, is an eminent industry member who has been actively working with industry bodies such as Plexconcil, PlastIndia, FIEO, playing an integral role in the growth and promotion of plastic exports. A passionate entrepreneur, he believes in the power of change and conviction as well as always remaining ahead of the game while you can.

Plexconnect in interview with Rajeev Chitalia, Managing Partner, Electrofocus Electricals and Panel Chairman – Plexconcil.

Tell us about your journey into the industry.

Electrofocus is a family owned business and was established in 1957. I joined the company, starting at shop floor level in 1990 while I was simultaneously pursuing my education. The company has always been focused on exports and I had the opportunity to work my way up from production to despatch and then in the year 1992, I commenced my entrepreneurial journey, ready to expand and evolve the business.

An interesting memory from the time was actually was my first overseas trip to Sri Lanka. This experience is particularly significant to me as not only was it my first trip abroad on business, but it was a test of all that I had learnt until then. I was given a ticket with only a departure date and specifically told that I should not get my return booking unless I had secured orders!

Today, I have travelled to several countries, met and worked within several different cultures and economies. Despite having seen and experienced so much, I remain as passionate about my work, always excited about the next big thing as I was when I first started out.

In the earlier days of my career, the Middle east was our biggest buyer. Over the years, I have seen our industry and our products evolve, upgrade and get only better and better. Our products are exported to over 28 countries currently including the developed countries, and this only stands testimony to the quality and service we provide and I can confidently say, that we are on par with global standards.

As a core member of the plastics industry, Past Chairman of Plexconcil, and Chairman NEC PLASTINDIA 2018, tell us about how the industry has evolved over the years.

The industry has indeed come a long way and in several areas. India exports to over 200 countries globally and many new markets continue to be explored with each passing year. There has been huge advancement in Raw Materials and today, we are able to manufacture highly

advanced and higher quality products as compared to what we did in the past. This has also had a huge impact on cost reduction as well as our carbon footprint. Use of advanced technology and automation are other areas that our industry has made great progress in and this has changed the global perception of our industry. Today, we compete with the other Asian tigers as our machinery, moulds, products, service, etc are of far higher standards, comparable to the best in the world.

The process of evolution is one that is on-going and while the industry continues to evolve and upgrade, we have seen an increase in the global market share for our products and we do believe that we are on the right path. Several international companies are now setting up their plants in India. This can be particularly seen in the auto sector as these companies value the standards in manufacturing, skilled labour set and many of the numerous advantages that our industry has to offer.

Our industry is strong in packaging, agriculture, irrigation, composites, aerospace and medical segments and there is huge potential for growth for our industry in the long run.

The last edition of PLASTINDIA saw increased digitalization with the event App being successfully launched. What in your opinion, would be the role of digital marketing and applications on B2B businesses in today's times and times to come?

In the new normal that we see today, digital is all pervasive and will play an even bigger role in the future. At Electrofocus, we have invested in digital technologies a while ago and as with most companies who have invested in digitalization, the rewards have been manifold. Digitalization makes life simpler, enhances productivity, efficiency and in many cases, helps reduce overhead costs. In today's world, there is a growing dependency on digital platforms for business outreach. And especially when one cannot travel or leave home, business can still be conducted seamlessly through digital platforms.

Digitalisation came into our world long before, however we did not recognise or understand the power of it until very recently and especially so during the current pandemic. What digital does is that it brings you closer and up front with your customers, it allows customers to see and experience your product and services at his convenience, at a place of his convenience, a time of his convenience. Also if you build your digital avatar of your product or company to engage, interact with the utmost simplicity and convenience of use, with features that go beyond the user expectations to make him/her feel wanted, I think you have created a great digital product. This is exactly been my mantra in not only creating the PLASTINDIA APP, but also to create digital processes in my own company. I am believer that "immersive ex-

periences" for customers is the only way we can engage them and retain them in the future and our team is constantly exploring new technologies like AR/VR/XR to showcase products more intelligently so that even if I cannot reach my customer with my physical product, I aspire to reach him digitally with my product where he can still interact with it digitally and gain the same experience which he would in the physical world.

Having said that, digital will be the new tool for even exhibitions and conventions, because while physical events will have space limitations and logistics challenges, the augmentation of digital gives event organisers a huge bandwidth to extend their experience by allowing those who cannot afford to travel due to economic, physical, health, logistics or time restrictions to participate in the exhibition right from their own homes. Also digital opens up the 24 hour marketplace thus allowing customers to come and experience this at any time of the day. So digital technology for business networking, business processing, production management and even product showcasing will be the new mantra for most enterprises in the future.

India's defence procurement and auto industry present great opportunities for growth in the changing dynamics of the post Covid era. What would be your advice to exporters/ manufacturers in the composite industries on capitalizing the new opportunities in these segments?

Composites have immense applications in the auto, defence and aerospace sectors due to their inherent properties. These are durable, versatile, lightweight and have wide application, replacing many metal components as well. Composites also help reduce emissions and improve carbon footprint. There is increasing use of composites in building and construction industry as well and hence given the vast variety of applications, composite manufacturers would have a huge role to play and manifold opportunities for growth in these sectors. Electrofocus has its own R&D and Laboratory facility. What was your objective in setting up the same? How can more such facilities, independent or in-house, help in shaping and promoting the growth of the industry?

From the time our company was first established, we have been focused on exports. Several manufacturers in our country even today, have the tendency to copy and paste products or product technologies. Such practice can however be limiting and are impractical in the long run. The objective of setting up our own R&D and Testing facility in house was to foster our own product development and to ensure that our products and technology are of the highest quality and practical at the same time. Since we export to nearly 28 countries it is imperative that we test our products to ensure that these are compliant with safety and quality standards of our export destinations.

Today, many companies in India have stopped replicating and have invested in R&D, Prototyping and do not give up on their efforts. This is primarily because these companies predominantly export to the developed nations and hence it is imperative for their growth. If they do want to grow their exports, they need to ensure that their products are in compliance with globally recognized and acceptable standards or risk losing opportunities. India is increasingly being viewed as a key sourcing hub currently and therefore investment in R&D is one of the cornerstones of growth for our industry.

What are the kind of measures/ support needed by the industry to promote growth and development?

As most people are aware, the plastics industry majorly comprises MSME players. However, without technology upgrades, these industries will not be able to achieve the desired economies of scale and growth. The USA and Europe demand high quality products and to meet the standards and volume, one requires technological upgrades.

Plastics is a sunrise industry and funds for technology upgrade must be made available to this industry sector. This has been one of the items in our wish list to the Government and we are hoping that the plastics industry, like textiles is also include in the TUF scheme. Each day, new applications for plastics are being found and we have great growth opportunities in times ahead as well.

Reduction in the rate of interest, removal of logistical hurdles and subsidies or schemes to mitigate these logistical challenges faced by industries far away from sea ports are other areas that need to be addressed and will go a long way in the expediting progress of this sector.

Sustainable Plastics is significant to the future of plastics. What are your views on EPR, Circular economy, Recycled plastics, recent low oil demand, etc. and their impact on the future of the business?

The responsibility to ensure sustainability lies with all the stakeholders within the plastics value chain. Irrespective of current challenges, or fluctuating Resin prices and its implications on production costs, one needs to take in a long-term view of the implications of the use of plastics both in terms of its benefits as well as potential environmental hazards.

Circular economy is a very important conversation and it demands the creation of a robust system with the active involvement of all stakeholders, from end users to producers to the Government. India, especially in PET plastics has the highest recycling rate. Nearly 60% of recycling is done by the unorganized sector comprising the ragpickers. Plastics bags, which are the major pollutants as are MLPs, etc must also be included within

such operational set up and this can only happen if the unorganized sector is incentivized and a mechanism is designed to include them within the waste management cycle. The Government has much to gain from such an exercise as discarded plastic bags are excellent for building roads. Processing MLPs due to the high level of contaminants can be challenging but together, all stakeholders must work towards finding solutions to the problems we face.

Education on plastic use and re-use, especially at the end user level would make a huge difference to the EPR initiative. Today plastic waste is being treated as “waste” and educating users at how this can become sustainable wealth, showcasing recycling benefits to them and explaining how their waste could help livelihoods of the underprivileged in the community, will go a long way in mitigating the negative image of plastics.

As a well respected and much recognized name in the industry, to what do you owe your success? What is your mantra?

Change is the only constant and an alternate is not acceptable to me. I am passionate about my work. It is my hobby too, if I may call it one. I am self-driven, motivated and believe that not only does one need to constantly evolve, but one needs to always be a step ahead if we are to achieve our goals. Throughout my career, I have learnt from the best and I believe in giving back to the society and the industry which has given me so much. This is one of the reasons that I have been closely and actively involved with the industry throughout the years, in my various roles at Plexconcil and then PlastIndia. It is my way of contributing back to an industry that has been my motivation and inspiration since I started my career in 1990. I also believe that a work/life balance is very important and one needs to recognize and give the required time to both, family as well as business.

What would be your advice to emerging entrepreneurs and exporters wanting to enter into the industry?

The Plastics industry is a very promising one. And there is so much that is yet to happen. This is an industry for those who wish to stay and grow. The global market is growing, consumption has been increasing and with all the new technologies and innovation, there is increased demand for quality products globally. With so much on offer, the industry presents excellent prospects and one needs to identify and capitalize on these newer opportunities.

Know Your COA

Tell us about your experience of winning the Guinness Book of World Records for the World's Largest T-shirt made from 100% Recycled Waste?

My first thoughts on the showcasing the “positivity in plastics” was how we could highlight plastic waste/abuse and reverse that thought to show how your waste is a poor man’s wealth. So, the team worked on saying what is it that is apparent to the common man as plastic waste and is being spoken most about. We first thought of “PET” drinking water bottles and thought we could showcase re-cycling, but the scale wouldn’t help us reach the world. Hence, we chose to create a scalable idea where by simply recycling PET bottles we could create fabric and that could provide clothing at an affordable price for the poor. This got amplified to “lets create a T-SHIRT” which is the world’s largest and tell the world how simple it was to dispose plastic waste correctly for the benefit of the community. While we did create a record, we were keener to take the initiative forward by actually converting all the fabric used to make the T-Shirt and then convert it further into smaller actual size T-shirts for under privileged children. We distributed thousands of them to various NGO’s across the country. The single-minded agenda of this project was to tell society that if you recycle correctly, plastic will never be a pollutant waste but a profitable wealth for mankind.

The award was indeed a grand achievement for our industry. It was during that time, around 2018, that the plastics industry’s image had taken a huge beating and was severely impacted with a lot of negative publicity. The entire effort was to showcase not just possibilities, but also our capabilities in recycling and our commitment to recycling. The entire exercise was very rewarding and the Guinness award only heightened our success.

Any last words?

Success is not measured in wealth creation, but intellect, knowledge and community good that is created. Work for the growth of intellectual wealth of the industry, share your knowledge to aspire others to grow, the way forward to success is “Collepitition” which is Collaborative -Competition. To beat the world and bring India to the top we all need to collaborate as one force and compete collectively with the world.



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Important Circulars and Notifications

CBIC further extends the period for acceptance of undertaking in lieu of Bond till 15th June 2020

Issuing authority : Central Board of Indirect Taxes & Customs

Circular No. : 26/2020 – Customs dated 29.05.2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1591017769.pdf>

We wish to inform you that the Central Board of Indirect Taxes & Customs (CBIC) has issued circular no 17/2020 dated 03/04/2020 allowing Undertaking instead of Bond for Import/Export till 30/04/2020.

Lastly, this facility was extended till 30.05.2020 vide CBIC Circular 23/2020 dated 11.05.2020.

Further, vide MHA order 40-3/2020-DM-I(A) dated 17.05.2020 lockdown was extended for two weeks with effect from 18th May, 2020.

In view of above and taking into consideration that it might take some time after the end of the lockdown for the situation to normalize, CBIC has now issued Circular No. 26/2020-Customs dated 29.05.2020 whereby it has been decided to further extend the facility of accepting undertaking in lieu of bond for the period till 15.06.2020. Consequently, the date for submission of a proper bond in lieu of which the undertaking is being temporarily accepted is extended till 30.06.2020.

All other conditions of the original CBIC circular 17/2020 dated 03/04/2020 remain unchanged. This relaxation will be reviewed by the Board at the end of the lockdown period.

Members are requested to take note of this further extension.

You may also refer to the circular No. 26 for further details using below link

<https://www.cbic.gov.in/htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No-26-2020.pdf>

Increase in duration of validity of MEIS/SEIS scrips and relaxation in last dates for filling applications under MEIS/SEIS

Issuing authority : DGFT, New Delhi

Public Notice No. : 08/2015-20 Dt. 01.06.2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1591173081.pdf>

In view of the difficulties faced by exporters with respect to utilizing MEIS/SEIS scrip's and filling of MEIS/SEIS. DGFT vide Public Notice No. 8/2015-20 Dt. 01.06.2020 has amended the provisions under HBP as under :

1. Extending the Validity from 24 Months to 30.09.2020 for Duty Credit Scrips issued between 01.03.2018 to 30.06.2018
2. The Late Cut Provision under para 9.02 for MEIS, the period from 01.03.2020 to 30.06.2020 will not be counted and late cut provisions will be suitably re-determined.
3. For SEIS : 2016-17 Application - Last Date with 10% Late cut will be 30.06.2020 and will become time bared after that.

For the services rendered in 2017-18 Application - 5% Late Cut applicable upto 31.03.2020 will continue to apply till 30.06.2020 and thereafter 10% late cut will apply if submitted till 31.03.2021 The Exporters may refer the Public Notice from link below:

<https://dgft.gov.in/CP/Upload?flag=iframeAttachView&loclId=1&mpgId=MTI3MTkx>

Important Circulars and Notifications

CBIC further extends the period for acceptance of undertaking in lieu of Bond till 15th June 2020

Issuing authority : Central Board of Indirect Taxes & Customs

Circular No. : 26/2020 – Customs dated 29.05.2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1591017769.pdf>

We wish to inform you that the Central Board of Indirect Taxes & Customs (CBIC) has issued circular no 17/2020 dated 03/04/2020 allowing Undertaking instead of Bond for Import/Export till 30/04/2020.

Lastly, this facility was extended till 30.05.2020 vide CBIC Circular 23/2020 dated 11.05.2020.

Further, vide MHA order 40-3/2020-DM-I(A) dated 17.05.2020 lockdown was extended for two weeks with effect from 18th May, 2020.

In view of above and taking into consideration that it might take some time after the end of the lockdown for the situation to normalize, CBIC has now issued Circular No. 26/2020-Customs dated 29.05.2020 whereby it has been decided to further extend the facility of accepting undertaking in lieu of bond for the period till 15.06.2020. Consequently, the date for submission of a proper bond in lieu of which the undertaking is being temporarily accepted is extended till 30.06.2020.

All other conditions of the original CBIC circular 17/2020 dated 03/04/2020 remain unchanged. This relaxation will be reviewed by the Board at the end of the lockdown period.

Members are requested to take note of this further extension.

You may also refer to the circular No. 26 for further details using below link

<https://www.cbic.gov.in/htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No-26-2020.pdf>

Increase in duration of validity of MEIS/SEIS scrips and relaxation in last dates for filling applications under MEIS/SEIS

Issuing authority : DGFT, New Delhi

Public Notice No. : 08/2015-20 Dt. 01.06.2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1591173081.pdf>

In view of the difficulties faced by exporters with respect to utilizing MEIS/SEIS scrip's and filling of MEIS/SEIS. DGFT vide Public Notice No. 8/2015-20 Dt. 01.06.2020 has amended the provisions under HBP as under :

1. Extending the Validity from 24 Months to 30.09.2020 for Duty Credit Scrips issued between 01.03.2018 to 30.06.2018
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<https://dgft.gov.in/CP/Upload?flag=iframeAttachView&loclid=1&mpgld=MTI3MTkx>

Amendment in Para 2.20(b) of Handbook of Procedures (HBP) of Foreign Trade Policy 2015-20 regarding revalidation of Export Authorization/Licences for Non- SCOMET and SCOMET items

Issuing authority : DGFT, New Delhi

Public Notice No. : 10/2015-20 dated 8th June 2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1591689199.pdf>

We wish to inform you that O/o Directorate General of Foreign Trade, New Delhi has issued Public Notice No.10/2015-20 dated 8th June 2020 regarding captioned topic.

As per Paragraph 2.20(b) of HBP of FTP 2015-2020, Export Authorisations including for SCOMET items may be revalidated, on merits for a period of six months at a time and maximum upto 12 months by the RA concerned, except for cases in para 2.16(b) of HBP.

As an effect of this Public Notice, Paragraph 2.20(b) of HBP of FTP 2015-2020 has been amended and Export Authorisations, including for SCOMET items, may be revalidated, on merits for a period of six months at a time and maximum upto 12 months by the DGFT (Hqrs).

Exporters who are holders of any Export Authorization, may take note and do the needful if applicable.

You may also refer to the Public Notice for further details from the link below:

<https://dgft.gov.in/CP/Upload?flag=iframeAttachView&loclId=1&mpgId=MTI3MTg5>

Amendment in Export Policy of Diagnostic Kits/ Reagents

Issuing authority : DGFT, New Delhi

Notification No. : 09/2015-20 Dated 10th June 2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1592286583.pdf>

We wish to inform you that DGFT vide Notification No. 09/2015-20 Dated 10th June 2020 has amended the Export policy on Diagnostic Kits with immediate effect.

Now, Export of only Diagnostic Kits/reagents as described in para 1(A) and all diagnostic instruments/apparatus/reagents in para 1(B) of the Notification are "Restricted".

All other Diagnostic Kits/reagents/instruments/apparatus falling under the HS Codes in the notification are freely exportable subject to submission of an undertaking by the exporter to Customs Authorities at the time of Export.

Exporters may refer the Notification for further details :-

<https://dgft.gov.in/CP/Upload?flag=iframeAttachView&loclId=1&mpgId=MTI2MDA3>

Important Circulars and Notifications

CBIC Begins Using e-Office in all CGST and Customs offices

Issuing authority : Central Board of Indirect Taxes and Customs (CBIC)

Press release by Ministry of Finance dated 15th June 2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1592573319.pdf>

As per press release by Ministry of Finance dated 15th June 2020 CBIC has launched e-Office application in all CGST and Customs offices.

Shri M. Ajit Kumar, Chairman, Central Board of Indirect Taxes and Customs (CBIC) launched the eOffice application in over 500 CGST and Customs offices across India on 15th June 2020 remotely in the presence of over 800 senior officers of CBIC.

The e-Office application is developed by the NIC and is supported by the Department of Administrative Reforms and Public Grievances (DARPG). The e-Office is a Mission Mode Project (MMP) under the National e-Governance of India.

We understand that over 50,000 officers and staff will use this application making CBIC one of the largest Government departments to automate its internal office procedures.

The launch of e-Office is one more measure taken by the CBIC in leveraging technology for providing a 'Faceless, Contactless and Paperless' indirect Tax administration.

It marks a fundamental change in internal office procedures which is so far based on manual handling of files and paper movement. It aims to improve governance by automating the internal processes of handling files and taking decisions within Government. The e-Office application's main module, eFile, enables on-line file related work, starting from receiving and marking dak, operating a file, preparing a draft letter, its approval/signature and dispatch of the signed letter. The use of e-Office by the rank and file of the CGST and Customs officers in their day to day work would lead to speedier decision making, transparency, accountability, and positive impact on the environment by cutting down the use of paper and printing.

Of particular relevance in the present-day challenging situation arising due to COVID-19 is that eOffice would help avoid contact with physical files thereby preventing possible transmission of any virus. Also, e-Office ensures enhanced security as no file or document can be altered or destroyed or backdated. An in-built monitoring mechanism would identify where the files are held up enabling quick disposal and faster decision making.

Members are requested to take note of this trade facilitation measure announced by MOF vide below PIB release.

<https://www.pib.gov.in/PressReleasePage.aspx?PRID=1631672>

Relaxations in time line for compliance under ECGC scheme due to COVID 19

Issuing authority : Export Credit Guarantee Corporation of India (ECGC)

ECGC website

Link for download : <https://plexconcil.org/public/custom/files/circulars/1592828497.pdf>

We wish to inform you that the ECGC has given Relaxations in timeline for compliance under ECGC scheme due to COVID 19. Some of the relaxation is given below:-

1. The time limit for submission of all returns, extension requests and default notification etc. to policy Holders is extended up to 30th June, 2020.
2. Time for filing claim, reply to claim queries, representations is extended up to June 2020.
3. Specific Shipment Policy expiring in March 2020 is extended automatically up to June 2020.

4. Exporter is allowed to convert the terms of payment from DP to DA for the shipment that reached destination but not cleared by overseas buyer due to lockdown in the destination countries.

For more details, you can visit the ECGC website:

<https://www.ecgc.in/english/relaxations-in-time-line-due-to-covid-19-lock-down/>

Customs introduces paperless customs – Electronic communication of pdf. based copies of shipping bill & e-gate

pass to customs brokers

Issuing authority : Central Board of Indirect Taxes & Customs

Circular No.30/2020-Customs dated 22nd of June, 2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1592920464.pdf>

We wish to inform you that Customs are continuing its trend to make their operation more and more paperless and promote faceless, paperless and contactless customs CBIC decided to rely upon digital copies of the Shipping Bill and do away with the requirement of taking bulky printouts from the Service Center or maintenance of voluminous physical dockets in the Custom Houses.

Board directs that w.e.f. 22.06.2020 only the digital copy of the Shipping Bill bearing the Final LEO would be electronically transmitted to the exporter and the present practice of printing copies of the said document for the exporters and also for maintaining a docket in the Customs House would stand discontinued.

The Circular also highlighted the salient features of the secure electronic communication of the Final LEO copy of the Shipping Bill and the Gate pass copy of Shipping Bill.

1. Final Let Export Order (LEO) Copy of Shipping Bill

To promote a paperless environment, Board has decided to do away with the taking the printouts (namely Customs Copy and Exporter Copy). Instead, Directorate General of Systems has enabled a functionality of communicating by email, the PDF version of the Final LEO copy of the Shipping Bill to the Customs Broker and exporter, if registered. This electronic Final LEO copy can serve multiple purposes such as being shared with DGFT, Banks etc. This Final LEO copy of the Shipping Bill will have the following features:-

- The PDF version will bear a digitally signed and encrypted QR code which can be scanned to verify the authenticity of the document using Mobile App ICETRAK. The QR code is tamper proof, which is digitally signed by CBIC to ensure the authenticity. Key details like SB No., SB Date, FOB value, Package Details are available in the secured QR Code b) A version number is also embedded in the QR code which can be used to ascertain whether the document is indeed the latest version (in case of cancellation of LEO etc.). The same would be verifiable at ICEGATE Enquiry. Let Export Order (LEO) message shall also be sent to custodians who are integrated with ICEGATE.
- ### **2. e-Gatepass Copy of Shipping Bill:**
- Taking cognizance of the logistics needs, the Directorate General of Systems would henceforth communicate through email, the eGatepass PDF copy of the Shipping Bill to the Customs Broker and the Exporter, if registered. Accordingly, the Board has decided to do away with the printing of Transference copies of Shipping Bill. The following are the features of eGatepass copy of the Shipping Bill :
- The electronic document provides key summary details like Container/Packages related to logistics movement and facilitates authentic, easy and quick verification by the Custodian, at the point of Entry /Exit. b) There will be two types of QR codes (i) for the entire eGatepass document, and (ii) for each container/package covered under the eGatepass. This will ensure that only those containers/package move out which are covered under the Gatepass document. It is re-iterated that for the purposes of exports, all the supporting documents should mandatorily be uploaded in eSanchit and collection of physical dockets shall be dispensed with.

Important Circulars and Notifications

For more details, you can download the Circular from the link below: <https://www.cbic.gov.in/resources/ht-docs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No-30-2020.pdf>

Amendment in Export Policy of Personal Protection Equipment/Masks

Issuing authority : DGFT, New Delhi

Notification No. 14/2015-20 Dated 22.06.2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1592906309.pdf>

We wish to inform you that DGFT has issued Notification No. 14/2015-20 Dated 22.06.2020 amending the Notification on Export Policy on PPE & Masks.

As per the Notification Following PPE exported as parts of kits or as Individual Items is PROHIBITED :

Serial Number	IT HS Codes	Description	Export Policy
207A	901850 901890 9020 392690 621790 630790	Following Personal Protection Equipment's (PPEs) exported either as part of kits or as individual items – 1. Medical Coveralls of all Classes/Categories 2. Medical Goggles 3. All masks other than non-medical/non-surgical masks (Cotton, Silk, Wool, Polyester, Nylon, Rayon, Viscose – Knitted, Woven or Blended) 4. Nitrile/NI3R Gloves 5. Face Shield	Prohibited

Notification No. 44 dated 31.01.2020 read with Notification No. 06 dated 16.05.2020 is amended to the extent that only items as described above, exported against the mentioned HS codes or falling under any other HS code, are prohibited for export, as part of prohibition on personal protection equipment's. All other items are freely exportable.

For details, you can download the Notification from the link below:

<https://dgft.gov.in/CP/Upload?flag=iframeAttachView&loclid=1&mpgId=MTI2MDAy>

Regarding Launch of new DGFT platform and Digital delivery of IEC related services.

Issuing authority : DGFT, New Delhi

Trade Notice No. 16/2020-21 Dated 25.06.2020

Link for download : <https://plexconcil.org/public/custom/files/circulars/1593176805.pdf>

We wish to inform you that as part of Digital India programme and for Ease of Doing Business, DGFT has undertaken an initiative to revamp its services delivery mechanisms to promote and facilitate foreign trade. As a step in that direction, the first phase of a new digital platform of DGFT is scheduled to Go-Live on 13th July 2020. The platform will become accessible through the existing website: <https://www.dgft.gov.in>

In the first phase, the website will be catering to the services related to the IEC issuance, modification, amendments etc. processes along with a Chatbot (a virtual assistant) catering to queries of users. Other online modules relating to Advance Authorisation, EPCG, and Exports Obligation Discharge which are part of next phase will be rolled out subsequently after the first phase stabilizes.

Important Circulars and Notifications

The following important points may be noted with regard to the new platform design:

- i. Access to the services would be through a username and password based system. The first time logins/user ID may be created through a registration process on the new platform.
- ii. For user ID creation, registered mobile number/email ids of the IEC holders will be a mandatorily required. The same will be authenticated by the process of OTP/email based authentication process.
- iii. Users would have to link their login IDs to their specific IECs. The process of linking would be available post login through Digital Signature/Aadhaar based e-Sign.
- iv. Digital Signature (DSC)/Aadhaar based e-Sign will be required for applying and modifying IEC or adding or updating the IEC-linked users. Users may take necessary actions for procuring/updating their information etc. on the DSC/Aadhaar.

The user profile can be then used by the IEC holders to engage with DGFT and its services. This will enable the user to electronically file their application related to IEC, AA, EPCG, including amendments & redemption, monitoring the status of the application, raising queries, replying to the deficiencies etc. among other services related to the Foreign Trade policy.

The new platform is also designed for smooth migration of legacy (older) data of DGFT and its stakeholders. The existing data will be used for the online processing of the previous applications henceforth. The users will be able to monitor the status of their applications and the pending obligations thereof. These numerous features should significantly benefit the trade community. Users are requested to familiarize themselves about the new platform and its features.

It is further informed that for the purposes of go-live of first phase and the required systems configurations, the IEC applications and modification process would be suspended from 3:00 pm on 10.07.2020 till 13.07.2020. Stakeholders are requested to plan in advance about the IEC services

Exporters can refer to the Trade Notice No. 16/2020-21 Dated 25.06.2020

<https://dgft.gov.in/CP/Upload?flag=iframeAttachView&locl=1&mpgId=MTI5NTUz>



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Q1. What is a D-U-N-S number?

Ans: The Dun & Bradstreet D-U-N-S® Number is a unique nine-digit identifier for businesses. It is used to establish a Dun & Bradstreet business credit file, which

is often referenced by lenders and potential business partners to help establish the legitimacy, ownership, creditworthiness, industry standing and business viability of the company in question. This number is assigned once our patented identity resolution process, part of our DUNSRight™ methodology, identifies a company as being unique from any other in the Dun & Bradstreet Data Cloud. The D-U-N-S® Number is used as the starting point for any company's Live Business Identity, the most comprehensive and continually updated view of any company in the Data Cloud.

Q2. What are the Benefits of having a D-U-N-S Number ?

Ans: A company's business credit score shows its perceived ability to make good on financial obligations. The D-U-N-S® Number is used in several countries around the world, including the US, Australia and the European Union, and confers numerous benefits on businesses that participate. The business credit file associated with a company's D-U-N-S® Number can help potential partners and lenders learn about a business and make informed decisions about whether to work with them as a client, supplier or partner. Business credit files usually contain a wealth of information, from demographics and family-tree data to payment experiences and predictive scoring. The D-U-N-S® Number can link customer files to respective parent companies to provide a view of the total credit exposure within a single corporate family. This helps make better and more informed credit decisions.

Furthermore, Dun & Bradstreet also offers the D-U-N-S® Registered Solutions for MSMEs. This D-U-N-S® Registered™ seal is an electronic mark that can be displayed on a website. A click on the seal displays information about the said company that has been verified and validated by Dun & Bradstreet. The seal can

also be added on email signatures, documents and presentations. Upon clicking the seal, the Dun & Bradstreet verified business profile opens in a web browser. This helps as an extra mark of trustworthiness and credibility for a company.

Q3. What are the costs involved and what is the eligibility ?

Ans: The Dun & Bradstreet D-U-N-S® Number registration process can take up to 30 business days for any entity. Any fast-track service may be chargeable depending on the requirements. Only Apple Developers can get free of charge assignment of D-U-N-S® Number within 5 business days. There is no eligibility for getting a D-U-N-S® Number. Anyone can apply for a D-U-N-S® Number as long as they are a current registered executive officer within the said company.

Q4. How to procure a D-U-N-S Number?

Ans: There are multiple ways in which a company can register for a D-U-N-S® Number. They can call on the Dun & Bradstreet IVR number 022-4941-6666. A company can also visit the following link and request for a D-U-N-S Number: <https://www.dnb.co.in/duns/get-a-duns>. Once Dun & Bradstreet receives the said details,

an associate gets in touch for additional information that is required to process the D-U-N-S® Number application.

Q5. State One case study or an example

Ans: A polymer company that caters to both domestic and international markets subscribed to a Dun & Bradstreet credibility report with a D-U-N-S® Number in order to obtain a rating from a globally recognized entity. The Dun & Bradstreet credibility report has helped the company with increase in their imports and exports and negotiate better commercial terms with their suppliers. Similarly, a pharmaceutical company was looking to establish an international presence for their brand. After getting their D-U-N-S® Number and credibility report from Dun & Bradstreet, the company has managed to diversify to many European countries including UK, Russia and to Asian countries like Japan, Thailand.

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Interview with Gujarat State Plastic Manufacturers Association



Shaileshbhai Patel,
President, Gujarat State
Plastic Manufacturers
Association

1. Tell us about your association. What are its primary objectives?

Gujarat State Plastic Manufacturers Association (Known as GSPMA) is one of the leading Association in the country, having 3500 + members, representing & working for the cause of Plastic Industries since 1970. This year GSPMA celebrates its GOLORIOUS GOLD-EN JUBILEE YEAR. GSPMA has been engaged in the promotion of Plastic Industry in the country & trying for Global reach.

Our objectives are:

- To Safe Guard the interest of its members & Plastic fraternity as a whole.
- To work for uplifting of the member Industries.
- To represent the issues faced by members to concern authority at State or National level.
- To do research related to new products, new market & share the information among members

2. From which manufacturing / export clusters or regions do your members chiefly belong to?

As we all know Plastics is a wide field & includes many products which can be manufactured & can be exported. Following are the main manufacturing regions within which our association has active engagement.

- 1.) Ahmedabad Region

- 2.) North Gujarat Region
- 3.) Saurashtra – Kutch Region
- 4.) Central Gujarat Region
- 5.) South Gujarat Region

3. What are the main categories of products that are typically exported from your region and where?

Following products are being exported our region:

- 1.) Moulded Articles
- 2.) Toys
- 3.) HDPE / PP pipes & Fittings
- 4.) Woven Sacks.
- 5.) Reprocess Materials
- 6.) Plastic machineries
- 7.) Ropes & other allied products
- 8.) Packaging Materials
- 9.) PP / HDPE Yarns

4. What are the global opportunities for your exporters/ manufacturers?

Gujarat represents the entire value chain in plastics. So there is an opportunity to be globally competitive. We have the capacities and capabilities to manufacture and export items which were exported from China from India to various countries globally. Some of these for example include; (1) Toys - these have a huge demand worldwide and (2) Seasonal Items - catering to the requirements as per seasons and festivals of various countries, is also big opportunity. Survey of such markets if available and disseminated amongst the plastic fraternity will make a difference and enable growth for our members.

5. What are the challenges faced by exporters from your region?

- 1.) The main challenge is getting Raw Material at international prices. This is a very big challenge and needs to be addressed if Indian exports are to be competitive in the international market.
- 2.) Electricity cost & continuous supply, particularly during monsoon season, is challenge. As we all know Plastic Industries are power consuming. Even tripping for 1 minute will generate a lot of waste besides impacting production lines.
- 3.) The exporters from our region need to be made aware of global opportunities either product wise opportunities worldwide or country wise opportunities for various products. Since exporters do not know which country to approach, whom to approach and when to approach.

6. What are the kinds of measures that you believe are needed to ease or improve export growth from your region?

For every country of the world, it would help us understand who are the various Dealers/Agents for plastic materials and we would need help to identify them with the help of Consulate General/Embassy. Such information should be provided to Associations for circulation among members. Details if provided would help us identify interested parties who wish to work with India on a long-term basis. Such networking and connection will help improve export growth. Government should immediately also create schemes for participation through Virtual global exhibitions at least up to March 2021. Government can also bring about schemes for investment by individual companies in digital media.

7. How can Plexconcil support your association in achieving your export goals and help your member-exporters?

- 1.) Plexcouncil should study markets where china is prominent in exporting plastic goods & those details should be shared with our Association. We will circulate that data with members & in turn they can export to that countries.
- 2.) Using its database, Plexconcil could organize virtual exhibitions in potential countries and also bring in experts who can educate our members regarding opportunities in various countries and continent.
- 3.) Plexconcil can also come out with global organizations where Indian Plastic Industry has good opportunities.
- 4.) Plexcouncil along with GSPMA can organize Export awareness webinar with region specific or product specific themes so members can benefit by getting specific guidance on where to export & what to export.



BONDING E

EXPORTERS OF COMPLETE RANGE OF PPR PIPES & FITTINGS

Interview with Plastic Manufacturers Association Rajasthan (PMAR), Jaipur



**Sumer Singh,
President**



**G.G. Gupta, General
Secretary, Plastic**

Tell us about your association. What are its primary objectives?

In Rajasthan, it was only in 70's when some entrepreneurs ventured into the field of plastics. Thus, was born Plastic Manufacturers' Association Rajasthan in 1983. From 1983 till date, PMAR has traversed a long span of more than three decades in Rajasthan's plastic scenario. During this period, the Association has been successful in its endeavour to be reckoned as one of the main forums of plastics in Rajasthan, with a membership strength of over 1000 members.

Among the multi-faceted functions of the Association, the following salient ones may be mentioned:

1. To interact between the industry and various authorities in the areas of import and excise duties, commercial and direct taxes, availability of raw materials, import and export policy, framing of industrial policy and such other fields as may crop up in the pursuit of business and to send delegations and representations in this regard to the concerned authorities.
2. To monitor the availability of raw materials produced indigenously and to send delegations and representations for bringing relief to the industry.
3. To aid entrepreneurs to set up new units and expand existing ones.
4. To collect, preserve and analyze vital statistics and data relating to plastic trade, commerce and industry including national and international trends of plastics industry.
5. To disseminate information on advancement of plastic technology and innovations obtaining in India and abroad.
6. To bring out circulars containing latest developments in plastic industry, policy matters, news products and events etc and also to keep the members informed of all developments, changes, revisions, notifications, administrative orders etc issued by various government authorities on the aforesaid subjects or any other matter relating to plastic trade and industry.
7. To hold, organize, sponsor or participate in seminars, workshops and conferences.
8. To hold, organize, sponsor and participate in industrial exhibitions and trade fairs on plastics.
9. To promote co-operation among persons, firms, companies, factories Associations or societies connected with the plastics trade and industry in India as producers, manufacturers, molders, fabricators, dealers and technicians with a view to adopting a common policy and collectively taking such steps as may be expedient to further safeguard the interests of plastics trade and industry.
10. To enlist the services of experts and to advise members on various problems relating to customs, central excise, sales tax, labour laws and other government orders, notifications that may be referred by the members for the Association's advice.
11. To communicate with the chambers of commerce and other commercial, industrial and public bodies throughout Rajasthan and India and to concert or promote measures for protection of plastics trade and industry and persons engaged therein.
12. To do all other work in order to promote and encourage the healthy growth of plastics in the State. In the accomplishment of the above objectives, the

Association functions through the Executive Committee and has a network of various sub-committees such as:

- Event Committee
- Exhibition Committee
- Development Committee
- Sub-Contract Exchange Committee
- Publication and Information Circulation Committee
- Web site Committee
- Environment/Pollution Committee
- Govt. Liaisoning Committee
- Infrastructure Development Committee

From which manufacturing / export clusters or regions do your members chiefly belong to?

Pipes and Pipe Fittings (PVC, HDPE, LDPE), is the major manufacturing cluster to which our members chiefly belong. Apart from this there are a fair number of manufacturers from the Master batches, Sprinkler/Drip irrigation System & Fittings, Lay flat Tubing, House hold items, engineering mould items and the woven sacks sectors.

What are the main categories of products that are typically exported from your region? And to where?

Main category of products that are typically exported from our region are primarily Masterbatches, Pipe Fittings and Woven sacks, mainly to the neighbouring countries.

What are the global opportunities for your exporters/manufacturers?

The product categories mentioned above have a good export potential, considering the fact that the global exports of each of these product categories is huge, and our share is relatively low. The global opportunities are therefore huge in each of these product categories.

What are the challenges faced by exporters from your region?

Apart from the challenges of supply chain disruption and labour issues that have arisen currently due to the COVID 19 pandemic, the main challenges faced by exporters in our region are primarily with regard to high transport/ inland haulage costs, and technology upgradation. To be competitive in exports, we need the latest machines in order to be cost efficient and raise production volumes to cater to large export orders.

What are the kinds of measures that you believe are needed to ease or improve export growth from your region?

Technology Upgradation Fund to enable us procure the latest machines is a key measure to improve export growth from our region. Apart from this, availability of raw materials at international prices, and a freight subsidy to neutralise high transport/inland haulage costs are equally important.

How can Plexconcil support your association in achieving your export goals and help your member-exporters?

We understand that Plexconcil has already taken up the issue of a Technology Upgradation Fund for the processed plastics sector with the Government. We request the Council to pursue this aggressively with the Government, so that the sector is able to acquire the latest machinery, which will enhance export competitiveness. The Council also needs to take up the issues of high inland haulage for exporters based in North India, apart from the issue of availability of raw materials at international prices, particularly PVC resin where domestic demand is almost twice the domestic production capacity.

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, Tar-paulins, 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

● Our aim is to bring out the best product with effective price in the market that is beyond the level of quality & excellence.

● **Manufacturer and exporter**

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POLYESTER STRAP
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PP FIBRILLATED & DANLINE ROPES
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info@infiniteoverseas.net
www.infiniteoverseas.net

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

Sr. No	Name of the Company	Address	City	Pin	State	Email	Directors
1	AKSHAY PLASTIC INDUSTRIES	M-2, BADLI INDUSTRIAL AREA, PHASE-1	NEW DELHI	110042	Delhi	akshayplastic@gmail.com	ANITA JAIN
2	NEEMA RUBBERS	1-144 C, NEERACKAL BUILDING, VALPADY VILLAGE, PANAPILLA,	MANGALORE	574236	Karnataka	neemrubbers2018@gmail.com	VIMAL VINCENT PAUL
3	Laminar Technologies	C-48, Site-C Surajpur Industrial Area	Greater Noida	201306	Uttar Pradesh	ritu.mutreja@parker.com	Abhimanyu Suri
4	JINDAL TRADING CO	KAKARWAL - BENRA KACHA PAHA VILLAGE BENRA DISTT.SANGRUR	DHURI	148024	Punjab	jindaltrading45@gmail.com	MOHIT JINDAL
5	THE RISING STAR	FLAT NO 1125 TOWER NO P-5 ASHIANA PALM COURT RAJ NAGAR EXTENSION GHAZIABAD NA NA	GHAZIABAD	201001	Uttar Pradesh	RAAJMALHOTRA99@GMAIL.COM	MUKESH KUMAR
6	TREND PLASTICS	UNIT NO. 11, BLDG 6, AGARWAL UDYOGNAGAR, WALIV, VASAI (E),	PALGHAR	401208	Maharashtra	TREND.PLASTICS@GMAIL.COM	HEMALI M SHAH
7	TERRA PROFILE AND MOULDING	UNIT NO. 1/7, ANKUR IND. ESTATE, 66 KVA ROAD, OFF. DEMNI RAOD,	DADRA	396230	Dadra & Nagar Haveli	INFO.TEPRO-MO@GMAIL.COM	MEHUL K SHAH
8	BESTOPLAST INTERNATIONAL PRIVATE LIMITED	G1-320A AND 320B, RIICO, INDUSTRIAL AREA, CHOPANKI BHIWADI	ALWAR	301019	Rajasthan	bestoplast1@gmail.com	VARAN SINGH GAHLOT
9	VERTEX PLASECO ENTERPRISES	501, ATRI TOWER, SAPTARSHI PARK, SWAPNA NAGARI, MULUND WEST	MUMBAI	400080	Maharashtra	J.gopalshukla@gmail.com	DURGA-VATI J SHUKLA
10	RADIANT DESIGN	NO. 9A, Dhanarajapuram Extension, Kolathur	Chennai	600099	Tamil Nadu	navin@radiant-design.in	G. Navin Kumar
11	INFINITE TECHNO PARK	63/36, 2ND FLOOR, RAMA ROAD, OPPOSITE KIRTI NAGAR METRO STATION	DELHI	110015	Delhi	rakesh3876@gmail.com	RAKESH RANJAN MISHRA
12	GREENS BULK INTERNATIONAL PRIVATE LIMITED	81, GUMASTA NAGAR,	INDORE	452008	Madhya Pradesh	kotwanijanjali7@gmail.com	ANJALI KOTWANI
13	CAPAZ INDUSTRIES PRIVATE LIMITED	GAT NO 110 AT POST BABURDI, TAL PARNER,	AHMED-NAGAR	413703	Maharashtra	admin@capazindustries.com	YOGESH S GAIKWAD
14	ZAVENIR DAUBERT INDIA PVT LTD	Regus Rectangle, Level-4, Rectangle 1, D-4, Saket District Centre	New Delhi	110017	Delhi	ccare@zavenir.com	RUCHIKA BHARTIA
15	HAMILTON WRITING INSTRUMENTS PVT LTD	Kaiser - 1- Hind Building, 3rd Floor, Currimbhoy Road, Ballard Estate	Mumbai	400001	Maharashtra	shitalw@hamiltonindia.in	AJAY D VAGHANI

New Members

16	RISING TRADE INNOVATION PRIVATE LIMITED	1877 PLOT NO 1 BLOCK B HANUMAN KUNJ GALI NO 54 SANT NAGAR BURARI	NEW DELHI	110084	Delhi	braham-dev4646@gmail.com	BRAHAMDEV YADAV
17	UNIVERSUS PHOTO IMAGINGS LIMITED	PLOT NO- 12,SECTOR - B1, LOCAL SHOPPING COMPLEX VASANT KUNJ	NEW DELHI	110070	Delhi	photo_govt@Jindalgroup.com	SHAILENDRA SINHA
18	RAPID KITCHEN AND HOME APPLIANCES	SURVEY NO 84/4, PLOT NO 2,NR. PIPALIYA TALL NAKA, GONDAL ROAD, PIPALIYA SADAK	RAJKOT	360311	Gujarat	gmind.rajkot@gmail.com	SARITKUMAR M KANSAGARA
19	N B HAIR ENTERPRISE	KAPASDANGA MURSHIDABAD	BELDANGA	742133	West Bengal	SUMITGHATAK1@GMAIL.COM	NURJAMAL BISWAS
20	GAN TOOLS & COMPONENTS	NO.B 121, 3RD MAIN, 2ND STAGE, PEENYA INDUSTRIAL AREA	BANGALORE	560058	Karnataka	gantools@gmail.com	PRAVEEN KUMAR
21	ALLIANCE POLYTECH PVT LTD	C 116, WING C, FIRST FLOOR WORLD OF MOTHER AKURDI	PUNE	411035	Maharashtra	kalpana@alliancepolytech.com	KALPANA R BANSAL
22	KRISHNA PENS PRIVATE LIMITED	PLOT NO 21, MIDC SATPUR,	NASHIK	422007	Maharashtra	ACCOUNTS@KRISHNAWRITING.COM	AJITABH M AGARWAL
23	DUVERA INDUSTRIES PRIVATE LIMITED	5TH FL FLAT 502 AKRUTI APPARTMENT B VED ROAD B/S DARSAN PARK,	SURAT	395004	Gujarat	info@duveraindus.com	SUDHIR C JOGANI
24	SATAKSHI EXPORTS	B-219,DMD MARKET, SAROLI,	SURAT	395010	Gujarat	satakshieexports2014@yahoo.com	NISHANT S TYAGI
25	ESSBEE POLYMERS	C1/78, GIDC ESTATE PHASE I, P.O. NARMADANAGAR, BHARUCH GUJARAT 392015	BHARUCH	392015	Gujarat	essbeepoly@yahoo.co.in	KETAN K PATEL
26	SAHARA LABELS PRIVATE LIMITED	NO.10,1ST CROSS,1ST MN, SIR LAKSHMI INDL THIGALARAPALYA MN RD PEENYA 2	Bangalore	560058	Karnataka	account@saharalabels.com	Shekar Subramani
27	SHALDIP VINYL LLP	S. NO. 593 P1/P2/P2P & 594 P2/P1P, TANKARA, OPP RELIANCE PETROL PUMP,	MORBI	363650	Gujarat	shaldipvinyl@gmail.com	ALPESH D BHALODIYA
28	PACKON INDUSTRIES	SURVEY NO-167, PLOT NO-1, RAJPAR NASHITPAR ROAD, AT-RAJPAR,	MORBI	363641	Gujarat	EXPORT@PACKON.IN	SABAPARA MEET JAYESHBHAI
29	TECHNOLOGY PLASTOMECH PRIVATE LIMITED	G-20, Vijay Plaza Kanakaria	Ahmedabad	380022	Gujarat	info@technologyplastomech.com	Dipeshkumar G Shah
30	POLYGAL INDIA PRIVATE LIMITED	15-C CHAKRA BERIYA ROAD (N)	KOLKATA	700020	West Bengal	KUMAR@MAGNACORP.IN	SHAILENDRA KUMAR AGARWAL

31	ERUM EXPORT PRIVATE LIMITED	102 B-3 PRERNA COMPLEX SUBHASH CHOWK LAXMI NAGAR	DELHI	110092	Delhi	j.rathore@erumgroup.com	SUREN-DRA KUMAR
32	VINYL TUBOS PRIVATE LIMITED	N-29 GREEN PARK EXTENSION GREEN SOUTH WEST	NEW DELHI	110016	Delhi	HR.VINYL@GMAIL.COM	SAUMYA JAIN



Business Inquiries

Company Name	bürofa Bürofachhandel GmbH
Address	Buchholzer Str. 61, 13156, Berlin, Germany
Email	info@buerofa.com
Phone No.	(+49) 3047690410
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Bürofachmarkt Armin Harder GmbH & Co. KG
Address	Hauptstraße 4, 73312, Geislingen an der Steige, Germany
Email	info@harderpapier.de
Phone No.	(+49) 733143563
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büro-Jung GmbH + Co. KG
Address	Liebigstraße 9 - 11, 55120, Mainz, Germany
Email	info@buero-jung.de
Phone No.	(+49) 6131682011
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büro-Kommunikation & Service Center GmbH
Address	Danziger Platz 2 - 4, 60314, Frankfurt, Germany
Email	zwilling.gmbh@t-online.de
Phone No.	(+49) 69441079
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	BüroKönig
Address	Sophienblatt 80, 24114, Kiel, Germany
Email	info@buerokoenig.com
Phone No.	(+49) 4316004946
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	BüroLand Pforzheim GmbH
Address	Karlsruher Str. 87a, 75179, Pforzheim, Germany
Email	info@bueroland.com
Phone No.	(+49) 723138960
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büromarkt Böttcher AG
Address	Brüsseler Straße 3, 07747, Jena, Germany
Email	info@bueromarkt-ag.de
Phone No.	(+49) 364166730
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büromarkt Sommer GmbH
Address	Karlstr. 88, 40210, Düsseldorf, Germany
Email	info@bueromarktsommer.de
Phone No.	(+49) 211914120
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büro-Musterhaus Prickartz GmbH
Address	Dresdener Straße 5-7, 52068, Aachen, Germany
Email	mail@prickartz.de
Phone No.	(+49) 24151810
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büropa Papier- und Büromarkt GmbH
Address	Karwendelstr. 12, 85221, Dachau, Germany
Email	info@bueropa.de
Phone No.	(+49) 84152663
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büroplan Gesellschaft für Bürobedarf mbH
Address	Truderinger Straße 304 B, 81825, München, Germany
Email	info@bueroplan-gmbh.de
Phone No.	(+49) 891894070
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	BÜRORING eG
Address	Siemensstraße 7, 42781, Haan, Germany
Email	info@bueroring.de
Phone No.	(+49) 212955710
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Company Name	Büroservice Roez - Dienstleistung & Service GmbH
Address	Malchower Straße 11A, 17213, Göhren-Lebbin, Germany
Email	info@bueroservice-roez.de
Phone No.	(+49) 399321360019201
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büroshop Büser & Schulte GmbH
Address	Im Kurzen Busch 3, 58640, Iserlohn, Germany
Email	info@bueroshop.org
Phone No.	(+49) 237140011
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Bürostation d + b Regine Biesenbach e. K.
Address	Hansestr. 83, 51149, Köln, Germany
Email	info@db-biesenbach.de
Phone No.	(+49) 2203307251
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büro-Systeme-Leipzig GmbH
Address	Spenglerallee 5, 04442, Zwenkau, Germany
Email	info@bsl-zwenkau.de
Phone No.	(+49) 3420331951
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Büroversand Hamburg
Address	Kirchweg 62, 24558, Henstedt-Ulzburg, Germany
Email	info@buerversand-hamburg.de
Phone No.	(+49) 419390330
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Bürozentrum Gera GmbH
Address	Altenburger Straße 90, 07546, Gera, Germany
Email	info@burozentrum-gera.de
Phone No.	(+49) 36521393
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	BZB Bürozentrum GmbH
Address	Frankfurter Straße 36 - 38, 63571, Gelnhausen, Germany
Email	info@buerozentrum.de
Phone No.	(+49) 6051927020
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	C.V. Engelhard GmbH
Address	Weidendamm 10, 30167, Hannover, Germany
Email	info@cv-engelhard.de
Phone No.	(+49) 511701530
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Carl Mollenkopf GmbH
Address	Im Klauenfuß 17, 74172, Neckarsulm, Germany
Email	vertrieb@mollenkopf.de
Phone No.	(+49) 71323220
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Claus Kindt Bürotechnik GmbH
Address	Ramskamp 63, 25337, Elmshorn, Germany
Email	info@clauskindt.de
Phone No.	(+49) 412142100
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Coloraplust GmbH
Address	Weinbietstraße 2 - 4, 67141, Neuhofen, Germany
Email	info@coloraplust.de
Phone No.	(+49) 623641212
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Colorpac GmbH & Co. KG
Address	Ruhrtalstr. 52, 45239, Essen, Germany
Email	info@colorpac.de
Phone No.	(+49) 201840240
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Company Name	Copy Centre Schmeisser GmbH
Address	Ziegelhof 5, 17489, Greifswald, Germany
Email	info@ccs-direct.de
Phone No.	(+49) 383457850
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Copy Factory Nürnberg GmbH
Address	Willstraße 4 - 6, 90429, Nürnberg, Germany
Email	info@copy-factory.de
Phone No.	(+49) 911270022
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	CopyTech Dirk Macke
Address	Neuendorfer Str. 125, 56070, Koblenz, Germany
Email	info@copytech.de
Phone No.	(+49) 261984430
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Corporate Express Deutschland GmbH & Co. Vertriebs KG
Address	Kaistrasse 101, 24114, Kiel, Germany
Email	kiel@cexp.de
Phone No.	(+49) 43168910
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	CSV.de Computer - Service & Vertrieb
Address	Zitadellenweg 34, 13599, Berlin, Germany
Email	info@csv.de
Phone No.	(+49) 3033773540
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	DAS FUTTERHAUS Ribnitz-Damgarten
Address	Sanitzer Str. 3b, 18311, Ribnitz-Damgarten, Germany
Email	fh1191@futterhaus.de
Phone No.	(+49) 3821869686
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	DELACAMP AG
Address	Bargkoppelweg 64, 22145, Hamburg, Germany
Email	info@delacamp.com
Phone No.	(+49) 403258280
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Detlev Pagallies Büro-Organisation GmbH & Co. KG
Address	Birkstraße 55, 25917, Leck, Germany
Email	info@pagallies.de
Phone No.	(+49) 4662958
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dingolfinger Anzeiger und der Wälischmiller Druck und Verlags GmbH
Address	Laaberstraße 2, 84130, Dingolfing, Germany
Email	waelischmiller.m@dingolfinger-anzeiger.de
Phone No.	(+49) 87317030
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dominik Göke e. K.
Address	Holter Straße 265, 33758, Schloß Holte-Stukenbrock, Germany
Email	info@owl-werbeartikel.de
Phone No.	(+49) 52078899392
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	DORNMEDICAL GmbH
Address	Olbernhauer Straße 22, 9125, Chemnitz, Germany
Email	info@gdc-chemnitz.de
Phone No.	(+49) 371517636
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dössel & Rademacher OHG
Address	Brandstwiete 42, 20457, Hamburg, Germany
Email	brandstwiete@doessel-rademacher.de
Phone No.	(+49) 4032323040
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Company Name	Dr. Lutz Vehmann Solarhaus
Address	Schubertstraße 24, 01307, Dresden, Germany
Email	l@vehmann.de
Phone No.	(+49) 35141372614
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dr. Schmitt Büroorganisation GmbH
Address	Isarstraße 6, 36043, Fulda, Germany
Email	info@dsbo.de
Phone No.	(+49) 66194700
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dreske & Krüger GmbH
Address	Podbielskistraße 333, 30659, Hannover, Germany
Email	verkauf@dreske.de
Phone No.	(+49) 511701410
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dresselhaus Bürosysteme
Address	Kupferstraße 1, 33378 , Rheda-Wiedenbrück, Germany
Email	info@dresselhaus-it.de
Phone No.	(+49) 524292050
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Dtb office solutions gmbh
Address	daimlerstraße 50, 74211, leingarten, Germany
Email	info@dtbgroup.de
Phone No.	(+49) 7131919190
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	e + m Verwaltungs GmbH
Address	Regensburger Straße 95, 92318, Neumarkt, Germany
Email	info@em-holzprodukte.de
Phone No.	(+49) 9181297575
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	E. Michaelis & Co. (GmbH & Co.) KG
Address	Senefelder-Ring 14, 21465, Reinbek, Germany
Email	michaelis_info@igepagroup.com
Phone No.	(+49) 40727770
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	edding Vertrieb GmbH
Address	Auf Bösselhagen 9, 31515, Wunstorf, Germany
Email	info@edding-vertrieb.de
Phone No.	(+49) 50311500
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Eichhorn Solutions GmbH
Address	Raiffeisenstraße 6, 61191, Rosbach, Germany
Email	contact@eichhorn-solutions.de
Phone No.	(+49) 600382880
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Erol Karakaya Mega Sonic - Direktimport + Großhandel
Address	Marzahner Str. 28, 13053, Berlin, Germany
Email	info@megasonic.de
Phone No.	(+49) 3098194430
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Erwig & Herkt KG
Address	Benzstr. 11, 49076, Osnabrück, Germany
Email	info@erwigundherkt.de
Phone No.	(+49) 541913170
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Erwin Berger e. K.
Address	Talstraße 61, 70825, Korntal-Münchingen, Germany
Email	info@berger-regale.de
Phone No.	(+49) 71183887816
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Business Inquiries

Company Name	ExaClair GmbH
Address	Hansestr. 61-63, 51149, Köln, Germany
Email	info@exaclair.de
Phone No.	(+49) 220330430
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	EXPO-BÖRSE GmbH
Address	Industriestr. 12, 49577, Ankum, Germany
Email	info@posten-center.de
Phone No.	(+49) 546288666950
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.



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