PLEXCONCIL - The Plastics Export Promotion Coun-

PLEXCONNECT

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How Medical Plastics Revolutionized Healthcare

Countdown to K 2019 Begins

Credit Linked Capital Subsidy Scheme for Technology Upgradation

Country Focus on Canada

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It's October and as we look forward to the upcoming festivities, the global plastics industry is also geared up for the biggest event of the year; the K 2019. A premier event for the plastics and rubber industry, the K 2019, like its predecessors will set the stage for members to witness and experience some of the most pioneering technologies, ground-breaking innovation, and all that is latest in the industry from around the world.

It is indeed a pleasure and pride for us to inform our readers that for the first time, Plexconcil in collaboration with PlastIndia will be leading 47 participants to the show under the India Pavilion. For us at Plexconcil, this is yet another endeavor to bring further value addition to our members as we truly believe that an event such as K 2019 will bring our industry members, unparalleled exposure to the world of plastics. To be held from October 16 – 24, 2019 in Dusseldorf, Germany, the experience for our participants and for us at Plexconcil is sure to boost our enthusiasm and renew our vigor in these challenging economic times.

The upcoming edition provides readers a brief overview of the K 2019. In addition, as always, we have covered topics such as our FIBC/ Woven sacks panel under the Panel of the Month, shared some information and exporter experience about doing business in Canada under the Countryscape section, in addition to news, updates, export performance, etc.

The healthcare industry globally is growing at a rapid rate as are costs associated with it. Driving innovation, costs benefits, manifold application and more is the versatile Plastics. Our feature on Medical Plastics & Devices brings you insight into one of the major growth segments for plastics in coming years. Innovation is the key to the growth of any industry and in this issue, we also take a look at some of Packaging Innovation and winner of the 30th DOW Award winners. The award is a continuation of the DuPont awards programme for innovation in packaging.

This issue also celebrates Women entrepreneurs. Helming significant projects and playing strategic roles in business are several women achievers and, in this issue, we talked to Sarika Baheti. A leading name in Plastics, an activist and artist, she juggles her many roles and responsibilities with her quiet charm and grace.

To sum it up, while we cannot ignore the unease over the recent Government announcements on plastics ban and its impact on our industry, especially as it comes right at the heels of the festive season, there still remains hope as CII and several industry bodies seek clarity and we are confident that with a structured approach to the issue, together we will find a balance between industry and environment. Here is to prosperous and successful festive season to all!

Sincerely,

Ravish Kamath
Chairman

Council Activities Augut 2019

COMPLAST SRI LANKA Exhibition – August 9 – 11, 2019, Colombo, Sri Lanka

The Council participated at the COMPLAST SRI LANKA 2019 Exhibition, held at BMICH, Colombo, Sri Lanka, from August 9-11, 2019. The event which was an approved activity under the MAI Scheme of the Department of Commerce had 27 Indian companies participating under the Council's banner. The participating companies, included both from the plastic products, and the plastic processing machinery sector. Mr. T.S. Sandhu, High Commissioner of India, and Mr. Navin Dissanayaka, Minister of Plantation Industries of Sri Lanka inaugurated the exhibition.

The 3rd Edition of the International Rubber Expo and 4th Edition of COMEXPO (Complete Manufacturing Expo), were held concurrently at the same venue. Mr. Rathnamalala Director General, Industrial Development Board of Sri Lanka, Mr. Kaushal Rajapaksa, President, Plastics & Rubber Institute of Sri Lanka, andMr. B. Swaminathan, President and CEO, Smart Expos, were present on the occasion.

The Council received several business enquiries for Master batches, plastic food containers, plastic raw materials, and plastic processing machines for injection and blow moulding, etc.

Meeting with MOS to discuss various issues hampering growth of exports in Plastics and Chemicals sector – August 13, 2019 – Udyog Bhawan, New Delhi

A meeting chaired by Shri. Som Parkash, Hon'ble Minister of State for Commerce & Industry, Government of India was held at which various organizations including PLEXCONCIL were present and expressed their concerns and views. The MOS was of the opinion that import of nonessential goods should be reduced and exports from India, mainly of processed plastic, should increase and wanted to hear suggestions in this regard.

Organizations like IPF Kolkata, raised issues like cheap imports under India - ASEAN FTA, problems at Bangladesh & Nepal border, drawback rates to be rationalized, EPR rules etc. AIPMA suggested increasing import duty on finished goods and discourage export of raw materials and to increase tenure of repayment of term loan to 10-15 years, and also suggested working capital limits to be increased and about closure of units in Maharashtra. Matter regarding BIS marking on imports was also raised.

Polymer producers also raised concerns over the cost of manufacturing of Polymers in Middle East & USA in comparison to India and suggested that suitable protection should be given to Polymer producers to survive and grow.

Plexconcil highlighted the issues regarding inverted duty structure due to FTAs, particularly the FTA with ASEAN, withdrawal of MEIS benefits to FIBC exporters, the illegal trade in Human hair, inverted rate of tax under GST in case of multi filament PP yarn, the huge demand supply gap in case of PVC resin, need for BIS certification for finished plastic goods, need for a shipping regulator to control the arbitrary and high inland haulage charged by shipping lines in case of imports, and logistics issues in North East India.

Meeting on "Ease of Doing Business (EoDB) initiative of Chennai Customs Commissionerate for MSMEs" – August 14, 2019 – Custom House, Chennai

The Council participated in a meeting organized by the Chennai Customs Commissionerate on "Ease of doing business initiative of Chennai Customs for MSMEs" held at the Custom House, Chennai. The meeting was also part of an initiative of Chennai Customs towards creating an 'MSME Facilitation Centre' in Custom House, Chennai, to look into the issues pertaining to ease of doing business for MSMEs in Tamil Nadu, which include fast tracking sanctioning of DBK, IGST refund, ITC refund, exports and Imports issues etc.

The meeting was chaired by Shri. M. Ajit Kumar, Principal Chief Commissioner of Customs, Chennai and also present were Commissioners and other Senior Departmental Officials. The Principal Chief Commissioner was apprised of the slowdown in various verticals of the MSME sector, particularly in the Automotive sector and other labour intensive sectors which were facing a prolonged slowdown, and were in need of immediate stimulus to revive growth.

Plans and ideas to resolve operational bottlenecks and challenges which were at the Chief Commissioner's discretion were discussed and matters that need policy intervention is to be submitted to the appropriate Competent Authority for necessary action and approvals. The Principal Chief Commissioner also said that the

Department would be creating an "MSME Facilitation Centre" in the Customs House itself with Officers from the Customs Department, CII and FIEO to monitor the functioning of the MSME Facilitation Centre to facilitate Ease of Doing Business for the MSME sector.

Senior representatives from Industry Associations such as CII, FIEO, Automotive Component Manufacturers' Association (ACMA), Export Promotion Councils (EPCs), other Trade Associations and Exporters & Importers including representatives from Ford and TVS Group participated in the meeting.

Interactive Session with Dr. Anup Wadhawan, IAS, Commerce Secretary, Ministry of Commerce & Industry,Govt. of India – August 14, 2019 – Kolkata

An interactive session was organized by the EEPC INDIA in Kolkata on 14th August 2019 and Dr. Anup Wadhawan, IAS, Commerce Secretary interacted with the members of the various Export Promotion Councils and chambers of Commerce. Mr. B S Bhalla, IAS, Additional Secretary, Department of Commerce and Smt. Anindita SenGupta, Additional DGFT, Kolkata, were also present at the meeting.

Meeting on India Kenya Joint Trade Committee – August 16, 2019 – Udyog Bhawan, New Delhi

A meeting was held to discuss and finalise the agenda for the India-Kenya Joint Trade Committee (JTC) meeting held from August 19-20, 2019 in New Delhi and specific issues hampering growth in exports to Kenya were sought. The Council raised the issue of high tariffs imposed by Kenya, upto 25% on plastic products such as Writing Instruments, Woven Sacks, Floor Coverings etc. that needed to be addressed in order to boost export of these items to Kenya.

"New Avenues of Business opportunities in Africa" – Interactive Session with Ms. Aparupa Chakravarti, Director, Botho Emerging Markets Group, Nairobi, Kenya – 20th August 2019, Kolkata

An interactive session was organized by Bharat Chamber of Commerce in Kolkata, on 20th August 2019 with the prime objective of exploring new avenues of business opportunities in Africa.

Ms. Aparupa Chakravarti, Director, Botho Emerging Markets Group, Nairobi, Kenya made a detail presentation on the emerging opportunities in the African continent.

10th IPLEX 2019 (International Plastics Exposition) Exhibition – August 23-25, 2019 – Bangalore International Exhibition Centre (BIEC), Bangalore

The Council participated in the 10th edition of International Plastics Exposition (IPLEX) 2019 which was held at the Bangalore International Exhibition Centre (BIEC), Bangalore from August 23-25, 2019.

The IPLEX 2019 Exhibition was inaugurated by Shri. D.V. Sadananda Gowda, Hon'ble Union Minister for Chemicals & Petrochemicals, Government of India, the Chief Guest by watering a plant to emphasize the plastic industry's concern for the environment. Shri. Vijay Kumar, President, Karnataka State Plastic Association (KSPA) welcomed the dignitaries and delivered the Welcome Address.

In a special address, Shri. Ravish Kamath, Chairman, PLEXCONCIL, emphasized on the pivotal role played by Plexconcil in promoting exports of Plastic Products from India. He also stated the Council's role in assistinv new entrepreneurs and facilitating the MSME sector in identifying export opportunities and markets across the Globe. The Chairman highlighted the importance and benefits of exports; schemes & policies of the Ministry of MSME and the Department of Commerce, Government of India, benefitting exporters; understanding the process to avail subsidies provided by Government of India; benefits of enrolling for Council membership and the importance of participating in the forthcoming CAPINDIA 2019 Exhibition scheduled to be held in Mumbai. The Chairman also requested the Chief Guest, Shri. D.V. Sadananda Gowda, Hon'ble Union Minister for Chemicals & Petrochemicals, to ensure full availability of raw materials (feed stock) from the MRPL Unit in Mangalore to the Karnataka Plastic products manufacturers, to help them to be more competitive in both domestic and global markets.

The Chief Guest, the Hon'ble Union Minister for Chemicals & Petrochemicals, Government of India, Shri. D.V. Sadananda Gowda, in his address, congratulated the Organizing Committee and highlighted the need for sustainable development, keeping in mind the industry's growth as well as environment protection. The Chief Guest said that the confusion in the minds of people across the country with regard to the ban on single-use plastics and other areas of concern need to be addressed. Changing the term "Plastics" to "Polymer" could work wonders for the industry, which he felt would address the confusion. He emphasized that Plastics is a wonder material which has revolutionized the world, which was present in a wide range of applications. The Hon'ble Union Minister also said that his Ministry was planning to start Plastic Management Centres in four cities in India, one of which will be in Bangalore. He said CIPET's new R&D Centre in Bangalore was also under completion and would opened soon for the benefit of the Plastic Industry. On Council Chairman's request for support on the availability of raw materials (feed stock) from MRPL, the Hon'ble Union Minister said that the matter will be addressed suitably.

Other dignitaries who graced the occasion and visited the booths include Shri. Kashinath Jha, I.A.S., Joint Secretary DCPC, Shri. Jignish N. Doshi, President, PlastIndia Foundation Shri. Harendra Rajora, Vice President, HMEL, Shri. P. Murugesan, Executive Director, GAIL (India) Ltd, Shri. Avinash Verma, Managing Director, OPAL, Dr. S.K. Nayak, DG-CIPET & Chairman, IPLEX Organizing Committee, Shri. M. Kalikrishna, Executive Director, IOCL, Shri. C.R. Janardhana, President, FKCCI, Shri. R. Raju, President, KASSIA, and Shri. Hariram Thakkar, Convener, IPLEX 2019.

The organizers allotted the Council a complimentary booth of 9 sqm that served as a platform for membership mobilization.

1st Meeting of Chemicals & Petrochemicals Advisory Forum – August 27, 2019 – FICCI Federation House, New Delhi

A meeting was held under the Chairmanship of Hon'ble Minister (Chemicals & Fertilisers), Shri D.V.Sadananda Gowda and also present were the Hon'ble Minister of State (Chemicals & Fertilisers), Shri Mansukh Mandaviya, Secretary Department of Chemicals & Petrochemicals, Shri P. Raghavendra Rao, Joint Secretary (Chemicals), Shri. S.K. Biswas, and senior representatives from various Associations from the Chemicals and Petrochemicals sector.

Some of the major issues highlighted at the meeting by the various Association included the need to bridge the demand & supply gap for plastic raw materials, the delays in getting environmental clearances for setting up a unit in the chemicals sector, the need to have a relook at various FTAs, which have resulted in inverted duty structures, speedy implementation of PCPIRs etc.

Plexconcil highlighted issues regarding the urgent need for a Technology Upgradation Fund (TUF) for the plastic processing sector, implementation of BIS Standards for finished plastic goods, availability of plastic raw materials to exporters on deemed export basis by PSU companies such as IOCL, allowing import of post industrial PVC surplus on actual user basis for manufacture and export of PVC Floor coverings, need for setting up a regulatory body to address high inland haulage charges, and the issue of FTAs, particularly with ASEAN and SAARC countries which are hurting domestic industry.

Council's Export Awareness Seminar – 30th August 2019 – Patna, Bihar

A seminar was organized by the council, in association with MSME-DI Patna, ECGC, Indian Oil Corporation Ltd., Bihar Industries Association at Patna, Bihar, on 30th August 2019 and the following dignitaries spoke at the seminar.

- Mr. K.P.S. Keshri, President, Bihar Industries Association
- Mr. Ram Lall Khetan, Former President, Bihar Industries Association
- Mr. Vishwa Mohan Jha,Director-in-charge, MSME Di, Patna
- Mr. Debabrata Khastagir, General Manager (Zonal PC Sales), IOCL
- Mr. Alak Mazumder,Deputy General Manager, Petrochemicals-Marketing, IOCL, Mr. Prakash Kumar, Assistant Manager, ECGC made a presentation about the role and services provides by ECGC while Mr. Sanjeev Kr. Verma, Assistant Director, MSME DI, Patna made a presentation on the various export promotion schemes under MSME.

Mr. Amit Pal, COA member Plexconcil spoke about the benefit of exports and how to market any product internationally and Mr. Nilotpal Biswas, RD, PLEXCONCIL spoke about services offered by PLEXCONCIL and export potential of plastic goods.

Regarding IGST refunds mechanism to verify the IGST payments for goods exported out of India in certain cases

CBIC Circular No. 12 dated 29.05.2018 states that the interim solution to tide over the difficulty faced by exporters for the first 9 months after introduction of GST i.e till 31.03.2018. Although exporters have benefited from the procedure prescribed in the satid circular, and the incidence of such errors have greatly reduced. However, some exporters continued to repeat the same error while filling GSTR 3B on account of which their records are yet to be transmitted to Customs Systems.

In order to overcome the problems faced by the exporters, CBIC in consultation with the GST Law Committee has decided that the solution provided in the circular no. 12/2018 – Customs dated 29.05.2018 would be applicable mutatis mutandis for the Shipping bills filled during FY April 2018 to March 2019 as well.

Thus, Cumulative IGST Payment for GSTR1 & GSTR3B would now be active for the period April 2018 to March 2019.

For Custom Circular No. 25/2019-Customs Dt. 27.08.2019 please click on below link:

http://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2019/Circular-No-25-2019.pdf

For Circular No. 12 Dt. 29.05.2018, click on below link:

http://www.cbic.gov.in/resources//htdocs-cbec/customs/cs-circulars/cs-circulars-2018/circ12-2018cs.pdf
The said circular is available for reference on http://plexconcil.co.in/images/circulars/GSTR_3B.pdf

Sabka Vishwas - Legacy Dispute Resolution Scheme notified to be operationalized from 1st September 2019

The Hon'ble Finance Minister during her Union Budget 2019-20 presentation had announced the "Sabka Vishwas-Legacy Dispute Resolution Scheme, 2019". The objective of the scheme is to settle the unresolved issues pertaining to pre-Goods and Services Tax (GST) regime.

The said Scheme has been notified and operationalized from 1st September 2019. The Scheme would continue until 31st December 2019.

Important aspects of the scheme are highlighted as follows:

- Government expects the Scheme to be availed by large number of taxpayers to close their pending disputes relating to legacy Service Tax and Central Excise cases that are now subsumed under GST so they can focus on GST.
- The two main components of the Scheme are dispute resolution and amnesty. The dispute resolution component is aimed at liquidating the legacy cases of Central Excise and Service Tax that are subsumed in GST and are pending in litigation at various forums. The amnesty component of the Scheme offers an opportunity to the taxpayers to pay the outstanding tax and be free of any other consequence under the law.
- The most attractive aspect of the Scheme is that it provides substantial relief in tax dues for all categories of cases as well as a full waiver of interest, fine or penalty. There is also a complete amnesty from prosecution.
- For all the cases pending in adjudication or appeal – in any forum - this Scheme offers a relief of 70% from the duty demand if it is Rs.50 lakhs or less and 50% if it is more than Rs. 50 lakhs. The same relief is available for cases under investigation and audit where the duty involved is quantified and communicated to the party or admitted by him in a statement on or before 30th June, 2019.
- Further, in cases of confirmed duty demand, where there is no appeal pending, the relief offered is 60% of the confirmed duty amount if the same is Rs. 50 lakhs or less and 40%, if the confirmed duty amount is more than Rs. 50 lakhs. Finally, in cases of voluntary disclosure, the person availing the Scheme will have to pay only the full amount of disclosed duty.
- As the objective of the Scheme is to free as large a segment of the taxpayers from the legacy taxes as possible, the relief given thereunder is substantial.

Important Circulars and Notifications

The Scheme is especially tailored to free the large number of small taxpayers of their pending disputes with the tax administration and hence the Government urges taxpayers and all concerned to avail the Sabka Vishwas - Legacy Dispute Resolution Scheme, 2019 and make a new beginning.

In this regard, CBIC has also issued the relevant notifications which are available for reference using below links:

- 05/2019-CE(NT), dt. 21-08-2019 for Rules under SVLDRS, 2019 (http://www.cbic.gov.in/resources//htdocs-cbec/excise/cx-act/notifications/notfns-2019/cx-nt2019/ce-nt05-2019-new.pdf)
- 04/2019-CE(NT), dt. 21-08-2019 for Implementation of Sabka Vishwas (Legacy Dispute Resolution) Scheme (SVLDRS), 2019(http://www.cbic.gov.in/resources//htdocs-cbec/excise/cx-act/notifications/notfns-2019/cx-nt2019/ce-nt04-2019.pdf;jsessionid=9D6FBB147903B36DD8A3DA91FE806022)

The said circular is available for reference on http://plexconcil.co.in/images/circulars/sabka_vishwas.pdf

International News

Japan's Toshiba Machine to become Shibaura Machine in 2020

Japanese machinery maker Toshiba Machine Co. Ltd. is changing its name to Shibaura Machine Co. Ltd., effective April 1, 2020. Toshiba Machine stockholders approved the name change during a general meeting in June, the company said. It will make a gradual shift to Shibaura Machine throughout the next year.

Takahiro Mikami, president of Tokyo-based Toshiba Machine, said the new name takes the company back to its roots. "We were founded in 1938 as Shibaura Machine Tool Co.," he said in a statement. Decades later, in 1961, Shibaura Machine merged with a corporate spinoff to form Toshiba Machine.

The move also follows previous steps to achieve independence from Toshiba Corp., the former parent company and top shareholder. In March 2017, Toshiba Machine bought back stock owned by Toshiba Corp., enabling a split from the parent company. It said its separation from Toshiba Corp. "has been seamless, with no impact to the company's operations, customers, shareholders, employees or business partners, nor the value of Toshiba Machine's stock," a Sept. 9 news release said. It expects a smooth transition to Shibaura Machine as well. "Our goal as Shibaura Machine is to be a supplier of the highest quality machinery and systems, one that is well-positioned to grow and contribute to the global economy for decades to come," Mikami said.

The company will be at K 2019 in Düsseldorf, Germany, next month at Hall 15, Booth B4.

Bio-based thermoplastics applications including packaging, consumer products, sporting goods and technical parts at K 2019

FKuR will be showcasing its expanded portfolio of bio-based thermoplastics for a growing range of applications including packaging, consumer products, sporting goods and technical parts at K 2019. Current additions to the portfolio include two glass-reinforced grades within the Bio-Flex and Terralene product family, both with high rigidity, and three Terraprene TPE grades, one of which is characterised by its high bio-content, while the other two are oil-free.

Carmen Michels, Member of the Executive Board of FKuR, said: "At K 2019 we present ourselves as one of the suppliers with the world's broadest portfolios of biodegradable and bio-based plastics, for all processing methods from injection moulding, profile and film extrusion, blow moulding and thermoforming, right through to 3D printing. The addition of glass fibre-reinforced bioplastics and oil-free and bio-based TPE grades to our portfolio now opens up additional market segments for these sustainable materials, especially in the broad range of technical applications."

Source: Plastemart.com

Growth in Asia to drive recycled thermoplastics demand in automobile industry

Unceasing growth in gross domestic product and improved living standards in the Asian countries will drive recycled thermoplastics demand in the automobile industry, as per GMI Insights. In 2016, developing countries such as India, China and Japan accounted around 40% of the global private and commercial automotive sales. This positive trend is anticipated to continue and will bolster the recycled thermoplastic market in future. Steady growth in the Asian automotive industry owing to significant production and sales of vehicle in the re-

gion will boost the recycled thermoplastic market as the product are used in the indispensable parts of every automobile. The construction industry output is anticipated to reach over US$4.5 trillion over the forecast timeframe in Asian region. This is all due to the extensive inflow of FDI and supportive government regulations and will substantially stimulate the market demand in coming years.

The U.S Recycled thermoplastic market will capture over US$16 billion by 2025, as per GMI Insights. Expansion in various industries such as packaging, medical and automotive & transportation in the country will boost the market demand in forecast period. Upsurge in construction activities in emerging economies due to the substantial population growth coupled with increasing demand for housing facilities will act as booster for recycled thermoplastic market growth over the next few years. The product is mostly used to make doors, panels, window railings, fixtures, sidings, etc. and these products are further used in construction sector for building designing.
Source: Plastemart.com

LyondellBasell in JV to build US$2.5 bln petrochemical and plastics complex in China

Houston petrochemical maker LyondellBasell is starting a new joint venture to build a US$2.5 bln petrochemical and plastics complex in China. The 50-50 partnership is with the Liaoning Bora Enterprise Group to create a range of plastics in the northeastern Chinese city Panjin. This new complex in Panjin will include a 1.1 million ton ethylene cracker and manufacture 800,000 tpa of polyethylene, 600,000 tpa polypropylene and 350,000 tpa of styrene. The joint venture could invest up to US$12 billion over 10 years through additional phases. Liaoning Bora has already started construction and the project is expected to be completed by the end of 2020.

“China is the largest, fastest-growing market in the world for our core products,” said LyondellBasell Chief Executive Bob Patel. “The formation of this JV with a well-respected Chinese company allows us to increase our flexibility to produce these products closer to the customer. We see tremendous opportunity to create additional value and potentially grow further in this very important market.”
Source: Plastemart.com

Saudi Arabia’s Sabic unable to meet polymer orders

Sabic on 15 September said petrochemical feedstock supplies will be curbed for its subsidiaries in the aftermath of attacks on two key oil installations in Saudi Arabia. The weekend attacks at the Abqaiq plant, the world’s largest crude processing facility, and the Khurais oil field infrastructure forced state-owned Saudi Aramco to shut in 5.7mn b/d of crude output.

Sabic cancelled September polymer orders for some of its Asia-Pacific and Middle East customers, citing unforeseen production issues. Sabic is unable to draw on sufficient polymer stocks to meet its shortfall.

Sabic subsidiaries produce polyethylene (PE) and polypropylene (PP) in the Saudi petrochemical hub of Jubail, where the feedstock shortage is the most acute. Saudi Kayan, a Sabic affiliate in Jubail, is severely affected by the production cuts. It said its feedstock allocation will be reduced by 50pc.

Saudi Kayan produces 400,000 t/yr of high-density polyethylene (HDPE), 300,000 t/yr of low-density PE (LDPE) and 350,000 t/yr of PP. It also produces 1.48mn t/y of ethylene and 630,000 t/y of propylene to support its derivative polymer, ethylene oxide and ethylene glycol production. Sabic yesterday informed customers it is unlikely to offer significant PE and PP volumes for October. Sabic typically offers new cargoes at the end of the month for its Asia-Pacific and Middle East customers.

Customers in Asia are now weighing their options to meet their October requirements and making various enquiries to PE and PP producers in southeast Asia, South Korea, India and the US.

Fellow Saudi producer Sadara said yesterday it expects feedstock supplies to be curtailed by 16pc. It operates a 750,000 t/yr linear LDPE/HDPE plant and a 350,000 t/

yr LDPE unit in Jubail. Sadara, a joint venture between Aramco and US producer Dow, produces downstream petrochemicals such as polyols, isocyanates and glycols utilizing a mixed feed cracker.
Source: argusmedia.com

Coca-Cola swapping 4,000 metric tons of shrink wrap for cardboard in western Europe

In a bid to reduce plastic packaging waste and remove unnecessary plastic from its secondary packaging, Coca-Cola European Partners will be replacing plastic shrink wrap with cardboard for its can multipacks across Western Europe.

The move will see the removal of approximately 4,000 metric tons of single-use plastic per year across the region, the company announced Sept. 19. Plastic shrink wrapping is used to keep individual products together while they are being transported and sold to customers as multipacks. Harder to recycle than other types of plastics, shrink wrapping generally ends up in landfills, as many markets lack collection schemes for the product.

Coca-Cola said it would replace the shrink wrap with "100 percent recyclable, sustainably sourced cardboard, with either an FSC (forest stewardship council) or PEFC (program for the endorsement of forest certification) certification."

As part of the move, the beverage giant said it had conducted extensive R&D work to identify the appropriate cardboard packaging format for each multipack size.
The company's longer-term goal is to make all the secondary packaging in its supply chain as sustainable as possible, by working with its suppliers on innovative technical solutions.

"We know that consumers are seeking more sustainable alternatives for packaging. We are committed to removing all unnecessary single-use plastic from our products," said Joe Franses, VP sustainability at Coca-Cola European Partners.

The move supports Coca-Cola's "Action on Packaging" commitments to make 100 percent of its packaging recyclable or reusable by 2025 — a pledge outlined in its sustainability action plan for Western Europe, This is Forward.

The company announced another western European initiative in June which would see all Coca-Cola's Honest, Glacéau Smartwater and Chaudfontaine brands sold in bottles made from 100 percent recycled plastic. They will transition between the end of 2019 and 2020, in a move that will replace 9,000 metric tons of virgin plastic per year across the region, according to the company.

Coca-Cola has also committed to ensure that at least 50 percent of the material used for PET bottles comes from recycled plastic. In 2018, 98 percent of Coca-Cola's packaging in Western Europe was recyclable and more than 37 percent of the plastic used came from recycled sources, according to the company.
Source: PlasticsNews.com

Italian plastics machinery companies see sales slowdown

The Italian plastics and rubber machinery sector has registered declines in both exports and imports, according to the half-year figures released by the Italian statistics institute ISTAT. Machinery imports for the first six months of the year fell 17 percent year-over-year while exports slowed by about 5 percent, said the Italian plastics and rubber machinery association Amaplast, citing ISTAT figures.

Most significantly, said Amaplast, trade shrank with Italy's principal and historic business partner Germany. The supply of Italian machinery to German processors fell 26 percent year-over-year while imports from Germany declined by a third.

Amaplast did not provide specific figures for the level of trade between the two countries, but said the drop came "as no surprise." The slump, it said, was "an accurate reflection" of Germany's economic slowdown, in particular in the industrial sector. While overall imports declined, particularly from major European suppliers such as Germany, Austria, France and Switzerland, purchases from Asian suppliers, led by China and Japan, improved slightly.

In terms of exports, the figures for flexographic printing machines and extruders showed an upward trend while the market for foam machinery remained subdued.

Sales to the Asian market were also strong with a 10 percent overall growth led by a boost in trade. Exports to China rose 39 percent while Thailand and Indonesia increased imports by 55 percent and 110 percent re-

spectively. Sales to India, on the other hand, dipped 1 percent.

The Italian association said the global trade conditions and instability had led to a "less than optimistic outlook" among Italian machinery makers, as reflected in the Amaplast summer survey. "Overall, there is concern for a postponement or reduction in orders by customers," the association added.

Stating that the current market conditions were not encouraging, Amaplast President Dario Previero said the Italian machinery sector had "great hopes" for the upcoming K 2019 trade show, in Düsseldorf, Germany, Oct. 16-23.
Source: PlasticsNews.com

Novamont wins 2019 Innovation in Bioplastics award

The Bioplastics Division of the Plastics Industry Association (PLASTICS; Washington, DC) announced today Novamont as the winner of the 2019 Innovation in Bioplastics award. The company developed the Mater-Bi family of bioplastic polymers from plant-based feedstocks. Products made of Mater-Bi are used in many different sectors, providing unique solutions to specific environmental problems. Mater-Bi is suitable for processing by the most common conversion technologies, including blowing, casting, extrusion/thermoforming and injection molding.

"We are honored to present the Innovation in Bioplastics award to Novamont, recognizing their years of work in the development of sustainable polymers," said Patrick Krieger, Director, Regulatory & Technical Affairs, at PLASTICS. "Mater-Bi embodies the three categories by which entrants are evaluated: Sustainability, innovation and commercial impact. Products made from Mater-Bi have reduced carbon footprints and supported alternative, sustainable end-of-life options for products and-packaging," said Krieger.

The compostable applications made of Mater-Bi include grocery and produce carrier bags, cutlery, food packaging and more. According to Europe's EN 13432, ASTM D6400 and other international standards, Mater-Bi has characteristics very similar to those of traditional plastics.

"The intrinsic biodegradability of Mater-Bi products is a factor that can mitigate ecological risk," said Catia Bastioli, Chief Executive of Novamont. "Our approach seeks to prevent the pollution of waterways and the marine environment."

The Innovation in Bioplastics award is announced annually during the Bioplastics Division's Bioplastics Week. Bioplastics Week is a social media–driven initiative created to increase the visibility of bioplastics and educate people about the many benefits of bioplastics.

Novamont is also very active in the local community through composting of food waste that can be bagged in Mater-Bi bags, for example. Earlier this summer, the Sustainable Fairfield Task Force (SFTF) and Recycling Department and Commission in Fairfield, CT, launched a new composting program to cut down on food waste, which is a major source of the greenhouse gas methane. It encourages residents to make the most of their food waste either through home composting or curbside pickups.

To promote at-home composting, SFTF member Mary Hogue and Fairfield resident Dan Martens, Vice President of Novamont North America, held seminars to demonstrate how to compost food scraps at home. Attendees received a free under-sink composting bin and biodegradable and compostable bags made of the company's Mater-Bi.

"On behalf of Novamont North America, we are honored to receive the prestigious Innovation Award from PLASTICS," said Dan Martens, Vice President, Novamont North America. "Research and development, teamed with environmental science, can positively impact commercial activities and everyday life. We at Novamont will continue to work in that direction for the betterment of our integrated global community."
Source: PlasticsToday.com

Aptar partners with PureCycle to accelerate integration of ultra-pure recycled PP into Dispensing Solutions

AptarGroup, Inc., a global leader in dispensing, drug delivery and active packaging solutions, announced today that it has partnered with PureCycle Technologies, to prepare for the introduction of PureCycle's Ultra-Pure Recycled Polypropylene (UPRP) into dispensing applications. PureCycle's ground-breaking, patented recycling process, developed and licensed by Procter & Gamble, separates color, odor and any other contaminants from

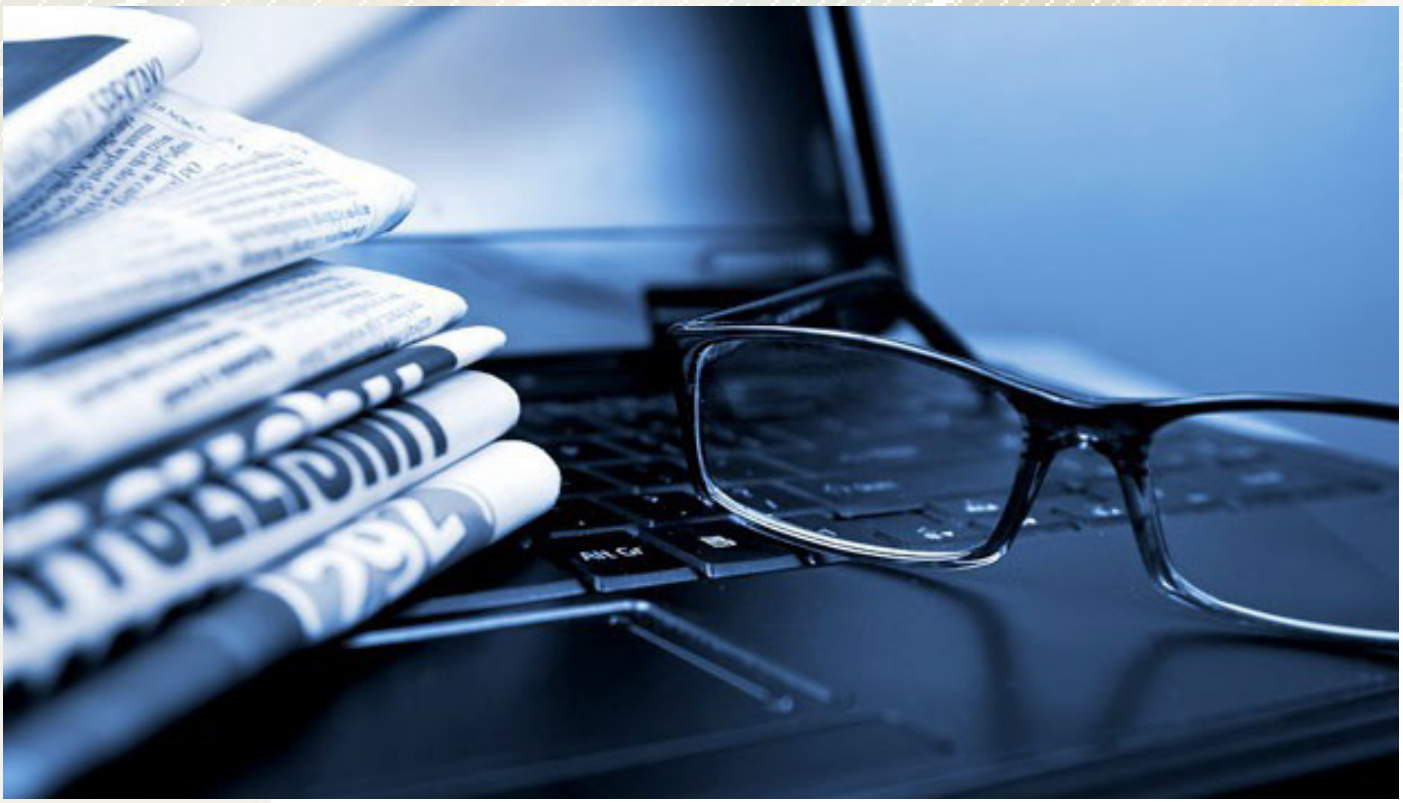
plastic waste feedstock to transform it into UPRP resin with virgin-like properties. This process fully closes the loop in the reuse of recycled plastics while making recycled plastics more accessible at scale to companies desiring to use a sustainable, recycled resin.

Over the next three years, Aptar, an expert in transforming resin into products that delight consumers, will collaborate with and provide critical feedback to PureCycle regarding the transformation process of its UPRP. In addition to providing detailed feedback into how the resin performs during the transformation process, Aptar will play an integral role in helping PureCycle prepare for the food grade requirements in Europe.

"We are pleased to partner with PureCycle Technologies to introduce UPRP into our ever-growing portfolio of dispensing systems. Customers are seeking robust solutions when it comes to sustainable packaging, especially in the food and cosmetics markets, and we believe there are many applications for UPRP that will satisfy those unmet needs," stated Stephan Tanda, President and CEO of Aptar. "This critical partnership further reinforces our commitment to supporting a circular economy where products and materials are reused or recycled and do not become waste."

Aptar will have access to the UPRP resin and will make recommendations and propose solutions to help its customers achieve their sustainable packaging goals. This partnership further integrates PureCycle across the value chain to identify more opportunities for a circular product life cycle.

"Aptar's broad technical expertise, deep market knowledge, and operational preeminence in both the US and European markets will help PureCycle further accelerate our expansion into Europe," said Mike Otworth, CEO of PureCycle Technologies. "This is not only a technical validation of our process, but a commercial validation of our model that plastic waste is valuable and we as a society must act now to make plastics recycling a reality."
Source: Plastemart.com



India News

Total-Corbion forays into Indian market

With the call to dump single-use plastic coming from the prime minister himself, a global leader in biodegradable plastic Total-Corbion has announced its India foray with a technical collaboration with Mangalore-based polymers company Konspec.

Completely biodegradable plastic is made from PLA (poly lactic acid) compounds, and is an alternative to conventional polyolefin-based packaging. While Total is a world energy leader with presence around the globe, the Netherlands-based Corbion is the global market leader in lactic acid and its derivatives, emulsifiers, functional enzyme blends, and algae ingredients among others.

Konspec is a Rs 200-crore polymers and chemicals player and is the technical collaborator for the MNC. Under the agreement, Total-Corbion will launch completely biodegradable and compostable option for plastic and will operate through Konspec, which will import PLA and create compounds according to the specific needs of domestic users - airports and airlines, large hotels, the railways, FMCG players, food aggregators and e-commerce players.

“India has a huge potential to utilize a large share of the 75,000 tonne PLA produced at Total-Corbion’s Thailand plant in Rayong. We are confident of beginning 5-6 ‘light house’ projects immediately in over the next months itself,” Konspec’s chief executive Vinod Bondal said, adding he is also the exclusive technical collaborator for Nepal and Bangladesh.

“We have been meeting several Indian brands across sectors. The idea is to work with all leading airports, FMCG brands, retails giants and delivery chains among others to create an opportunity of a circular economy of waste management...because of non-disclosure agreements, I cannot name any,” Stephane Dion, Total-Corbion’s global chief executive for PLA and bio-plastics told PTI.

PLA-based compounds when used for plastic is completely biodegradable, though the application would require several technical studies through light house projects across companies from each sector to ensure the right compounds for each application is arrived at. A light house project is a closed loop spotlight and industry exclusive pilot with specific sectors that are high on the plastic consumption cycle and yet can be converted into a closed loop of circular economy and a waste-to-wealth programme where waste can be re-acquired and recycled or converted into energy, or composted and returned to the soil as fertiliser.

Total Corbion will be supplying resins and compounds as solutions to provide rigid and flexible packaging in tandem with existing vendors to create containers and biodegradable alternatives to plastic. Bondal said while the global single use plastic at over 5 trillion tonne per annum, supply of biodegradable plastic worldwide is a mere fraction of it. A gradual adaptation would ensure a step-by-step progress towards a viable replacement option that is environment and ecosystem friendly. India alone can easily become a 2 million tonne per annum market if correctly adapted, he said.

The move comes amidst Prime Minister Narendra Modi's call for ending single use plastics from October 2, and also government tightening plastic rules with extended producer responsibility or EPR, which makes it increasingly important for large brand owners to take up the responsibility of finally disposing off the plastic used.
Source: Business Standard

Spooked by Modi's plastic ban, India Inc seeks clarity, exemptions

The plans have stoked fears among consumer firms, which, use plastic in packaging for everything from sodas and biscuits to ketchup and shampoo

Companies in India will seek exemptions from the government's planned ban on certain plastic items, fearing the move will disrupt supply chains and raise costs ahead of a festive season, according to sources and an industry document seen by Reuters.

India is likely to impose a nationwide ban on plastic bags, cups, small bottles, straws and some types of sachets next month as part of Prime Mtinister Narendra Modi's efforts to reduce use of pollution-causing, single-use plastic. But the plans have stoked fears among consumer firms, which, use plastic in packaging for everything from sodas and biscuits to ketchup and shampoo.

"This has created an existential issue for multiple sectors," said the Confederation of Indian Industry (CII), a lobby group, in a two-page draft note, seen by Reuters, which is likely to be finalised and sent to the government in the coming days.

The CII will ask the government to consult industry executives and define what will be categorized as single-use plastics, while also pitching for some exemptions, according to the note. It says small-sized plastic bottles used for pharmaceutical or health products should be exempted as there is no alternate available. Sachets made from so-called multi-layered packaging should also not be banned, as that could disrupt supplies of key products such as biscuits, salt and milk, the CII draft says.

A senior Indian government official said several industry representations were being reviewed, but the aim was to "get rid of the menace of plastic pollution" without causing disruption.

"The ban has ramifications for all sectors like food processing, dairy, garments, toys," said Jayesh Rambhia of All India Plastic Manufacturers Association, which has 22,000 companies as members. "People, and companies, are pulling their hair today."
Source: Economic Times

IOC and Haldia Petro's planned refining and petrochem projects delayed by problems with land acquisition

Indian state-controlled refiner IOC and private-sector Haldia Petrochemicals (HPL) have hit delays in planned refining and petrochemical projects because of problems with land acquisition, as per Argusmedia.com. The projects, both in Odisha, need a combined 6,000 acres (60km²) of land, but the state government has only made a small amount of this available. It typically takes at least five years after land allocation and clearances before a project can be commissioned, IOC said.

IOC is planning to expand its 300,000 bpd Paradip refinery to 500,000 bpd to feed a proposed petrochemical complex, including a naphtha-based cracker, 1.2mn tpa purified terephthalic acid (PTA) plant, 108,000t tpa polyester staple fibre plant, dual-feed cracker and

petroleum coke gasification plant. The company has sought about 4,000 acres of land for the expansion, but the state government can only provide 800 acres.

IOC in February commissioned a 680,000 tpa polypropylene plant at Paradip and has awarded construction contracts for a 357,000 tpa monoethylene glycol (MEG) plant and 180,000 t/yr ethylene recovery unit to private sector L&T Hydrocarbon Engineering. These plants are targeted for start-up by 2021, while the PTA plant may be commissioned by 2022, regardless of the delays to land acquisition for the cracker project. IOC and other Indian refiners are increasingly focused on petrochemical investments as government efforts to boost electric vehicles cast doubt over transport fuel demand.

HPL is planning to invest at least 300bn rupees ($4.2bn) in a refinery that will run light crude and be integrated with an ethylene cracker and aromatics complex to produce 1.6mn t/yr of paraxylene and 2.5mn t/yr of PTA. The refinery capacity is unclear.
Source: Plastemart.com

ONGC mulls buying out rest of OPaL

India's Oil and Natural Gas Corp Ltd plans to buy out the rest of ONGC Petro additions Ltd (OPaL), majority-owned by ONGC, and launch a public offering if it fails to find a strategic partner for it. ONGC has long tried to bring in a strategic partner in the petrochemical project but failed to strike a deal so far. ONGC's stake in the project could rise to 70% if it converts INR 26 billion of share warrants into equity and to about 93% if it also converted INR 77.78 billion of debentures into shareholdings, Kumar said. ONGC owns 49.36% of the project and gas utility Gail (India) Ltd owns another 49.21%. The remaining stake is held by Gujarat State Petroleum Corp Ltd, a state government-owned gas company, as of March

"We are looking at various options. Our first preference is to convert OPaL into a subsidiary by converting share warrants and debenture into equity if we don't get a strategic partner," Subhash Kumar, ONGC's director of finance told Reuters. "Another option is to merge OPaL with ONGC." ONGC will decide by the end of its fiscal year on whether to make OPaL a subsidiary, he said. "After making it a subsidiary, it will take another two years to list the company," Kumar said.
Source: Plastemart.com

Haldia Petrochemicals to invest Rs 50,000 cr in Tamil Nadu naphtha unit

Haldia Petrochemicals has signed an agreement to invest Rs. 50,000 crore to set up a naphtha cracker unit in Tamil Nadu.

In a bid to attract investors, Palaniswami is on a two-week trip to London, the US and Dubai. Further, during an investor meeting, 16 companies, including Jean Martin, Aquil Systems, Scitus Pharma, Nurray Chemicals, Novitium Labs, Jogo Health, ST LNG, Saram 4, Emerson, Aspire Consulting, Revature-LLC, and Zillion Technologies, agreed to invest around Rs 2,780 crore in the state, said the release. Tamil Nadu has been the leader in renewable energy in India. However, last year, Karnataka overtook the state. The state continues to be the leader in wind power and might regain its position with new projects.
Source: Plastemart.com

BPCL to invest Rs. 25,000 cr in an ethylene cracker unit at Rasayani

State-owned Bharat Petroleum Corporation Ltd (BPCL) will invest about Rs.25,000 crore to set up an ethylene cracker plant at Rasayani, 50 kilometres from its Mumbai refinery, as the firm pushes further into the petrochemicals business to fuel growth. The share of petrochemicals in BPCL's portfolio is currently "around 1%" as the refiner mostly focussed on transportation fuels so far. But, with electric vehicles coming in, the firm reckons that "it is likely to have some impact on transportation fuels. We are now thinking of diversifying more into petrochemicals. Our plan is to move from 1% to 10%

and, if possible, go up to 15%. This is what the existing configuration of our refineries will allow us. The existing configuration cannot be tweaked to a large extent to achieve higher percentage of petrochemicals unlike a new refinery," D Rajkumar, BPCL's Chairman and Managing Director, said.

India's second biggest fuel retailer is currently in the midst of modernising its Mumbai refinery and shifting some of its non-process related facilities such as the LPG and POL plants to Rasayani, where it is buying land from Hindustan Organic Chemicals Ltd (HOC) to set up these units. "The main thing for Rasayani is petrochemicals which will be done in two phases. In the first phase, we will put up the LPG and POL plants and replace the old Catalytic Cracking Unit (CCU) and Fluidized Catalytic Cracking Unit (FCCU) with a modern Petro Resid Fluidized Catalytic Cracking Unit (PRFCC), which will produce Propylene," R Ramachandran, director (refineries), BPCL, said. The LPG and the POL plants will cost about Rs.2,000 crore and the Polypropylene plant will be about Rs.4,500 crore.

"We are not stopping there. We have in mind a second phase which mainly involve setting up an Ethylene cracker plant that is also connected to the refinery which will require an investment of about Rs 25,000 crore. We are planning for that two years from now. We have a first stage clearance from the board for the Ethylene cracker plant and we are starting a feasibility study on that," Ramachandran said.

BPCL is looking to buy some 1,000 acres of land from HOC for the Rasayani facility. BPCL will commission its Rs. 5,236 crore Propylene Derivative Petrochemical Project (PDPP) at Kochi refinery for manufacturing niche petrochemicals in the next six months. To expand its product portfolio further, BPCL is investing Rs.11,130 crore to set up a facility in Kochi refinery for manufacturing Polyols, Propylene Glycol and Mono-Ethylene Glycol.

Source: Plastemart.com

Countdown to K 2019 Begins

The flagship fair for the Plastics & Rubber Industries focuses on innovative materials and technologies, digitalization and circular economy

Firmly set to repeat the vastly successful performance of K 2016, K 2019, like its predecessors, will provide a strong impetus for future developments. The K Fair is held every 3 years and is considered as one of the most important industry fair in the world renowned for its stellar performance characteristics, industry moving conferences and forums, and unparalleled business opportunities.

The World's No.1 Trade Fair for Plastics and Rubber will be held from 16 to 23 October at the Düsseldorf Exhibition Centre and will feature over 3,000 exhibitors from 60 nations. The show is expected to receive over 230,000 visitors from 161 countries are expected to be present at the show.

The focus of the upcoming edition of the trade fair are resource and energy efficiency from the ecological and economic points of view. Problem solutions, renewable raw materials, nano-scale particle infused plastics and rubbers, fiber technologies will be under the spotlight in 2019. The 2019 edition is set to witness exhibitor's innovations and many accompanying events that will highlights the interconnection between the digital world, production processes and new product developments as well as on the promotion of the circular economy.

Participants from all over the world will also present their latest products from the categories list below:

- Raw materials and auxiliaries
- Semi-finished goods, technical components and reinforced plastic products
- Machines and equipment for the plastics and rubber industries
- Services Research and Science

Visitor target groups

Plastic product manufacturing, Chemical industry, Rubber manufacturing / processing, Machinery construction, Packaging / distribution, Vehicle construction / aerospace, Electronics / electro technology, Construction / building and living, Medical technology / precision engineering / optics, ICT, Energy technology / photovoltaics, Agriculture, Sports / leisure, Other industries, Trade, services, Universities, technical colleges, Craft

Werner M. Dornscheidt, CEO and President of Messe Düsseldorf, and his team are delighted that companies from the plastics and rubber segment have again selected the K trade show as their perfect platform for their corporate success: "One thing is already clear: K 2019 will again provide a comprehensive overview of the global market. Thanks to its unrivalled internationality, both in terms of exhibitors and visitors, and because it covers a unique product and service range, this tri-annual trade show has a special status among global trade shows and provides the perfect stage for pioneering presentations."

Trendsetting Topics at K 2019

Reflected by the impressive feedback from the global industry, K 2019 underlines its pivotal role by addressing the most important issues that concern the industry. A special show "Plastics shape the future" will present pioneering areas of application for polymer materials and a closer look at how these materials with their diverse properties are affecting modern environments.

Four hot topics have been chosen for K 2019 by the academics and experts from the K 2019 Innovation Group: Plastics for Sustainable Development & Circular Economy, Digitisation and the Plastics Industry 4.0, System Integration: Functionality through Material, Process and Design, and Young Talents in the Industry.

Show Highlights

Interactive hall plan

The interactive hall plan covers both indoor and outdoor premises and each hall can be accessed with a simple tap with a continuous zooming function allowing you to focus on individual stands and view all the information about exhibitors and their products.

My Organizer

Using the My Organizer function, visitors just need a few taps/clicks to compile a list of interesting exhibitors, so that they can plan their route through the halls in detail before they arrive.

New Matchmaking Tool

One major element of K in Düsseldorf is international networking. The new smart Matchmaking Tool provides an ideal platform for finding new contacts quickly and conveniently and for networking with them. The tool suggests suitable contacts straightaway, enabling you to get in touch with them and arrange to meet during the trade fair.

The K App: The entire K world to take home

The free K App makes all the important information about K available on a mobile device in English and German, providing exhibitor and product searches (also off-line), trade fair and exhibitor news, specials and the interactive hall plan, as well as the My Organizer and matchmaking functions.

The K Newsletter

The K 2019 Newsletter provides detailed information in the run-up to the trade fair itself, featuring exhibitors' news together with innovative products, all sorted thematically or according to application, e.g. medical engineering, vehicle construction or packaging.

India Pavilion at K 2019

"Germany is a strategic market for India and for the first time, Plexconcil will lead 47 exporters as part of the India Pavilion at the K 2019 in collaboration with PlastIndia. It is a very prestigious event for our council as we have been working towards achieving greater exposure for Indian exporters in the global arena, especially for the smaller exporters who stand to gain much benefits from such events. Europe is one of the largest markets for plastics and is characterized by high levels of demand for quality and performance. The K 2019 is not only the most apt occasion for our exporters to meet and interact with their global counterparts, but moreover, experience a high degree of learning of latest trends, innovation, technology and more from the numerous interactive sessions at the fair", **said Ravish Kamath, Chairman, Plexconcil.**

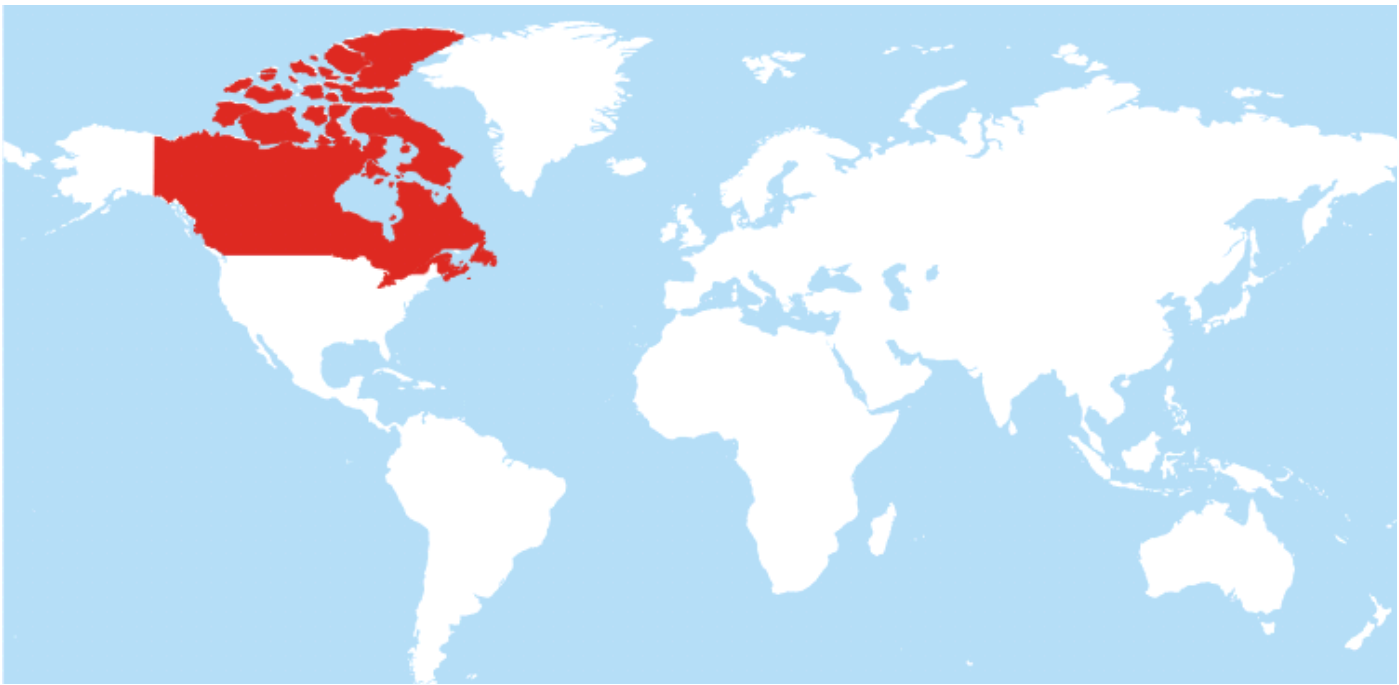
Germany is a world leader is plastics and rubber machinery companies. It is also the largest importer and processor of plastics accounting for nearly 25% of the demand for plastics in Europe. The country is home to over 2900 active plastics processing companies and contributes to 6% of the domestic industrial production. Innovation, R&D, Technology, engineering, highest quality and safety standards are characteristics that define its success.

"Strategically located with access to all of Europe and best served in terms of production facilities and infrastructure, Germany demonstrates a high demand for plastics in packaging, building & construction, automotive, electricals & electronics and other applications. Focused on high quality and engineering precision, the market presents excellent opportunities for plastics products of the best international standards. The K 2019 is an excellent platform to showcase India's manufacturing prowess especially our capacities and capabilities to produce products consummate with global standards of quality and engineering", **said Sribash Dasmohapatra, Executive Director, Plexconcil.**

Industry Speak

Vikram Bhadauria, Managing Director, ALOK Masterbatches Pvt. Ltd In the last few decades, the Indian plastics industry has taken great strides to grow to become a major player in the global plastics industry context. Conscious and sustained efforts of the Indian plastics manufacturers to develop technical edge, achieve superior quality standards and build robust networks across continents, has placed the Indian industry on a global pedestal.

Renewed focus of the Indian government on manufacturing and exports, coupled with the technological advancement of the plastics industry, will not only provide a quantum jump to India's exports but also further the Prime Minister's vision of making India a 5 trillion dollar economy.



CANADA

Economic overview

Canada is the second largest country in the world by territory. Alongside a dominant service sector, Canada also has huge oil reserves and is a major exporter of energy, food and mineral resources. The country has a stable political environment and a strong record of economic growth. While Canada continues to have a strong manufacturing base, representing 28.2% of GDP, the share of services has risen steadily over the past decades and contributes more than 70% of GDP.

As of September 6, 2019, the S&P's rating for Canada is AAA; Moody's rating stands at AAA; and Fitch has a reported rating of AAA.

Canada has trade agreements with Australia; Austria; Belgium; Brunei; Bulgaria; Chile; Colombia; Costa Rica; Croatia; Cyprus; Czech Republic; Denmark; Estonia; Finland; France; Germany; Greece; Honduras; Hungary; Iceland; Ireland; Israel; Italy; Japan; Jordan; Latvia; Liechtenstein; Lithuania; Luxembourg; Malaysia; Malta; Mexico; Netherlands; New Zealand; Norway; Panama; Peru; Poland; Portugal; Romania; Singapore; Slovak Republic; Slovenia; South Korea; Spain; Sweden; Switzerland; United Kingdom; Ukraine; United States and Viet Nam.

India and Canada are discussing Comprehensive Economic Partnership Agreement (CEPA) and Bilateral Investment Promotion and Partnership Agreement (BIPPA/FIPA). The last round of CEPA negotiation was held in Ottawa on February 7-8, 2018, while the last round of BIPPA negotiation was held in New Delhi in November 2017.

Economic indicators		2016	2017	2018
Nominal GDP	USD Billion	1,5303	1650.2	1,711.4
Nominal GDP percapita	USD	42,447	45,224	46,261
Real GDP growth	%	1.1	3.0	1.8
Total population	Million	36.1	36.5	37.0
Average inflation	%	1.4	1.6	2.2
Total merchandise exports	USD Billion	390.0	420.7	450.7
Total merchandise imports	USD Billion	402.9	432.6	459.8

Source: IMF, TradeMap

Trade overview

Canada and India engaged in bilateral merchandise trade worth USD 6.37 billion in 2018. During the year, India's exports to Canada were valued at USD 2.79 billion in comparison to India's imports worth USD 3.58 billion resulting in a trade deficit of USD 783 million to India.

Within plastics, India's exports to Canada stood at USD 146 million in 2018 in comparison to India's imports worth USD 30 million from Canada during the same year.

India's plastics exports to Canada largely comprise of:

- Moulded and extruded goods (31.7%)
- Woven sacks/FIBCs (15.0%)
- Plastics sheets and films (12.8%)
- Plastics raw materials (10.0%)

Canada's annual plastics imports are valued between USD 24-25 billion. Its plastic imports are largely catered to, by United States (57.8%) and China (20.2%). India meets just 0.8% of all plastics imports of Canada. Nonetheless, India has a good standing in some of the plastics product imports by Canada:

- Nets incl fishnets - Market share of 31.6% share (Rank 1)
- Woven sacks / FIBC - Market share of 27.7% share (Rank 1)
- Ropes, twines and cordage - Market share of 12.4% share (Rank 4)
- Tarpaulins - Market share of 2.8% (Rank 4)
- Plastics sheets, films, plates - Market share of 2.2% (Rank 5)
- Leathercloth - Market share of 3.4% share (Rank 6)

Trade potential

Our internal research indicates that India's plastics exports to Canada has the potential to grow by USD 7.0 billion. Product categories, within plastics, that have immense export potential to Canada include:

I am pleased to learn about the Plastics Export Promotion Council' E-magazine. Initiatives like these will boost India's international trade and facilitate in gaining greater visibility for relevant Indian companies on global platform.

With over 2,600 companies employing 82,000 workers, Canadas $24 billion plastics industry is a sophisticated, multi-faceted sector encompassing plastic products manufacturing, machinery, moulds, and resins. The plastics industry is pan-Canadian, though most establishments and output are clustered in the provinces of Ontario, Quebec, British Columbia and Alberta. More Canadian companies are recognizing the importance of India both as a market as well as an export hub. The sector strengths of Canada perfectly match with India's needs. Commercial partnerships with India will greatly benefit Canada in the long term as India's ability to cater to the needs of the Canadian plastic and rubber demand is phenomenal.

The High Commission of India is committed towards promoting "Brand India" and "Make in India" campaigns in Canada to the best of its abilities. Please be assured of our active support and guidance for the successful organization of relevant trade promotion initiatives/events in our area of operation.
Plexconcil

My best wishes to in its efforts in promoting the interest of Indian companies and providing them with optimum trade opportunities abroad.

H.E. Shri. Vikas Swarup
High Commissioner of India
Ontario, Canada

Product Category	Russia's import from India	Russia's import from world	India's export to world	Trade potential for India
	USD Million	USD Million	USD Million	USD Million
Plastic raw materials	18.63	6,855.19	4,498.11	2,377.52
Plastic sheets, films, plates etc	55.83	2,514.55	1,344.62	983.20
Other moulded and extruded items	10.60	2,321.46	619.88	598.16
Medical disposables	2.24	1,876.81	534.33	532.09
Packaging items	10.88	2,015.79	743.21	494.26
Travel ware	2.60	334.40	369.73	282.14
Electrical items	0.45	204.99	292.67	204.54
All types of optical items	6.73	1,050.27	470.52	202.93
Houseware	2.36	763.00	188.12	185.76
Pipes, tubes, hoses etc.	2.42	859.30	181.06	178.64

Source: TradeMap, Plexconcil Research

Industry Speak

Vijay Agarwal, Partner, Bhim Polyfab Industries (KANDOI GROUP)

Canada has excellent demand for the PP Woven sacks, PP laminated sheets for wrapping, FIBC bags and ventilated FIBC Bags and host of other type of speciality bags made out of PP Fabric.

Furthermore, CANADA's business partnership with INDIA is making good progress and we can say that we are the MOST PREFRED NATION because of the long-standing relationship thatboth countries have. Trade with Canada currently is at its peak and besides the products segments mentioned, overall, Canada is an excellent market for us as trade practices are fair and it is a very organized market.

The only or major challenge that as a manufacturer / exporter have face is the credit line needs to be extended for 60-90 days and this becomes quiet a roadblock for us as the working capital required to keep the ball moving is compromised. We do face competition from other Asian countries, where the respective governments extend greater incentives and as a result, their realisation is better.

To elaborate further, exporters from other Asian countries can claim their payments from designated banks as soon as the export order is completed and at a very minimal interest charge. The respective banks interact with the importers and collect the payment in turn.

In our country, ECGC plays a vital role by conducting due diligence exercise with the potential importers and guides us accordingly. On the basis ECGC reports, banks could advance the payments to the exporters like us.

Our industry could certainly much benefit with the intervention and support of our own Government. Identifying and commissioning our banks to make payments to manufacturers/ exporters against proper documentation for business done in Canada, would especially help MSME businesses. Needless to say, due diligence of Canadian companies through their own Chamber of Commerce, High Commissions, banks, etc. is imperative, but in organized markets such as Canada, this can be easily achieved. If such support were indeed granted to our industry, we believe that our exports to Canada would increase manifold. Woven sacks, given its versatility, is a product that has good export potential.

Our products can be easily recycled and once the product is used, it can be reused by customers for multiple application, which comes free of cost and is added value. Recycling and Reusing plastics are the call that most developed countries are focused on, as is India itself. The good news about woven sacks is that not only can they be re-used, but at the end of its lifecycle, it has been recycled very effectively to made into Granules to further use in manufacture of furniture, ropes, twines and also in the injection moulding etc. This is a big advantage and hence our category is unlikely to be impacted with changing environmental regulations in Canada, or elsewhere in the world.

Crowning all that, world class polymers are being manufactured by our leading manufacturers M/s RELIANCE INDUSTRIES LTD, INDIAN OIL CORPORATION and we are able to obtain polymers at international prices which enables us to compete with other global players.

Over the years, we have mastered the art of polymer processing at state-of-the-art plants that are indigenous to our country. Our product quality is rated higher and they are very well accepted in the global market. It is not out of place to mention here that, the Bureau of Indian Standards (BIS) are more stringent and therefore, it helps us to produce high quality materials.

Pradeep Singh Marwaha Managing Director, Allied Instruments Pvt. Ltd.

In your experience, how is doing business in Canada?

Canada is a good market to do business with although it is comparatively a smaller market in terms of export volumes. They have clear custom regulations and people are friendly which makes it a pleasure for us exporters. An added advantage would be that they understand the Indian businesses and that makes a good cultural match for our exporters.

India has less than 1% of Canada's total plastics imports that is valued at USD 24-25 billion in 2018 with more than half the imports coming from USA and nearly a quarter from China. In your opinion, why does India lag behind?

The reason why India lags behind could be attributed to two main reasons:

- Like their European counterparts such as Germany, etc., there is very high emphasis given to the quality of the product. Canadians are very environmentally conscious and hence a lot of importance is given to

ensure that products imported comply with global standards of quality and environmental sustainability. Use of biodegradable plastics, recycling, etc are taken very seriously and it is perhaps our industry's own lack of awareness or insufficient knowledge about Canadian regulations that are barriers to our trade with the country.

- The other factor is that USA, which is our key export destination, imports in much larger volumes from India. This perhaps also leads to lesser focus on Canada as far as exports is concerned.

What is the kind of measures or strategies that are needed to boost exports to Canada?

I believe, we need to educate ourselves with the local Canadian regulations and policies first. As mentioned, being an active propagator and supporter of environmental sustainability, and considering the demand for high quality, the onus is upon Indian exporters to align themselves with Canadian market requirements and regulations to boost exports. Our industry is supported by a lot of incentives from the Government and by raising our own benchmarks, we could well capitalize on opportunities in countries such as Canada.

The Ontario Government has directed its residential recycling program to be converted to Full Producers Responsibility program by 2025. World over, especially governments of developed countries have been taking a strong stand againstuse of plastics with stringent laws on dumping in landfills and oceans as well as burning of plastic waste. What is the likely repercussion on our exports? How ready are we in the face of such growing actions?

With the growing number of regulations world over regarding plastics in general, as a sourcing hub, we primarily need a change in our mind set. Awareness of policies in destination countries regarding the environmental sustainability of plastics continues to be inadequate amongst many exporters. The impact of not aligning with global requirements due to lack of awareness can be huge for especially smaller businesses who do not keep up with world trends.

Testing is another area that still could do with a lot of improvement. It is imperative that not only do we manufacture products of high quality and safety standards, but more importantly, ensure that export merchandise is tested and certified in compliance with globally accepted standards.

The third important point is to install a mechanism in the product that will allow for the product to be tracked through its lifecycle. Something like a simple QR code on a product can easily provide complete details regarding the manufacturing and materials of that product. This is especially important when exporting to countries such as Canada, etc., which place a high level of importance on recycling of plastics. Including a tracking mechanism helps identifying its source materials, which in turn helps in sorting, recycling and further processing.

The good news is that as a country, Canada is fair and allows enough time for companies/ consumers to comply with any new regulation introduced. Hence, our industry also has the opportunity to learn about their requirements and take appropriate action.

What is your wish list from the Indian Government to boost exports to Canada considering that a trade agreement is to take effect?

Foremost, we need to have much better infrastructure that will ease inland logistical issues. As compared to China, where it takes but a few hours for merchandise to reach the port for exports, in India, it takes days. Logistical challenges severely impact lead times and often result in loss of opportunities for exporters. The need of the hour is for faster inland movement of goods.

Furthermore, obtaining certification and testing can be quite expensive and impact the cost of shipping for especially low-priced products, lower export volume and/ or smaller businesses. Providing more centres for testing and subsidies for new entrants could encourage more players to join the industry. It will also immensely help our industry become more compliant with globally recognized quality standards.

Remission of Duties or Taxes on Export Product (RoDTEP)

Sudhakar Kasture
Director, EXIM Institute
(A Division of Helpline Impex Pvt. Ltd.)
E-mail: sk@helplineimpexco.in

Honorable Finance Minister has recently announced the scheme of "Remission of Duties or Taxes on Export Product (RoDTEP)". It was very clearly mentioned that, MEIS scheme has to be discontinued with effect from 31.12.2019 & this new scheme will be applicable from 01.01.2020. The projected allocation for the scheme is Rs. 50,000 Crores. It is also said that, textiles & all other sectors which currently enjoy incentives up to 2% over MEIS will transit into RoDTEP from 01.01.2020.

This scheme however needs deeper analysis. Government has made it clear that the earlier RoSCTL scheme would not continue. However, the new scheme is not different in nature as compared to the RoSCTL.

The basic idea to discontinue MEIS is that it is not WTO compatible. It is accepted & reiterated by Finance Minister & DGFT both that, "We export goods and services, we do not export taxes." The total Indirect taxes can be categorized as under: -

1. Customs duties
2. GST &
3. Other taxes levied by Central & State Government which are not subsumed in GST.

As far as Custom duty is concerned, there is a mechanism of duty drawback on the basis of All Industry rate or Brand / Special brand rate. As far as GST is concerned Input Tax Credit is available. The only aspect which was not considered was other taxes which include central and state taxes on fuel (diesel, petrol, CNG, PNG, and coal cess etc.), electricity duty levied by state, mandi tax levied by APMCs, toll tax & stamp duty on import-export documentation. There might be some minor taxes outside the purview of GST other than those mentioned above. RoSCTL as earlier thought of was aimed at as a refund of these taxes. It is therefore not understandable why the name has been changed when it does not really differ from earlier RoSCTL.

The scheme of MEIS was in the form of "incentive" & therefore was given based on various other considerations such as labor intensive items, items generating employment, items which needed boost etc. etc. Incentives can be termed in many ways & does not need to have specific calculations. The MEIS wording (para 3.00 of FTP 2015-20) clearly says "The objective of schemes under this chapter is to provide **rewards to exporters to offset infrastructural inefficiencies and associated costs."** In other words, it talks generally & does not relate to refund of taxes per say.

The first differentiation is "incentives" versus "Refund of taxes". When we draw any scheme as refund of taxes, we will have to calculate actual impact of taxes in the export product. Refund must be supported with proper documentary evidence. If this is not done, the new scheme will also not remain compatible with WTO rules.

Secondly and the most important point in case of refund is that rate can be worked out on average basis, but payment has to be established first. This is similar to fixation of DBK rate. There is one additional point which must be understood. The proposed refund of taxes is in the area of transportation taxes, toll tax, mandi tax and electricity duty etc. etc. These taxes are inbuilt & embedded into the cost, however, not seen on invoice. For e.g. the transporter gives bill for transportation charges however, nowhere does the invoice specify what amount of diesel is used & what taxes are actually paid. Secondly, every exporter, irrespective of the product, incurs these costs as transportation & manufacturing are essential activities for exports.

There are multiple costs involved in case of transportation depending on the nature of commodity. Let me give you a family example. Suppose, you have a container of 10 liters capacity & you are supposed to bring two liters of milk, two liters of kerosene and two liters of ground nut oil. Though you may have carrying capacity of 10 liters, you cannot bring these three products in 1 container, due to their inherent nature and specific end use. In other words, transportation required for chemical sector is different from the transportation required for engineering sector. This fact will automatically result in different consumption of fuel & thereby different rate of refund, higher or lower. Distance from the port, import intensity, nature of inputs will be different for each product and will add to the complexity for deciding generic rate.

Same is the case with electricity duty. When you manufacture product using electricity you are bound to pay electricity duty, this is a compulsion. The calculation of refund of these taxes therefore is required for every single product & not for any exclusive sector. If we consider export of US $ 330 Bn & exchange rate of Rs. 70 (on an average) it gives us figure of RS. 23.10 lakhs Crores. If allocation is Rs 50,000 Crores., the rate works out to 2.16%. (Please note, we are not calculating the expected growth in exports). This is just based on FY 2018-19 figures.

I therefore feel that, a minimum average rate must be fixed and should apply to all products exported from India by default. Detailed working should be done for important sectors to arrive at the realistic percentage of refund of taxes. There is one more aspect, where the value addition is high, the rate will be low and where value addition is low, the rate will be high.

The refund scheme should be exercised like DBK by direct credit in bank account. This will increase ease of doing business & will reduce unnecessary paperwork for exporters. At the end, industry must understand the difference between "incentive" & "refund". Otherwise there would be no end for claims and counter claims. An incentive or reward can be given on absolutely different term, however, when it comes to refund of taxes, they cannot be given without actual calculation of taxes paid & embedded in costs.

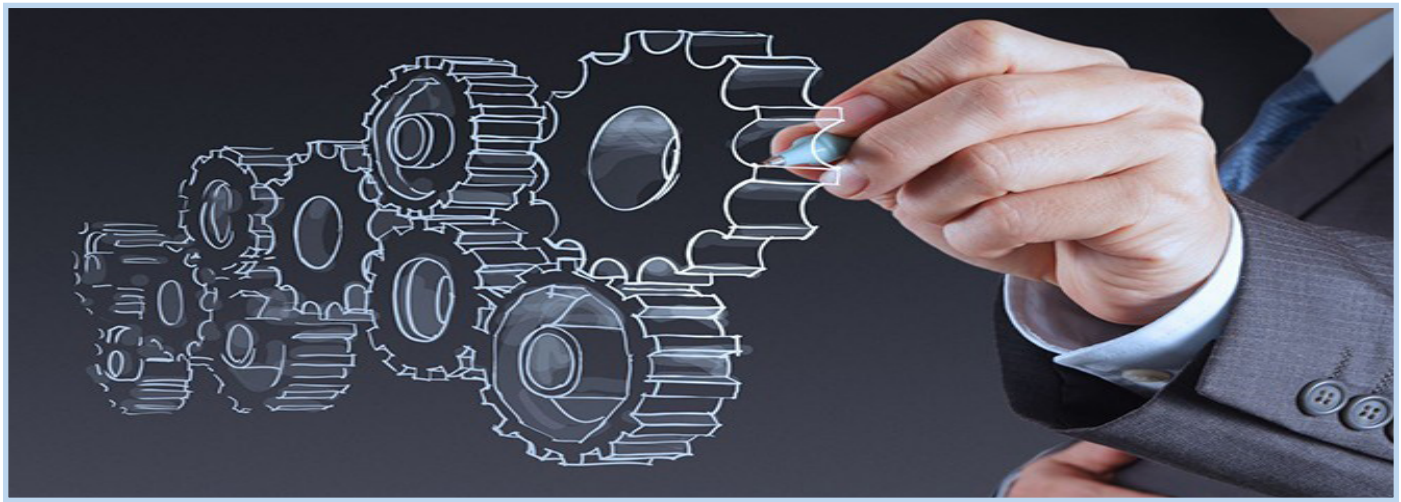
Let me ask you a question which I normally ask when I talk of refunds.

Will you please refund me Rs. 1,000, which I never gave you? (naturally you don't refund me anything)

Let's hope Government completes the entire study by 31st December 2019 and offer refund scheme as promised.

Your views are welcome!!

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 has been associated with CHEMEXCIL in the capacity of Consultant since last 15 years. He is presently a Director of Helpline Impex Pvt. Ltd. and a Partner in Generation Next Business Consulting. He is a well-known speaker on the topics related to International Trade, such as 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



Credit Linked Capital Subsidy Scheme for Technology Upgradation

The role of technology, automation and robotics, etc has assumed tremendous proportions in today's manufacturing and with growing number of industries adapting to Industry 4.0 capabilities, we are witnessing another new era of industrialization that will continue to have large-scale impact on every aspect of manufacturing and production. The need for higher energy efficiencies, throughput, quality, safety and large capacity production, etc demand technology advancements and new skill sets, which in turn require manufacturing units to invest in upscaling their facilities. A challenge that is often daunting for smaller businesses that are always having to way investment versus outcome ratios.

A large percentage of Micro and Small Enterprises (MSEs) units today continue to employ outdated technology and plant & machinery due to the requirement of investment and lack of awareness in respect of both the quality standards and access to modern technologies.

With the liberalization of the Indian economy, rising competition, increasing consumerism, demand for high quality products and higher consumption due to higher disposable incomes, the survival and growth of the MSE units are critically dependent on their ability to modernize their businesses with upgraded technology to ensure the improvement in the quality of their products, overall productivity and market competitiveness.

To sum it up, technology up-gradation of both the process of manufacturing and corresponding plant and machinery today is critical for the micro and small enterprises to help reduce the cost of production and remain price competitive at a time when cheaper products are easily available and can be imported from various global sources.

MSME Ministry in Manufacturing

The Ministry of Micro, Small and Medium Enterprise has been operating three schemes for technology upgradation of Micro, Small and Medium Enterprise (MSME) i.e

- The Credit Linked Capital Subsidy Scheme (CLCSS),
- Technology & Quality Upgradation Support to MSMEs (TEQUP) and
- Technology Acquisition and Development Fund (TADF) Scheme.

These schemes had similar objectives and therefore, to widen the scope of the technology upgradation component, TEQUP & TADF are being subsumed within the Credit Linked Capital Subsidy (CLCS).

The CLCS Component of CLCS-TU Scheme aims at facilitating technology upgradation by providing capital subsidy to MSE units, on institutional finance (credit) availed by them for modernization of their plant and machinery involved in manufacturing process and equipment for rendering services, as the case may be.

The Credit Linked Capital Subsidy also covers MSEs of Khadi & Village industries and Coir sectors. The CLCS component of the scheme will continue to provide capital subsidy to MSE units @ 15 % (Le. Pre-Revised), for induction of well-established and improved technology in select sub-sectors/products. The calculation of subsidy amount will be based on the actual cost of purchase plant and machinery inducted by the unit for technology

up-gradation. The ceiling limit of amount of loan/institutional finance eligible for subsidy is Rs. 100 crore.

Who can benefit?

Micro and Small Enterprises (MSEs) having a valid UAM (Udyog Aadhaar Memorandum) number.

How to apply?

Online Application and Tracking System has been introduced w.e.f. 01.10.2013. To claim subsidy under CLCSS, eligible MSEs are required to apply online through Primary Lending Institutions (PLIs), from where the MSEs avail term loan. The completed application is uploaded by the PLI through Online Application and Tracking System to the attached Nodal Agency which, in turn, recommends the application online to Office of DC (MSME) for release of subsidy. After processing of application and subject to availability of funds, due approval is accorded from the Competent Authority with concurrence of the Internal Finance Wing, after which funds are released to Nodal Agencies. Funds are then transferred by the Nodal Agencies to the PLIs where the account of the MSE is operated.

Status of Scheme

The Central Government decided to continue the Credit Linked Capital Subsidy (CLCS) component of Credit Linked Capital Subsidy and Technology Up-gradation scheme (CLCS- TUS) that commenced on 01.04.2017 until 31.03.2020 or until the time sanctions, i.e. the aggregate Capital Subsidy disbursed reaches to Rs. 2360 crore. (Approved Outlay), whichever is earlier.

Below are some important links related to the scheme

- Credit Link Capital Subsidy Scheme for Technology Upgradation is available on http://www.dcmsme.gov.in/schemes/Credit_link_Scheme_MD.htm
- Continuation of Credit Linked Capital Subsidy component under CLC-TUS for 03 years from 2017-18 to 2019-20 is available on http://dcmsme.gov.in/CLCS-TUS%20Guidelines-14-8-2019.pdf
- Clarification om dated 30th Aug 2019 is available on http://dcmsme.gov.in/CLCS-TUS%20Guidelines-14-8-2019.pdf
- Co-option as PLI with SIDBI & NABARD under CLCS components of CLCS - TU Scheme is available on http://dcmsme.gov.in/Clcss%20-TU%20Scheme.pdf

Breaking the Mould

Women Leaders in Plastics

Sarika Baheti
Director,
Vectus Industries, Activist
& Chairperson,
Neeranjali,
an NGO for Water
Conservation & Artist

A globe trotter, born and brought up in a cosmopolitan New Delhi, Sarika Baheti with her quiet nature demonstrated strong inclination towards learning since childhood, keeping herself engrossed in her various interests. She studied Advertising, Public Relations & Marketing and Computers while pursuing graduation from Delhi University and is passionate about Reading, Writing, Dancing, Swimming, Driving, Adventure Sports, Traveling, Environment and Social upliftment.

Married to Ashish Baheti (IIT, Kanpur), Director, VECTUS GROUP, she became a Director herself in 1991. As a Director in Vectus Industries Limited, she is involved across company departments, managing multiple roles and responsibilities.

Blessed with a daughter and a son, she balances her personal and professional life with ease. Her other achievements include, first position in a Women's Car Rally in 2010, and being the first F1 Marshal in India's first ever Formula 1, Grand Prix in 2011. She is also an active practitioner of Naturopathy, Yoga and Vipassana. Dedicated to environment conservation and social welfare, Sarika Baheti formed "Neeranjali", a Non-Profit Organisation in 2011 and has been undertaking numerous social welfare initiatives since then. In 2017, Neeranjali officially associated with an international NPO 'Foundation for a Drug-Free World', to make our society aware of the harmful effects of alcohol and drug addiction. Her dedication and untiring efforts towards the upliftment of the society is much recognized, and she been honoured through many awards.

As a multifaceted person, your interests are diverse and talents manifold. What inspires you to take up a cause or pursue a passion?

I remember myself having been a quiet and creatively occupied child. As I grew up, so did my interests. To pursue anything sincerely was innate in me. I loved learning of all sorts - from diving deep into the waters, treading on paths of my interests, to soaring high in the sky.

As a successful leader and having received many accolades and recognition, what would be the biggest factor that has enabled such success? What are your success habits?

To mention a few of my traits that helped me do the little bit I have done so far, are:

- I tried to learn something from every person and every experience.
- Punctuality and Prioritisation are the key steps for time management.
- Self-discipline
- Pursuit of excellence
- Work-Life Balance

How do you balance work/ life responsibilities?

I am fortunate to have amazingly nice parents and their virtuous upbringing. My family and home have always been my top priority, and anything that I did beyond that, would not have been possible without the love and support of them all.

Also, I would like to appreciate all those people who trusted me, believed in my abilities, appreciated and gave me opportunities in various streams. The passion I put into each step/action makes me enjoy every moment of life.

In a predominantly male driven industry, what inspired you to start a career in plastics?

Since my school days, I was keenly involved by my relatives, who were already into the Plastics Industry. Plastics being such a versatile use material, is a boon to the society.

Vectus Industries Limited was started by my husband, Ashish Baheti, in 1989, soon after he graduated from IIT, Kanpur. I joined the business as a Director in 1991. As the business grew and diversified from Overhead Water Storage Tanks to Piping Solutions, Agriculture use products, it has been an interesting learning experience.

In addition to the expansion of our Company, I was fortunate to have been trusted by highly recognised personalities in this industry, who deputed me with responsibilities in some of the reputed Plastics' organisations. The plastics fraternity has been quite congenial and respectful, thus making it a pleasant journey for me.

People are often surprised to know that despite being into Plastic Industry, I am also actively working pro-environment. I started Neeranjali, a Non- Profit Organisation for Environment Conservation in 2011. The enthusiasm and support of the volunteers from all across the globe have made the pursuit more meaningful. We conduct several campaigns for environmental awareness, donations, relief material for the flood & drought afflicted, Plantation drives, promoting environment friendly, holistic living through Naturopathy & Yoga etc.

I'm glad that our business, and the mission of Neeranjali are mainly related to Water - one of the most important elements of life on Earth. As a part of the Corporate Social Responsibility, our company VIL, donates water storage tanks through "Vectus Foundation" and also "Neeranjali", a Not-for-Profit Trust, for the underprivileged and water deprived areas.

What are the challenges or significant barriers that you faced as a female entrepreneur? How did you overcome these?

Anything that we may choose to do in life, comes with certain challenges. Whether a male or female, we all have different hurdles/challenges, and we all learn to overcome and outgrow the limitations with our inherent/acquired skills and abilities.

Your question itself is an evident proof of why we have lesser females, particularly in this industry. We need to provide a more conducive environment for them.

What is the hardest decision that you have ever had to take?

Nothing seems hard if you have clarity of mind. One may assess the situation and choose to either accept or let go; in short, "Fight or Flight"!

The MSME sector provides immense opportunities for all skill types and levels. What are the opportunities for women in our industry?

Technical training and employment would help raise the number of women in this field. There is no dearth of opportunities as Plastics have a vast scope, keeping in mind the quality of products and the environmental sustainability.

What are your suggestions to upskill women in plastics and attract more women into the plastics industry?

While the working women ratio is higher in other sectors than in Plastics, maybe their creative side can be tapped through better skill development opportunities and technological advancements in product designing. That might attract more interest from women in the world of Plastics.

As a social activist and Chairperson of Neeranjali, what are your thoughts on achieving a cleaner India by reducing plastics pollution while considering that the current position on plastics poses a challenge to the sustainability of the plastics industry that provides livelihoods to lakhs of people?

The root cause of most problems is our country's high population. More the number of people, higher goes consumerism. Rapid growth with improper infrastructure for waste management, further depletes our air, water and soil quality.

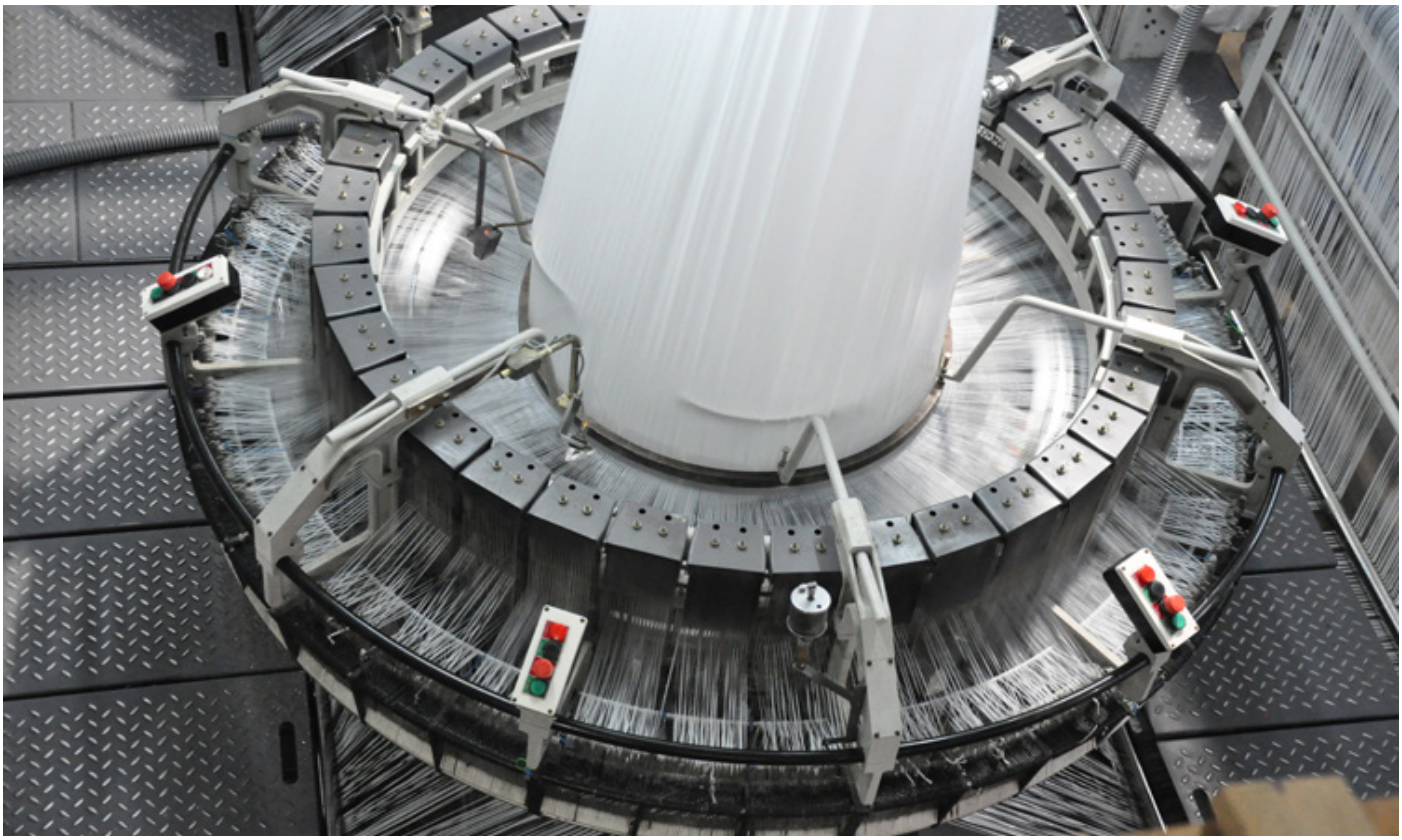
Nothing can supersede the significance of environment for us. Despite being in the plastics industry, Extended Producers Responsibility (EPR) should play a bigger role. The disposal, segregation, reusing and recycling of plastic wastes would help reduce the toxicity in our environment.

Livelihood can be earned in many other ways, but jeopardising the health of all beings and our environment is putting many more things like financial and happiness quotients at stake.

Our focus should be on sustainable growth rather than just the figurative projection of GDP.

What would your message to young, female professionals and entrepreneurs wanting to enter plastics industry be?

I believe in the virtuous qualities and innate power of women. A steadfast approach would help them progress in any stream and strata of life. So, Ladies, let's move forth and pave a way for the men to be inspired from.



Woven Sacks/ FIBC

Woven Sacks and FIBC panel includes – Flexible intermediate bulk containers, for the packing of goods, of synthetic or man-made textile materials; Sacks and bags, for the packing of goods, of polyethylene or polypropylene strip or the like; and Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm.

FIBC (or Bulk bag as it is more commonly known as) is an intermediate bulk container, having a body made of a flexible woven material (typically polypropylene), which is used to store and transport agricultural products, chemicals, petrochemicals, pharmaceuticals, and minerals. FIBCs typically hold anywhere from 500 – 2000 kg of product.

FIBCs have gained immense popularity in recent years over other forms of packaging due to advantages like:

- Convenient to store and handle when empty
- Allows faster loading and unloading
- Minimizes spillage and pilferage
- Offers variety of filling, discharging and lifting facilities
- Lightweight and yet has the ability to carry up to 1,000 times of its own weight
- Reusable and easily recyclable

World-wide import of Woven Sacks and FIBC is nearly USD 5.5 billion.

- In 2018, top-5 exporting countries of Woven Sacks and FIBC were: China (29.9%), India (15.6%), Vietnam (8.1%), Turkey (6.6%), and Belgium (3.1%).
- Likewise, top-5 importing countries of these products were: United States (17.6%), Japan (8.3%), Germany (5.7%), South Korea (4.8%), and Netherlands (4.8%).

India was ranked as the second largest exporter of Woven Sacks and FIBC in the world. Major destination countries for export of Woven Sacks and FIBC products from India are: United States (24.9%), United Kingdom (7.4%), Germany (7.1%), Netherlands (6.9%), and Spain (6.8%).

India's export of Woven Sacks and FIBC were valued at USD 923 million in 2018. The segment witnessed an annual growth rate of 12.5% during 2015-18.

India's export of products under the Polyester Films panel were valued at USD 1.43 billion in 2018. The segment witnessed an impressive annual growth rate of 11.0% during 2015-18. Product categories within the Polyester Films panel that have contributed significantly to the growth include:

Panel of the Month

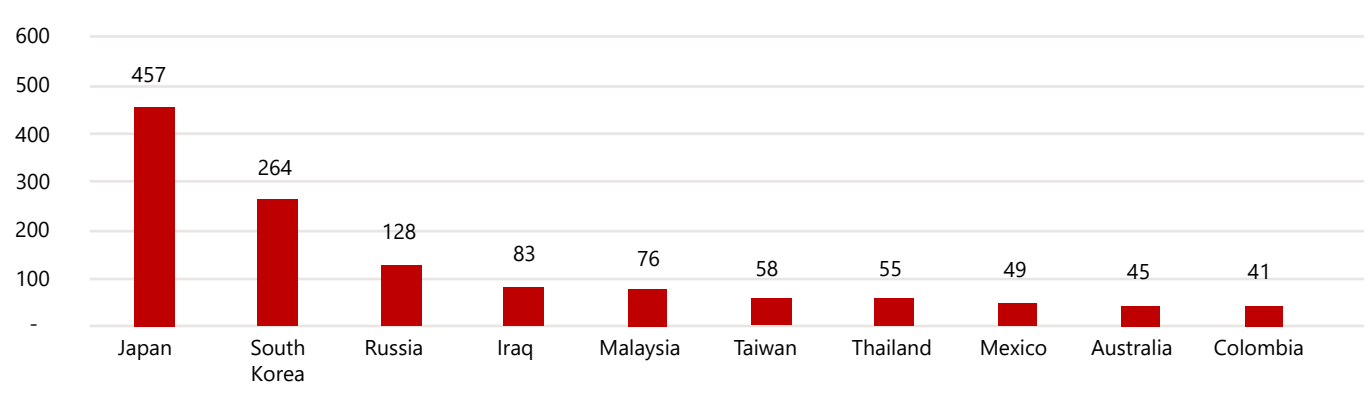
HS Code	Product Description	2015	2016	2017	2018
		USD Mn	USD Mn	USD Mn	USD Mn
63053200	Flexible intermediate bulk containers, for the packing of goods, of synthetic or man-made textile materials	495.6	442.4	553.4	724.8
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Other	66.8	69.7	67.0	95.3
54072030	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Dyed	40.3	22.5	23.0	61.1

Source: Ministry of Commerce & Industry

India's imports of Woven Sacks and FIBC products were found to be of a very low value and hence considered insignificant.

Our internal research indicates that India's Woven Sacks and FIBC exports has immense potential for growth in destinations like Japan, South Korea, Russia, Iraq, Malaysia, Taiwan, Thailand, Mexico, Austria, and Colombia.

Import of polyester films in USD Billion – 2018



Industry Speak

Vikram Pandya, Managing Director, Shankar Packagings Ltd., Panel Chairman – FIBC Woven Sacks

From a humble beginning sometime in the mid-nineties today the FIBC industry has grown in stature with exports close to USD 1,0 bn in FY 2018-19. The industry over the years has developed a sound capability to address the needs of the market from the simple to the most intricate and complex packaging product.

With the current export levels this industry:

- Now provides direct and indirect employment to more than 60,000 persons
- Earns valuable foreign exchange for the country and that with a low level of import intensity (less than 10% of gross export value)
- Is a non-polluting industry
- Has a geographical spread covering all the regions of the India.

The pioneering efforts of all those associated with the FIBC industry has resulted in India emerging as a recognised production force in the field of FIBC'S and now meeting around 20% of the global needs of FIBC's.

After a period of sustained growth however the FIBC industry in India is now facing challenges both external and internal.

- FIBC industry in India is a predominantly export oriented industry with exports accounting for close to 95% of its total production. To that extent it is much more exposed to the global trade developments. The current global head winds are therefore creating challenges for the industry.
- Most of the exports of this industry from India is currently headed for the EU and the USA markets and the market share of the Indian products is already quite high.
- Due to significant capacity additions in the recent years today, the industry is saddled with excess capacity and is operating at about 70% of its total capacity.

Keeping all the above in perspective it is now the need of the hour for the industry to diversify itself to regions other than the EU and USA markets. Active collaboration between the industry and the government on this front could yield fruitful results. The main focus needs to be on collecting more information of the new markets. A good example is the ASEAN market where due to a knowledge gap our industry (as well as others), we are not able to take full advantage of the FTA agreements entered by us with them.

In general, the recent years have been quite challenging for the Indian exporting community and therefore the recent pronouncements by the Hon'able Finance Minister on the GST refunds as well as special support to labour intensive exports (FIBC's clearly fits the bill on this) are welcome announcements and the FIBC industry looks forward to a quick and effective implementation of these policy pronouncements.

Even though the products of the FIBC industry are made from plastics, they provide the most economical and efficient strength to weight ratio so that the weight and value of the packaging material in relation to the weight and value of the material packed turns out to be the most favourable amongst all packaging media.

The future however will bring renewed challenges arising out of the growing perception of the use of plastics in today's world. This industry needs to be sensitive to these developments and will have to deploy effective communication with the society and to bring out effective social cost benefit analysis of this product in order to demonstrate clearly that the social benefits clearly outweigh the social cost.

Indeed, the industry will also have to be far more sensitive towards recycling aspects of their production as well as the product.

Recycling as an activity is already being practiced by the industry over the last few years in terms of:

a) Recycling of the wastage generated during the pro duction process and
b) Recycling at the consumption stage. The continuing efforts would need to be intensified through:

- Technologies that are able to support better usage of wastage back in the production process
- Working closely with end users to evolve designs that make FIBC's being used several times (already a growing percentage of the FIBC'S are multi trips)
- And when the FIBC's have actually outlived their lives to suitably remove them from the main stream through several alternatives eg: incineration, re-granulation or to convert them into the original form of hydro carbons from which they evolved.

A lot of effort is being taken at all the above levels and the industry has to get more involved in these efforts.

Panel of the Month

Manoj Agarwal Managing Director, Kanpur Plastipack Ltd.

Which countries or regions, in your opinion, present good growth potential for export of Woven sacks/ FIBC? Why?

Europe and the USA have so far been the main markets where India not only holds a dominant position in the market but also has been our favourite destinations to go. With the economy slowing down and excess capacity in the Indian Industry, there is a need to explore new geographies. In my opinion Japan, North Africa and South America could provide the best opportunities to explore.

ASEAN has immense export potential for the product segment. What are the barriers that our exporters face in enhancing their exports to the region?

ASEAN has very little potential for our products. Vietnam is a manufacturer already and is trying to compete with India and China is a major supplier to countries all over the world! It may however be worthwhile to note that India is the leading exporting supplier of FIBCs to USA and the EU both as a country.

What are the other challenges/ trade barriers faced by the industry?

The biggest challenge for this Industry is its labour intensive nature and the inability of the government to recognise this as a fact and be supportive on this. Although India has become a preferred source of supply for many large European and American buyers, the problems related to infrastructure still abound. In China a container gets loaded on to a vessel almost the same day that it leaves the factory and in India the average is 7 to 10 days, depending upon where you are located in the country. Our Industry fortunately faces no tariff barriers as such except that our neighbour Bangladesh is now a major producer and enjoys a Zero rate of duty which we do not. Impediments to growth are within the country from a plethora of regulatory authorities and inflationary rise in costs on major inputs like Power and Manpower costs.

What are the measures/ strategies that our industry needs to adopt to increase the global outreach of our products? What are the opportunities for our exporters?

Quality and service without a doubt. Those who understand these two buzz words will succeed. Those who do not, will have trouble. India, as I said earlier, is a Global leader in this product category and is widely known for its ability to manufacture and deliver to quality bags. However, the ability to sustain is the differentiator.

Ponram Barathy, Executive Director, Polyspin Exports Ltd.

"India enjoys excellent growth potential in USA and Europe which are not only bigger markets, but also markets where our segment is faring well and we expect the growth trend to continue. Currently, with India's FTA with ASEAN is under renegotiation and overall, the terms have not been very conducive to Indian exporters. However, as our company does not have much exposure to these markets, we cannot say much other than the fact that China and Vietnam, which have a good hold in these markets tend to perform better due to their higher productivity. New producers with insufficient or inaccurate knowledge about FIBCs have also been seen to quote unrealistically and such practice can pose a distinct threat to achieving practical and legitimate realisation for organized players. While some markets may take advantage of the situation, it can also lead to distrust amongst the global/ legitimate importers with regard to our export industry. Creating awareness among the overseas buyers about the practical costs and challenges involved in producing big bags definitely would help filter new exporters quoting unrealistic prices from those who follow fair business practices".

How Medical Plastics Revolutionized Healthcare

Plastics are crucial for medical industry. Right from small extruded catheters, tamper-evident medicine caps to enormous MRIs are built using thermoformed parts. The application of plastics in medical have made healthcare simpler, less painful and made prostheses and new techniques possible.

The major trends in the field of medical industry such as ageing patients and their mobility requirements, coupled with younger peoples' desire for a pain-free life, are resulting to rise in surgical procedures as well as new treatment options. The unique features of medical grade plastics such as high wear, temperature resistance, and corrosion resistance make it the ideal material for sensitive medical devices, equipment, and daily supplies in healthcare industry.

Medical plastics are revolutionizing the health care industry. Equipment that has previously been made of steel, ceramic or glass is now being made of this durable, cost-effective material that in turn has been easing the burden on healthcare providers and ultimately patients who are increasingly burdened with the rising cost of healthcare.

Application in modern day healthcare

Healthcare today would not be possible without the use of plastic materials. From the casing of an open MRI machine to the smallest tubing, plastics have made health care simpler and less painful. Things we take for granted such as disposable syringes, intravenous blood bags and heart valves are made of plastic. Plastics have reduced the weight of eyeglass frames and lenses. They are key components of modern prosthetic devices offering greater flexibility, comfort and mobility. Plastics allow artificial hip and knees to provide smooth working, trouble free joints. Plastic pill casings are made of tartaric acid based polymers that gradually break down, slowly releasing the required medication over the required amount of time. These tailor-made pharmaceuticals delivery systems help limit the amount of pills a patient must take to get the required dose.

Plastic packaging, with its exceptional barrier properties, light weight, low cost, durability, and transparency, is ideal for medical applications. Today's most innovative medical procedures are dependent on plastics.

Types of Polymers used in Medical Plastics

Traditionally, metals, glass and ceramics were used for medical implants, devices and supports. However, polymers are better suited to these applications as they offer lighter weight, better biocompatibility and lower cost. Fibers and resins used in medical applications include polyvinyl chloride (PVC), polypropylene (PP), polyethylene (PE), polystyrene (PS) as well as nylon, polyethylene terephthalate (PET), polyimide (PA), polycarbonate (PC), acrylonitrile butadiene (ABS), polyetheretherketone (PEEK) and polyurethane (PU).

The most widely used plastic material in medical applications is PVC followed by PE, PP, PS and PET. PVC most widely used in pre-sterilized single use medical applications. It is a versatile plastic that has been used in medical applications for over 50 years.

Advantages of Plastic for the Medical Industry

Plastics and Polymer based products have an unrivalled ability to take on a nearly limitless number of shapes easily and at low cost has made it a commodity in medicine and various other medical applications on a commercial scale.

Some of the benefits of using plastics in medical applications are:

1. Versatility
2. Easy Sterilization
3. Greater Safety as it provides infection resistance
4. Improved Quality Of Life, especially in prostethetics and implants
5. Cost-Effective
6. Environmentally Friendly as these can be effectively recycled without immense risk of causing bio-hazard
7. Potential of Future Innovations with the growth of 3D printing that makes it much easier to create inexpensive, comfortable prosthetics

Industry Insights & Outlook

The global medical plastics market size was estimated at USD 22.26 billion in 2018 and is projected to expand at a CAGR of 6.1% form 2019-2025. Enforcement and upgrading of various infection prevention standards coupled with a growing volume of surgical, hospital, and outpatient procedures are anticipated to drive the growth.

However, fluctuation in oil prices is a major factor responsible for volatile prices of Polyvinyl Chloride (PVC), Polyethylene (PE), Polypropylene (PP), and polystyrene. Capacity expansion and contraction have also contributed to the price volatility. Rising overproduction in the Chinese market is expected to impact the raw material prices.

Growing number of insured individuals in U.S., coupled with the resultant demand for medical devices, is expected to have a positive impact on the growth over the forecast years. The market is characterized by the presence of a large number of companies involved in the production of advanced grade plastics for use in the industry.

Forecast by Region

The U.S. medical plastics market is characterized by extensive integration through various stages of the value chain from raw material production to plastic production and the manufacturing of end-use products used by the hospitals and healthcare institutions including private clinics.

Such polymers are regulated by numerous agencies across the globe. In Europe, medical devices fall under the EU Council Directive (93/42/EEC), which provides guidance for their consumption. Restructuring of the European regulations for such devices is anticipated to emerge as one of the key factors affecting the regional growth.

Asia-Pacific is expected to be the fastest-growing market for medical plastics. The aging population is one of the major factors driving the medical plastics market in the region. The rapidly growing demand for medical plastics in end-use applications, competitive manufacturing costs, and high economic growth rate are the favorable factors driving the market for medical plastics in the region.

Furthermore, Japan's growing medical industry, aging population, rising cosmetic and plastic surgeries in India, increasing cases of cardiovascular diseases, higher domestic demand, availability of raw materials, and cheap labor are driving the Asia-Pacific medical plastics

market. The market in Asia-Pacific, owing to the significantly high demand for medical plastics, is much more dynamic and competitive than its western counterparts.

Trend by Segment

Medical disposables were estimated to be the largest application segment of the medical plastics market in 2017 and is also expected to grow at a high rate during the forecast period. The disposables segment is driven by factors such as eliminating the effects of cross-contamination and ensuring safety and accuracy. With the increasing trend of self-medication and homecare, the demand for disposable products is increasing, as these products are user-friendly and do not require sterilization.

India Overview

As per industry estimates, the Indian medical devices market is expected to grow to USD 50 billion by 2025. India currently is counted among the top 20 global medical devices market and is the 4th largest medical devices market in Asia after Japan, China and South Korea. Equipment and Instruments (surgical and non-surgical) form the largest segment (53% of the Indian medical device industry), constituting about USD 2.7 Billion (2017), while the estimated market size of the consumer and durable segment is USD 1404 million.

The India medical plastics market size was valued at USD 522.3 million in 2016 and is expected to reach USD 931.7 million in 2025. This growth can be attributed to the increased demand for medical devices. Demand for high-strength and multi-functional plastics from healthcare sector due to reduced weight of devices, ease of sterilization, and the ability of providing value-added performance is expected to have a positive impact. The demand for medical device packaging is expected to be driven by the rise in the utilization of in-house and advanced devices.

Medical components segment is expected to remain the fastest-growing application segment due to rising consumption of plastics in the manufacturing of catheters, containers, surgical instruments, and syringes. Rising importance of preventive healthcare coupled with the increasing number of hospitals in India is anticipated to contribute toward the market development.

Demand for medical devices and health care solutions is increasing in India due to rapid urbanization. The resultant growth of the healthcare industry is expected to fuel demand for premium-grade plastics, thereby boosting the market growth over the forecast period. Increased functionality of engineered plastics is also anticipated to benefit the India medical plastics market. Medical device packaging in India is expected to emerge as the second-largest market accounting for a share of ~11% owing to its wide usage in the medical and pharmaceutical market. In addition, low cost of clinical procedures makes India a favorable destination for medical tourism, thereby driving the demand.

Government regulations play a vital role in influencing the industry, thereby impacting the medical plastic market in India. Increasing government concerns regarding the offerings of high-quality, safe, and effective devices are expected to augment the industry growth over the forecast period.

Fluctuating prices of raw materials may have a negative impact on the market growth. In addition, manufacturers in India are bound by strict regulations enforced by the Indian Medical Council, thereby offering premium-grade plastic products for producing high-quality devices. This has increased the price of plastics used in healthcare applications affecting the market growth.

Role of Technology and R&D

The medical plastic market is subject to multiple technological advancements pertaining to the production of advanced plastics for healthcare application. The companies resort to new product developments as one of the major strategies to achieve market growth. In addition, key market players invest significantly in R&D to develop advanced products.

High degree of competition and consumer buying power is likely to boost the industry. Product quality and cost competitiveness are the major factors impacting the buyer power decision. High production volumes coupled with the ease of availability of medical plastics is expected to be drive the buyer power in the next few years.

Challenges affecting growth

The major challenge for market growth is stringent and time-consuming regulatory policies, waste management concerns, and inadequate training to healthcare staff. Variations in regulations across countries and a time-consuming approval process have been the stumbling blocks to the growth of medical plastics market.

Industry Speak

Rajesh Kalavalapally
CEO/Director, MAJiK Medical Solutions Private Limited

What are the opportunities for Indian manufactured plastics globally?

I can only speak for our industry, our expertise being Medical Device plastic tubing for which the opportunities are vast. We are finished component manufacturer of plastic part, which requires assembly/manufacturing hours, large manufacturing facilities, work labor and engineering expertise. All of these are in abundance in India and with a lower labor rate and overhead costs, we certainly can compete with suppliers globally. The key driver in the medical device industry is “the quality of the product”. As long as we produce high quality products, opportunities will find us. For eg. MAJiK Medical, despite being a smaller company, exports to 8 to 10 different medical device companies in China with minimal marketing base in China. Just our cost effectiveness and high- quality of our products market themselves.

As an industry the medical plastics potential is huge as we are still in the initial stages.

In your opinion, which product segments are most likely to experience growth in the coming 5 years?

Not just the plastic medical device industry but in general Medical device manufacturing is still in early growing stages in India. And it will keep growing at a pretty fast rate.

Medical Plastic implants (dental/orthopaedic) will see growth and for that matter any medical device manufacturing related plastics industry will experience significant growth as the overall technology is still in growing stages compared to Europe/US/China.

Currently, our company is completely focused on medical device tubing industry. But I do believe 3D printing of plastics is an industry with huge growth potential, especially small parts with high precision. With medical devices, packaging is also key and hence medical device packaging is also a major growth area.

What are the strategies adopted by Indian exports to further our exports in this category?

Our pitch to medical device companies has been High quality – Economic pricing – Fast delivery times. This strategy is vital, especially in medical device tubing

business. Imagine that our biggest market is China. While a lot is imported from China, WE export to China.

Reason is not only better price but you need to deliver quality products. These are extremely complex thermo-plastic tubings that we supply at very high quality and at reasonably economical price compared to companies in US, Europe and China.

If we can market the high quality of our products to a wider customer base, slowly but surely we will be able to tap into our growth prospects. Our products are used in minimally invasive surgeries around the world. Any strategy should revolve around QUALITY FIRST, all other strategies are secondary.

What are the typical challenges faced by the export segment?

As a small part manufacturer, Logistics is not a huge issue for us. But for some plastic components it is.

China is the largest growing medical device market and for MAJiK, it is our main market. Hence, communication is a challenge.

Distance does matter and it is still challenging for us to convince companies that we meet in US/Canada to work with a company in Hyderabad, India. In the medical device industry you want your supplier near because in case any issues, you can quickly visit them.

Internally, within the country - dealing with government officials and overcoming the obstacles before/during and after exporting manufactured product is one of the big challenges. As a 100% EOU, the amount of documentation that MAJiK has to deal with is tediously time consuming and this should be definitely reduced. Proper systems are needed at lower level custom offices for easier approvals. I believe the government at top level are promoting and creating incentives but the outreach of these to a small to medium scale company like ours is a challenge.

What, in your opinion, are the most important areas for investment in medical plastics? Why?

1. In any industry investing on R&D is the key. I have addressed this in detail in the latter part of this interview.
2. Focus should be on investing into raw material and Base material manufacturing (resins). Most of the base plastic resin material are imported and that amounts to a lot of material cost. Investing to create a top to bottom supply chain of plastic raw/base material and component/product manufacturing for medical device industry will be of great value.

In our industry most of the raw material are imported from the US. We need to focus and investing in reducing the dependency on raw material imports to boost our exports. To achieve this, investment needs to be made on precision machinery, training engineers/labor etc. which is critical to achieve the above.

With advanced engineering, innovation and technology driving the medical plastics industry, in your opinion, where does the Indian manufacturing industry stand vis-à-vis research and development, as well as creating integrated value chains to capitalize future opportunities in this export segment?

I believe we have long way to go, to be on par with the US or European medical device plastics industry. We are relatively new with medical plastic manufacturing and we will need to continuously develop processes to grow the industry.

MAJIK is a company that has brought in completely new manufacturing technology in India. We are prime example for Make in India initiative. At MAJiK we have setup something never done before. We are exporting to 12 to 15 different countries albeit in a smaller volumes. But with companies like us bringing in the new technology, we are able to drive innovation and the immense engineering talent in India have a platform to showcase their skills. As more and more companies like us bring in new technology, the more the innovation, R&D and engineering skills grow.

As far as creating an integrated value chain is concerned, I believe we are still far behind. We need the medical plastics industry itself to get larger and larger. Presence of a greater number of players can only add more value and support the industry. As this industry grows, more opportunities will arise for allied industries and this will drive growth for the entire ecosystem.

What is the kind of support, measures and/ or assistance that are needed from the Government to boost exports for the segment?

The government needs to market to outside world that medical device manufacturing in India is booming and that Indian companies can manufacture High precision, High Quality Medical plastic components. Overall the medical device plastics industry is not as high a foreign exchange revenue contributor compared to other industries. But focus need to be placed on the small/medium industries that have a high growth potential.

Higher MEIS on medical device plastic components/ products will also boost exports in this segment.

The government offices can often be a speed breaker for companies to function in efficient manner. Despite all the incentives and support the top level government initiates, even if 50% of that support is provided by the government offices and officials at localized levels, processes would be much smoother. As companies, we want to concentrate on R&D, develop/manufacture new products, improve processes etc and not on how to get our imports cleared at customs so our production is not halted or submit and wait indefinitely to receive the govt. provided incentive for the exports we have concluded.

What is the kind of support that would be needed to enhance and nurture technical, scientific, research skills that are intrinsic to the growth of this industry?

Spending for R&D is key. Luckily as a contract manufacturer and service provider of medical device plastic tubing, our R&D is built in manufacturing new products for our customers. Therefore, we constantly work on innovating and developing/designing and fabricating new processes and product. Overall, companies need to allocate enough funds/times to enhance the research skills. Without innovation growth, especially in our segment, can be stagnant.

Polymer/Plastics Science/ Material science engineering is not one of the fancier engineering discipline for younger generations to choose. But as the industry grows and fields like ours, medical device plastic tubing, grow, it can be a good career option. Support/funds/ grants from government for research will also help in enhancing the R&D in this area.

C.Padmakumar, CMD, TERUMO PENPOL Pvt. Ltd

With growing demand for healthcare globally, medical devices and medical grade plastics have been seeing an increased demand in recent years and the trend continues on an upward swing given that it is an industry that is dynamic, heterogenous and driven by innovation.

Medical devices are available in a wide range of sizes or are size adaptable to match with most patients' needs and anatomical differences. Nevertheless, there is still enough room for patient-specific medical devices. Especially in cases, where anatomical situation have to be addressed most adequately (e.g., specific dental implants), an individualized device has to be taken into account. Medical plastic itself is designed to be temperature, chemical and corrosion resistant. That way, it can handle frequent sterilization cycles and any other medical or bodily fluids it comes into contact with. Medical grade polypropylene and medical grade polycarbonate are two common polymers used in several applications, from MRI casings to surgical tools.

While the export potential for medical devices to Europe, Latin America, Middle East, Africa and Asia is immense, Medical grade plastics compounds, components, sheet and tubing demonstrate potential for growth as it caters to medical device manufacturers in Europe, Asia and the US. Considering the industries are precision, technology, engineering driven and cater to a highly sensitive industry, and keeping in mind the need to reduce high healthcare costs world over, focus would need to be on lean manufacturing, Quality improvement through TQC and identifying strong distributors to drive the growth of this export segment.

Inordinate delays in fixation of SION wastage norms leading to waste of management time and sudden cashflow demands, poor transport facilities due to bad state of roads and inadequate market intelligence about target markets are the typical roadblocks to the industry growth and needs to be addressed. Our industry is also impacted by the fact that R&D spend, which is most integral to the growth of our industry, is grossly inadequate as is the integration of value chains.

The need of the hour today is to invest in Non-DEHP plasticised PVC, Non-PVC medical devices and proper Waste disposal of medical devices. Increased Government funding for basic research in materials including non-PVC plastics as well as streamlining government procedures relating to all export activities including export incentives are crucial to the growth of the industry and realizing its complete potential.

30th DOW awards for Packaging Innovation

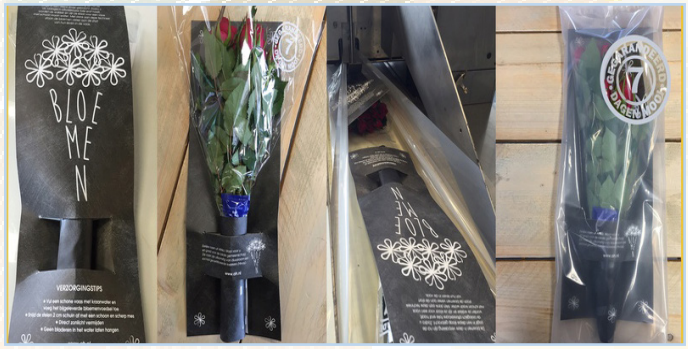
DOW'S 30th Awards for Packaging Innovation last year successfully continued the DuPont Awards for Packaging Innovation programme, the industry's longest-running independently judged packaging awards programme. As in years past, the judging panel featured experts with diverse backgrounds, providing global perspectives across design, engineering, retail, converting and academia. The judges evaluated more than 200 entries from companies in 30 countries.

Judges also selected nine Diamond Finalist Winners, eight Gold Award Winners and eleven Silver Award winners. Here are the designs which predominantly feature polymers.

The Diamond Award - The top honour of the competition, was awarded to Procter & Gamble for its Air Assist liquid packaging technology. Air Assist is a breakthrough in performance and sustainability for e-commerce and brick-and-mortar packaging. The liquid packaging technology uses compressed gas to provide tailored rigidity to create structure in flexible films. By utilizing a proprietary one-way valve, the new packaging form delivers cleaner dispensing, more controlled dosing and more convenient one-handed use while still being tough enough for e-commerce shipping without extra protection. Air Assist also uses 50%less plastic than a traditional rigid bottle and has a 360-degree palette for design, making it a more resource-efficient solution.

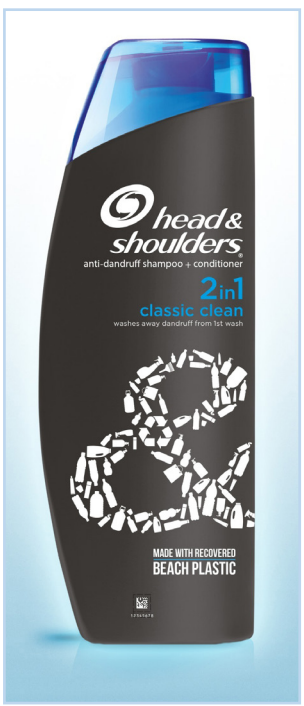
Diamond finalist award, Tubairless® (Pumpart System®): Tubairless, also known as Tubeasy, is a hybrid packaging solution that bridges the gap between squeezable tubes, soft pouches and airless pump bottles. The packaging forms a "bag-in-squeezable-tube" by using a vent hole in the middle of the sleeve and integrating an internal flexible pouch. Tubairless reduces product waste by 80%, enhancing natural ingredient preservation, easily dispensing viscous creams, controlling the flow and size of each dose and retaining the shape, aesthetics and ergonomics of the tube. Tubairless is also 50% lighter than traditional airless pump packaging because the pump is replaced with a lightweight P E pouch. Tubairless can be made of bio-based and PCR PE and is 100% recyclable. The packaging eliminates the need to twist, crush, flatten or cut a squeezable tube to get all of the product.

Diamond finalist award, Waterless Internet Flower Packaging (Uflex Limited): Waterless Internet Flower Packaging is based on Active Modified Atmospheric Packaging Technology (AMAP). Uflex Limited has engineered a special proprietar fered by Uflex through micro-perforations. This proprietary polymeric substrate is the first biodegradable film that maintains the hydration of flowers during transpiration – put simply, evaporation causing loss of moisture during respiration – thus creating a closed loop system.



Gold award - Green Giant Veggie Spirals™ PrimaPak® (Sonoco Products Company): The Green Giant Veggie Spirals PrimaPak package is a flexible, stackable, resealable package produced from a single roll of film on modified Ilapak vertical form-fill-seal machinery. PrimaPak is designed as an alternative to bags, stand-up pouches, cartons and rigid containers. The lightweight rectangular box-like shape improves package cube by up to 30%, enhancing space useage on trucks, warehouses and store shelves. All six panels can be printed for maximum space to communicate to consumers. The microwaveable packaging features vent holes as well as a peel-reseal lid for easy opening. Consumers simply place the package in the microwave to heat. The opening created by the label is big enough to see the contents and gives consumers the option to heat, blend additional ingredients and serve directly out of the package, without the need for a bowl or serving dish.

Gold award, Head & Shoulders Beach Bottle (Procter & Gamble): This was the largest-ever commercial production of bottles and end products using beach plastic. It is the first-ever application to use 25% plastic reclaimed from beaches to convert a bottle that is also municipally recyclable. Although this was a limited edition production run, it significantly raise consumer awareness about packaging waste.



Silver award - Flat Wine Bottle (Delivering Happiness Limited's T/A Garçon Wines): Delivering Happiness Limited, a British company trading as Garçon Wines, is the inventor and granted IP holders of a flat wine bottle, specifically designed for e-commerce in the UK so that it could fit through mail slots or letterboxes, in the doors of UK homes. The primary package, a slender 750ml recycled PET bottle, lays flat in a dye-cut cavity in the same shape as the bottle within the postal pack in which it gets delivered. Using 100% post-consumer recycled PET instead of glass significantly reduces shipping weight and cost, eliminates potential breakage in transit and offers a more eco-friendly packaging material solution than regular plastic or glass.

Silver award, LiquiForm® (Amcor Rigid Plastics): LiquiForm is revolutionizing the future of liquid packaging. The technology uses the customer's liquid product instead of compressed air to simultaneously form and fill containers. The liquid product essentially forms its own rigid plastic container. This game-changing process helps design, develop and deploy products through fewer steps and a single source, creating a world in which manufacturing is nimbler, supply chains are tighter, systems are more efficient, facilities are more localized, and the entire process is more sustainable.

Silver award, Simply® Beverages Recycle Code No. 1 Extrudable PET Juice Container (The Coca-Cola Company): The material for Simply Beverages' 89-ounce recyclable juice container was developed and commercialized through close collaboration between The Coca-Cola Company, Indorama Ventures and converting partner CKS Packaging Inc to reduce the package's weight by 9% while also increasing recyclability and maintaining the familiar form of he previous bottle.

Silver award, Downy (Lenor) Parfum des Secrets Package (Procter & Gamble): Created by a beauty designer and inspired by fine fragrance packaging, this container from Procter & Gamble is multi-faceted and resembles a fine cut diamond. The use of a removable full body sleeve allows for easy recycling. Because of the sleeve the colorants can be removed from the PET bottle while maintaining shelf appeal. Secondly the sleeve's perforation allows easy removal of the sleeve, further increasing the pack's recyclability.

Silver award, Ariel PurClean™ Package (Procter & Gamble): Procter & Gamble's Ariel PurClean™ bottle is made from 35% post-consumer recycled content, is 100% recyclable and is even manufactured at a facility in France, using 100 % wind energy electricity and sending zero manufacturing waste to landfall with a 0% landfill scrap rate. And moreover, the detergent is made with 70% plant-based and bio-derived ingredients.

Industry Speak

Vikram Bhadauria, Managing Director, ALOK Masterbatches Pvt. Ltd

Future of Plastics Industry Driven by Quality and Innovation

The economic centre of gravity of the world has been shifting from the west to the east, and India is perfectly placed in the centre of action to capitalize this inevitable shift. A perfect example is the retaliatory stand off and the trade tension between the US and China. The US-China trade war is a trigger for emerging opportunities, and the Indian government lost no time to identify where the potential rests for India.

During a time of global economic slowdown and tepid trade conditions, the Indian government has announced a slew of measures to incentivize exporters and boost multilateral trade. Initiatives such as the Remission of Duties or Taxes on Export Product (RoDTEP) Scheme, higher insurance cover to banks who are lending working capital for exports, and introduction of GST – one country one tax, have become a massive trigger for revving up growth of the Indian manufacturing sector.

While India is expected to become the fifth largest manufacturing country in the world by 2020, manufacturing, which is one of the most critical building blocks, has emerged as one of the high growth sectors, which has the potential to place India on the world map as a manufacturing hub.

And the main reason behind the success & attractiveness of the sector, is the concerted effort of manufacturers to invest in constant innovation that helped the sector leapfrog into the big leagues.

According to Global Innovation Index (GII), developed by World Intellectual Property Organization, a United Nations agency, "India is the most innovative country in Central and Southern Asia since 2011 and has consistently outperformed on innovation relative to its GDP per capita for nine years in a row, a record only matched by two other countries."

Leading by example – Sustainable-innovation paving way for future: The plastics industry is one of the core manufacturing sectors which is spearheading innovation in India. There is no doubt that over the last few years there has been increasing pressure on the packaging industry to provide more innovative and efficient packaging solutions.

Clearly, the pressures on packaging manufacturers are growing. And as we progress into an era, when the concept of sustainability has become more important than ever, it is imperative that companies revaluate their existing strategies and modus operandi.

The question then arises, that how can manufacturers create innovative solutions ahead of market demands? And how can they foster a culture of innovation that is always pre-emptive of future needs?

Driving Innovation: ALOK Masterbatches Pvt Ltd (ALOK), is India's leading masterbatch producer co-creating innovative, reliable and high-quality solutions for the plastics industry.

We use an amalgamation of research, world-class manufacturing facilities, latest technologies and an experienced team to deliver consistent high quality, sustainable masterbatches to both the Indian market as well as to 30 countries across the world.

At ALOK headquarter, we have set up India's first innovation centre for the masterbatch industry, called ALOK Technology Incubation Centre (ATIC). At ATIC we partner with our clients, customers and academia to co-create customised solutions. ATIC offers a state-of-the-art

facility with an array of global-standard testing equipment, which enables us to develop path-breaking solutions that address real-world challenges.

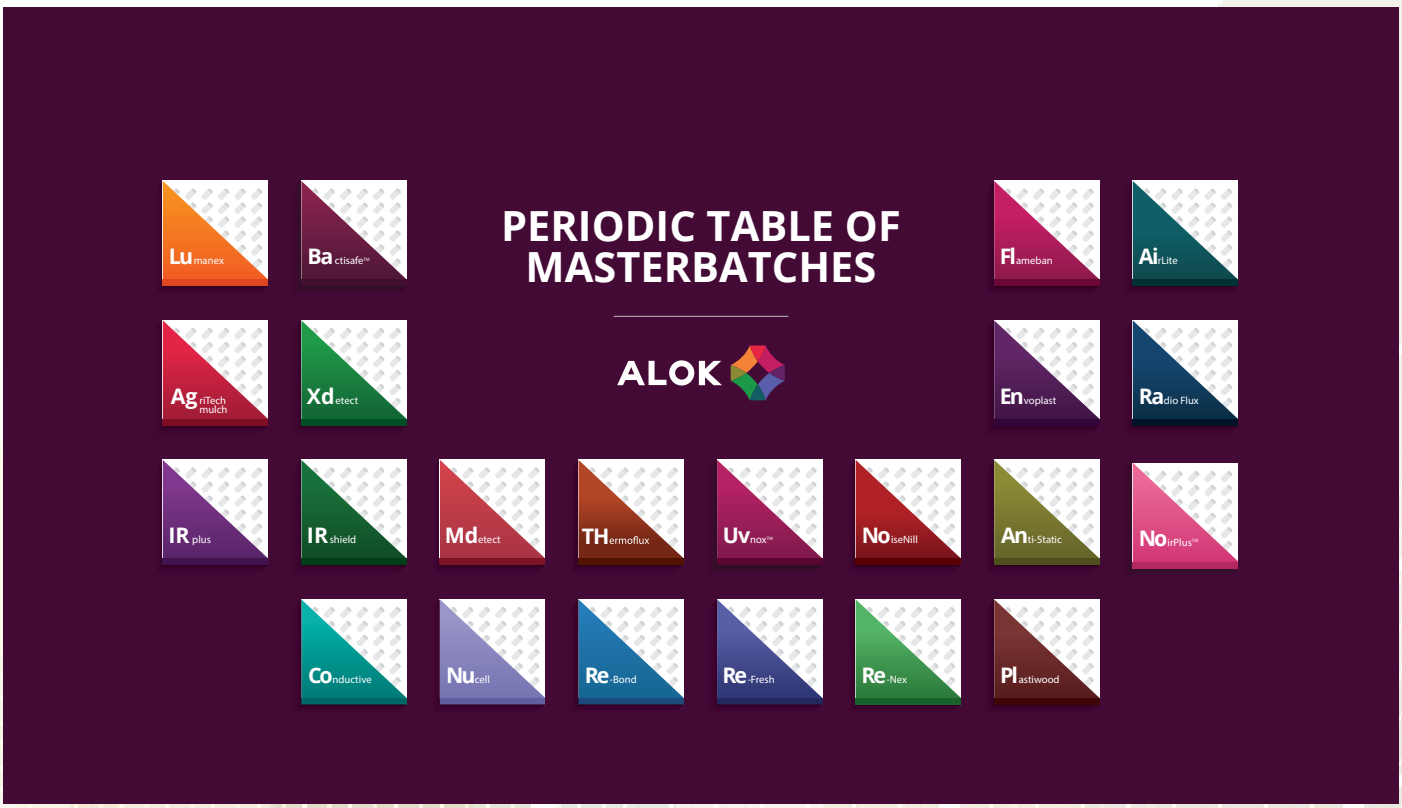
At ATIC, we have collaborated & co-created 22 customized solutions in line with specific needs and challenges of the plastic industry, which we showcase in our Periodic Table of Masterbatches. Every solution that germinates in the ATIC lab is our contribution towards the government's 'Make in India' initiative.

In July 2019, ALOK was conferred the prestigious Golden Peacock Eco-Innovation Award for its additive solution UvNox – an indigenously developed additive solution that makes mulch films cheaper than any other solution available globally.

UvNox not only makes mulch films significantly cheaper, it also addresses 5 very pertinent issues of national importance – Food security; fertilizer usage reduction in crops; water conservation; crop yield; and most importantly – increases the Indian farmers' income.

Such path-breaking achievements could not have been accomplished had it not been for the culture of innovation that envelopes the whole organisation. For the last 25 years, it has been our single-minded effort to combine the power of chemistry with technology to develop customised solutions applications that make plastics safer, affordable and sustainable.

Looking ahead, as we plunge deeper into the 21st century, the plastics industry, needs to be putting innovation right at the very heart of their business to progress. Packaging is not necessarily the first industry people think of when it comes to creativity, but it is a sector with huge potential and impact, as ALOK has shown.



P – People

By Manoj Agarwal

This editorial is the third part of the seven part series titled under the acronym "E X P O R T S"

So much of what we call management consists in making it difficult for people to work.

Peter Drucker.
Much of my growing years were spent in awe of Peter Drucker perhaps the greatest management guru of the 20th Century. Simply going through his book of quotes is enough of a management lesson. I write this because the last two decades have seen such a proliferation of management experts that it can leave some of us who run our businesses with an inferiority complex! So, this edition of my series tries to avoid talking about Exports. The scene all over is so grim that we can possibly digress and apply ourselves to some self-development and introspection. May be time better spent. When we talk about people it gives us many connotations. In business we say that we invest in people to create an organisation. Human Resources are not an expense but an investment. Ask that from Naresh Goel who so successfully destroyed his single most important capital in the company - The People who ran the show by not paying their salaries for over 3 months. Contrast that with Rajiv Bajaj who recently propounded what I would like to call the "Theory of Saving Jobs". "If I tell my employees that when the going is tough, I am going to throw you out, then how would my employees trust me," he said.

"It's a double speak. Salary of employees is just 4 percent of sales, so is it justified to throw your employees for such small saving," he further asked. Two profound and very original thoughts which surely had the Auto Industry leaders into a tailspin.

What are the other connotations we think of when we talk about people? For politicians' people are voters who bring them to power and they would do anything and everything they possibly can to pander to this large community. For Communist China, a high rate of population growth was unacceptable propagating the Theory of "One family One child" leading to the disastrous change in China's demographics which their current generation is struggling with. For us in India people everywhere and all over the roads, cities and villages makes our lives vibrant and colourful !

So this brings me back to my Original question. Are people resources and investments or are they an expense?

The Plastics Industry is enormously different to the Automobile sector. Many of us are suppliers to the Auto sector and are hit by the slow down. Salary and wages can often form 10 % of our sales and for those who survive on a profit margin of 4 to 5% expenses on wages can be the difference between a Red and a Black bottom line. Over the years I have experienced a strange phenomenon. Lack of skilled workers. WE talk about unemployment some talk about under employment but I keep searching for those workers who are willing to come and work for 25 days in a month consistently through ought the year, take their allotted 15 or 20 days of leave and return back to work on the due date? The entire work force of the country specially the unorganized sector seems to just vanish in April and for two months factories struggle to keep with up with commitments. Therein lies the answer to my question. Invest in people and reap the rewards of this investment Do not value that in Rupee terms and create an ecosystem to share wealth with the people who allow us to make money.

Manoj Agarwal, Managing Director of Kanpur Plastipack Ltd is an industry expert with over 40 years of experience. A past Chairman and currently serving as a COA member of Plexconcil he is actively associated with a number of professional and trade bodies. He holds a Master's Degree in Management Studies from the Birla Institute of Technology and Science (BITS) Pilani.

IEMs signed in the Plastics segment during June 2019.

IEM No.	Company Name	State	Item of manufacture
1163	A G Industries Private Limited	Andhra Pradesh	Auto parts of plastic
1119	Uma Converter Limited	Gujarat	Plastic packaging
1070	Polyrub Extrusions (India) Private Limited	Gujarat	Auto parts of plastic
1048	Shri Navkar Blowpack Private Limited	Gujarat	Plastic bottles and containers
1068	Addica Industries LLP	Gujarat	PVC flex banner
1171	HIL Limited	Gujarat	PVC pipes
1076	KPH Fabrics Private Limited	Haryana	PVC film sheeting
1066	Saraswati Plastotech India Private Limited	Jammu & Kashmir	Household items, of plastics
1136	Pact Closure Systems (India) Private Limited	Karnataka	Plastics caps and closures
1150	Priyadarshini Polysacks Limited	Maharashtra	HDPE / PP woven fabrics
1182	Renata Precision Components Private Limited	Maharashtra	Industrial components of plastics
1091	Bhagirathi Packaging Private Limited	Odisha	PP woven sacks
1141	The Supreme Industries Limited	Odisha	PVC pipes
1127	Vectus Industries Limited	Rajasthan	Roto moulded water tank
1008	Reynolds Pens India Private Limited	Tamil Nadu	Ball point pens
1170	Brindavan Packaging Solutions	Uttar Pradesh	Plastics caps and closures
1010	R P Polypacks Private Limited	Uttar Pradesh	Tarpaulin
1017	Sunwoda Electronic India Private Limited	Uttar Pradesh	Cellular plastic cover
1026	Glen Industries Private Limited	West Bengal	Plastic containers for food packaging
1178	TPAC Packaging Solutions (India) Private Limited	Dadra & Nagar Haveli	Plastic bottles and containers

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

Member Testimonials

"We have received our IGST REFUND for the Period MARCH 19 to JUNE 19 in the evening today. Our matter is finally resolved due to timely intervention and support from Plexconcil. We are thankful to Plexconcil for taking the initiative to resolve the issue by taking it with concerned authorities. We are really proud to be associated with "PLEXCONCIL". – **Sanjay Roongta, Dhwani Polyprints Pvt. Ltd.**

"We are very impressed with your follow up and support in helping us with relevant circulars and public notice for IGST refund on exports. Other trade associations were not helpful even after meeting them personally". – **Rajesh Rungta, KlassiK Lamitex Pvt Ltd.**

THE PLASTICS EXPORT PROMOTION COUNCIL ADDED THE FOLLOWING COMPANIES/FIRMS AS NEW MEMBERS DURING AUGUST 2019. WE WOULD LIKE TO WELCOME THEM ABOARD!

S. No.	Company Name	Communication Address	Director	Email
1	Lal International Exports	26, Anugraha Gardens, Central Studio Road, Coimbatore – 641005.	P. PakeerMuhammed	pmohdc@gmail.com
2	Inland Landscape Llp	New No.66,Old No.62& 63/11, Basement Oxford Centre C P Ramaswamy Road, Alwarpet, Chennai – 600018.	MaanasVibhu	maanasvibhu@gmail.com
3	Gurucharan Industries	Plot No Qg 1 2 3 C 73 D 68, Industrial Estate, Baikampady, New Mangalore – 575011.	JayakarShettigar	gurucharanindia@dataone.in
4	Manlon Engineers Pvt Ltd	12, Highway CommerialCenterDanilimda, Ahmedabad – 380028.	Abdulrauf A Maniar	info@manlon.in
5	Universal Export Import	604, Sheth Corporate Tower, Nr, Gujarat College Nr, Ellisbridge, Ahmedabad – 380006.	AadishJarodia	aadi.md@yahoo.com
6	KanakRatna Woven Sack Private Limited	J-2573 Upper Ground Floor, Plot No. 143/P-144j-2573, Millennium Market, Ring Road, SURAT – 395002.	Uttamkumar B Jain	kanakratna09@gmail.com
7	Sheetal Plastics Industries	Plot No C1b-118/1, Gidc, UMBERGAON–306171.	Raj S Vadgama	info@sheetalplastics.com
8	Mangla Handles	Plot No.101, Badli Industrial Area, Phase-Ii, New Delhi – 110042.	Sapna Gupta	sapnamanglahandles@gmail.com
9	Hair King	2nd Floor, 51 Indian Bank Building, Gnt Road, Erukancherry,CHENNAI – 600118.	A Srinivasan	info@hairking.in
10	DhanaImpex	117/2-B, Nallur Village, Opp To ChelliammanKoil, Sholavaram, Chennai – 600067.	Kamalakannan. T	kk@dhanaimpex.com
11	Torrenza Mould Craft Pvt Ltd	Plot No.43,Tribhuvan Industrial Estate,KathwadaGidc Road No. 8 KathwadaGidc, Ahmedabad – 382430.	Chirag J Dodia	account@torrenzamould.com
12	Citizen Plast	Gala No E 28, Ground Floor, Zero Tax Industrial Estate, Dadra And Nagar Haveli – 396193.	Mohammad A Chaudhary	citizenplast2265@gmail.com
13	Vaibhalakshmi Packaging Pvt Ltd	213 Shree Mahavir Cloth Market, Kankaria Road,Ahmedabad – 380022.	Mahendrakumar K Chaudhari	vppl2013@yahoo.in
14	Viega India Private Limited	Plot No E 565, Sanand Engineering Estate ,GidcSanand Ii, Ahmedabad – 382110.	Shriyans Jain	gambhir.gupta@viega.in
15	GharanaInfratech Private Limited	Suite 4, Commercial Complex,Brindavan Garden 98, Christopher Road, Kolkata – 700046.	Ashok Kumar Poddar	ashokpoddar@hotmail.com
16	Veekay Traders	10685 - NabiKarim, Jhendewalan Road, New Delhi – 110055.	Mukesh Kumar Garg	veekay.traders@gmail.com
17	RgpImpex Private Limited	Mercantile Bldg., 9/12 Lal Bazar St., Block A, 2nd Floor, Room No.-60, KOLKATA – 700001.	Ram GopalPoddar	rgpimpex2018@gmail.com
18	Plasto Metal	137, NyniappaNaickenStreet , Chennai – 600003.	Rajesh R. Sayani	rajesh@plastometal.co.in
19	Spire Polymers	Plot-2, Shyam Industries, Vill. RavkiTaluka-Lodhika, Rajkot – 360004.	BhargavBagsariya	spirepoly@gmail.com
20	Kemron Wood Plast Pvt Ltd	Parivar Park Street No:1, B/H Mayani Nagar Mayani Nagar Road, Rajkot – 360004.	Manhar B Bhuva	ashish@kemronwoodplast.com

Business Inquiries

Name	: Simon Boakye
Company	: Simb Fabrics Designing & Trading Enterprise
Address	: PO Box 9226, Kumasi, Ghana
Email	: simbgh80@yahoo.com
Contact	: +233 272114352
Enquiry	: Buyer is interested in importing PVC floorcoverings from India.

Name	: Benjamin Osei Tutu
Company	: Standard Logistics Solutions Company Limited
Address	: PO Box 112, Accra, Ghana
Email	: standardlogscoltd@gmail.com
Contact	: +233 244816344
Enquiry	: Buyer is interested in importing kitchenware items of plastics from India.

Name	: Michael Asare Asiedu
Company	: KS Tech Solutions Limited
Address	: PO Box 87, Akropong, Koforidua, Ghana
Email	: kstechsolutionsltd@gmail.com
Contact	: +233 544064797
Enquiry	: Buyer is interested in importing writing pens from India.

Name	: Bridget Prempeh
Company	: Freddy Bebeto Enterprise
Address	: PO Box 158, Adum, Kumasi, Ghana
Email	: freddybebetoent@gmail.com
Contact	: +233 242703943
Enquiry	: Buyer is interested in importing floorcoverings from India.

Name	: Evans Kusi Worae
Company	: Danlarico Technologies
Address	: PO Box 37, Fante New Town, Kumasi, Ghana
Email	: ekusiworae@gmail.com
Contact	: +233 24460286
Enquiry	: Buyer is interested in importing writing pens from India.

Name	: Rita Arko
Company	: Agerop Ghana Limited
Address	: PO Box 5840, Accra North, Accra, Ghana
Email	: bphase009@yahoo.com
Contact	: +233 540759122
Enquiry	: Buyer is interested in importing PVC pipes and floor coverings from India.

Name	: Joyce Oduro
Company	: Leystep Prestige Enterprise
Address	: Queens Gate Building, Prempeh II Street, Adum, OTB 163 PO Box KS. 7018 Ghana
Email	: leystepsenterprise@gmail.com
Contact	: +233 244129666
Enquiry	: Buyer is interested in importing combs, caps and closure of plastics from India.

Name	: Beatrice Wamuyu Gichuki
Company	: Kilele Corporation Limited
Address	: PO Box 51383-00200, Milimani Court, Membley, Nairobi, Kenya
Email	: bwamuyu@gmail.com
Contact	: +254 725739802
Enquiry	: Buyer is interested in importing food grade packaging materials from India.

Name	: Kamruzzaman
Company	: Mallick Agro Industries
Address	: 302/1 Piakpara, Mirpur-1, Dhaka -1216 Bangladesh
Email	: kamruzzamansento@gmail.com
Contact	: +88 1737197989
Enquiry	: Buyer is interested in importing plastics raw materials from India.

Name	: Stefan Tranchell
Company	: Packaging Alliance (Pvt) Ltd
Address	: 23, Weherakanda Road, Baddegana, Pita Kotte
Email	: sales@packagingalliance.lk
Contact	: +94 767806412
Enquiry	: Buyer is interested in importing plastics raw materials from India.

Business Inquiries

Name	: Prabath Gajanayake
Company	: Eco Films (Pvt) Ltd
Address	: 817/D, Ganermulla Road, Weligampitiya, Ja-Ela
Email	: prabath@theecofilms.com
Contact	: +94 772663929
Enquiry	: Buyer is interested in importing plastics raw materials from India.

Name	: Sunil Costa
Company	: Modern Pack Lanka (Pvt) Ltd
Address	: 418, Thalagala, Gonapola, Sri Lanka
Email	: sunilc@modernpack.lk
Contact	: +94 773951489
Enquiry	: Buyer is interested in importing Polypropylene and Polystyrene from India.

INTERNATIONAL EVENTS

PLEXCONCIL would be facilitating Indian participation at 12 international events. The planned events for 2019-20 are enlisted below and have been duly approved by the Government of India for financial assistance under the MAI Scheme. Separately, the council has also planned for taking business delegation to some countries.

PLASTIMAGEN FEI PLAST	PLASTPOL	COMPLAST MYANMAR		COMPLAST SRI LANKA		K FAIR VIETNAM PLAS		PLAST EURASIA CAPINDIA		INTERPLASTICA	COMPLAST SOUTH AFRICA INTERNATIONAL HOME HOUSEWARE SHOW JEC WORLD
April 2019	May 2019	June 2019	July 2019	August 2019	September 2019	October 2019	November 2019	December 2019	January 2020	February 2020	March 2020

Source : PLEXCOUNCIL

Other Important Industry Events For Plastics (October - November 2019)

Euro Mold	Munich	Germany	14.10.2019	16.10.2019
K Messe	Düsseldorf	Germany	16.10.2019	23.10.2019
EuroMOF 2019 — 3rd International Conference on Metal Organic Frameworks and Porous Polymers	Paris	France	30.10.2020	30.10.2020
Japan Pack	Tokyo	Japan	29.10.2019	01.11.2019
Pack Expo	Bucharest	Romania	30.10.2019	03.11.2019
Polymers + 3D Conference	Houston	USA	31.10.2019	01.11.2019
Car Body Painting 2019 Conference	Bad Nauheim	Germany	04.11.2019	05.11.2019
Conductive Plastics 2019	Vienna	Austria	05.11.2019	06.11.2019
Expo Plast	Sibiu	Romania	12.11.2019	15.11.2019
Multilayer Flexible Packaging 2019 Conference	Vienna	Austria	18.11.2019	20.11.2019
Agricultural Film 2019 Conference	Barcelona	Spain	18.11.2019	20.11.2019
EUROPACK	Lyon	France	19.11.2019	21.11.2019
ANDINA-PACK	Bogota	Colombia	19.11.2019	22.11.2019
Central Asia Plast World	Almaty	Kazakhstan	19.11.2019	21.11.2019
Plastics and Runner Indonesia	Jakarta	Indonesia	20.11.2019	23.11.2019
Plastivision Arabia	Sharjah	UAE	25.11.2019	28.11.2019
Plastics and Rubber Vietnam	Hanoi	Vietnam	27.11.2019	29.11.2019

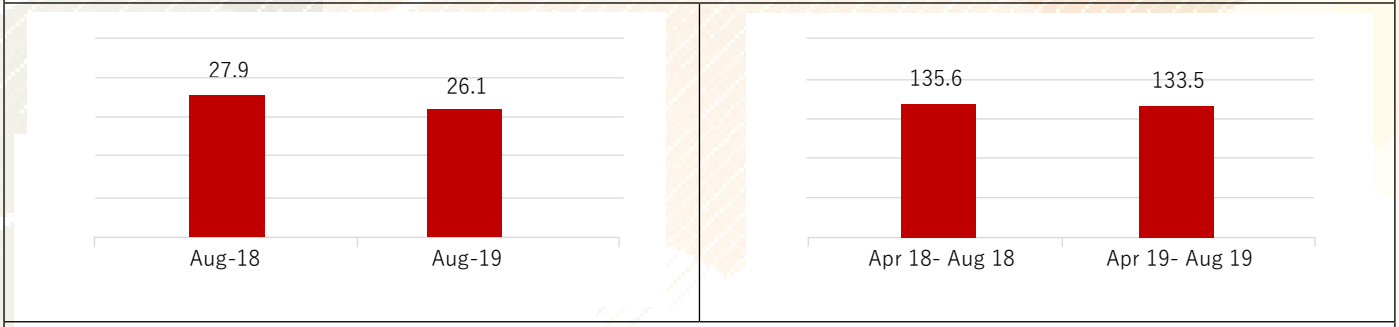
Export Performance

TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 26.1 billion in August 2019, down 6.3% from USD 27.9 billion in August 2018. Cumulative value of merchandise exports during April 2019 – August 2019 was USD 133.5 billion as against USD 135.6 billion during the same period last year, reflecting a decline of 1.5%.

Exhibit 1: Trend in overall merchandise exports from India

(USD Billion)



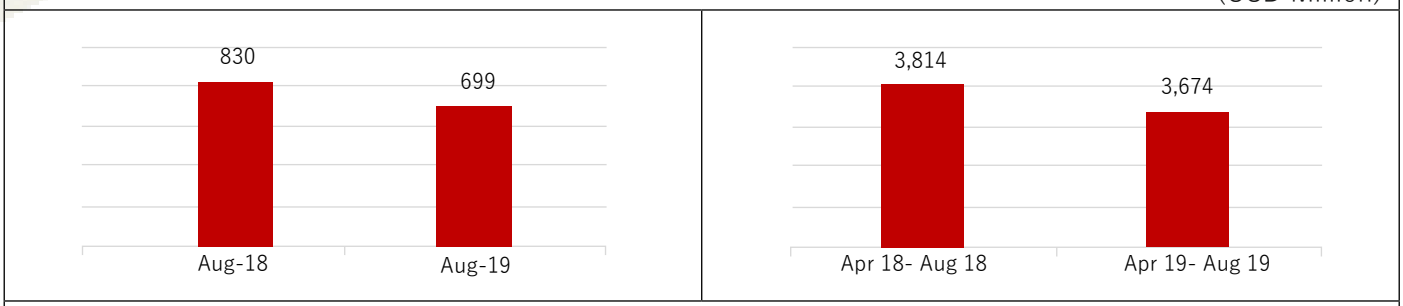
Source: DGCI&S

TREND IN PLASTICS EXPORT

During August 2019, India exported plastics worth USD 699 million, down 15.7% from USD 830 million in August 2018. Cumulative value of plastics export during April 2019 – August 2019 was USD 3,674 million as against USD 3,814 million during the same period last year, registering a negative growth of 3.7%.

Exhibit 2: Trend in plastics export by India

(USD Million)



Source: DGCI&S

- Plastics formed 2.75% of India's overall merchandise exports in April 2019 – August 2019
- India exported plastics to 207 countries in April 2019 – August 2019
- United States, China and United Arab Emirates were the top three buyers of plastics from India in April 2019 – August 2019

PLASTICS EXPORT, BY PANEL

In August 2019, most of the product panels witnessed a decline in exports. Plastic raw materials witnessed year-on-year decline of 26.8%; followed by stationery/office/school supply (-13.8%); packaging materials (-8.1%); plastic sheet, film, plates etc (-7.9%); other plastic items (-7.2%); moulded & extruded goods (-2.8%); and optical items (-2.7%). Only

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

Panel	Aug-18	Aug-19	Growth	Apr 18-Aug 18	Apr 19-Aug 19	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
Plastic raw materials	403.54	295.46	-26.8%	1,848.15	1,544.94	-16.4%
Plastic sheet, film, plates etc	134.63	123.98	-7.9%	616.18	634.49	3.0%
Moulded & extruded goods	101.60	98.73	-2.8%	451.42	542.40	20.2%
Packaging materials	81.81	75.22	-8.1%	346.11	351.59	1.6%
Optical items (incl. lens etc)	38.38	37.36	-2.7%	199.55	199.66	0.1%
Other plastic items	35.55	33.01	-7.2%	154.83	189.70	22.5%
Stationery/Office/School Supply	20.71	17.84	-13.8%	107.36	101.53	-5.4%
Human hair, products thereof	13.82	17.80	28.8%	90.32	110.06	21.9%
	830.05	699.40	-15.7%	3,813.91	3,674.37	-3.7%

Note: Plastics are segregated under eight panels by DGCI&S
Source: DGCI&S

PLASTICS EXPORT, BY REGION

India's plastics export in August 2019 was negative across all territories including, Latin America & Caribbean (-37.9% year-on-year); ASEAN + 2 (-33.0%); Africa (-17.4%); European Union (-16.9%); Middle East (-15.7%); South Asia (-10.6%); North-East Asia (-8.6%); Commonwealth of Independent States (-3.8%); and North America (-3.0%).

Exhibit 4: Region-wise trend in plastics export by India

Region	Aug-18	Aug-19	Growth	Apr 18-Aug 18	Apr 19-Aug 19	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
European Union (EU)	163.71	136.10	-16.9%	766.04	725.15	-5.3%
Middle East	121.29	102.19	-15.7%	601.66	578.36	-3.9%
North-East Asia	117.64	107.47	-8.6%	529.52	551.57	4.2%
North America	113.29	109.85	-3.0%	508.20	583.67	14.9%
Africa	106.10	87.66	-17.4%	480.67	448.23	-6.7%
South Asia	71.18	63.64	-10.6%	360.71	326.50	-9.5%
ASEAN + 2	76.84	51.46	-33.0%	296.67	250.75	-15.5%
Latin America & Caribbean (LAC)	46.83	29.06	-37.9%	215.36	152.17	-29.3%
CIS	9.99	9.61	-3.8%	35.51	45.61	28.4%
Others	3.17	2.36	-25.8%	19.57	12.37	-36.8%
	830.05	699.40	-15.7%	3,813.91	3,674.37	-3.7%

Source: DGCI&S

PLASTICS EXPORT, BY DESTINATION COUNTRY

During August 2019, four out of the top 25 destination countries recorded year-on-year growth in plastics export from India. Exports to Nepal witnessed a high growth rate of 17.2% during the period.

On a cumulative basis, during April 2019 – August 2019, nine out of the top 25 destination countries recorded year-on-year growth in plastics export from India. Exports to South Africa, Saudi Arabia and Canada, witnessed high growth rates ranging between 20-50%, during the above period.

Exhibit 5: Top 25 destinations of plastics exported by India

Country	Aug-18	Aug-19	Growth	Apr 18-Aug 18	Apr 19-Aug 19	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
China	93.36	85.95	-7.9%	427.90	448.82	4.9%
United States	94.44	90.60	-4.1%	411.79	482.80	17.2%
United Arab Emirates	38.72	30.79	-20.5%	186.90	200.87	7.5%
Italy	31.87	19.64	-38.4%	160.71	124.76	-22.4%
Germany	30.16	24.63	-18.4%	134.76	128.00	-5.0%
Bangladesh	29.36	21.54	-26.6%	146.50	116.96	-20.2%
Turkey	21.12	15.77	-25.3%	130.53	90.90	-30.4%
United Kingdom	23.91	22.34	-6.6%	105.24	114.83	9.1%
Nepal	20.50	24.03	17.2%	95.93	108.97	13.6%
Vietnam	23.82	10.26	-56.9%	82.60	60.54	-26.7%
France	14.51	14.05	-3.1%	75.82	79.12	4.4%
Indonesia	18.65	9.80	-47.5%	68.99	41.18	-40.3%
Egypt	15.70	9.05	-42.3%	69.08	43.36	-37.2%
Belgium	11.32	7.39	-34.7%	56.32	50.77	-9.9%
Japan	14.92	11.69	-21.6%	57.33	46.90	-18.2%
Nigeria	13.39	12.49	-6.7%	70.82	46.16	-34.8%
Pakistan	7.89	5.89	-25.3%	52.99	40.07	-24.4%
South Africa	11.04	11.85	7.4%	46.48	67.08	44.3%
Israel	12.19	12.02	-1.4%	49.12	45.44	-7.5%
Mexico	8.77	9.24	5.4%	54.10	48.93	-9.6%
Kenya	15.11	10.18	-32.7%	57.90	55.68	-3.8%
Spain	10.75	9.48	-11.8%	50.31	48.25	-4.1%
Sri Lanka	9.61	8.58	-10.7%	47.59	40.79	-14.3%
Canada	10.08	10.01	-0.7%	42.31	51.94	22.8%
Saudi Arabia	6.96	7.60	9.2%	38.15	50.06	31.2%

Note: Top 25 destinations based on 2018-19 plastic exports by India
Source: DGCI&S

India exported plastics to 182 countries in August 2019 as compared to 186 countries in August 2018.

Exhibit 6: Panels with details of % growth seen in top 10 export destinations

Panel	Country	Apr 18-Aug 18 (USD Mn)	Apr 19-Aug 19 (USD Mn)	Growth (%)
Plastic raw materials	China	342.88	341.58	-0.4%
	Italy	114.04	73.93	-35.2%
	Turkey	111.14	78.64	-29.2%
	Bangladesh	106.54	78.10	-26.7%
	United Arab Emirates	88.90	73.02	-17.9%
	United States	68.09	62.24	-8.6%
	Vietnam	72.61	50.67	-30.2%
	Nepal	57.79	69.34	20.0%
	Indonesia	54.68	25.28	-53.8%
	Pakistan	48.92	36.83	-24.7%
Plastic sheet, film, plates etc	United States	94.13	112.92	20.0%
	United Arab Emirates	24.95	27.83	11.6%
	Germany	30.99	29.20	-5.8%
	South Africa	27.67	28.86	4.3%
	Nigeria	32.41	15.38	-52.5%
	Italy	23.07	21.12	-8.5%
	United Kingdom	19.24	23.83	23.9%
	Bangladesh	19.16	14.48	-24.4%
	Mexico	18.90	16.71	-11.6%
	Spain	16.56	17.39	5.0%
Moulded & extruded goods	United States	101.56	155.71	53.3%
	United Arab Emirates	27.50	45.17	64.2%
	United Kingdom	23.37	25.31	8.3%
	Germany	23.49	20.81	-11.4%
	Canada	17.96	26.05	45.0%
	Sri Lanka	10.16	5.32	-47.6%
	Spain	9.95	8.58	-13.7%
	Nigeria	8.22	7.79	-5.3%
	Saudi Arabia	6.63	9.45	42.6%
	Brazil	7.12	10.50	47.5%
Packaging materials	United States	63.01	75.68	20.1%
	United Kingdom	29.26	27.96	-4.4%
	United Arab Emirates	17.70	21.05	18.9%
	Netherland	13.47	11.76	-12.7%
	Germany	10.81	8.72	-19.3%
	Belgium	9.85	3.86	-60.8%
	France	8.62	7.77	-9.9%
	Spain	7.37	7.29	-1.1%
	Djibouti	8.26	7.13	-13.7%
	Nepal	7.05	5.92	-16.0%

Note: Top 10 destinations based on India's 2018-19 exports under the eight plastic product panels
Source: DGCI&S

Panel	Country	Apr 18-Aug 18 (USD Mn)	Apr 19-Aug 19 (USD Mn)	Growth (%)
Optical items (incl. lens etc)	France	47.61	55.27	16.1%
	Germany	21.26	20.48	-3.7%
	United Kingdom	16.51	17.79	7.8%
	United States	14.17	4.63	-67.4%
	United Arab Emirates	6.48	9.00	39.0%
	Netherland	9.25	9.89	6.9%
	Poland	7.97	8.59	7.8%
	Italy	3.99	10.17	155.1%
	Russia	2.09	5.57	166.5%
	Israel	2.94	3.37	14.7%
Other plastic items	United States	35.98	37.60	4.5%
	Belgium	15.63	10.91	-30.2%
	United Arab Emirates	13.73	18.56	35.2%
	South Africa	4.19	17.94	328.0%
	United Kingdom	3.66	7.28	99.2%
	Italy	4.66	6.47	38.7%
	Germany	5.02	7.10	41.6%
	Poland	2.69	3.75	39.2%
	Nepal	3.61	3.71	3.0%
	Saudi Arabia	3.77	4.18	10.9%
Human hair, products thereof	China	52.09	73.12	40.4%
	Myanmar	7.75	4.47	-42.3%
	United States	6.71	6.67	-0.5%
	Tunisia	4.32	5.92	37.1%
	Hong Kong	3.43	5.88	71.4%
	Bangladesh	2.98	2.11	-29.1%
	United Arab Emirates	2.34	1.57	-32.9%
	Vietnam	0.94	1.97	108.4%
	Indonesia	1.45	0.92	-36.5%
	Italy	1.64	1.28	-21.8%
Stationery/Office/School Supply	United States	28.13	27.35	-2.8%
	United Arab Emirates	5.29	4.65	-12.1%
	United Kingdom	6.37	5.48	-14.0%
	Thailand	4.96	4.18	-15.8%
	Algeria	2.22	3.19	43.9%
	Bangladesh	2.26	2.94	30.5%
	Germany	2.56	2.34	-8.9%
	Mexico	2.28	1.52	-33.3%
	Latvia	2.31	1.23	-46.9%
	Nepal	2.19	2.27	3.8%

Note: Top 10 destinations based on India's 2018-19 exports under the eight plastic product panels
Source: DGCI&S

Export Performance

ANNEXURE-II

Trend in overall exports by India

Month	2018-19 (USD Bn)	2019-20 (USD Bn)	Growth (%)
April	25.95	26.07	0.5%
May	28.78	30.01	4.3%
June	27.15	25.01	-7.9%
July	25.89	26.32	1.7%
August	27.87	26.13	-6.3%
	135.64	133.54	-1.5%

ANNEXURE-II

Trend in plastics export by India

Month	2018-19 (USD Mn)	2019-20 (USD Mn)	Growth (%)
April	742.66	702.53	-5.4%
May	741.65	830.55	12.0%
June	769.08	732.57	-4.7%
July	730.46	709.33	-2.9%
August	830.05	699.40	-15.7%
	3,813.91	3,674.37	-3.7%

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