

PLEXCONCIL - The Plastics Export Promotion Council

# PLEXCONNECT<sup>TM</sup>

Edition 17, November 2020

## RoDTEP and its Impact on Exporters

Antiviral Pharma  
Packaging Outlook

Countryscape – Focus on  
United Kingdom

Product of the Month  
– Disposable Syringes





THE PLASTICS EXPORT  
PROMOTION COUNCIL



1955-2020

Empowering Lives through Plastics

### Editorial Advisory Board

**Convener** - Mr. Vikram Bhadauria,  
ALOK Masterbatches

**Member** - Mr. Manoj Agarwal,  
Kanpur Plastipack

**Member** – Mr. Amit Pal, Kolor Impex

**Member** – Mr. Devang Sheth,  
Polycromax Industries

**Member** - Mr. Sribash Dasmohapatra

### Plexconnect is published by:

The Plastics Export Promotion Council

**Editor:** Sribash Dasmohapatra,  
Executive Director, Plexconcil

**Associate Editor:** Sangita Iyengar

Send in your feedback, comments,  
suggestions to [editor@plexconcil.org](mailto:editor@plexconcil.org)

### Head Office (Head Office)

Crystal Tower, Ground Floor, Gundivali  
Road No. 3, Off Sir M. V. Road Andheri (E)  
Mumbai - 400069

Tel: 91-22-2683 3951 / 91-22-2683 3952

Fax: 91-22-2683 3953 / 91-22-2683 40572

Email: [office@plexconcil.org](mailto:office@plexconcil.org)

### Delhi - Northern Region (Region Office)

319, 3rd Floor, Block - E, International Trade Tower  
99, Nehru Place

New Delhi - 110019

Tel: 91-11-26478817 / 26478819

Fax: 91-11-26478821

Email: [plexnr@plexconcil.org](mailto:plexnr@plexconcil.org)

### Chennai - Southern Region (Region Office)

Rasheed Mension, 3rd Floor, 408 Anna Salai  
Chennai - 600006

Tel: 91-44-28292620

Fax: 91-44-28291518

Email: [ruban.hobday@plexconcil.org](mailto:ruban.hobday@plexconcil.org),

[dayanidhi@plexconcil.org](mailto:dayanidhi@plexconcil.org)

### Kolkata - Eastern Region (Region Office)

Vanijya Bhavan, , 1/1 Wood Street

Kolkata - 700016

Tel: 91-33-22834497 / 22834498

Fax: 91-33-22834289

Email: [nilotpal@plexconcil.org](mailto:nilotpal@plexconcil.org)

### Ahmedabad – Gujarat Region (Region Office)

909, Safal Prelude Corporate Road,  
Prahlanagar Ahmedabad

Gujarat 380 015, INDIA

Tel: 91-79-48010103

Email: [naman@plexconcil.org](mailto:naman@plexconcil.org)

From the Chairman's Desk	02
Council Activities September 2020	03
Plexconcil Representations – September 2020	07
Plexconcil Youth Committee – Meet the Members	10
Feature – Remission of Duties and Taxes on Exported Products (RoDTEP)	15
Special Focus – Andhra Pradesh, the Ideal Investment Destination	22
Export Performance – September 2020	24
International News	32
India News	38
Countryscape – Focus on the United Kingdom	42
Product of the Month – Disposable Syringes	46
Important Circulars and Notifications	50
Feature – Trade Finance	53
Feature – Antiviral Pharmaceutical Packaging	55
Interview with All India Plastics Industries Association (AIPIA)	59
IEMs for September 2020	62
Why become a Plexconcil Member?	63
New Members	65
Business Inquiries	67

# PLASTINDIA 2022

11<sup>th</sup> International Plastics Exhibition,  
Conference & Convention



Feb. 17-21, 2022, Pragati Maidan,  
New Delhi, India.



**New Date  
New Vision**

**PLASTINDIA** is now Rescheduled to Feb. 17-21, 2022



The most significant  
Plastics exhibition is back in **Delhi!**

ORGANISED BY



**PLASTINDIA FOUNDATION**<sup>®</sup>

ISO 9001-2015 certified

401, Landmark B. Suren Road, Off Andheri Kuria Road, Andheri (East), Mumbai - 400 093 India  
Tel : +91-22-2683 2911-14 | E-mail : info@plastindia.org | Website : www.plastindia.org

SUPPORTED BY



FOUNDER MEMBERS

CONSTITUENT MEMBERS



SUPPORTED BY



OVERSEAS ASSOCIATES



As our country heads into its biggest festive season for the year, we are happy to inform you that at last we have some news to lift your morale. Against a slowly recovering economic, plastic export growth in the last month has shown small signs of growth. During September 2020, India exported plastics worth USD 857 million, up 7.9% from USD 795 million in September 2019. India reported merchandise exports of USD 27.6 billion in September 2020, up 6.0% from USD 26.0 billion in September 2019. And though uncertainty over how the pandemic evolves over the winter months remain, let us all sincerely hope that year ends on a positive note for our industries.

At Plexconcil, business continues as usual. While our industry unfortunately continues to deal with challenges relating to logistics, shortages of container, high freight cost, average increase of raw material price by about 35 percent in the last couple of months, unfavourable FTAs etc. we firmly believe that we need to remain focused on our collective goals and work towards achieving them. The Council has hence set plans in motion to aggressively pursue our export target of USD 25 Billion by 2025. These plans are backed by strong government support, planned investment of USD 6.2 mn and 18 plastic parks being set up to boost domestic production & employment, and achieve environmentally sustainable growth. The Council has mapped out 50 value-added plastic products in which India has a good standing and can easily expand its presence to other geographies.

Over the past months, the Council has been organising virtual Interactive Sessions, Seminars, etc., along with the State Governments to create awareness and to provide necessary assistance to exporters/manufacturers. In the month of September, we successfully concluded a Virtual BSM with Egypt-Nigeria- Sudan as well as one with USA. And now on November 5 & 6, 2020, the Council will host its Virtual B2B with Japan for FIBC and Human hair products. The Andhra Pradesh Government is our State Partner, and the Embassy of India in Tokyo has lent us their support in organizing the event. We have also planned a BSM with Korea shortly and at least 10 more in the coming year.

The MEIS incentive that exporters have been availing of the past few years will be phased out by the end of this year. In this issue, we have shared some details of RoDTEP that will replace the MEIS and it is our hope

that exporters will be able to receive the benefits that has been perceived for the industry and the RoDTEP will help us improve our global competitiveness.

In this issue, we look at Disposable Syringes under our Product of the Month section and Sterile/ Anti-viral Pharma Packaging which are expected to grow exponentially considering the growing demand for these products in the coming months. We also explore export potential to the UK in addition to Trade Financing to ease exporters' financial burdens, news, interviews, and Council updates.

While business continues, let us also take some time off to celebrate Diwali with family and friends. We hope that the festival and New Year will bring an abundance of prosperity, good health and cheer to all.

Stay safe and wish you all a very Happy Diwali and a Prosperous New Year ahead!

**Warm regards,**

**Ravish Kamath  
Chairman**

Date: 08-09-2020

Region: R.O West (Ahmedabad)

## Webinar on “Challenges and Opportunities for Plastic Exports in Current Time”

Plexconcil’s Ahmedabad Office organized a Webinar on “Challenges and Opportunities for Plastic Exports in Current Time” on 8th September,2020. The webinar was held with the objective to understand implications of current challenging times on Plastic Exports and deliberate on opportunities that can be opened up.

The Webinar was presided over by Mr. Ravish Kamath, Chairman, PLEXCONCIL. In his welcome address, the Chairman informed the participants about the status of Plastic exports in current times and the activities undertaken by Plexconcil to strengthen the industry.

The main Speaker of the webinar, Mr. Jagdish Bhatia, Expert Faculty and Trainer, Export-Import and Inter

# Council Activities - September 2020

---

Specialist in Customs Law and FTP & Anti-Dumping Duty

Shri. Suresh Babuji, IEDS, Director  
MSME – DI, Chennai

**Date: 16-09-2020**

**Region: R.O. South**

## **Promotion of Exports in MSME sector in Tamil Nadu: MTIPB, Govt. of Tamil Nadu**

MTIPB, Chennai (MSME Trade & Investment Promotion Bureau) convened a meeting with EPC's under the Chairmanship of Shri. Vishnu Mahajan I.A.S., and the main agenda of the meeting was the identification of thrust areas in improving exports from MSME Sector in Tamil Nadu. The meeting was attended by Mr. Ruban Hoday, Regional Director, Plexconcil-South.

**Date: 16-09-2020**

**Region: R.O. North**

## **Free Trade Agreements – Analysis of new CAROTAR Rules - 16th September, 2020**

M/s Lakshmikumaran & Sridharan Attorneys organized a webinar to explain the Customs (Administration of Rules of Origin under Trade Agreements) Rules, 2020 ('CAROTAR') that have been issued pursuant to Section 28DA of the Customs Act, 1962. CAROTAR provides the procedure to be followed by importers for claiming preferential rate of duty under FTAs.

Under CAROTAR, certain obligations are cast on the importer to possess "sufficient information" regarding the Certificate of origin, regional value content, etc. and to exercise 'reasonable care' to ensure accuracy and truthfulness of the beneficial claims.

Speakers at the webinar included Mr. V Lakshmikumaran - Founder & Managing Partner, M/s Lakshmikumaran & Sridharan Attorneys, along with Mr. T Viswanathan - Principal Partner and Mr. Ravi Raghavan - Senior Partner from the same firm. Mr. Sanjiv R. Dewan, RD, joined the online session.

**Date: 26-09-2020**

**Region: R.O. South**

## **Webinar on GLOBAL OPPORTUNITIES & BENEFITS OF PLASTICS EXPORTS**

Plexconcil and TAAPMA together with the JDGFT, Hyderabad organized a webinar on the opportunities & benefits of exports and the schemes operational for either to increase their exports or kick start their export business.

Shri. Subramanyam Javvadi, IAS, Director - Industries & Commerce Department; CEO – Andhra Pradesh Economic Development Board, Government of Andhra Pradesh Inaugurated the Webinar.

### **KEY TAKEAWAYS :**

- Global Opportunities for Plastics Products / Global Trade Performance
- Schemes and Benefits for Export of Plastics/Polymers
- Schemes for Manufacturers & Benefits of SEZ/EOUs
- East of Doing Exports
- Export Finance
- Amendment in the FTP (Foreign Trade Policy)
- Launch of new DGFT platform and Digital delivery of IEC related services
- ECGC Schemes & Benefits
- Uses of E sealing in Exports
- Way Forward

## Panelists Included:

Mr. K. Hrushikesh Reddy, ITS, Deputy DGFT  
Mr. Rajesh Joshi, Branch Manager - Exporters Branch, ECGC, Hyderabad  
Mr. Chandrasekhar, E Sealstore  
Mr. Ruban Hobday, Regional Director – South, Plexconcil

**Date: 28-09-2020 to 30.9.2020**

**Region: H.O / R.O East**

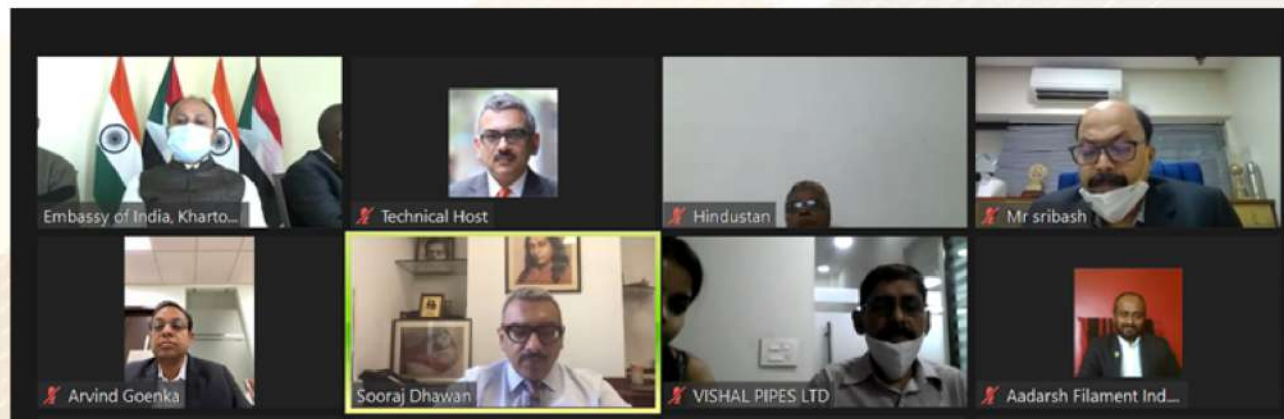
## Meeting / Event Particulars: Virtual B2B Meeting Egypt-Sudan-Nigeria from 28-30 Sept 2020

PLEXCONCIL organised a virtual B2B meeting for African Region (Focus country: Egypt-Sudan-Nigeria). This was organised with the help of the Indian Mission abroad. 20 Member exporters participated at this Virtual B2B meeting.

On 28th September, 2020, in the inaugural session, H.E. Shri Rahul Kulshreshth, Ambassador of India to the Arab Republic of Egypt delivered the welcome address. Mr Arvind Goenka, Vice Chairman made a presentation on Indian Plastic Industries. Mr Ahmed Gaber, Chairman-Chamber of Printing and Packaging Industries, Egypt made a presentation on Egypt Plastic Industry – present scenario and bilateral trade prospect. All the Indian Exhibitors gave their introduction during the inaugural session.

Mr Sribash Dasmohapatra, Executive Director proposed formal vote of thanks.

On 29th September 2020, during the inaugural session, H.E. Shri Ravindra Prasad Jaiswal, Ambassador of India to Sudan delivered the welcome address. Mr Nadir, Director General from Ministry of Industry, Sudan spoke at this function. Mr Arvind Goenka, Vice Chairman made a presentation on Indian Plastic Industries. All the Indian Exhibitors and importers from Sudanese side gave their introduction during the inaugural session. Mr Sribash Dasmohapatra, Executive Director a proposed formal vote of thanks.



# Council Activities - September 2020

---

Date: 30-09-2020

Region: North

## DP World - Enabling India's Plastic Sector to Go Global- 30th September, 2020

All India Plastics Manufacturers Association (AIPMA), organized a webinar in association with DP World, a leading trade enabler and one of the top global marine terminal operators, with a presence across 78 terminals in 40 countries and 9 logistics parks globally. Their flagship facility in UAE - The Port and Freezone in Jebel Ali, Dubai is amongst the world's largest port and industrial complex spread over an area of 100+ sq km.

The webinar highlighted the trade and investment development initiative by DP World's UAE Region, by leveraging its vast portfolio of ports, inland logistics and industrial zones in both UAE & India and globally. They aim to enhance access to new opportunities / markets, provide seamless supply chain solutions and complement India's vision of "Make in India to Make for the World", and facilitate profitable investments for Indian businesses.

Mr. Vikram Bhaduria, Regional Chairman (North), a keynote speaker at the webinar, highlighted the high logistics costs and port congestion issues within the country, which is a major hindrance for an exporter to meet his delivery schedules. As highlighted by him, it is mainly due to logistics issues that exporters are often unable to meet their delivery commitments, and this is where DP World's expertise and vast portfolio of ports, inland logistics and industrial zones can play a critical role in addressing this issue.

Other keynote speakers at the webinar included Mr. Raveen Guliani, Head of Business Development, DP World UAE Region, and Ms. Ebtessam Ahmad Alkaabi, Head of Sales, Jebel Ali Free Zone (Jafza). Mr. Sanjiv R. Dewan, RD, joined the online session.

## India Japan set to Explore New Business at Plexconnect 2020 Virtual B2B

On November 5 & 6, 2020, Plexconcil will host the Plexconnect 2020 Virtual B2B with Japan with focus on the FIBC and Human Hair segments. The event will see 20 leading Member Exporters showcase their products to Importers, Dealers, Traders, Distributors and Stockists from Japan. The event is being organized with the support of the Indian Embassy in Tokyo, Japan. The Government of Andhra Pradesh is the State Partner for the event.

Over the past months, PLEXCONCIL has been organising virtual Interactive Sessions, Seminars, etc., with the manufacturers / exporters / related associations & organisations along with the State Governments to create awareness and to provide necessary assistance to exporters/manufacturers. The PLEXCONCIL mobile app has been also been recently launched to provide plastic exporter members and the global trade fraternity to enjoy uninterrupted business networking and outreach.

Andhra Pradesh is one of the leading destinations for industrial investment in India. The government is now focusing reforms at state and district level to bring down cost of doing business. The new industrial development policy (IDP 2020-23) is focussed on creating manufacturing clusters and achieve scale through focus on developing infrastructure and common facilities.

By partnering with the Andhra Pradesh Govt. PLEXCONCIL aims to play a key role in not only promoting export and manufacturing hubs in the region, but also highlight opportunities for strategic partnerships in the state. As the apex body for plastics exports, PLEXCONCIL is currently in constant communication with various Indian Embassies and High Commissions with plans to host at least 10 such events over the next year. The Council also continues to explore partnering with other State Governments and Industry bodies that focus on promoting the various industrial and export hubs across the country.

India is a Top Exporter of FIBC to the world, commanding 40% of all EU Imports and 44% of all USA Imports. Japan is the second largest importer of FIBC and given the existing FTA that India shares with Japan, Indian FIBC exporters have an excellent potential to export at zero percent import duty in Japan.

India's Human Hair exports is also a significantly large industry valued at an annual turnover of over Rs. 2500 – 3000 Crores. The industry globally is valued at USD 9 Billion and India caters to nearly 80-90% of the raw material demand with virgin Indian Hair enjoying high demand due to its superior quality.

Additionally, our country's large English speaking workforce, liberal export policies, ease of doing business, excellent product expertise, advanced technologies and global connectivity give India a distinct advantage and opportunity to further consolidate its position as a world leader, especially in these product segments.

For more information about the Plexconnect 2020 Virtual B2B Meeting with Japan, write to [ruban.hobday@plexconcil.org](mailto:ruban.hobday@plexconcil.org).

# Plexconcil Representations – September 2020

## Representations made by Plexconcil in the month of September 2020

### WEST

1. Representation made to the O/o. Addl. DGFT, Mumbai for updating IEC profile on DGFT portal of M/s. Royal Thermoset Pvt. Ltd., Mumbai. Issue was resolved.
2. Representation to O/o. DGFT, New Delhi regarding release of MEIS for shipment after 01.04.2020 & release of MEIS for FIBC/Sacs and bags with retrospective effects.
3. Representation to The GST Council Secretariat, New Delhi regarding non receipt of IGST refund of Rupees 98.24 lacs of M/s. Mechemco Resins Pvt. Ltd., Mumbai. Same issue resolved by the GST council.
4. Council has represented the issue of M/s. Supreme Petrochem Ltd. regarding issuance of Target Plus Scrip for Rs. 7.33 crores to O/o. Addl. DGFT, Mumbai several times, same was granted to the exporter.
5. Representation to FT (Europe), DoC regarding difficulty faced in Exports to UK by M/s Aangan Agrotech Exports Limited
6. Council has made representation to Joint Secretary (C), Department of C&PC regarding re-fixation of norms for the export product "Acetic Anhydride" of M/s. Terumo Penpol against their Advance Authorisation.
7. Representation to The GST Council Secretariat, New Delhi regarding the IGST refund of M/s. Simplex Chemo-pack pvt. Ltd., Nagpur.
8. Representation to Under Secretary, DoC regarding issue of M/s. Nilkamal Ltd for their export to Iraq.
9. Representation to IGST Refund Facilitation Cell, Air Cargo Complex, Mumbai regarding refund of IGST on Exports on payment of IGST of M/s. Dhvani Polyprints Pvt. Ltd., Mumbai
10. Council has submitted the RoDTEP applications of member exporters to RoDTEP Committee, New Delhi.

### NORTH

1. Representation made to DGFT – regarding Compliance issues faced by M/s Classic Enterprises Pvt. Ltd, Bhiwadi, Rajasthan due to DGFT Public Notice No. 63/2015-2020 dated 22nd February, 2018. Matter being examined by DGFT.



# MANUFACTURER OF LARGE PLASTIC PART



- India's Largest Thermoforming Facilities.
- Thermoforming Process For The Large Part - Less Investment And Quick Development & Delivery.
- Great Aesthetics, Pre-coloured & Textures Sheets - No Need For Painting.
- Small Batch Possible.
- Specialization In Engineering Plastic Sheets Like Polycarbonate, ABS, PC/ABS, Acrylic/ABS, HDPE, PVC....
- Applications - Machine Covers, Machine Parts, Vehicle / Train Interiors, Windmill Covers, Architectural Products Like Domes/ Pyramids, Wall Panels, Skylights.

## THERMOFORMED ENCLOSURES & MACHINE PARTS

### ENGINEERING BENEFITS

Highly Engineered Parts That Result In Easy-to-manufacture, Assembly-friendly Designs

Aggressive Lead Times With Condensed Design & Product Development Cycles

Conversion Of Initial Design To Thermoforming

### MATERIALS & AESTHETICS BENEFITS

Highly Aesthetic And Dimensionally Accurate Products

Part Cosmetics That Are Superior To Injection Molding

High Gloss Appearance, Textures & Molded-In Color Available

Materials For High-heat Or Corrosive Environments

### PRODUCTION BENEFITS

High Volume Production Capability With Consistent Quality Results

From 3000mm X 2000mm Thermoplastics Sheet Up To 10mm Thick

5 Axis & 3 Axis CNC Routing Facility For Accurate Cutting

60, 000 Sq. Ft. Production Facility Running



**CONTACT OUR SALES ENGINEERS TO DISCUSS YOUR PROJECT NEEDS**



B/4 Vijay Industrial Estate Samiyala, Vadodara, India.

Phone : +91-2662-222494/222754 | +91-9925038338

E-mail : [marketing@acrosworld.com](mailto:marketing@acrosworld.com) | [www.acrosworld.com](http://www.acrosworld.com)

## Plexconcil Youth Committee Meet the Team (Western & Eastern Regions)



**Adarsh Bansal, Director, Shri Maa Group of Companies, Bhopal, Madhya Pradesh**

**A**s a Director at Shri Maa Group of Companies, I have been part of the organization for the past two years. Having graduated from GD Goenka University, I went on to Cardiff University to pursue my Master's in Business Administration. Since joining the company, I have been primarily responsible for our export function, besides also looking into the domestic market for FIBCs and the DCA for Gail India for polymers.

Our company is engaged in the manufacturing of PP woven bags, Block bottom bags, non-woven bags and the FIBCs. We have a manufacturing capacity of 3500MT/month which makes us one of the leading manufacturers in the country. Our family has been in this business for the past 17 years.

As a part of Plexconcil's prestigious Youth Committee I would like to promote our country and increase the exports from our country. Being a proud citizen of India I firmly believe we all should support our Prime Minister's mission in promoting the campaign of "Vocal for Local" as well. I am optimistic that Plexconcil would give me the platform to promote the exports of our country and making it one of the leading exporters in the world.



**Amit Agarwal, Director, Abdos Lamitubes (P) Ltd. & Abdos Polymers, Kolkata**

**C**urrently a Director at Abdos Lamitubes (P) Ltd and Abdos Polymers Ltd. I have completed my education in the field of Management and Psychology (MBA & MSW) and have an industry experience of almost 20 years. ABDOS Lamitubes Private Limited is part of the diversified ABDOS group. ABDOS Lamitubes manufactures high quality and versatile multilayer laminated tubes in its state of art manufacturing plant at Guwahati and Roorkee, India.

As a Plexconcil Youth Committee member I wish to add value & facilitate growth of plastics exports from India. I have been a COA member of the council for about 5 years in the past and I believe that my experience from the past could be very helpful in driving my current position in the council's Youth Committee and its objectives.



**Anand Patel, Director, Pentaflex Films LLP, Ahmedabad, Gujarat**

**I**t gives me immense pride to be selected in the Plexconcil's Youth Committee and I thank all the office bearers for this opportunity. I am the Director of Pentaflex Films in Ahmedabad and I look after International Marketing and Commercial for my company. I am a B.Tech by education with over 12 years of experience in the industry. We are suppliers for flexible packaging to FMCG companies with a state of art setup of Blown film extrusion lines and CI flexo printing machines. I am also proud to share that we are the only Asian company to win the Kodak Global Flexo Innovation Awards 2019.

I have observed that within the plastic industry, the share of flexible packaging in exports is very less compared to other finished goods despite of it being the most visible product from supermarkets shelves to every household. This fact is also clear looking at the number of flexible packaging industries in just the western region of India vs those exporting.

Post covid the importance of flexible packaging, especially for food products has increase significantly and we need to leverage this opportunity. We need to capitalise on this especially when the image of India is now being perceived as reliable and business friendly.

I hope to contribute to the exemplary work the council and its members are doing for the country and again I am very elated to be a part of the team.



**Dhruv Sayani, Director, Crystal Plastics & Metallizing Pvt Ltd., Mumbai**

**D**hruv Sayani, Director, Crystal Plastics & Metallizing Pvt Ltd. is a leading businessman in Manufacturing & Exports of Personal Care Products. With the company in its 50th year in business with export to 75 countries for the past 27 years, Dhruv Sayani handles the export business with a key focus on product customization for clients with a keen interest in working towards providing exclusive product development.

Dhruv Sayani holds a Master's Degree in Accounting & Financial Management from King's College London and has graduated with Honors in Accounting & Finance from H.R. College of Commerce & Economics, University of Mumbai. Dhruv Sayani worked in various multinational companies in the retail & pharmaceutical sector to gain experience before joining his family business. Crystal Plastics & Metallizing Pvt Ltd was founded in the 1970 by his forefathers with a vision to specialize in the business of hair combs, hairbrushes and hair accessories. With constant innovation & research and manufacturing over 750 products in its fifth decade Crystal Plastics continues to be a Market Leader in its segment.

"I congratulate Plexconcil for taking the vision forward with the formation of the Youth Committee. As a member of the Youth Committee I personally believe that the future of plastics is in India. With the increase of manufacturing units and the keen interest in India by the global markets in 2020, we have a great platform to increase the industry's outreach through the council and envisage a more progressive base for the next financial year 2021-22. This is crucial for the growth of Indian Exports and domestic manufacturing that is aligned with the Government of India's policy."



**Dhruven Rajeev Chitalia, Partner, ElectrofocusElectricals, Mumbai**

I am a proud Partner of Electrofocus Electricals a Mumbai-based company engaged in the manufacturing and export of electrical wiring accessories.

Being a Mechanical Engineer, I follow an analytical approach in the way we manufacture our high-quality products and this ensures better results and keeps in focus the application, functionality, as well as the cost of manufacturing. With a mere 4 years of experience, I believe that I still have a long way to go.

My area of specialisation is to build healthy business processes which can sustain and benefit the company. The other roles that I also look into are optimizing manufacturing processes, new product developments, and of course, the most essential, sales & marketing.

With India having the largest population of youth currently, it is an opportune time to be selected by the respected members of Plexconcil to be a part of its vibrant Youth Committee. I hope I am able to provide my services efficiently and to the full while serving my duty as a member of this committee. With a budding economy and a huge number of initiatives being taken by the Government, I will try my best to take feedback from the industry and provide useful suggestions to grow the exports of Plastic Products from our country.



**Geet Chadha, Managing Director, Soltex Petroproducts Ltd., Mumbai**

Geet Chadha is the Managing Director at Soltex Petroproducts Ltd which manufactures and exports masterbatches, polymer additives and compounds for a wide range of plastic applications ranging from rigid to flexible packaging and molding applications.

Geet has a B Tech degree in Polymer sciences from MIT (Pune) where he accomplished many projects related to replacing sheet metal in automobiles to light weight speciality plastics. He has further pursued his Master's in Business Management from the University of



## **Kartik Deora, Managing Director, Regent Plast Pvt Ltd, Mumbai**

**K**artik Deora is the Managing Director of Regent Plast Pvt. Ltd., that is a Mumbai based pioneer in rigid plastic packaging. After pursuing his Bachelor's Degree in Entrepreneurship from Babson College, USA, Mr. Deora worked with The Federal Reserve Bank of Boston and in Investment Banking, before joining his family business in 1999. At Regent, Mr. Deora is responsible for overall strategy and building the exports business.

"I am excited to be part of the Youth Committee to foster and grow India's exports of value-added Plastic products. Our Council not only has a vision but is also willing to experiment. With Covid19 setting in, and defining a new normal, there is a paradigm shift not only in the perception of plastics, but also the way businesses function. Old ways of promotion such as physical exhibitions and B2B meetings will no longer hold good. The Council has already organized few virtual B2B Meetings, and our Members can now reach out to a global audience without physically moving from their respective desktops. However, this also means, that we must prop up our digital offerings, in order to market our companies and products without physical interaction with the customer.

My vision for the Youth Committee would be two-fold:

1. Create a technology platform for the Council, for permanent and interactive exhibition and promotion of our Member's Products
2. Help our Members grow their exports, by creating a mentorship program, matching high potential entrepreneurs with industry stalwarts, and organizing relevant external training.

If our Members can benefit, with our increased goodwill and word of mouth, our Membership base will automatically increase (Pull v/s. Push Strategy).

I look forward to both learning and sharing my experiences with the Committee, to work towards the Council's goals."



## **Palash Sarkar, Partner, Sri Jagannath Enterprise, Kolkata**

**A**s a BSc (IT) graduate and an MBA (IB), IIFT, I have spent the past 10 years in various roles and functions such as managing different organizations as a Sales and Marketing Head, foreign business development executive, Project & Procurement Head in the packaging industry at Sri Jagannath Enterprise. Additionally, in the past 2 years, I have also had the opportunity to analyze and consult international business, marketing and strategy for a consulting firm 'Global Business consulting group' ( [www.gbcg.in](http://www.gbcg.in) ) as a Co-Founder of the company.

As a Partner at Sri Jagannath Enterprise Sri Jagannath Enterprise, I oversee Projects and Developments and am also actively involved with the Paper & Pulp industry body for Presenting International trade analysis of paper industry and publishing on their journal 'INPAPER INTERNATIONAL'. I also consult a few companies on EXPORT of plastic molded product and organize & conduct buyer seller meets for B2B businesses.

I am passionate about analyzing the international economy and socio-economic issues, researching innovative or unique products, application of science and physiology as well as experimenting with different practical models. I also speak several languages.



**Piya Thakkar, Director, Network Polymers Pvt Ltd. (a Mechemco Group Company), Mumbai**

**P**iya Thakkar is an Electrical Engineer from Purdue University, USA. At Mechemco Group she heads the overseas business, both exports and imports, besides overseeing domestic business. She is a Director of Network Polymers Pvt Ltd (a Mechemco Group Company).

Mechemco is a manufacturer and exporter of Unsaturated Polyester resins, Vinyl ester resins and Gelcoats. Mechemco is a technologically driven company with a complete range of resin products, all developed in-house, for the composites and casting industry in India and Globally. Under Piya's stewardship, the company has grown to become one of the largest in India with customers spread all over the country and catering to a wide range of industries. It is also the largest Indian exporter of Unsaturated Polyester Resins, Vinyl Ester Resins & Gelcoats having multiple customers & distributors spread across Europe, Middle East & South East Asia.

Ms. Piya Thakkar is presently the Vice-Chairman of FRP Institute, an organization aimed at promoting the Indian Composites Industry.

She has played a leading role in organizing 7 ICERP Shows, (International Conference and Exhibition on Reinforced Plastics) by FRP Institute. ICERP is the only international exhibition of composites in India and has grown to become the 2nd largest composites exhibition in Asia.

As part of the FRP Institute she has been organising the India Pavilion at JEC Composites Show in Paris, France jointly with PLEXCONCIL for 14 years now. JEC Composites Show is the largest global exhibition for composites materials.

She is on the National Executive Council (NEC) of PLASTINDIA 2022.

She has very recently joined the Youth Committee of PLEXCONCIL.



**Sumit Jalan, Director, Servo Packaging, Kolkata**

**I** am working as a Director in Servo Packaging Limited and VGR Foodtech Agro Pvt. Ltd. Servo Packaging (Star Export House) has its manufacturing units in Pondicherry with production and exports of plastic filler masterbatch, colour masterbatch and PP/HDPE woven bags used in packaging of fertilizers, chemicals, sugar, salt, etc. The VGR Foodtech production units are based in Kolkata and specialize in Spunbond Nonwoven fabric used in variety of applications like medical, hygiene and packaging, Face Masks (3 ply and N95 masks) and Nonwoven bags.

I have completed B.Tech. in Electronics & Communication from RV College of Engineering, Bangalore and M.S. in Industrial and Systems Engineering from Georgia Institute of Technology, Atlanta, Georgia, USA.

After completing my graduation from Bangalore, I worked for two years in Bangalore in an Electronic Design Automation company and also completed internship for Lutron Electronics as an Operations Specialist during my post-graduation in USA. Having joined the family business 11 years ago after post-graduation, I have been involved in various roles like operations, new product development, domestic sales, international sales and marketing, etc. We have achieved Star Export House status in Servo Packaging with regular exports to countries in Africa, CIS, Europe and South America.

I am grateful to be selected as a member of Plexconcil's Youth Committee and looking forward to contribute in its continuous efforts to boost exports in the plastics and packaging sector.



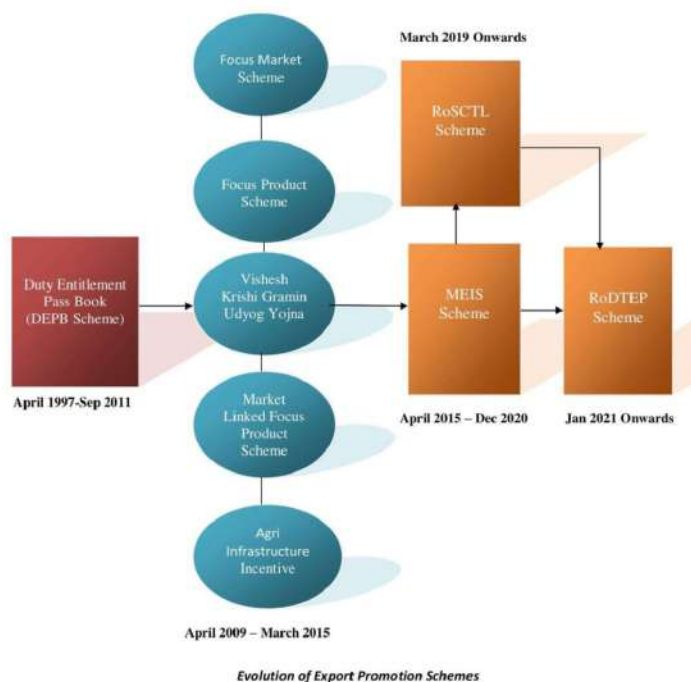
# Remission of Duties and Taxes on Exported Products (RoDTEP)

## Where it began

In October 2019, based on a complaint filed by the US, the Dispute Resolution Panel (DRP) of World Trade Organization (WTO) panel report ruled that India's export subsidy schemes flouted rules as the country's Gross National Income (GNI) had exceeded the per capita USD 1000 annual threshold above which members were banned from subsidizing its exports. The ruling held that India should do away with benefits granted under the contentious schemes i.e. Merchandise Export from India Scheme (MEIS), Export Oriented Unit (EOU) /Electronics and Hardware Technology Park (EHTP), Export Promotion of Capital Goods (EPCG), Duty-Free Import Scheme (DFIS) and Special Economic Zone (SEZ).

Subsequently, the Indian Government appealed to the appellate body of WTO, challenging the decision of the DRP. Currently the appeal is pending before the dysfunctional appellate body of WTO and this provides the Indian Government the necessary time to replace the present subsidy schemes. Meanwhile, Indian government decided to discontinue existing export incentive schemes which are in compliant with global trade rules.

On 13th March, 2020, this year the RoDTEP was approved by the Cabinet to reimburse taxes/duties/levies at the central, state and local level, which are currently not being refunded. The sequence of introduction of the Scheme across sectors, prioritization of the sectors to be covered, degree of benefit to be given on various items within the rates set by the Committee will be decided and notified by the Department of Commerce.



## Understanding Current Taxation

Taxation in India is applicable at every point of sale (post-GST), may it be on sale of inputs, semi-processed goods, services or final product. Hence, we can state that taxation has direct co-relation with a value chain of any given product, which is being sold to industry or to intermediaries or to the final consumer.

In the past decade or more, since Globalisation, products are not manufactured in a particular country. The production processes are dispersed across the globe and hence today most of the products are “Made in World” and not Made in X country in real terms. Such phenomena evolved emergence of “Global Value Chain (GVC)”, wherein the product may have been designed in one country, but the product is produced in another, raw materials are procured from various countries and the final product is distributed all over the world. GVC can be broadly categorised into two parts – Pre-Manufacturing Processes and Services and Post Manufacturing Processes and Services.

intensity has to be taken into account. There are almost 572 Standard Input Output Norms for Plastic Products.

## Why RoDTEP?

RoDTEP (Remission of Duties or Taxes on Export Products) is a Scheme for the Exporters to make Indian products cost-competitive and create a level playing field for them in the Global Market. RoDTEP Scheme will replace the current MEIS scheme, which is not in compliance with WTO norms and rules. The new RoDTEP Scheme is fully WTO compliant scheme. It will reimburse all the taxes/duties/levies being charged at the Central/State/Local level which were not currently



## Feature – Policy

According to the latest reports, RoDTEP scheme will be applicable from 01.04.2021.

### Features of RoDTEP Scheme

- Currently, only the GST and the import customs duties levied on inputs required for the manufacturing of export products are either exempted or refunded in some or the other way.
- Input tax credit (ITC) of GST paid is available, and if exported on payment of duty, then IGST refund can be claimed.
- Import Custom duties on raw materials are exempted through the Advance Authorization scheme or refunded through the Duty Drawback scheme.
- However, still, there are many duties and taxes levied by the Central and State Government which are not refunded. It adds up to the final cost of resultant products and makes Indian products uncompetitive in the global market.

**The RoDTEP Scheme aims to refund all those hidden taxes and levies, For example:**

1. Central & state taxes on the fuel (Petrol, Diesel, CNG, PNG, and coal cess, etc.) used for transportation of export products.
2. The duty levied by the state on electricity used for manufacturing.
3. Mandi tax levied by APMCs.
4. Toll tax & stamp duty on the import-export documentation. Etc. The Scheme will ensure that the Exporter only export goods and services not any kind of taxes and the RoDTEP Scheme would cover all indirect Central & State taxes which are not reimbursed in any existing scheme.

What is the difference between RoDTEP and MEIS?

RoDTEP (Remission of Duties or Taxes on Export Products)	MEIS (Merchandise Exports from India Scheme)
Scheme for exporters to reimburse taxes and duties paid by them such as VAT, Mandi tax, electricity duties, and the fuel used for transportation etc.	(MEIS) is the additional export incentive scheme under which 2% - 5% of the FOB value of eligible export given as a reward to the exporters
Compliant with WTO norms	Incompliant with WTO norms

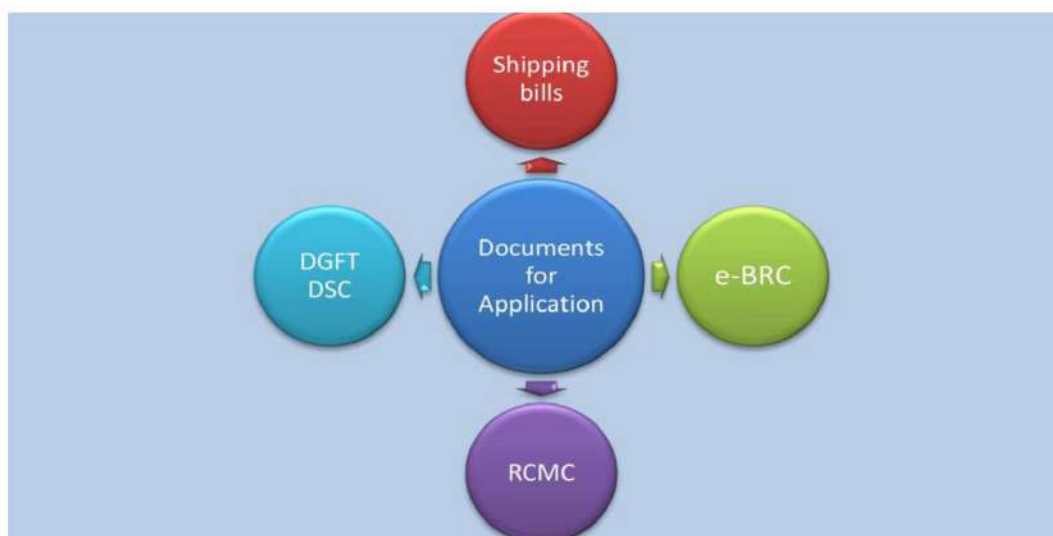
### Procedure For RoDTEP Scheme Application

- The new RoDTEP Scheme is similar to the existing RoSCTL Scheme (Rebate of State and Central Taxes and levies), or we can also say that RoSCTL is the earlier version of RoDTEP.
- The existing RoSCTL Scheme is only for the made-ups & apparel sectors.
- The application will be made under RoDTEP as we are doing for RoSCTL.
- An application shall be filed online using Digital signature Certificate on DGFT website at <http://dgft.gov.in> in the concerned RA.
- Relevant Shipping bills shall be linked with the online application by the Exporter/Applicant.
- The refund under RoDTEP Scheme would be in the form of duty credit which will be transferable, or it may be in the form of electronic scrip which will be maintained in the electronic ledger.

The implementation of the process will be done with the help of end to end digitization.

### Documents required for RoDTEP Scheme Application

Following Documents required for online Application under RoDTEP Scheme -



### Rate of Rebate Under RoDTEP Scheme

- The rates are yet to be decided under the RoDTEP Scheme. The Finance Minister Nirmala Sitharaman had announced to incentivize exporters under RoDTEP at an estimated cost of Rs 50,000 crore in her speech last year. In contrast, the allocations for MEIS were Rs 40,000 crore. Hence it is expected that the rate of reward will be better under the new Scheme OR the rates will be lowered and new products will be added.
- It will be calculated as a percentage on Free on Board (FOB Value).
- It has been decided that the existing sectoral norms committee structure in the DGFT headquarters will function as Sectoral RoDTEP Committees (SRCs) to determine and recommend rates and value caps for various items under RoDTEP.
- The committee had decided that Items will be shifted from existing Scheme MEIS to RoDTEP in a phased manner with the help of proper monitoring and audit system, i.e. when the rate under RoDTEP Scheme is announced for any item at the same time MEIS benefit will discontinue for that particular item.
- Exporters have continuously complained that all the indirect taxes are not getting considered/refunded in any of the schemes, so the new Scheme RoDTEP will be beneficial for them when it's implemented. Notifications will be provided separately for the Detailed operation framework under the new RoDTEP Scheme.

### RoDTEP Committee

The Finance Ministry has set up a committee headed by former Home Secretary G.K. Pillai for determination of ceiling rates under the Remission of Duties and Taxes on Exported Products (RoDTEP) scheme. The scheme is to reimburse taxes and duties incurred by the exporters.

The two other members are Y.G. Parande, former Central Board of Indirect Taxes and Customs (CBIC) member, and Gautam Ray, former Chief Commissioner of Customs and Central Excise.

The committee will interact with administrative ministries, export promotion councils, commodity boards, trade bodies and other stakeholders to take their views on fixing the ceiling rates under the RoDTEP scheme.

The committee will work out the modalities of the calculation of duties, levies and charges at the central, state and local levels borne on the exported product. This will be done after calculating the prior stage cumulative indirect taxes on goods and services used in the production of the exported product.

The committee will recommend in their report a ceiling rate of Remission of Duties and Taxes on Export Products (RoDTEP) for sectors and items identified by the government.

## MEIS Validity and All You need to Know

Meanwhile, the industry is in a conundrum regarding the MEIS and there are many questions regarding the validity of the MEIS, last date to claim, date of discontinuation, etc. The apprehensions are heightened by the current economic scenario and exporters are concerned over losing benefits that they are entitled to claim.

This below information aims to clear some of the confusion and make it easy to understand the withdrawal, extension & discontinuation of the MEIS Scheme and its current status.

### MEIS Scheme Validity

MEIS Scheme was introduced by the GOI under the Foreign Trade Policy 2015-20. It came into effect from 01st April 2015 and was valid for a period of 5 years. (i.e. 31st March 2020).

However, countries like the USA, China, Brazil objected to the MEIS scheme saying it is not WTO compliant and lodged a case against us.

#### MEIS Scheme Withdrawal

As per the WTO (World Trade Organization), a country cannot offer export subsidies like MEIS if its Per Capita Gross national income (GNI) is above \$1000. India had crossed the GNI of \$ 1000 for three years in a row i.e. 2014, 2015, and 2016.

Therefore, somewhere around 2019; India lost the case at WTO and decided to withdraw the MEIS Scheme by 31st Dec 2019. MEIS was to be replaced by the new Remission of Duties or Taxes On Export Products (RoDTEP Scheme). The RoDTEP scheme intends to rebate all the indirect taxes levied on exporters and hence this kind of scheme was allowed as per WTO.

MEIS scheme was then extended till 31st March 2020 because the rate of incentives under the new scheme was not decided yet.

### Extension of MEIS Scheme

Due to the COVID-19 Pandemic; the existing Foreign Trade Policy (2015-20) was extended by one year. MEIS Scheme was also further extended till 31st December 2020 with some conditions. They are:

As Per Latest Notification no. 30/2015-2020 Dated 1st September 2020

- MEIS Benefits granted to an IEC holder shall not exceed 2 Cr on the exports between 01.09.2020

to 31.12.2020.

- IEC holders who have not made any export between 01.09.2019 to 31.08.2020 would not be eligible to do an application under MEIS Scheme.
- IEC Obtained on or after 01.09.2020 would not be eligible to file for the benefits under MEIS Scheme for the exports made with effect from 01.09.2020.
- The DGFT may change the MEIS benefits cap to ensure that the total allocated claim under MEIS Scheme for the period 01.09.2020 to 31.12.2020 does not exceed the allocated amount by the Govt. of Rs 5000 Cr to issue the MEIS Scrip between the given Period.
- MEIS benefits shall not be available for the exports made with effect from 01.01.2021.

### Discontinuation of MEIS Scheme

Therefore, as per the latest notification, the MEIS scheme is only available for shipments taking place up to 31st December 2020; and it is discontinued from 01st Jan 2021.

**Note:** It does not mean that after 31st Dec you won't be able to file an application under the MEIS scheme. All the previous shipping bills will be eligible for claim as per the late-cut policy.

### Conclusion

Therefore, for all the sectors other than Chapter 61,62 & 63, below is the summary of the MEIS Scheme validity:

**All the shipments made on or after 1st Jan 2021, will be eligible for RoDTEP Scheme and all the shipments made before 1st Jan 2021 will be eligible for the MEIS scheme. MEIS benefits can be claimed backdated for the last 3 years as well.**

## Impact of RoDTEP in real terms

India has been one of the fastest growing economies in the world growing at 6.6% despite the global economic slowdown posing a threat to economies all over the world. The budgeted target for India to achieve the level of \$5 trillion economy is in excess of a growth rate of 9% per annum which makes the Government of India actively overseeing several initiatives across sectors focused on growth.

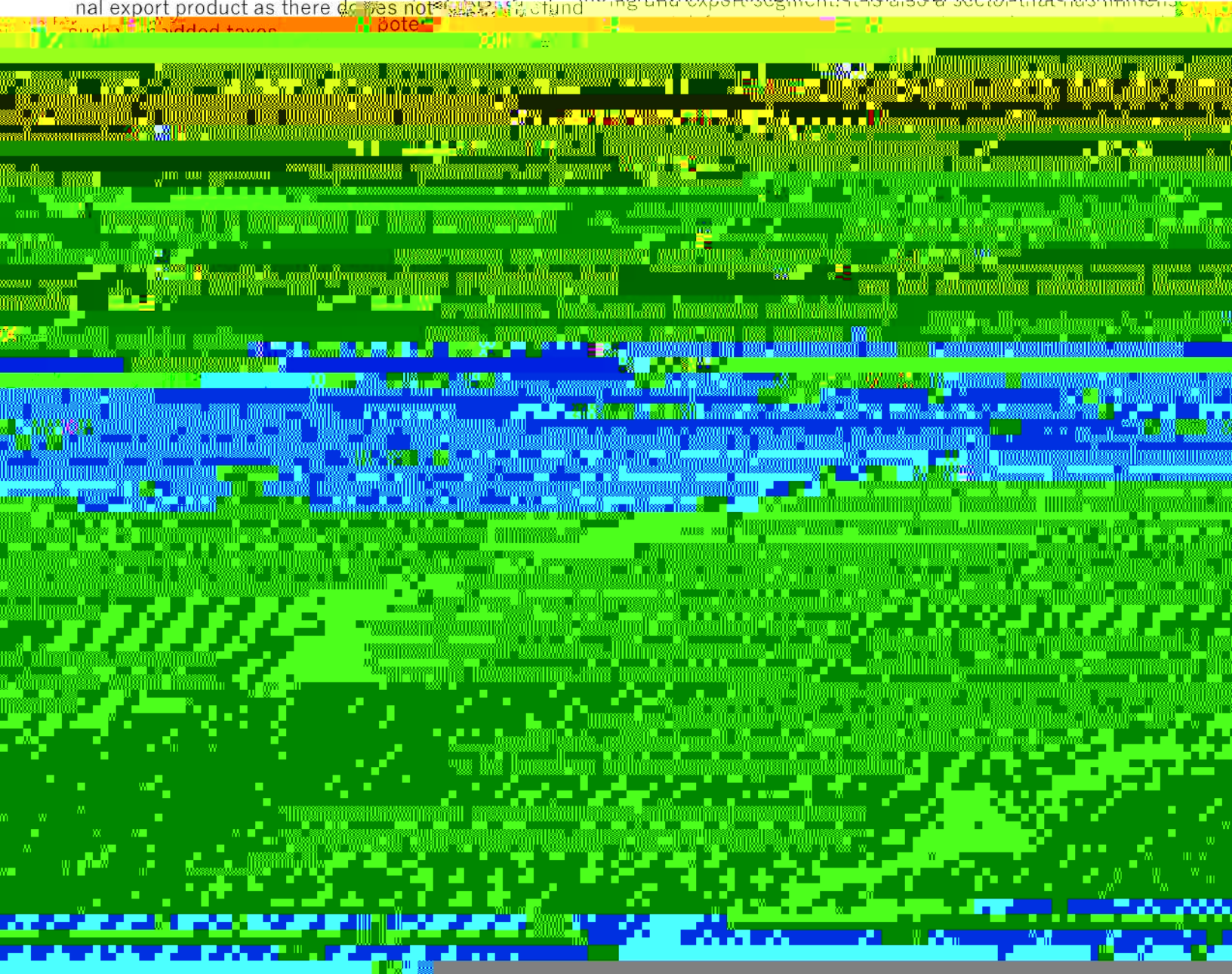
India's exports lag in global market competitiveness. One reason is due to inadequacy of refund of certain taxes. Taxes Embedded in costs due to petroleum, electricity, etc. which are out of the purview of GST add to the selling price of the final export product as there does not exist a refund

## Burdened by Taxes & Duties

Despite the introduction of GST to subsume most taxes, even today, in India, there are several taxes and duties, etc levied across the entire chain or process, from manufacturing to the point a container leaves the port.

*With multiple products making up a particular consignment, it is difficult to determine and document the exact amounts paid in lieu of the individual HS Code. Hence policymakers should not look upon such exporters selectively and every exporter must be able to benefit from the scheme. A ceiling would work better.*

The Plastic export industry largely comprises MSME. The MSME sector plays a key role in India's growing manufacturing and export segment. It is also a sector that has immense



## Feature – Policy

### 2) Embedded CGST on inputs for transport sector

Same is the story on embedded CGST on inputs. Inputs vary based on the type of vehicle, its uses, road traffic congestions, time delays, etc. etc. As a result, again there is no specific document, on which tax amount appears, hence, it needs to be calculated based on assumption.

### 3) Embedded CGST in purchases from unregistered dealers

The purchases from unregistered dealers are minimal, due to the value limit for registration [unregistered dealers can trade only up to Rs. 20 Lakhs (up to 31st March 2019) and Rs. 40 lakhs (after 01st April 2019) that too all India turnover]. No exporter normally purchases items from unregistered dealers. If the exporter purchases goods from registered dealers, he is entitled to take Input Tax Credit (ITC) and hence, he would prefer buying from registered dealers only. Even if he buys from unregistered dealers, the quantum would be too small and will not make any substantial difference in rate of refund, as percentage FOB value.

### 4) Stamp Duty

Form R2, Sr. No. 8B, very clearly states that stamp duty paid on registration of land and lease of immovable property should not be included, which means, though, they are embedded into the cost, ultimately the scheme does not cover the refund of such embedded taxes.

*With multiple products making up a particular consignment, it is difficult to determine and document the exact amounts paid in lieu of the individual HS Code. Hence policymakers should not look upon such exporters selectively and every exporter must be able to benefit from the scheme. A ceiling would work better.*



**Sudhakar Kasture** is a leading consultant in International Trade, since last 40 years. He is renowned consultant and advisor to many National & Multinational Corporations, Public limited and private limited companies etc. He is a well-known speaker on t International Trade including Foreign Trade Policy, Import/ Export documentation, Free Trade Agreements, WTO Agreements, Trade Facilitation Agreement, Authorized Economic Operator, and Special Economic Zones etc. etc. He has conducted numerous Training Programs, Seminars, and Workshops for Private and Public Limited companies, trade bodies & institutions including several EPCs. He can be reached on [sk@helplineimpex.co.in](mailto:sk@helplineimpex.co.in)



**EDB**  
ANDHRA PRADESH  
ECONOMIC  
DEVELOPMENT  
BOARD



## Andhra Pradesh | Driving India's Transformation

# Discover Andhra Pradesh –

## The Ideal Investment Destination

Andhra Pradesh (AP) with a geographical area of 160,200 sq. km. is strategically located on the South-eastern coast of India and is a natural gateway to East and Southeast Asia. The State has the second longest coastline in India stretching across 974 km and 6 operational seaports.

Andhra Pradesh is #1 in the Ease of Doing Business (EoDB) rankings for the past 3 consecutive years. Andhra Pradesh is one of the leading destinations for industrial investment in India. The government is now focusing reforms at state and district level to bring down cost of doing business. The new industrial development policy (IDP 2020-23) is focussed on creating manufacturing clusters and achieve scale through focus on developing infrastructure and common facilities.

Andhra Pradesh is home to Visakhapatnam-Chennai Industrial Corridor which is India's first coastal economic industrial corridor that has numerous land options in close proximity to ports. The corridor is ideal for industrial development given its strategic location and numerous advantages. The Chennai – Bengaluru Industrial Corridor (CBIC) is another arterial corridor that will cater to industries in the area. We have secured approval for

the Hyderabad - Bengaluru Industrial Corridor (HBIC) making AP the only state with 3 industrial corridors.

The key differentiators for the state are the availability of encumbrance free industrial land at affordable prices, utilities (water/power) at reasonable prices, availability of skilled man power. The state is situated at a logistically efficient location to access domestic markets in south and East of India.

The Government of Andhra Pradesh intends to provide best in class infrastructure, zero hassle set up, Skilled labor availability and end to end handholding support for units to provide an industry friendly environment at par with international standards. In addition, the focus of the Government is to reduce risk of doing business to the extent possible. In line with this, the state has proposed to set up a multifaceted business enablement center "YSR AP One" which will be a one stop shop offering business support services.

As on this day, the State is the home for 98,322 industries employing 13.7 lakh workforce and witnessing an investment of about INR 2.45 lakh Cr.

### About Plastic Industry in AP

The State is blessed with rich Petroleum reserves in the Krishna Godavari (KG) basin. The state has Petroleum, Chemicals, Petrochemical Investment Region (PCPIR) in Kakinada, Nakkapalli, and Visakhapatnam areas. The state is a home to big names in polymers such as Nandi Polymers, Bharati Polymers manufacturing wide range of chemicals including polystyrene and polyether and

having trade relations with South-East Asian nations.

Plastic industry is spread over the all 13 districts in AP. There are 1000 manufacturing units catering to Agri business, which includes packaging of rice paddy and fertilizer and other Major sectors of polymer business include- Pipe, PE film, GPBM, Lamination and ICP- Auto sector Pharma, Pipes, Raffia- Packaging, Pond liners/ Tarpaulin, Crates, Aerators- fisheries Disposable Cups-thermoforming, Automobile ICP – Battery containers and batteries , TQ- Confectionary packaging, Curd/Paint Pails, Pharma- Syringes, Medi Devices and Nursey film, hatcheries

The annual consumption of Andhra Pradesh Plastic Industry is 2 lacs tons (Virgin Raw material) and 0.5lacs tons (Re processed Granules.)

Andhra Pradesh plastic exports value INR 523 Cr. in the year 2019-20 growing at 20.4%. The share of AP in India's plastic exports is 1.1%

### Andhra Pradesh Export Offerings

Andhra Pradesh is a resource rich state with access to seaports, and thus has huge potential to promote exports from the State. The State exported goods worth USD 13.68 Billion in the FY 2019-20, which is 4.7% of total Indian exports. Top 10 export categories contributed 55.5% of State's export value in Financial year 2019-20, with major exports coming from marine products, Bulk drug & drug formulations, Ship, boat & Floating structures, Organic Chemicals, Iron & Steel and Spices.

Government of Andhra Pradesh to tap the opportunity created by the pandemic and to meet its endeavour to bring distributed development has come up with Export Promotion 2020-25 Policy. With this Policy, the GoAP enables creation of a framework to develop and improve exports, overall logistics infrastructure and encourage investments in port-based industries and logistics services.

### Nurturing Plastic Ecosystem

A key development in Andhra Pradesh, posed to be an opportunity for the plastic Industry in the state. In order to Promote Investments in Plastics industry Hon'ble Industries Minister laid the foundation stone for Hi-Tech MSME cluster in Nellore district to an extent to 172 acres with an investment of 400 Crs. Given the proximity of the plastics park to both Krishnapatnam and Chennai ports, this is sure to impact companies positively. Furthermore, the presence of supporting institutions such as CIPET, the availability of skilled man power at competitive rates and the conducive work culture, are sure to bolster the strength of the plastic industry in Andhra Pradesh.



### Sri M. GOUTHAM REDDY

Hon'ble Minister for Industries and Commerce & IT, Govt. of Andhra Pradesh

"The Government of Andhra Pradesh firmly stands to provide pro-active administration, capable manpower and supportive policies to enable the industries in the state. With a promise to provide high quality human resources for the enterprises looking to

do business in the state, Andhra Pradesh is creating its own streak of development that integrates rapid economic growth, ease of doing business propelled by technology and innovation through an inclusive and participatory development. I welcome you to an all new industry experience. Come and explore Andhra Pradesh, "where abundance meets prosperity".

### About Andhra Pradesh Economic Development Board

The Economic Development Board executes under the leadership of the Honourable Chief Minister to accelerate the inclusive economic growth of Andhra Pradesh. The board acts as a catalyst to facilitate economic growth, investment climate, reforms, and competitiveness in Andhra Pradesh. It is the single point of contact for all investments in the Indian state of Andhra Pradesh as per the Andhra Pradesh Economic Development Board Act, 2018. You can get in touch with Mr. Rizwan (Rizwan.a@apedb.co.in) and Mr Rameshwar(rameshwar.k@apedb.co.in), to facilitate your investment and answer your investment quires, round the clock. We invite you to partner with us and invest in Andhra Pradesh.

# Export Performance

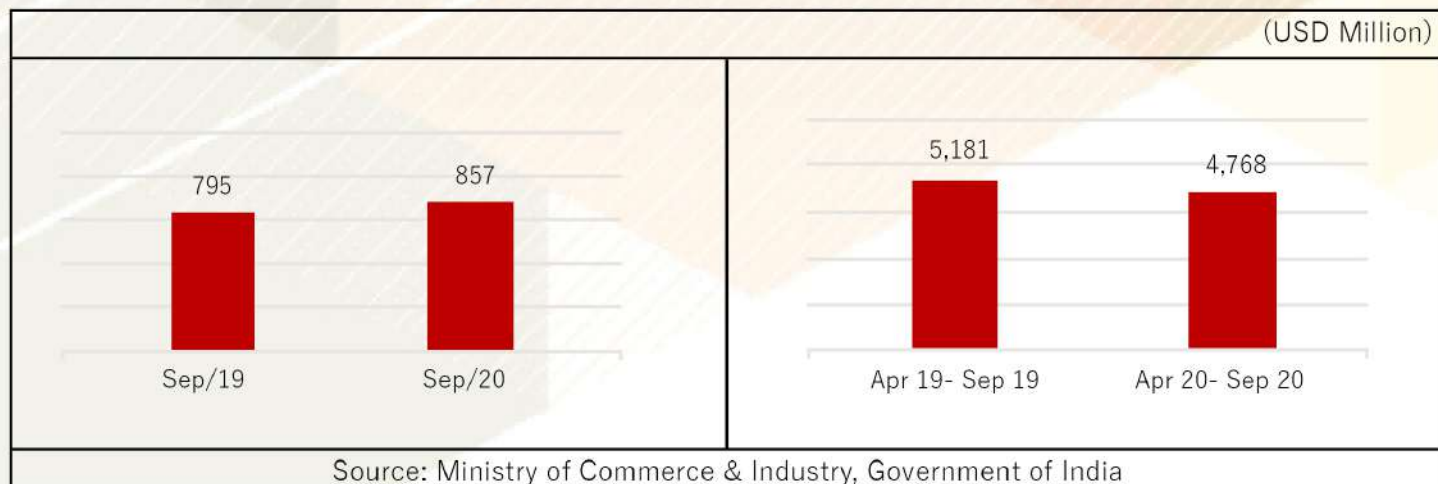


# Export Performance

## TREND IN PLASTICS EXPORT

During September 2020, India exported plastics worth USD 857 million, up 7.9% from USD 795 million in September 2019. Cumulative value of plastics export during April 2020 – September 2020 was USD 4,768 million as against USD 5,181 million during the same period last year, registering a negative growth of 8.0%.

**Exhibit 2: Trend in plastics export by India**



## PLASTICS EXPORT, BY PANEL

In September 2020, most of the product panels, mainly, Floor coverings, leather cloth & laminates; Raw materials; Consumer & house ware; Cordage & fishnets; Pipes & fittings; and Human hair witnessed a positive growth in exports. The remaining panels like Polyester films; Writing instruments; and Woven sacks / FIBCs, struggled to perform.

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

Panel	Sep-19	Sep -20	Growth	Apr 19- Sep 19	Apr 20- Sep 20	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
Consumer & House ware	49.5	53.8	+8.8%	298.8	212.2	-29.0%
Cordage & Fishnets	13.3	17.3	+29.7%	82.6	75.9	-8.2%
Composites / FRP products	25.7	27.2	+5.8%	165.4	122.9	-25.7%
Floor Coverings, Leather cloth & Laminates	29.8	45.2	+51.9%	217.1	190.2	-12.4%
Human Hair & Related Products	21.7	35.8	+65.2%	131.7	139.3	+5.8%
Miscellaneous Products	123.8	139.3	+12.6%	818.6	650.1	-20.6%
Pipes & Fittings	12.6	16.0	+26.8%	92.7	77.7	-16.2%
Polyester Films	121.2	120.7	-0.5%	756.1	779.1	+3.0%
Raw Materials	263.4	275.0	+4.4%	1,830.7	1,953.2	+6.7%
Rigid Packaging & PET Preforms	29.5	31.7	+7.4%	166.3	152.8	-8.1%
Woven Sacks / FIBCs	89.5	82.1	-8.3%	519.3	347.7	-33.0%
Writing Instruments	15.0	13.4	-10.5%	101.8	67.4	-33.8%
	794.9	857.3	+7.9%	5,181.1	4,768.5	-8.0%

Source: Ministry of Commerce & Industry, Government of India

Export of **Consumer & house ware** products increased by 8.8% in September 2020. Major growth was witnessed in sales of Tableware and kitchenware, of plastics (HS code 39241010 and 39241090) to countries like Netherlands, Ghana, United States, etc. and that of Electrical switches, of plastics (HS code 85365020) to the Czech Republic.

**Cordage & fishnets** export witnessed a rise of 29.7% in September 2020 on account of higher sales of Made-up fishing nets (HS code 56081190) to Canada and the United Kingdom, and that of Cordage of polyethylene or polypropylene (HS code 56074900) to Sudan, Turkey and Norway, particularly.

Export of **Composites** grew by 5.8% due to improved 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 September 2020 were up 51.9% due to increased sales of Textile fabrics impregnated, coated, covered or laminated with plastics other than PVC or PU: Other (HS code 59039090) to the United States, and that of Decorative laminates (HS code 48239019) to Saudi Arabia and the United Kingdom.

Export of **Human hair & related products** clocked an impressive 65.2% growth due to strong sales of Human hair, dressed, thinned, bleached or otherwise worked (HS code 67030010) to China.

**Miscellaneous products** export increased by 12.6% in September 2020 due to higher sales of Optical fibres, optical fibre bundles and cables (HS code 90011000) to Russia, United Kingdom and the United Arab Emirates; along with improved shipments of Other sacks and bags, of plastics (HS code 39232990) to the United States. Increased demand for Syringes with or without needles (HS code 90183100) in the United Arab Emirates further supported the overall growth of this product panel.

Export of **Pipes & fittings** witnessed a growth of 26.8% due to improved sales of Flexible tubes pipes and hoses with a minimum burst pressure of 27.6 mpa (HS code 39173100) to the United States, along with that of Rigid tubes, pipes and hoses, and fittings thereof, of PVC: Other (HS code 39172390) to Oman and Iraq. The segment also received support from increased export of Fittings for tubes pipes and hoses of plastic (HS code 39174000).

**Polyester films** witnessed a minor decline of 0.5% in exports in September 2020 due to lower shipments of Other sheets and films nes (HS code 39219099) to the United States.

**Plastics raw materials** remained in the positive growth territory in September 2020 due to higher export of Linear low density polyethylene (HS code 39011010 and 39014010) and Polypropylene (HS code 39021000). It is important to mention that Polypropylene exports to China from India during April 2020 – September 2020 stood at USD 254.5 million as against USD 69.2 million during the same period last year, registering a record growth of 267.9%.

**Rigid packaging & PET performs** export grew by 7.4% due to higher sales of Stoppers, lids, caps and other closures, of plastics (HS code 39235010 and 39235090) to United States, Zimbabwe, Turkey and the United Kingdom, particularly.

Export of **Woven sacks and FIBCs** fell by 8.3% during September 2020 due to decline in sales of Woven fabrics obtained from strip or the like (HS code 54072030 and 54072040) to Afghanistan.

Export of **Writing instruments** slipped by 10.5% in September 2020, mainly on account of a decline in sales of Ball-point pens without liquid ink for rolling ball pen (HS code 96081099) to Brazil, Cambodia and the Gulf countries particularly.

# Export Performance

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

HS Code	Description	Apr 19- Sep 19	Apr 20- Sep 20	Growth
		(USD Mn)	(USD Mn)	(%)
39076100	Polyethylene terephthalate: having a viscosity number of 78 ml/g or higher	387.0	-	NM
63053200	Flexible intermediate bulk containers	351.1	279.9	-20.3%
39021000	Polypropylene, in primary forms	235.6	448.6	+90.4%
39012000	Polyethylene with a specific gravity of $\geq 0.94$	230.7	203.9	-11.6%
39232990	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene): Other	184.9	157.5	-14.8%
39011010	Linear low density polyethylene (LLDPE )	183.3	74.0	-59.6%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	163.2	120.9	-25.9%
67030010	Human hair, dressed, thinned, bleached or otherwise worked	125.2	133.9	+7.0%
90011000	Optical fibres, optical fibre bundles and cables (excl. made-up of individually sheathed fibres of heading 8544)	132.1	97.7	-26.1%
48239019	Decorative laminates	100.9	86.4	-14.4%
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	107.1	109.6	+2.3%
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of $\geq 67$ decitex and with a cross sectional dimension of $\leq 1$ mm: Other	63.4	41.5	-34.5%
39269080	Polypropylene articles , not elsewhere	86.1	80.0	-7.1%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	80.1	70.0	-12.6%
39076990	Other, polyethylene terephthalate	96.4	79.8	-17.2%
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; spools, spindles, bobbins and similar supports; stoppers, lids, caps and other closures): Other	79.1	70.3	-11.1%
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	90.2	53.8	-40.3%

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	72.6	108.5	+49.6%
39011090	Polyethylene with a specific gravity of < 0.94: Other	81.3	24.0	-70.5%
54072030	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of $\geq 67$ decitex and with a cross sectional dimension of $\leq 1$ mm: Dyed	74.4	17.2	-76.8%
90015000	Spectacle lenses of materials other than glass	70.4	54.2	-23.0%
96081019	Ball-point pens	61.6	40.7	-34.0%
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	60.0	54.8	-8.7%
39046100	Polytetrafluoroethylene, in primary forms	59.0	46.8	-20.6%
90183930	Cannulae	47.2	46.4	-1.7%
39241090	Tableware and kitchenware, of plastics: Other	47.8	33.6	-29.7%
96032100	Tooth brushes, incl. dental-plate brushes	42.2	30.0	-29.0%
39069090	Acrylic polymers, in primary forms (excl. polymethyl methacrylate): Other	42.4	44.1	+4.1%
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	41.5	52.7	+26.8%
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	41.4	36.1	-12.8%
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	37.4	34.4	-8.3%
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 polyvinyl chloride): Other	36.9	24.4	-33.9%

# Export Performance

39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not	38.1	35.9	-6.3%
----------	---	------	------	-------

materials, not worked on


39129090	Cellulose and chemical derivatives thereof, n.e.s., in primary forms (excl. cellulose acetates, cellulose nitrates and cellulose ethers): Other	26.6	27.6	+3.9%
39119090	Polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s., in primary forms: Other	25.7	24.7	-4.1%
39031990	Polystyrene, in primary forms (excl. expansible): Other	29.5	17.9	-39.2%
39269069	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	23.1	14.3	-38.1%

Source: Ministry of Commerce & Industry, Government of India

 **Lexi**®



World Class Ball Pens And Gel Pens

 +91 99 2020 4040

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

Made In India



Allwrite



## International News

### CPCChem completes production of circular polyethylene from waste plastics

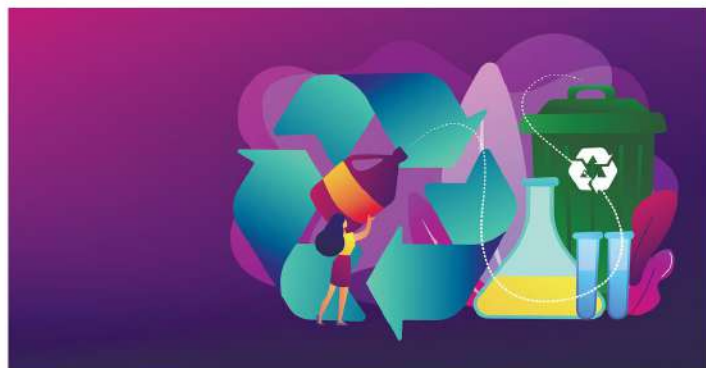
Chevron Phillips Chemical (CPCChem) announced success in its first commercial scale production of polyethylene using advanced recycling technology.



Advanced recycling, sometimes referred to as “chemical recycling,” converts plastic waste to valuable liquids that can become new petrochemicals. This approach complements traditional recycling by converting a range of materials, including many difficult-to-recycle plastics, into important building blocks for new chemicals. Because of the potential to repeatedly recycle post-use plastics into new materials, polymers produced through advanced recycling are often referred to as “circular polymers.” Chevron Phillips Chemical’s circular polyethylene matches the performance and safety specifications of the virgin polymers Chevron Phillips Chemical is known for globally.

“We are exceptionally proud to be the first company to announce production of a circular polyethylene on this scale in the U.S.,” said Jim Becker, vice president of polymers and sustainability. “The successful production run marks a huge step for CPCChem on our path to be-

ing a world leader in producing circular polymers. This development is an important milestone for us as we further our commitment to proactively help the world find sustainable solutions, including the elimination of plastic waste in the environment.”



Commercial scale production is a significant achievement, and the result of the company’s two-year exploration into the technical viability of creating circular polymers from waste plastics. Chevron Phillips Chemical is now working on scaling up its production of circular polyethylene to meet its ambitious production plans. That includes working with several proven suppliers of pyrolysis oil, the feedstock made from waste plastics, and pursuing certification for the new polyethylene through the International Sustainability and Carbon Certification Plus (ISCC Plus) approach using their internationally recognized mass balance certification methodology.

Chevron Phillips Chemical’s sustainability technical manager, Ron Abbott, said, “All recycling methods have a role to play in reducing plastic waste and achieving the societal sustainability goals we all want. This advanced recycling technology allows us to recover hydrocarbons from plastic waste that have previously been difficult, or even impossible to recycle, enabling us to upgrade them into clean, safe circular plastics. We are excited to be at

the forefront of this technology as we seek to implement sustainable solutions that cultivate a circular economy.” Upon certification, Chevron Phillips Chemical intends to market its new circular polyethylene range under the trade name Marlex Anew Circular Polyethylene.

Source: indianchemicalnews.com

### Hubbub’s on-the-go recycling project set for rollout following initial success

Environmental charity Hubbub has announced its pilot projects for on-the-go recycling will be rolled out in two further areas following initial success in three UK cities. The trials in Leeds, Swansea and Edinburgh in 2018 and 2019 saw 2.1 million cans, plastic and glass bottles and coffee cups collected and recycled through partnerships with local councils, local delivery partners and measurement and evaluation experts in each of the cities.

The projects improved on-street recycling facilities by providing bright, easy to use bins that were strategically positioned on the streets, alongside clear and consistent communications campaigns and eye-catching art installations to inspire recycling and improve contamination rates.

Two new trials, in a Midlands town and a London borough, are now set to launch in the new year. The results from all five of the pilot projects will contribute to the development of a blueprint for other local authorities to benefit from.

Gavin Ellis, Co-founder and Director of Hubbub, said: “We’ve been really pleased with how the trials have gone in Leeds, Edinburgh and Swansea. Together, they’ve helped us identify the ingredients for successful on-the-go recycling - increasing recycling points, creating stand out bins and making it easy for people to do the right thing.

“A strong collaboration of committed local partners and cost-effective systems that are viable in the long term have also been key to the campaigns’ success.”

Source: britishplastics.co.uk

### Specialist plastics processing training centre recognised by industry

The Polymer Training Innovation Centre (PTIC) - based at Stafford Park in Telford – has received accreditation from ETA, the leading partnership awarding organisation for the certification of regulated qualifications and accredited training, operating primarily in the manufacturing and engineering sectors.

The recognition means that the centre’s team of experienced business improvement specialists can expand the current training to offer an additional three industry-standard programmes in lean manufacturing and business improvement techniques.



The new apprenticeship programmes – level 2 lean manufacturing operative, level 3 business improvement technician and level 4 lean practitioner – are suitable for employees in a wide range of industry sectors.

The level 2 scheme takes 15 months to complete with apprentices gaining a level 2 diploma in manufacturing, whilst the level 3 and level 4 programmes will take 18 months to complete.

At the end of each programme, apprentices will be required to undergo a comprehensive end point assessment to ensure they have achieved the required standard of knowledge, skills and behaviours to complete the training.

The programmes are suitable for new apprentices wanting to work in the manufacturing industry, as well as existing employees who want to upskill within their current role, with training delivered on company premises by college staff.

Graham Taylor, head of commercial projects at the college, said: “Polymer processing is a highly specialised industry area and the ETA accreditation means that we are able to expand the existing PTIC training programme and offer additional industry qualifications, not only to people in the local area but in the rest of the UK and beyond.”

The purpose-built Polymer Training Innovation Centre is the leading supplier of polymer processing training in the UK and is equipped with a wide range of machinery, tooling and raw plastics materials applicable to every field of the industry including automotive, medical, packaging and aerospace.

Source: britishplastics.co.uk

## SABIC announce collaboration to unveil the first premium brand packaging tube made with certified circular polyolefins

SABIC has announced its collaboration with The Estée Lauder Companies (ELC), a global leader in prestige beauty, global skincare brand Origins Natural Resources Inc. and beauty packaging manufacturer Albéa for the upcoming 2021 market debut of an advanced beauty tube pack for Origins.

Origins will be the first prestige beauty brand to use certified circular polyolefins from SABIC's TRUCIRCLE portfolio to launch a tube pack format of its global best-selling Clear Improvement Active Charcoal Mask.

Origins will be using tubes made from certified circular polyolefins manufactured by SABIC as a result of a revolutionary recycling process. The cap of the new pack-

industry-first – paving the way for the use of advanced recycled, post-consumer waste into prestige beauty packaging thanks to an innovative source of high-quality resins," emphasizes Stéphane Barlet, VP of Sales, Albéa Americas.

"This co-development also highlights the importance of partnership and audacity across the value chain, which is crucial for accelerating the transition to recyclable and reusable packaging."

Source: britishplastics.co.uk

## HP Accelerates Drive to Reduce Ocean Plastics

HP Inc. has expanded its Planet Partners return-and-recycling program to 68 countries, including Argentina, Chile, and Papua New Guinea. Expanding HP's OEM printing supplies recycling program into



HP invested \$2 million in a new washing line in Haiti that produces clean, high-quality recycled plastic for use in HP's premium products, including Original HP ink cartridges. It also opens up new markets for the Haiti team. This investment into a self-reliant ocean-bound plastic supply chain continues HP's longstanding commitment to diverting ocean-bound plastic and contributing to a lower-carbon, circular economy while providing income and education opportunities locally.

The washing line is fully functioning thanks to the combined efforts and deep collaboration with plastics transformer Lavergne, local recycler ECSSA, and STF Group, which manufactured the washing line, said HP.

HP is a member of NextWave Plastics, the collaborative and open-source initiative convening leading technology and consumer-focused companies to develop the first global network of ocean-bound plastics supply chains. HP has also teamed up with NGO Work to create more than 1,100 new income opportunities and provide new learning centers for children on-site as their parents work on the recycling efforts. The learning centers are equipped with the latest technology, including laptops and printers using cartridges from locally collected plastics.

Source: Plastics Today

### Total and Plastic Energy to Build First Chemical Recycling Plant in France

French energy giant Total and chemical recycling company Plastic Energy have entered into a strategic partnership and will develop the first chemical recycling project in France. With a capacity of 15,000 tonnes per year, the plant will be located on the new Total platform zero crude in Grandpuits, France. The project is expected to become operational in early 2023.

The project in France represents the start of a collaboration between Total and Plastic Energy, which is headquartered in London, to chemically process difficult-to-recycle plastic waste that otherwise would have been incinerated.



Valerie Goff, Senior Vice President, Polymers, in Total's Refining and Chemicals business segment, said, "This strategic partnership combined with the construction of the first chemical recycling plant in France is an important step in the development of the chemical recycling of plastic waste. It will contribute to achieve our goal of producing 30% of polymers from recycled materials by 2030."

Carlos Monreal, founder and CEO of Plastic Energy, added, "The collaboration with Total will help contribute to the emergence of an innovative new industrial sector for recycling, meeting both the rising demand for high-quality recycled materials and the need for real circularity in plastics."

Additionally, Total has signed an agreement with Plastic Energy to purchase part of the pyrolysis oils (or TACOIL) produced at Plastic Energy plants in Spain. TACOIL has already been successfully processed in Total's petrochemical platform in Antwerp. The properties of the polymers produced will be identical to that of virgin polymers and will be suitable for food-contact applications.

Last month, Total announced a partnership with Corbion to build a new PLA bioplastics plant in Europe. The first world-scale PLA production facility in Europe is expected to have a capacity of 100,000 tons per year.

Source: Plastics Today

### Zortrax develops groundbreaking 3D printing technology

Zortrax research and development team has reached a major milestone on the road towards 3D printing smart, composite components out of two high performance polymers on the Endureal, their dual extrusion industrial 3D printer. Proof-of-concept models with energy and data transfer features have been successfully fabricated with a combination of pure PEEK and experimental, electrically conductive blend of PEEK developed by the European Space Agency. Why this is a major breakthrough for aerospace and space industries?



# International News

## Redefining High-Performance Polymers

High-performance polymers like Z-PEI 9085 or PEEK-based materials offer excellent thermal and mechanical properties comparable to metal alloys. They are commonly used in aerospace engineering and space exploration. PEEK, which stands for poly ether ether ketone has been already extensively tested by JAXA, the Japanese space agency. Samples of PEEK have passed thermal cycling, vibration, and radiation tests with flying colors. They have even been exposed to open space for months during the MPAC & SEED experiment onboard the International Space Station. But the engineers working at the European Space Research and Technology Centre (ESTEC) figured out ways to get even more out of this materials.



Back in 2018, the ESTEC team published a research paper describing an electrically conductive PEEK 3D printing filament. This way, PEEK, which normally is not a conductor, has been redesigned to work as an energy or data transfer material. The team achieved this through mixing PEEK with carbon nanotubes and graphite nanoparticles in just the right proportions to facilitate conductivity. The only missing piece was a 3D printer that could work with this material to make conductive paths in a standard PEEK body. Since there was no such 3D printer on the market, Zortrax launched a research project to make this work. And this research project has just turned successful.

### Specs out of Space

The Endureal was the obvious choice for a hardware platform, considering the requirements a 3D printer has to meet to print with high-performance polymers. Zortrax engineering team managed to increase the rigidity of the extrusion system which translated into even better dimensional accuracy. This was even more of a challenge, since both nozzles working on the model had to maintain stable position relative to each other throughout the entire printing process.



Other hardware improvements resulted in the Endureal's reaching even higher operating temperatures. The top extrusion temperature now stands at 480° C. Maximum temperatures in the printing chamber and on the build platform can reach 200° C and 220° C, respectively, to further reduce warping and shrinkage of high performance materials. Moreover, each of these temperatures can be precisely defined by the user.

But that's not all. Compared to other 3D printers capable of processing PEEK-based materials, the Endureal has a very large build space measuring 400 x 300 x 300 millimeters. This means that the machine can accommodate entire 1U and 2U nano satellites if necessary. All those specs make the Endureal a perfect 3D printer for aerospace and space applications. And that's even without the with the entirely new approach to dual extrusion.

### Reinventing Dual Extrusion

Dual extrusion technology enables a 3D printer to work interchangeably with two materials. The extrusion system switches between two separate nozzles to deposit the right material at the right spots. So far, they have been using it to build models out of one material, and support structures out of the other. This way they could make the post-processing easier by printing the supports out of soluble or brittle materials like Z-SUPPORT ATP or Z-SUPPORT HT. But in this case, they have taken this technology way beyond just that.



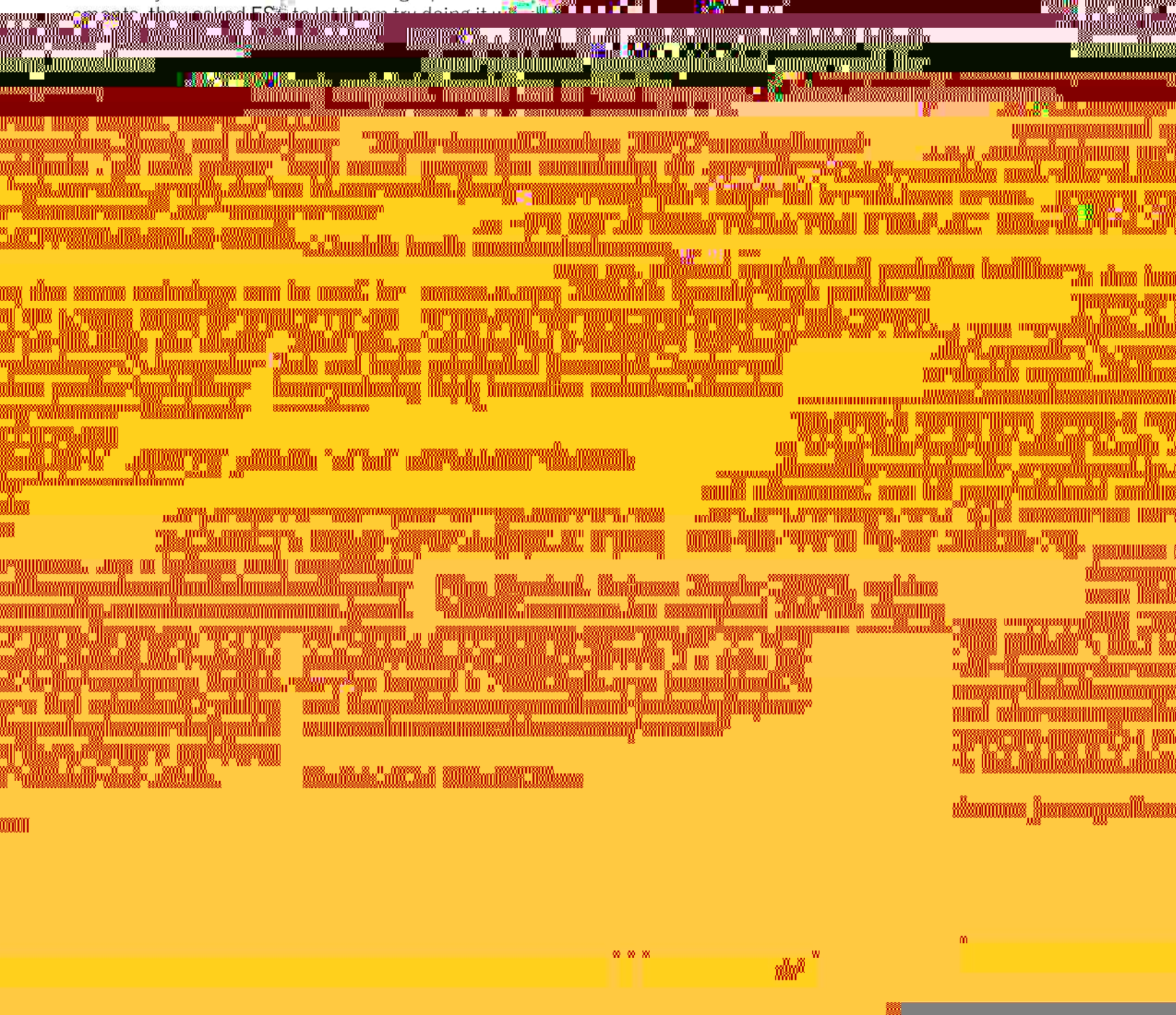
Imagine an X-ray scan of an electronic device. There would be wires and circuits clearly visible inside a plastic case. They wanted engineers working in high-tech industries to have a capability to design the circuitry and wiring layout, embed it all in a polymer body, and have it 3D printed in one go on a 3D printer. And they wanted such devices to have all steel-like properties found in polymers like PEEK. Basically they aimed at printing components with simple energy and data transfer features that could withstand exposure to space environment.

To achieve that they have redefined the way dual extrusion works. Instead of printing models and supports out of separate materials, they built defined which parts of the model should be printed with which material. And since they wanted it all done with high-performance fil-

## INOVYN commences specialty vinyls production in Belgium

INOVYN has announced to extend its certification from The Roundtable on Sustainable Biomaterials (RSB) to include the production of BIOVYN from its Jemeppe site in Belgium.

BIOVYN is a new range of PVC that is produced with 100% substitution of fossil feedstock by biomass, enabling a greenhouse gas saving of over 90% compared to conventional PVC. After a successful launch and certification of BIOVYN as a world first from our Rheinberg site in Germany back in October 2019, INOVYN now further extends its RSB certification to BIOVYN production at the Belgian site of Jemeppe, thereby offering an even wider range of sustainably produced PVC grades.



# India News

## Chandra Asri launches circular food packaging solutions for Indonesian market

PT Chandra Asri Petrochemical, Indonesia's largest integrated petrochemical company, unveils Trilene HI50TN, Thin Wall Injection Molded (TWIM) polypropylene (PP) food containers to revolutionize the use of TWIM container as preferred choice for Food Packaging.

The initiative is considered a breakthrough in the implementation of reusable packaging, due to the use of more hygienic and environmentally friendly materials. Trilene HI50TN is also approved for use by the Food and Drug Administration (FDA) and compliant with halal standards, ensuring safety and quality.



The light-weight thin-walled PP food containers were introduced by PT Chandra Asri Petrochemical to distribute sacrificial meats during Eid Al-Adha in July.

"TWIM PP containers replace single-use packaging from other materials, where hygiene and sustainability is questionable. TWIM PP containers are also freezer-safe and microwavable, making them an effective reusable food-storage solution for keeping food healthy, fresh for longer. We aim to inspire people with the benefits of this eco-friendly material, which are light-weight and affordable, and use it for daily food stuff containers,

food delivery and any occasion in the years to come," said Edi Rivai, Vice President Corporate Relations and Sustainability of PT Chandra Asri Petrochemical Tbk.

According to Statista, online food delivery revenue in Indonesia is projected to grow nearly twofold over the next several years. Catering to the growing need for sustainable packaging for delivery and takeaway foods, TWIM PP containers with Trilene HI50TN are also introduced to help reduce the use of plastic-coated paper boxes in the Indonesian food delivery industry. Switching to TWIM PP containers can also significantly reduce deforestation by decreasing the use of paper-based single-use packaging.

Trilene HI50TN is developed with Milliken's Hyperform HPN Performance Additives for use in TWIM PP food containers. Through enhanced aesthetics, Milliken's Hyperform HPN allows consumers to clearly see the freshness of packaged food, building consumer confidence by ensuring excellent food quality. It also gives dimensional stability for leak-proof transport; as well as providing a higher heat resistance for safe microwave use.

Hyperform HPN Performance Additives help to speed up the TWIM PP container production process at molders. Being UL certified, Hyperform HPN also provides a significant reduction in energy consumption and carbon footprint.

Overall, Hyperform HPN provides a sustainable solution to the food packaging industry and an environmental-friendly alternative for consumers.

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

## AMCOR sells PET preform plant in India to ALPLA

ALPLA Group, a global specialist for packaging solutions and recycling, is acquiring a facility in Western India for the production of preforms for PET bottles from the packaging company Amcor.

ALPLA Group has taken over a plant for rigid plastics in India from the global packaging specialist Amcor with effect from September 28, 2020. The plant in Alandi, West India, is in the immediate vicinity of the metropolis of Pune. It manufactures preforms for the production of PET bottles for the beverage industry. Customers include Coca-Cola and the Indian dairy company Amul.

With this takeover, ALPLA is expanding its core business in the PET area in India. All 50 employees will be taken over by ALPLA. Vagish Dixit, Managing Director ALPLA India: 'The newly acquired facility near Pune will primarily help us to better serve the market in the Western Region of India and further expand existing partnerships with customers such as Coca-Cola.' ALPLA Pune is the ninth location of ALPLA in India and the second in the west of the country.

The contracting parties have agreed not to disclose any details of the contract.

## Karnataka most preferred destination for investors, has attracted highest FDI inflow amid COVID: CM

In a series of tweets, the Chief Minister said India's first sector-specific investment Rs 3,540 crore Consumer Electronics and Durable Goods cluster will come up in Hubballi. Karnataka continues to be the most preferred destination for investors and has attracted the highest FDI inflow in the country in Apr-Jun 2020 quarter.

Karnataka Chief Minister B S Yediyurappa on Friday said the state continues to be the most preferred destination for investors and has attracted the highest FDI inflow of Rs 10,255 crore in the country in the April-June quarter, amid the COVID-19 pandemic.

"Karnataka continues to be the most preferred destination for investors and has attracted the highest FDI inflow in the country in Apr-Jun 2020 quarter. The state received investments worth Rs.10,255 crore (\$1,350m) in these three months amidst pandemic," he tweeted. In a series of tweets, the Chief Minister said India's first sector-specific investment Rs 3,540 crore Consumer Electronics and Durable Goods cluster will come up in Hubballi.

"In line with PM @narendramodi's vision of #AtmaNirbhar, the cluster will offer world-class infra for electronic goods manufacturing and create 20,000 jobs," he added. Yediyurappa said Karnataka continues to be the

power house of research and innovation. "It is a matter of pride that 15 Karnataka startups won National Startup Awards in wide-ranging sectors from urban mobility to satellite technology, organic farming to augmented reality," he noted.

Source: FE

## Manufacturers eyeing domestic market to operate in SEZs

In a bid to integrate export ecosystem with the wider domestic economy, the government may allow manufacturers who make goods for domestic supplies to operate within the special economic zones (SEZs), official sources said.

By September 2018, the IT zones had generated more than 14.6 lakh jobs, significantly more than what they had proposed, and contributed 54% of the total SEZ exports. The revenue department of the finance ministry has argued for scrapping the tax incentives that merchandise exporters enjoy in SEZs.

- The units for DTA supplies to be housed in SEZs won't be entitled to SEZ tax concessions
- promote the integration of export ecosystem with the domestic economy
- To allow higher utilisation of SEZ land; half of it currently vacant

In a bid to integrate export ecosystem with the wider domestic economy, the government may allow manufacturers who make goods for domestic supplies to operate within the special economic zones (SEZs), official sources said. The recommendation was proposed from Baba Kalyani-committee and was agreed upon during an inter-ministerial meeting chaired by Pradeep Kumar Sinha, the principal advisor to the Prime Minister recently.



While the committee that submitted its report in November 2018 had suggested that SEZs housing manufacturing units be completely revamped, the commerce

ministry has been in favour of tweaking the existing regime instead of an overhaul. On the other hand, the revenue department of the finance ministry has argued for scrapping the tax incentives that merchandise exporters enjoy in SEZs. The department thought the performance of these zones has been less than satisfactory.

“Commerce ministry is the nodal agency for administering SEZs so its opposition for complete dismantling of SEZs is understandable. With a nudge from the principal advisor, the stakeholders from both the ministries (finance and commerce) have agreed to allow non-export manufacturing units also to operate from the zones,” an official present in the meeting said.

He added that only about half of SEZ land is currently being used and allowing domestic suppliers will improve efficiency. However, these companies would physically function inside SEZs but will not be entitled to the various tax concessions accorded to export-oriented units as they will continue to be governed by relevant laws, he said. The report on SEZ had concluded that the relevant policy had been leveraged well by companies in the services sector to garner a greater share of world markets, companies in the manufacturing sector had been unable to replicate a similar export-led growth success. It recommended that SEZs for services can be allowed to operate largely as it was but those for manufactur-

hi-Mumbai industrial corridor, national industrial manufacturing zones and food and textile parks.

Source: FE

## Government unlikely to extend credit guarantee scheme for MSME sector beyond October

The government is unlikely to extend the Rs 3 lakh crore-Emergency Credit Line Guarantee Scheme (ECLGS) for MSME sector beyond October even though the sanctioned amount so far is only nearly 65 percent of the target, sources said. The scheme is meant to provide financial support to businesses, primarily Micro, Small and Medium Enterprises (MSMEs), impacted by slowdown triggered by the coronavirus pandemic.

The sources said the objective is to provide support to all those affected and if there are no takers for the scheme, there is no need to extend the scheme even though there is some room left. On August 1, the government widened the scope of the Rs 3 lakh crore-scheme by doubling the upper ceiling of loans outstanding and including certain loans given to professionals like doctors, lawyers and chartered accountants for business purposes under its ambit.

To ensure more companies can benefit from the scheme, including domestic suppliers, it was decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore. The government also decided to increase the upper ceiling of loans from Rs 10 crore to Rs 20 crore.

amount of Rs 3 lakh crore is sanctioned under GECL, whichever is earlier.

Source: Moneycontrol

### **Narendra Modi to interact with CEOs of Oil & Gas companies**

Prime Minister Narendra Modi will interact with CEOs of leading global Oil & Gas companies while inaugurating India Energy Forum, an annual event organized by NITI Aayog and Ministry of Petroleum and Natural Gas on 26 October 2020 via video conferencing.



Around 45 CEOs of major global Oil and Gas companies will attend the event this year as India is an important player in the global Oil and Gas sector being the 3rd largest consumer of crude oil and the 4th largest LNG importer.

The objective behind the meeting is to deliver a global platform to understand best practices, discuss reforms and inform strategies for accelerating investments into the Indian Oil and Gas value chain. The event also grows in stature with the rise of India as the world's third largest energy consumer, which is likely to see over US \$300 billion investment by 2030 in the Oil & Gas sector to meet rising demand.

Realizing the need for India to graduate from a passive consumer to an active and vocal stakeholder in the global Oil & Gas value chain, NITI Aayog initiated the first roundtable of global Oil & Gas CEOs with the Prime Minister of India in 2016.

The inaugural speakers include: Abdulaziz bin Salman Al Saud, Minister of Energy, Kingdom of Saudi Arabia; Dan Brouillette, Secretary of Energy, United States of America; and Dr. Daniel Yergin, Vice Chairman, IHS Markit and Chairman, CERAWEEK.

Dharmendra Pradhan, Minister of Petroleum & Natural Gas and Minister of Steel will provide the opening remarks. The opening remarks will be followed by a com-

prehensive presentation giving an overview of the Oil & Gas Sector and explaining the ambition and opportunities in the Indian Oil & Gas sector.

This is to be followed by the interaction session with global CEOs and experts. Key global Oil and Gas stakeholders like Dr. Sultan Ahmed Al Jaber, CEO, Abu Dhabi National Oil Company (ADNOC) and Minister of Industry and Advanced Technology, UAE; Saad Sherida al-Kaabbi, Minister of State for Energy Affairs of Qatar; Deputy Chairman, President & CEO, Qatar Petroleum; and Mohammad Sanusi Barkindo, Secretary General, OPEC, Austria will lead the session with their inputs on the Oil and Gas sector.

Dr. Igor Sechin, Chairman & CEO, Rosneft, Russia; Bernard Looney, CEO, BP; Patrick Pouyanne, Chairman & CEO, Total; Anil Agarwal, Chairman, Vedanta Resources; Mukesh Ambani, Chairman & Managing Director, RIL; Dr. Fatih Birol, Executive Director, International Energy Agency; Joseph Mc Monigle, Secretary General, International Energy Forum; and Yury Sentyurin, Secretary General, GECF will also share their inputs to the Prime Minister. CEOs and Experts of major Oil & Gas companies like LyondellBasell, Tellurian, Schlumberger, Baker Hughes, JERA, Emerson and X-Coal, Indian Oil & Gas companies will also present their perspective.

Prior to this the Prime Minister will inaugurate the India Energy Forum by CERAWEEK, now in its fourth year, hosted by IHS Markit, a world leader in critical information, analytics and solutions.



## Focus on United Kingdom

### Economic overview

The United Kingdom consists of England, Wales, Scotland and Northern Ireland. It has an area of 242,514 square kilometres and a population of 66.9 million. The UK is a global, trading powerhouse due to its dominance in banking and insurance, which are also the key drivers of its economy. Despite the current recession and Brexit, the UK is likely to remain an important country for trade.

As of October 13, 2020, the S&P's rating for United Kingdom is AA (stable); Moody's rating stands at Aa2 (negative); and Fitch has a reported rating of AA- (negative).



Economic indicators		2017	2018	2019
Nominal GDP	<i>USD Billion</i>	2,640	2,829	2,744
Nominal GDP per capita	<i>USD</i>	39,977	42,580	41,030
Real GDP growth	<i>%</i>	1.8	1.4	1.2
Total population	<i>Million</i>	66.0	66.4	66.9
Average inflation	<i>%</i>	2.7	2.5	1.8
Total merchandise exports	<i>USD Billion</i>	441.8	490.8	468.3
Total merchandise imports	<i>USD Billion</i>	640.9	671.7	692.5

Source: IMF, TradeMap

The United Kingdom is currently subject to a degree of transition as a result of its withdrawal from the European Union. It shall be treated as a member State of the European Union for the purposes of relevant international agreements for the duration of the transition period until December 31, 2020.

Preparing for the post-Brexit period, the UK is trying to forge trade relationships with countries outside of the European Union. Earlier this year, Minister for Commerce and Industry, Shri Piyush Goyal and UK Secretary of State for International Trade, Ms. Elizabeth Truss affirmed their shared commitment to a Free Trade Agreement and towards that, Early Harvest deals in a staged manner.

### **Makrand Appalwar, CMD, Emmbi Industries Ltd.**

*We understand that UK has a potential to buy around 120 X 40 Feet Containers per month of the Industrial packaging bags each container costing about 30 Lakh. Fruit trays, Film and Automobile Component also have great potential in exports to the UK. Our major competition is perhaps from Bangladeshi Suppliers who enjoy zero % Duty due to the FTA between EU and Bangladesh. Having said that, to improve the penetration of Indian material in UK, the Government should consider following:*

- *FTA to Make Indian Goods Competitive*
- *Subsidised warehousing in UK*
- *Counter Guarantee to Indian Status Holder Exporters to Borrow at Cheaper interest Rates in UK*

*Meanwhile, as for the impact of a post Brexit era, it is uncertain as of now of how things may pan out for Indian exporters. One may be optimistic that the situation may go in favour of India as many of the East European countries Like Romania, Hungary Croatia or Poland that are currently major suppliers enjoying Zero duty in UK market, will have to pay duty post Brexit and hence will lose their competitive advantages. So, if Indian companies can stock and sell, India will be net winner in the bargain. It is my opinion that UK laws are very well laid out and the legal help though expensive, is available in abundance. Personally, I would rate UK at very high pedestal for the process of "Ease of Doing business"*

### **Trade overview**

India has a long history of trade with the United Kingdom. In 2019, the UK was the sixth largest export destination for Indian products. India and the UK engaged in bilateral trade worth USD 15.68 billion in 2019. During the year, India's exports to the UK were valued at USD 8.80 billion in comparison to India's imports worth USD 6.88 billion resulting in a trade surplus of USD 1.92 bil-

lion to India. The major items of export from India to the UK are machinery and mechanical appliances; apparel and clothing; articles of precious metals and precious stones; and pharmaceutical products. Likewise, major items of export from the UK to India are precious metals like gold and silver; machinery and mechanical appliances; petroleum coke; and iron and steel.

### **Pravin Lunia, Partner, SSB Metal Works (Radius Pen & Stationery)**

*Acceptance for Indian writing instruments has been increasing day by day. However, and as in most businesses, due to the ongoing COVID situation and schools remaining shut for an extended duration, exports have been severely impacted. Having said that, once business resumes and the situation is back to normalcy, we anticipate huge potential for writing instruments exports to the UK. Besides pens, we also see good potential for other plastic stationery products. However, developing the latest stationery product requires continuous capital expenditure. This is a major requirement for Indian manufacturers and currently, very few manufacturers are doing that. Recently there has been a shift in consumer buying trends and a lot of people in the UK are considering environment safety as priority.*

*Going forward, for our country to encourage exports not only to the UK but to the world would be to foremost, give greater emphasis manufacturing export and make it a priority sector. The industry is faced with many challenges on account of land, labour, logistics, financing, etc. that continue to threaten sustainability of businesses. If our country can develop such progressive, dynamic, and more conducive policies that address and eliminate these fears of the manufacturing industry, then no one can stop India as a top manufacturing hub for the world in the next 5 years. We also need robust and easy to avail financing facilities for machineries at subsidized interest rates so the sector can invest more into expansion of production. For example, one can get a car loan in an hour, but for buying machinery, the process is painstakingly slow! Financing must be simplified so that manufacturers too are encouraged to invest in their own businesses.*

*Meanwhile, with the UK being an overall one of the most favored destinations for Indians in general, doing business in the UK is good. In my opinion, the post Brexit era is unlikely to cause any major changes to our trade so far.*

# Countryscape

---

Within plastics, the trade is in favour of India with exports worth USD 265.7 million to the UK and imports



## Trade potential

Our internal research indicates that India's export of value-added plastics to the United Kingdom has the potential to grow by USD 5.6 billion. Product categories, within value-added plastics, that have immense export potential for export to the UK include:

Product Category	UK's import from India	UK's import from world	India's export to world	Trade potential for India
	USD Million	USD Million	USD Million	USD Million
Plastic sheets and films	54.6	3,009.8	1,370.9	1,128.5
Medical disposables	9.0	3,133.6	653.3	644.3
Packaging items	64.4	2,144.0	787.6	631.3
All types of optical items	40.6	1,843.5	442.9	232.0
Houseware	16.7	869.6	211.2	194.5
Pipes, tubes, hoses and fittings	8.1	659.9	189.2	177.6
Writing instruments	5.1	289.1	211.2	169.8
Electrical items	7.2	1,577.8	154.5	147.3
Decorative laminates	18.8	129.0	319.2	110.3
Stationery for Office & School	7.3	86.6	29.3	22.0

Source: TradeMap, Plexconcil Research



## Product of the Month

### Disposable Syringes

Disposable syringe is a device comprising of a plunger-barrel arrangement (of medical-grade plastic) in which, the plunger is attached to a nozzle through which fluid can be sucked in or forced out. Disposable syringe capacities range from 1 mL up to 50 mL or more, and they are mainly used for medical purpose and scientific research.

The product is classified as 90183100 under Harmonized System (HS) of Coding.

World-wide import of Disposable syringes is between USD 5-6 billion.

- In 2019, top-5 exporting countries of Disposable syringes were: United States (16.5%), China (15.3%), France (10.6%), Germany (9.4%), and Switzerland (6.5%).
- Likewise, top-5 importing countries of Disposable syringes were: United States (12.9%), France (11.9%), Germany (9.7%), Belgium (9.1%), and Netherlands (4.9%).

India is a net importer of Disposable syringes in terms of value but a net exporter in terms of quantity. In 2019, India imported 617.87 million pieces of Disposable syringes valued at USD 61.39 million from the world. Major source for import of Disposable syringes for India were Singapore, United States and China.

Source Country	Value (USD Mn)	Source Country	Qty. (Mn pieces)
Singapore	25.39	China	225.57
United States	9.79	United States	143.48
China	7.97	Singapore	122.22
Spain	3.97	Spain	82.21
Netherlands	3.57	France	8.85
France	2.82	Netherlands	7.81
Switzerland	2.06	Italy	6.97
Italy	1.26	Switzerland	4.84
Belgium	1.12	Belgium	4.58
Japan	0.87	United Kingdom	4.45

Source: Department of Commerce, Govt. of India, Plexconcil Research



In 2019, India exported 968.41 million pieces of Disposable syringes valued at USD 32.13 million to the world. Brazil and Argentina were the major destinations for India's exports.

Destination Country	Value (USD Mn)	Destination Country	Qty. (Mn pieces)
Brazil	8.54	Brazil	314.12
Argentina	4.45	Argentina	177.34
Ukraine	1.58	Ukraine	52.21
South Korea	1.49	South Korea	41.34
Bangladesh	0.77	Sudan	23.39
Afghanistan	0.73	Afghanistan	21.92
Ethiopia	0.73	Ethiopia	21.56
Nigeria	0.69	Nepal	21.18
Ghana	0.66	Ghana	20.54
Sudan	0.63	Nigeria	19.17

Source: Department of Commerce, Govt. of India, Plexconcil Research

### Interview with Dr. K.K Dhakshinamoorthy, Managing Director, Pristine Medical Equipments Pvt. Ltd

**The COVID crises is seeing an unprecedented increase in demand for disposable syringes. In light of the same, what are the new opportunities for our industry and how prepared are we to meet this new enhanced demand?**

The demand for Syringes is set to be significantly higher in coming months on account of the perceived demand for the COVID Vaccination. Unfortunately, in India, as manufacturers, we have unfortunately not been informed of the specification nor the quantity of the syringes required for vaccination by the Government till date. If the Government takes the earlier decision, manufacturers can prepare themselves not only for domestic consumption of syringes, but also for Exports. Currently, countries across the world are investing heavily in the manufacturing of the 1 ml syringes which will be used for the COVID vaccines. As exporters, many of us have been keeping up with global updates and have set plans into motion for manufacturing these for exports.

In India, we have also been seeing certain sections of the industry advocating AD Syringes for COVID-19 vaccination which is a very costly affair and highly impractical. Even today, there is no clarity on who will bear the cost of the vaccines. And if one were to add the cost of syringes, using AD syringes would unnecessarily add to the overall cost. Besides, the AD syringes have been rejected all over the world due to serious flaws in its application, and the significantly higher cost of course. It is a wastage that countries globally and one that we can ill-afford. However, if the AD syringes continue to be promoted based on opinions of the minority, as a country and industry, we completely stand to lose. Ultimately it will benefit only China.

Overall, there is going to be immense growth in demand due to the unusual situation we are in today, both domestically and for exports. Timely decisions are the need of the hour to tap into this potential.

**While being a net exporter of disposable syringes in quantity terms, our industry is yet unable to achieve any significant exports to developed nations such as USA, Germany, France, etc. What, do you believe are the reasons for the same?**

The primary reason that we are not able to reach developed markets for syringes is the quality control enforced by those countries which do not favour us. And the reason for the same is that even today, a maximum number

of manufacturers are in serious need of technology and machinery updates. Modernizing our manufacturing requires major capital infusion which is still prohibitively expensive for many industry members. And therefore our industry continues to remain on the backfoot. There is also a degree of prejudice amongst the technologically advanced developed countries regarding imports from countries like India especially medical products.

Having said that, I believe that like the progress that our country has made in several spheres, the advancement of our medical industry has excellent growth prospects if we could only simplify or reduce the cost of financing for manufacturers who can then in turn carry out the necessary technology upgrades. With growing awareness for healthcare world-over, medical devices, equipment and accessories industry will only see an upward trend in the future.

**Which countries are major competitors to Indian exporters within this segment? What are the advantages they enjoy over us?**

In the developed nations, their own domestic syringe manufacturers which are compliant with the local standards already enjoy access to local market and Government purchase very easily. That could be their biggest advantage over imports from India.

**What are the typical challenges faced by the exporters of this product segment?**

I believe that biggest challenge to our industry is the high fluctuation of Raw material prices. The supply of raw material is almost dominated by two Indian majors who have large influence on raw material pricing. It is expensive and it should not be so. The aim of these producers and our Government should be to make raw material available to domestic manufacturers at a competitive and a more or less steady price, ideally. However, this is not the case and so volatile is the pricing that it makes a significant difference to the total cost of the product. For manufacturers, a buffer mechanism in such case is hard to design. Additionally, and as we have been witnessing recently, Import/ Export regulations have been changing very frequently. For example, MEIS License for Exporters is not available From April 2020. So, the industry pays duty for imports and as a consequence, our production cost of syringes increases. We need long term, steady and progressive policies that will facilitate export growth.

### **What are the new developments/ innovation taking place in the product segment?**

Innovations are mainly taking place in China and we merely import them. One of the most significant developments recently has been the manufacturing of the 1 ml syringes which will be needed for the COVID vaccine. Furthermore, to meet the anticipated surge in demand, companies have been focusing on enhancing production capacity multi fold backed by advancement in automation.

### **What are the measures needed to increase exports of this product segment?**

Currently, Syringe Manufacturers fall under CDSCO for License. As we are mainly medium enterprises, we are in great need of capital infusion to modernize our facilities. If only the Government funds us through banks in enhancing our standards and manufacturing capacities through lenience loans, we can then expand our exports and access developed nations. However, today, we remain chiefly dependent on local consumption and tender Sales to State Governments. And here too, the lack of clarity on the way forward for COVID vaccines remains a major challenge.

## Important Circulars and Notifications

**DGFT ANNOUNCES CEILING/CAP ON MEIS BENEFITS FOR EXPORTS MADE FROM 01.09.2020 TO 31.12.2020**

**Issuing authority : DGFT**

**Notification No.30/2015-2020 dated 01.09.2020**

**Link for download : <https://plexconcil.org/public/custom/files/circulars/1599029170.pdf>**

We wish to inform you that DGFT vide notification no. 30/2015-20 dated 01.09.2020 had placed a ceiling /cap of claim on MEIS incentive for the exports made from 01.09.2020 to 31.12.2020.

The key take-aways from the Notifications are:

1. The Total reward under MEIS will not exceed Rs. 2 Crore per IEC for exports made during the period 01.09.2020 to 31.12.2020
2. New IEC Obtained on or after 01.09.2020 will not be eligible for MEIS exports made with effect from 01.09.2020
3. The above ceiling may be subject to downward revision to ensure that total claim under the scheme for the period 01.09.2020 to 31.12.2020 is not exceeding prescribed government allocation of Rs. 5,000 Cr.

DGFT has also announced that MEIS scheme will not be available for exports made with effect from 01.01.2021

Exporters may refer to the notification on the link below:

<https://content.dgft.gov.in/Website/dgftprod/4a37d60a-f0bf-4783-bc67-a17131168d46/N30E.pdf>

**Customs (Administration of Rules of Origin under Trade Agreements) Rules, 2020 (CAROTAR, 2020)**

**Issuing authority : Department of Revenue, Ministry of Finance**

**Notification No. : 81/2020- Customs (N.T.) dated 21st August, 2020**

**Link for download : <https://plexconcil.org/public/custom/files/circulars/1600262590.pdf>**

This is to inform you that the Department of Revenue, Ministry of Finance vide Notification No. 81/2020- Customs (N.T.) dated 21st August, 2020 announced implementation of the Customs (Administration of Rules of Origin under Trade Agreements) Rules, 2020 (CAROTAR, 2020) which shall be applied on import of goods into India where the importer makes claim of preferential rate of duty in terms of a trade agreement. CAROTAR, 2020 shall come into force on 21st day of September, 2020.

The aforementioned CAROTAR, 2020 aims to supplement the operational certification procedures related to implementation of the Rules of Origin, as prescribed under the respective trade agreements viz., FTA, PTA, CECA, CEPA, etc.

The Important points for Importers as per the CAROTAR 2020 are:

### **1. Rule 3 of CAROTAR, 2020:**

Preferential tariff claim: To claim preferential rate of duty under a trade agreement, the importer or his agent shall, at the time of filing bill of entry,-

(a) make a declaration in the bill of entry that the goods qualify as originating goods for preferential rate of duty under that agreement;

(b) indicate in the bill of entry the respective tariff notification against each item on which preferential rate of duty is claimed;

- (c) produce certificate of origin covering each item on which preferential rate of duty is claimed; and
- (d) enter details of certificate of origin in the bill of entry, namely:
  - (i) certificate of origin reference number;
  - (ii) date of issuance of certificate of origin;
  - (iii) originating criteria;
  - (iv) indicate if accumulation/cumulation is applied;
  - (v) indicate if the certificate of origin is issued by a third country (back-to-back); and
  - (vi) indicate if goods have been transported directly from the country of origin.

Necessary modifications in bill of entry format are being made to allow declaration in terms of rule 3(a) and 3(d) of CAROTAR, 2020. {Circular No. 38/2020-Customs Dt. 21.08.2020} 2. Rule 4 of CAROTAR, 2020

## **2. Rule 4 of CAROTAR, 2020:**

Origin related information to be possessed by importer: The importer claiming preferential rate of duty shall-

- (a) possess information, as indicated in Form I to demonstrate the manner in which country of origin criteria, including the regional value content and product specific criteria, specified in the Rules of Origin, are satisfied, and submit the same to the proper officer on request.
- (b) keep all supporting documents related to Form I for at least five years from date of filing of bill of entry and submit the same to the proper officer on request.
- (c) exercise reasonable care to ensure the accuracy and truthfulness of the aforesaid information and documents.

## **3. Time limit to submit documents/details to proper officer during the course of custom clearance:**

Where the importer is asked to furnish information or documents, he shall provide the same to the proper officer within ten working days from the date of such information or documents being sought.

Where the importer fails to provide requisite information and documents by the prescribed due date or where the information and documents received from the importer are found to be insufficient to conclude that the origin criteria prescribed in the respective Rules of Origin have been met, the proper officer shall forward a verification proposal in terms of rule 6 to the nodal officer nominated for this purpose.

## **4. Verification of all Subsequent Bill of Entries if Importer has failed to provide requisite Information: Rule 8 of CAROTAR, 2020:**

Where an importer fails to provide requisite information and documents by the due date prescribed under rule 5, or where it is established that he has failed to exercise reasonable care to ensure the accuracy and truthfulness of the information furnished under these rules, the proper officer shall, notwithstanding any other action required to be taken under these rules and the Act, verify assessment of all subsequent bills of entry filed with the claim of preferential rate of duty by the importer, in terms of sub-section (2) of section 17 of the Act, in order to prevent any possible misuse of a trade agreement. The system of compulsory verification of assessment shall be discontinued once the importer demonstrates that he is taking reasonable care, as required under section 28DA of the Act, through adequate record-based controls.

5. In the event of a conflict between a provision of these rules (CAROTAR, 2020) and a provision of the Rules of Origin, the provision of the Rules of Origin shall prevail to the extent of the conflict. It is thus very important for all the Importers claiming import duty concession under various Trade Agreements to have detailed information as per the said rules and form as enclosed for smooth and quick clearance of their cargo.

## Important Circulars and Notifications

---

Importers must incorporate the requirement of said details in their Purchase Orders / Contracts and/or LC and have the necessary information well in hand prior to import clearance to avoid any delays.

### Reference:

1. The Customs (Administration of Rules of Origin under Trade Agreements) Rules, 2020

[https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-act/formattedhtmls/RevisedCus\(AdminofRules\)Rules2020.pdf](https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-act/formattedhtmls/RevisedCus(AdminofRules)Rules2020.pdf)

These Rules are notified vide Notification No. 81/2020 - Customs (N.T.) Dt. 21.08.2020

<https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-act/notifications/notfns-2020/csnt2020/csnt81-2020revised.pdf>

2. Customs Circular No. 38/2020 –Customs Dated 21.08.2020

<https://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No38-2020.pdf>

3. Public Notice No. 114/2020 Dt. 10.09.2020 by JNCH

<http://jawaharcustoms.gov.in/pdf/PN-2020/PN-114-2020.pdf>



# Shift Your Cash Flows into High Gear with Invoice Factoring



**By: Vidur Jain,  
Co-founder and COO,  
Seawise Capital**

Invoice factoring or Bill Discounting in its simplest form is the selling of an invoice to a Factor such as Seawise Capital, and releasing cash for the Ex-

porter which would otherwise be tied up in the payment cycle. This is a useful financial tool for Exporters who are looking to grow trade volumes, while reducing risk from their receivables. Given the recent situation with lockdowns due to Covid an increasing amount of buyers are asking for extended payment terms, and we allow our exporter customers to offer these terms to their customers. Through this feature, we have attempted to address some of the frequently asked questions below:

### **I already have bank limits; can I still use factoring?**

Yes! Seawise Capital's facilities do not require any collateral, so you can continue using your existing limits with the bank and use our factoring facilities in addition. This means there is no extra liability on your balance sheet, which is great for the financial health of a company.

### **How is this different from the facilities offered by banks?**

Banks offer Bill Discounting limits that are on full recourse to the clients. These are usually secured against the company's assets. The exporter is liable to pay if the buyer becomes insolvent, as there is no credit protection involved. As these are secured against the Exporter's assets, that means exporters find it hard to avail additional limits if their business grows.

Our Factoring products on the other hand does not require any collateral from the exporter, and includes credit protection. Seawise Capital finances exporters based on the strength of their international buyers allowing our customers to grow. Furthermore our facilities typically include credit insurance, so the exporters are secured even if the buyer becomes insolvent.

### **How does Factoring compare with Letters of Credit?**

Letters of Credit have been very popular historically, however they are becoming less popular as compared with other products such as factoring.

One of the biggest advantages of factoring over LCs is that factoring provides exporters with cash up front in addition to credit protection. With LCs Exports have to then further get the LC discounted from a third party bank thus adding to the cost.

Another advantage of factoring is that a factor can avail it directly without placing much burden on the buyer. Letters of Credit typically require a lot of involvement from the Buyers to get them issued, and can take a lot of time to set up.

# Feature – Trade Finance

---

## Is this compliant with RBI rules?

Yes, RBI allows exporters to use overseas factoring companies to factor/discount their trade invoices. This is outlined in clause 6.1.2 of their Master Circular – Rupee/Foreign Currency Export Credit and Customer Service to Exporters released on 1st July, 2015.

How come I have not heard about this product before? Traditional banks in India typically do not offer unsecured factoring facilities. Seawise Capital is amongst a handful of finance companies offering this product.

## How does a transaction work?

In a typical factoring transaction, the exporter applies for funding once the goods are shipped to the buyer. The Factor would purchase the invoice from the Exporter and advancing them a percentage of the invoice value. The buyer receives the goods and pays the Factor once the invoice credit period is over. The Factor then deducts its charges and remits the balance to the exporter.

## Who is Seawise Capital?

Seawise Capital is a UK based trade finance company



## Sterile Medical Packaging – The Need of the Hour

Not long ago, little did we imagine that a virus would be able to overthrow the global economy and have devastating consequences to public health. At the epicentre of this unprecedented challenges has been the healthcare sector that has been receiving immense support from global governments in the form of support staff and equipment in hospitals to delivering testing kits and other resources whenever required.

Today's precarious times have also thrown up the all-important question of sterile and antiviral packaging solutions arising from the concern over viral exposure itself. Sterilisation is playing an increasingly vital role in preventing the transmission of this life-threatening disease and several prominent companies have been persistently manufacturing sterile medical packaging, such as containers, pouches and wraps to protect products against unintended transmissions. And amid the disruptions due to COVID-19, regulatory compliance will play a significant role in the rapidly shifting risk terrain.

The speed and depth of this has not only had a growing impact on the global economy in the form of factory closures, supply chain disruptions, movement restrictions and social distancing requirements, but it has put the medical industry at the centre stage.

### **Demands on the Healthcare Industry**

In the current scenario, the healthcare industry is witnessing an unparalleled demand for diagnostic tests, personal protective equipment (PPE), medical venti-

lators and other critical medical supplies. On the other hand, while research efforts to find effective drugs against the novel coronavirus are picking up pace, it is imperative to tackle another big challenge – ensuring the safety and security of drugs and medical supplies until they reach the hands of those who need them the most.

Many pharmaceutical companies remain focused on the immediate crisis – facilitating increased access to critical medicines and supporting HCPs, Intensive Care Units (ICUs), clinics, hospitals and patients in new ways. While pharma companies recognise and are responding to immediate needs, pharmaceutical packaging companies are experiencing a new set of challenges.

### **Packaging formats for pharma products: going sterile and antiviral**

Prior to the pandemic, continued growth of the e-commerce industry in developing economies, increased interest in sustainable materials and the integration of advanced technology were driving the growth of the pharmaceutical packaging industry. However, it needs to be ready for potential effects triggered by the COVID-19 crisis. Demand for healthcare-based packaging, such as rigid plastic, pumps and flexible blister foils, is set to rise with the impending surge in need for critical medical supplies. On the other hand, growing anxiety about the transmission of COVID-19 through packaging surfaces is offering opportunities to capitalise on sterile formats.

As companies take steps to identify packaging categories that are likely to generate strong levels of demand and help maintain business continuity, sterile and antiviral packaging is set to emerge as an effective product during the pandemic. Amid increased demand for biologics and vaccines, packaging companies are increasing their investments in sterile formats, expanding pro-

duction capacity and allowing for expedited turnaround. The novel coronavirus is also increasing consumer anxiety with mounting concerns over viral exposure and uncertainties about the virus's ability to survive on surfaces for longer periods of time are potentially raising demand for new packaging formats that offer antibacterial and antiviral advantages. However, the use of sterile and antiviral packaging for pharmaceutical and biological products will continue to be a key value creator, as pharmaceutical companies face far more stringent packaging requirements than those placed on consumer packaged goods (CPG).



**Sushil Kapoor, DGM-FINANCE,  
Triveni Polymers Pvt. Ltd.,  
(A company of the Gerresheimer  
Group)**

*Amid the disruptions that have been caused due to COVID-19, there have been growing concern over the viral exposure itself. The*

*COVID-19 pandemic has led to a surge in demand for sterile and antiviral packaging due to the risk of transmission through packaging surfaces. Sterile or antiviral packaging solutions are hence being developed by companies to mitigate such risks.*

*Since this crisis began, packaging designs and substrates that address hygiene and consumer-safety concerns—like minimizing the possibility of the virus' survival on the packaging surface, is seeing an uplift. The surge in demand for antiviral/antimicrobial packaging is also being spurred, among other reasons, by consumer sentiments and fears about the ability of viruses and microbes to stay alive on packaging surfaces.*

*Ampoules and vials continue to attract huge investments from stakeholders in sterile and antiviral packaging market. Multi-compartment packaging products such as thermoformed trays and blister packs are reflecting potential value-creation opportunities.*

### Plastics emerges as the saviour

Over the years, sterilisation packaging has evolved and increased in complexity, with a range of choices in materials, designs, features and applications. In the COVID-19 era, plastic is again emerging as the preferred material for sterile and antiviral packaging, contradicting recent trends towards lowering reliance on plastic and protecting the environment. In addition to versatility and high barrier properties, lowering oil prices during the pandemic are likely to ease the development of plastic products and packaging. While studies have indicated the advantages of using metal nanoparticles as antibacterial and antiviral agents, the commercialisation of these materials still appears to be limited by nanotoxicology concerns. Hence pharmaceutical manufacturers will continue to remain reliant on plastic for its high efficiency and barrier properties to be on the frontline of combating future outbreaks.



Anxiety around the avoidance of germs and other contaminants is generating a greater demand for safer products with higher integrity. Subsequently, R&D has been underway to offer added assurance and remove barriers to consumption. Expansion of cleanroom in compliance with the International Organizations for Standardization (ISO) is expected to support rapidly increasing packaging needs for sterile medical devices and kits during the pandemic.

Innovations are forthcoming for antibacterial and antiviral polymers and biopolymers for packaging. Antiviral biopolymers, in particular those reinforced with active drug elements, are expected to garner significant interest, as they are efficient, environment friendly and exhibit low toxicity. Demand for these materials will remain strong post-COVID-19, as consumer sentiment will become more concerned for reducing contamination risks and increasing safety in handling.

### Revisiting prior M&A activities to support new demands

The changing regulatory scenario and evolving demands from pharmaceutical companies are compelling packaging and sterilisation suppliers to revise and update their offerings. In January 2020, Catalent, a leading global provider of medicines, clinical trial materials and health products, announced the purchase of Bristol-Myers Squibb's facility in Anagni, Italy. The company aims to bring potential new customers to the site for oral solid biologics and sterile product manufacturing and packaging. Such a strategic move is expected to play a significant role during the pandemic, as it provides consumers with access to advanced sterile drug products and packaging.



A partnership between West Pharmaceutical Services – a provider of injectable drug delivery solutions – and SCHOTT – a primary packaging solutions provider – to combine the former's Ready Pack system and SCHOTT iQ platform is allowing access to convenient, high-quality and easy-to-use sterile packaging products. Moreover, the combination of their products is set to deliver sterile packaging solutions in small volumes for developmental and clinical phases in smaller settings such as medical research institutes, universities and small companies.

As the pandemic continues to spread at a significant pace, especially in the US, the US Department of Health and Human Services (HHS) and ApiJect, an injectable medicine specialist, have set up an initiative called RAPID to create high-volume packaging made from medical-grade plastic for medicines and vaccines. The US Investment bank, Jefferies, has announced it will help to raise up to \$1 billion in private capital to support the initiative and help ApiJect expand its blow-fill-seal (BFS) plastic manufacturing capacity.

Demand for sterile and antiviral packaging is expected to increase during the pandemic, especially as US health officials have tasked several companies, including Berkshire Sterile Manufacturing (BSM), to accelerate formu-

ing numerous challenges in resuming operations and stocks have been in danger of running short.

### NO<sub>2</sub>-based sterilisation technology emerging as a key product differentiator



In light of closures and potential closures of certain facilities that use conventional ethylene oxide (EtO) gas to sterilise medical devices prior to distribution and use, hospital and health systems have been putting emphasis on identifying and assessing alternative technologies. Commercial sterilisers are being hard-pressed to invest in nitrogen dioxide (NO<sub>2</sub>)-based sterilisation technology that offers the advantages of minimal pressure requirements, ultra-low temperature process, low or zero cytotoxic residuals and fast cycle times. The technology prevents the sterilant from reaching the pharmaceutical products by lowering concentration and residual levels during the process. Additionally, NO<sub>2</sub> readily penetrates packaging and complex geometry.

### Updates in ISO standards and regulatory requirements to impact decision making



International  
Organization for  
Standardization

Sterile and antiviral packaging systems need to ensure the sterility of their content before they are distributed and opened for use. The system must also be designed to ensure aseptic presentation at the point of use. Recent changes in the ISO standards for requirements of material, sterile barrier systems and packaging systems for terminally sterilised medical devices are set to help manufactures comply with European Union (EU) Medical Device Regulation (MDR) which will go into effect from May 2020.

In April 2019, ISO 11607-1:2006 was revised by ISO 11607-1:2019, which primarily stemmed from EU MDR stipulations that a packaging design must allow for easy

## Feature - Packaging

technological and regulatory challenges, the correct selection of sterile and antiviral packaging is likely to be a crucial but a complex decision in the future.

Package labelling will continue to be a critical success factor. In addition to strict guidelines on the use of non-toxic permanent soft marking pens to keep the product integrity intact, sterile and antiviral packaging labels must include steriliser use, load number, date of sterilisation and expiration date at a minimum. Internal and external multi-parameter indicators are also emerging as a key to providing a high level of sterility assurance.

### What lies ahead of the COVID-19 pandemic?

The sterile medical packaging industry should showcase an exponential growth in the near future backed by the increasing prevalence of infectious diseases. At present, the COVID-19 pandemic has accelerated the demand for such packaging to prevent transmission.

Once a vaccine is discovered, patients are still likely to continue demanding for these products to protect medications from harmful microorganisms. However, with the authorities developing and enforcing regulatory standards to ensure the sterility of the packaged content, which can be strenuous to maintain, this may act as a barrier to growth in the coming years.

Sustainability has been one of the prominent trends in the packaging industry and many companies have switched to eco-friendly alternatives. While a trend of removing unnecessary packaging emerged in the fresh produce space, pharmaceutical manufacturers will continue to remain reliant on plastic for its high efficiency and barrier properties to be on the frontline of combating future outbreaks.

### Key Global Developments

#### Placon expands production capacity to fulfil growing demand for medical packaging

In June 2020, Placon, a designer and manufacturer of unique injection moulded and thermoformed plastic packaging products and headquartered in Wisconsin, declared it is planning to expand its thermoforming production capacity in Elkhart, Indiana. This is intended to meet the increasing demand for medical packaging. The expansion will include four technologically-advanced thermoforming presses. These would also deliver warehouse and cleanroom manufacturing space.

Placon's Elkhart facility is dedicated to manufacturing customised plastic packaging for the healthcare and medical industries. It is ISO 13485 certified and produces the bestseller BargerGard protective packaging made from thermoplastic polyurethane (TPU) material,

as well as thermoformed clamshells and trays. This site will soon turn into the company's flagship medical packaging facility.

#### Sharp invests \$1.24 million to broaden its Rhymney facility, UK

Sharp, a renowned provider of pharmaceutical packaging announced the investment of \$1.24 million in the expansion of its site in the UK in June 2020. Its Rhymney facility first opened in late-2019 and since then, the company had been receiving multiple queries for commercial packaging services. It will now be able to fulfil the growing demand for commercial primary and secondary packaging of numerous drug formats, such as thermoform medical device kitting, syringes, capsules, bottles and blister packaging.

According to one of the company's officials: "We are planning to unveil new authentication, aggregation and serialisation equipment with further investments to strengthen our position in the industry. The new investment will enable us to provide complementary services to all our new and existing clients. Besides, it will expand Sharp's footprints in Europe."

#### Vireo joins hands with eBottles420 to distribute terpene-preserving packaging system

Vireo Health International Inc., a multi-state cannabis company based in Vancouver, signed an agreement with eBottles420 in July 2020. The main aim of Vireo is to produce and distribute its terpene-preserving packaging system. This patent-pending unique packaging system is capable of preserving the cannabis flower by halting the loss of terpene and similar compounds occurring right after the harvest.

#### Jones Healthcare Group invests in Uhlmann blister packaging line

In July 2020, Jones Healthcare Group, a manufacturer of medical packaging and containers based in London, invested in a new Uhlmann blister packaging line. This highly automated and fully integrated two-lane equipment would improve the company's production capacity to meet the high demand for unique blister combinations. As per the company officials: "Our new line delivers the highest flexibility and productivity for blister packaging, including a full aggregation and serialisation solution for medicines. The demand for such packaging is surging day by day because of the constant evolution of complex pharmaceutical regimes and dosage forms."

Source: [www.europeanpharmaceuticalreview.com](http://www.europeanpharmaceuticalreview.com)

## Interview with All India Plastics Industries Association (AIPIA)



**Interview with Mr. Devinder Pal Singh, Hon. General Secretary, AIPIA**

### **Tell us about your association. What is your role and function?**

The All India Plastic Industries Association (AIPIA) has been in existence since 1982. It is a leading Association of SSI and Medium Scale plastic processing units and related interests in the country. The Association has a membership of more than 1500 units, spread all over the country.

Right from its inception, we have been actively representing the various problems/concerns of the industry with regard to government duties, policy of raw – materials suppliers, pollution potential of processing of plastic products, categorization of plastic products under Green category, various types of plastic bags, India customs & duty tariff codes and its linking to HSN Code etc. The Association also actively follows up with various agencies (government and non-government) to obtain satisfactory resolution of industries' multifarious problems. AIPIA has been a Member of the Public Grievance Committee, Regional Advisory Committee of Central Excise, BIS, MSME etc. Issues of concern of members are raised in these forums for satisfactory redressal.

### **What are the key objectives of your associations vis-à-vis promoting the plastics processors of India?**

Apart from keenly following up with various agencies as mentioned above, the association conducts webinars and Exhibitions to upgrade, inter-alia, the technical

level of plastic processing, efficiency being one of its major concerns.

For promoting plastic processing, the Association brings out a monthly Journal "Plastic World". This monthly Journal covers a wide range of subjects related to plastic trade and industry including areas like small industries, taxation, Government notifications and circulars. Articles on various aspects of plastic written by experts are printed selectively. It is circulated free of charge to the members, Central and State government officials and various institutions connected with the Plastic Industry.

### **Which product segments in plastics, do you believe have great potential for growth in coming times?**

We foresee a boom in the plastic industry in general; especially plastic packaging is one segment which is bound to grow exponentially. The plastic per capita consumption in our country is very low @11kg per capita as compared to the international per capita consumption of over 30 kgs and over 100 kgs per capita in developed countries. This clearly shows that there is great scope for plastic processing in the future.

### **There is widespread import of cheap plastic products, especially from China, that has been flooding our markets for a long time now. How can domestic processors counter this practice and promote Indian made products?**

It has been rightly pointed out by you because most of the imports from China do not require very high technical inputs. These can easily be manufactured in India. To support this and to incentivize the manufacturers in India, the government is planning to raise import duties on many such products. The Ministry has identified 20 such sectors and the list of items is also being made (at present 371 items), for increasing import duties and incentivizing domestic production.

**The plastic processing industry is a huge employment generator and has immense scope for entrepreneurship. What measures are being taken or required to highlight the same?**

India has a huge bank of skilled and unskilled workers which is growing annually. Therefore, creation of new jobs is a priority for the government and the society. If the cost of creation of new jobs is taken into consideration, then plastic processing offers the best and cheapest sector for creation of fresh jobs. We have written to various government authorities and also highlighted the same through our magazine.

**India is seeing increased investments in infrastructure development, agriculture, irrigation, transport, power and technology. How can the processing industry benefit from these new opportunities?**

The usage of plastic products is essential in all the segments mentioned by you:

1. Building, houses, bridges, and even roads require plastic in some form or the other
2. When we talk about agriculture the first thing that comes to mind is plastic pipe in its many different forms. Drip irrigation too requires plastic parts. Further canal lining is also done with plastic films. Mulch films are used in many different ways etc.
3. Plastic is increasingly being used in vehicles
4. Power supplies always necessitates usage of cables for which plastic is a must
5. Increased use of plastic is being seen in computer and hardware etc.

Therefore, all these new opportunities point to increased use of plastic in the form of multifarious plastic products.

**What are the measures being taken or are needed for upskilling, reskilling and skill development in the industry considering the widespread integration of newer technologies in manufacturing?**

We have many government and semi government bodies which look after the skilling and re-skilling of persons by offering various courses and incentives. For example, government bodies like Industrial Training Institutes (ITIs) which are spread all over India, Technical government institute like Central Institute of Petrochemicals Engineering & Technology (CIPET) do a wonderful innovative work in testing and offering courses for skilling persons of the highest standard. Furthermore, Indian Institutes of Technologies at Delhi, Mumbai, Chennai, Kanpur etc., also provide the cutting edge technological support to the industry.

**What are the challenges faced by processors in the country?**

We are a developing nation, and the various challenges we face include:

1. Lack of financial support
2. Unpredictable labour regulations
3. Unstable government policies
4. If the government were to leave the micro and small plastic and processing sector free from all controls then we think India has a very good chance of capturing the potential of plastic processing. Government should move this segment out of its regulatory framework and leave it free to the industry to work in whatever fashion it likes. To comply with the various redundant regulations takes away a lot of energy from the manufacturer which would have otherwise been used to improve the quality of his product and the efficiency of his set up.

**What are the measures needed or being taken to ensure responsible production, including recycling, use of bio-degradable plastics, production innovation, etc. to mitigate to reduce environmental damage and highlight the benefits of plastics?**

In this context the government came out with the Plastic Waste Management Rules in 2016 which has been amended in 2018. This piece of legislation is now being enforced strictly to take care of the plastic waste management problem.

Further, the government has come out with EPR guidelines in July 2020. This will further take care of the environmental problem vis-a-vis plastic.

**What are the kinds of measures/ policies from the Government that you believe are needed to ease or improve growth of the industry, domestic and exports?**

As mentioned above also, we suggest that if the government relaxes its control over the micro and small plastic processing industry then the industry is bound to grow. This sector contributes almost 50% of the exports and almost 1/3rd of the GDP. Compliances with various government regulations take away a lot of energy from the manufacturer. This energy would be better utilized if the government leaves the plastic processing sector free from all controls. The government should also incentivise such production for export.

**How can Plexconcil support your association in achieving your association's goals and objectives?**

The support of Plexconcil would be a boon to the industry in the follow

IEMs signed in the Plastics segment during September 2020.

IEM No.	Company Name	State / UT	Item of manufacture
1095	Saint Gobain India Private Limited	Tamil Nadu	UPVC windows
1104	Surana Solar Limited	Telangana	EVA sheet for solar module
1105	Bhagyanagar Energy & Telecom Private Limited	Telangana	EVA sheet for solar module
1113	Alpla India Private Limited	Dadra & Nagar Haveli	Plastic caps and closures
1122	Alpla India Private Limited	Maharashtra	PET preforms
1125	Gharda Chemicals Limited	Gujarat	Polyetherketone (PEK)
1136	KLJ Polymers Private Limited	Dadra & Nagar Haveli	Polymer compounds
1140	Vega Auto Accessories Private Limited	Karnataka	Safety helmets



POWERING PROGRESS THROUGH PLASTICS  
ISO 9001:2008 Certified



## THE ALL INDIA PLASTICS MANUFACTURERS' ASSOCIATION



### OFFICE BEARERS 2020 - 2021



**CHANDRAKANT TURAKHIA**  
President



**KISHORE P. SAMPAT**  
Senior Vice President



**MAYUR D. SHAH**  
Vice President - Finance



**AKSHAT LADHA**  
Vice President - West



**LALIT KUMAR SINGH**  
Vice President - North



**ANIL REDDY VENNAM**  
Vice President - South



**ASHOK AGARWAL**  
Vice President - East



**JAGAT KILLAWALA**  
Immediate Past President

 [office@aipma.net](mailto:office@aipma.net)
 [www.aipma.net](http://www.aipma.net)

## Why become a Plexconcil Member?

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

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

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

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

### Membership Benefits

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

## New Members

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

Sr.No	Name of the Company	Address	City	Pin	Director	Email
1	BLAZEING STAR TRADE PRIVATE LIMITED	41/25-A,PAN-DAV ROAD VISHWASH NAGAR,	SHAHDARA	110032	MUKHTAR THAKUR	mukhtarthakur46@gmail.com
2	VORTEX FLEX PVT LTD	51-52 SMRUTI-KUNJ SOCIETY JALA ROAD NAVASRI	SURAT	396445	NIRAV V KASUNDRA	info@vortexflex.com
3	BLEND ADDITIVES AND COMPOUNDS PVT LTD	SY NO.831/A , BURGUL VIL-LAGE , FAROO-QNAGAR MAN-DAL , MAHABUB NAGAR,	TELENGANA	509202	SUMIT RATHI	sumit@blendadditive.com
4	MAXIS ROTOPOLYMERS PVT LTD	PLOT NO 3, GUT NO 378, NEAR GARWARE POLYESTER,	AURANGAB-AD	431136	JAIMIN PATEL	info@maxisroto.com
5	SOPARKAR & KOTHARI TECHNOLOGIES PRIVATE LIMITED	Behind Arvind, Mega Park, Plot no - 961, Chacharvadi-Vasna,	AHMED-ABAD	382213	SHRADDHA K SOPARKAR	info@snktechnologies.in
6	PIXON GREEN ENERGY PRIVATE LIMITED	102, AUM PLAN-ET OPP. NIR-MALA SCHOOL NIRMALA ROAD	RAJKOT	360007	PUNIT R ME-HTA	info@pixonenergy.com
7	TRISHA PLASTO TEX	13,shyamsundar society, nr.kar-macharinagar, ghatlodia	Ahmedabad	380061	PRATIK R PATEL	trishaplastotex@gmail.com
8	VIRA NORA INTERNATIONAL	FLAT NO.608/B WING, H.P.EMP. CHS, TILAK NAGAR, CHEM-BUR,	MUMBAI	400089	RAVINDRA G NAWALKAR	vira.nora1102@gmail.com
9	KUBER POLYPLAST	PLOT NO.19 BLOCK-B DSI-IDC INDUSTRIAL AREA BAWANA	NEW DELHI	110039	Seema Gupta	pushkargarg4@gmail.com
10	PLATINUM INDUSTRIES PRIVATE LIMITED	UNIT NO-321, 2ND FLOOR, BLDG NO 3, SOLITAIRE CORPORATE PARK GURU HARGOVINDJI ROAD CHAKALA, ANDHERI EAST	MUMBAI	400093	PARUL S RANA	exportsales@platinu-mindustries.in
11	SAMARTH AD PROTEX PVT LTD	6C MIDDLETON STREET GUL-MOHAR BUILD-ING LEVEL 7 UNIT 74	KOLKATA	700071	BISHNU KU-MAR AGARWAL	bka@beekaygroup.co

12	SUPREME SYNFIL PRIVATE LIMITED	H-778 Sitapura Industrial Area Tonk Road	Jaipur	302022	NARESH KUMAR JAIN	info@supremegums.com
13	POLYMERLINK INDIA PRIVATE LIMITED	A/442, NEO CORPRAMACHANDRA LANE, RAMACHANDRA LANE, MALAD WEST	MUMBAI	400064	Sumant D Agrawal	sumant.agrawal@polymerlink.in
14	PACNIDS PRIVATE LIMITED	SURVEY NO 343/6 BALDA INDUSTRIAL PARK, VILLAGE BALDA PARDI,	VALSAD	396125	ANAND K GOYAL	pacnids@gmail.com
15	VINRAM INDUSTRIES LLP	Office No. 213, 214 and 215, 2nd Floor, Hubtown Solaris, N. S. Phadke Marg, Andheri (East)	MUMBAI	400069	Krishna Ketan Parekh	krisha@vinram.in
16	FREYAL EXIM INTERNATIONAL	13/C ANMOLL VILLA-1, RAMOSANA ROAD,	MEHSANA	384002	GIRISHKUMAR P PATEL	girish.patel1989@yahoo.com
17	MILAN PLASTIC INDUSTRIES	Survey No.195, Plot No.35/36, Gidc Road, JUNAVAS MADHAPAR	BHUJ	370020	Chamanbhai M Chauhan	mpi.madhapar@gmail.com
18	PEARL PRECISION PRODUCTS PRIVATE LIMITED	B-46 & 47, Sector 81, Noida Gautam Buddha Nagar,	Noida	201305	Rachit Garg	rachitgarg1997@gmail.com
19	Supreme Filatech	Plot No. 52 Eco-tech-XII, Greater Noida (West), Gautam Buddha Nagar, Uttar Pradesh-201306	Noida	201306	Shikhar Malhotra	supremefilatech@gmail.com
20	SRIRAM COMPOUNDS	9-D, POCKET J,SHEIKH SARAI - II	NEW DELHI	110017	SHUBH GAUTAM	impex@american-precoat.com
21	MULTI PRODUCT IMPEX	D-74 MAIN MARKET GANDHIDHAM	KUTCH	370201	RAJENDRA M JAIN	MPI.EXIM@GMAIL.COM
22	ADNUB PLASTCHEM LLP	B-2/304, DHAN VAIBHAV, JAMBLI GALLI, BORIVALI WEST	MUMBAI	400092	NIVID NAVIN SHAH	info@adnubplastchem.com

## Business Inquiries

Company Name	Papier Ehm GmbH
Address	Am Fohlgarten 19, 54411, Hermeskeil, Germany
Email	info@ehm.de
Phone No.	(+49) 6503952070
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Papier-Hagemann Inh. Herbert Hagemann
Address	Straßheimer-Straße 39, 61169, Friedberg, Germany
Email	info@papier-hagemann.de
Phone No.	(+49) 603162051
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Paul Wagner GmbH Versandgroßhandel -Büro- u. Werbebedarf eigene
Address	Lachhaustraße 22, 89079, Ulm, Germany
Email	info@wagner-ulm.de
Phone No.	(+49) 730595690
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	PBS Deutschland Süd GmbH & Co. KG
Address	Kapellenstraße 24, 82008, Unterhaching, Germany
Email	kanzenel@pbsdeutschland.de
Phone No.	(+49) 89638792780
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Peter Bock AG
Address	Fritz-Frey-Str. 23, 69121, Heidelberg, Germany
Email	info@peter-bock.com
Phone No.	(+49) 622140650
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	PICARD + BIRKENSTOCK KG
Address	Am Blaffertsberg 31+ 34, 42899, Remscheid, Germany
Email	info@pb-pbs.de
Phone No.	(+49) 219156250
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Pilot Pen (Deutschland) GmbH
Address	Senefelder-Ring 81, 21465, Reinbek, Germany
Email	info@pilotpen.de
Phone No.	(+49) 402519320
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Planet Schreibgeräte GmbH
Address	Auf der Aue 8a, 69488, Birkenau, Germany
Email	info@planetwriting.com
Phone No.	(+49) 6201845010
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	PLATE Büromaterial Vertriebs GmbH
Address	Hilligenwarf 5, 28865, Lilienthal, Germany
Email	info@plate.de
Phone No.	(+49) 42984010
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	PP Pütz GmbH
Address	Eiffestraße 38, 20537, Hamburg, Germany
Email	pppuetz@t-online.de
Phone No.	(+49) 4025490099
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Pressel Versand GmbH
Address	Gropiusplatz 10, 70563, Stuttgart, Germany
Email	presseldemail@staples.com
Phone No.	(+49) 8005773770
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Print Depot
Address	Jöllenbecker Straße 139, 33613, Bielefeld, Germany
Email	info@printdepot.de
Phone No.	(+49) 521882235
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

## Business Inquiries

Company Name	PRINTELL e. K.
Address	Akazienweg 82, 50827, Köln, Germany
Email	info@printell.de
Phone No.	(+49) 2216903618
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Printus GmbH
Address	Carl-Zeiss-Straße 1, 77656, Offenburg, Germany
Email	kundenservice@printus.de
Phone No.	(+49) 781607130
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Prüfer & Herting GmbH & Co. KG
Address	Raiffeisenstraße 22, 21762, Otterndorf, Germany
Email	info@pruefer-herting.de

Company Name	reichelt elektronik GmbH & Co. KG
Address	Elektronikring 1, 26452, Sande, Germany
Email	info@reichelt.de
Phone No.	(+49) 4422955333
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Reinhard Weber Bürobedarf
Address	Luitpoldstraße 1, 94447, Plattling, Germany
Email	info@buero-netshop.de
Phone No.	(+49) 99315566
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Reitzner AG
Address	Johannes-Scheiffele-Str. 17+19, 89407, Dillingen, Germany
Email	info@reitzner.de
Phone No.	(+49) 90715060
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	REMIGER Marketing Products GmbH & Co. KG
Address	Industrieweg 1, 32457, Porta Westfalica, Germany
Email	info@remiger.de
Phone No.	(+49) 571975020
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	REPRO-RUPPERT GmbH
Address	Fischerfeldstr. 13, 60311, Frankfurt, Germany
Email	info@repro-ruppert.de
Phone No.	(+49) 692097460
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	RHEITA-KRAUTKRÄMER GmbH
Address	Auf Dornbruch 1-3, 56288, Kastellaun, Germany
Email	info@rheita.com
Phone No.	(+49) 676293200
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

## Business Inquiries

Company Name	Robert Peter Lehmann Paperworld Hamburg
Address	Kurze Mühren 1, 20095, Hamburg, Germany
Email	vertrieb@paperworld-hamburg.de
Phone No.	(+49) 4089009898
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Robert Seitz e.K.
Address	Tannenberger Straße 8b, 86956, Schongau, Germany
Email	info@schreiben-lesen-seitz.de
Phone No.	(+49) 88614317
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Rolf Dieter Schmierer BüroKom
Address	Weberstraße 7, 73262, Reichenbach, Germany
Email	shop@buerokom-media.de
Phone No.	(+49) 7153558472
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Roy Schulz GmbH
Address	Nunsdorfer Ring 16, 12277, Berlin, Germany
Email	info@royschulz.de
Phone No.	(+49) 30723750
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Rückels Büro - Organisation GmbH
Address	Dithmarscher Straße 9, 26723, Emden, Germany
Email	office@rueckels.de
Phone No.	(+49) 4921996888
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Sankopie Zeitz Werner Buschner KG
Address	Am Herrmannschacht 10, 06712, Zeitz, Germany
Email	info@sankopie-zeitz.de
Phone No.	(+49) 344186250
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	schäfer GmbH
Address	Kulmacher Strasse 47, 95030, Hof, Germany
Email	xxl@schaefer-macht-druck.de
Phone No.	(+49) 9281702271
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Schmitt und Meyer GmbH
Address	Bachgasse 1, 97340, Marktbreit, Germany
Email	drme@gmx.de
Phone No.	(+49) 93172380
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Schneider Novus Vertriebs GmbH
Address	Holzhofring 20, 82362, Weilheim, Germany
Email	info@snv.de
Phone No.	(+49) 88162929100
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Schum EuroShop GmbH & Co. KG
Address	Lange Länge 10, 97337, Dettelbach, Germany
Email	info@euroshop-online.de
Phone No.	(+49) 931200120
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Seel-Büromusterhaus GmbH
Address	Benzstraße 4, 74360, Ilsfeld, Germany
Email	info@seel-ilsfeld.de
Phone No.	(+49) 70626720
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	SILVER REED SERVICE & SUPPLY GmbH
Address	Am Bauhof 16, 64807, Dieburg, Germany
Email	silverreed@t-online.de
Phone No.	(+49) 607121191
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

## Business Inquiries

Company Name	Soennecken eG
Address	Soennecken-Platz, 51491, Overath, Germany
Email	info@soennecken.de
Phone No.	(+49) 22066070
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	soft-carrier Computerzubehör GmbH
Address	Bischofstraße 6, 54311, Trierweiler, Germany
Email	info@softcarrier.de
Phone No.	(+49) 651827020
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	spath printware + service GmbH & Co. KG
Address	Willstätterstraße95, 90449, Nürnberg, Germany
Email	info@spath-printware.de
Phone No.	(+49) 911519770
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	SSI Schäfer Shop GmbH
Address	Industriestraße 65, 57518, Betzdorf, Germany
Email	info@schaefer-shop.de
Phone No.	(+49) 27412863222
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Staples Deutschland GmbH & Co. KG
Address	Gropiusplatz 10, 70563, Stuttgart, Germany
Email	info@staplesadvantage.de
Phone No.	(+49) 71190676153
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Stempel Eildienst Scholze GmbH
Address	Mainzer Landstraße 152 - 154, 60327, Frankfurt, Germany
Email	info@stempeleildienst.net
Phone No.	(+49) 69736617
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Stephanie Bongard Wupper-PBS Papier-Büro-Schreibwaren
Address	Am Elisabethheim 19, 42111, Wuppertal, Germany
Email	info@wupper-pbs.de
Phone No.	(+49) 2028209670
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Streit Service & Solution GmbH & Co.
Address	Ferdinand-Reiss-Straße 8, 77756, Hausach, Germany
Email	info@streit.de
Phone No.	(+49) 78318020
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	styro GmbH
Address	Industriestraße 2, 91583, Schillingsfürst, Germany
Email	verkauf@styro.de
Phone No.	(+49) 9868989490
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	SYSTEMHAUS am Neumarkt EDV Service GmbH
Address	Uhdestr. 23A, 08056, Zwickau, Germany
Email	info@systemhaus-zwickau.de
Phone No.	(+49) 375818310
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	Team Roscher GmbH & Co. KG
Address	Liebigstraße 11, 92637, Weiden, Germany
Email	info@roscher.de
Phone No.	(+49) 9613050
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	TEC NET Beratungs- und Serviceges. für Technologie u. Gründerzent. mbH
Address	Karolingerstraße 22, 59872, Meschede, Germany
Email	kontakt@tecnet-gmbh.de
Phone No.	(+49) 29120061090
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

## Business Inquiries

---

Company Name	Tekno GmbH
Address	Robert-Bosch-Straße 26, 77656, Offenburg, Germany
Email	kundenservice@tekno.de
Phone No.	(+49) 8001113335
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.

Company Name	TELEXROLL Handels GmbH
Address	Friedrich-Ebert-Allee 85, 22869, Schenefeld, Germany
Email	scpincka@telexroll.de
Phone No.	(+49) 405406499
Product Enquiry	Writings instruments
Others	Trade lead received from Embassy of India in Berlin, Germany.