



PLEXCONCIL - The Plastics Export Promotion Council

PLEXCONNECT[®]

Edition 40, October 2022

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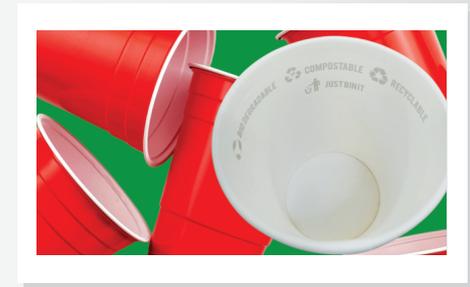
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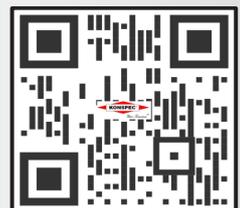
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The toughest part always is, getting started. Once you have, the rest of the journey gets easier. As the Chairman of Plexconcil now, I am truly humbled by the great support that I have received from our esteemed Immediate Past Chairman, Arvind Goenkaji, my fellow members of the COA, Council Secretariat and of course members of our fraternity. I have been entrusted with the huge responsibility of taking the Council's vision forward and this comes at a time when my predecessors and present colleagues have put in a great deal of time, effort and planning into leading our industry into new horizons and it will always remain my sincerest endeavour to carry this vision forward.

During August 2022, India exported plastics worth USD 1,040 million, lower by 1.7% from USD 1,057 million in August 2021. Cumulative value of plastics export during April 2022 – August 2022 was USD 5,435 million as against USD 5,631 million during the same period last year, registering a decline of 3.5%.

As we all know, our industry has been facing obstacles on numerous fronts. The proposed BIS on raw material imports is extremely significant and can be a crippling move severely impacting our industry that is still highly import dependant for raw materials. Raw material pricing, inflated cost of logistics, etc are some of the weighty issues that have been impacting commerce. However, through constant representations and physical meetings with the various governing bodies, the Council has been ensuring that our voice is heard, and, in my tenure, my aim is to continue this relentless effort of driving home our concerns and hopefully we receive positive outcomes.

As Chairman, one of the key focus areas for me will be to expand our membership as I truly believe that exporting, extends our global presence by opening up new markets, promotes innovation and brings in forex earnings that is beneficial not just to individual businesses, but also the growth of our nation's GDP. We need to look at expanding our footprint in emerging markets & existing markets, by enhancing our product basket and very importantly, the number of exporters. In the recent months, Plexconcil has been working closely with the DGFT & MSME-DI and we have been actively conducting capacity building and export awareness programme



across manufacturing clusters in India to promote the benefits of exporting amongst the industry.

The Council is also gearing up to host its first ever exhibition dedicated to Indian plastics exports. Plexconnect 2023 that will be held from June 15-17, 2023 is chiefly export focused and see over 600 select buyers from focus countries aided by the MAI scheme in addition to many new unique features. We have detailed plans in place and request our industry members for their wholehearted participation and support to make this a success. Stall bookings are open and you may contact any of our offices for details.

Toy manufacturing has been the centre of Govt focus in the recent past. Considering a drastic drop in imports and growth in manufacturing in India, in this issue of the magazine, we bring you an interview with G Navin Kumar of Radiant Designs, a leading toy manufacturer from Chennai to understand the working of this focus segment. We also focus on Philippines under Countryscape and look at Buttons under the Product of the Month feature. This is in addition to news and views from around the world.

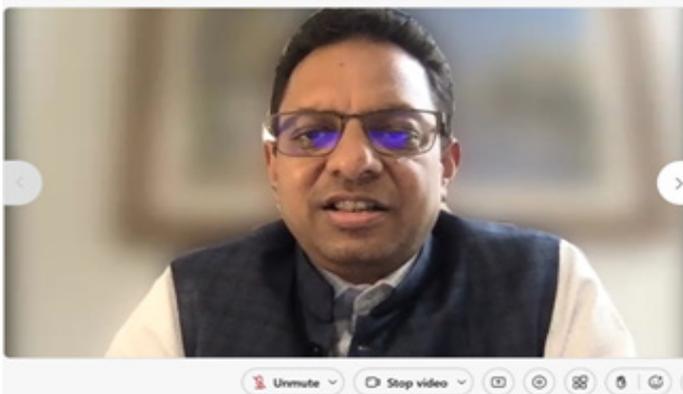
On final note, I thank everyone for their support and look forward to serving and promoting our export fraternity in every feasible way over the coming years. Along with our new Vice Chairman Mr Vikram Bhadauria, COA and our very talented Plexconcil team, we have charted a well thought out plan on making the Council the most vibrant and effective EPC. I look forward to receiving your overwhelming support and blessings for unparalleled export growth for all plastics.

Warm Regards,

Hemant Minocha
Chairman

India-Ghana Virtual Meet/BSM for the Plastics Sector – 2nd August 2022 | Eastern Region

High Commission of India, Accra, Ghana jointly with PLEXCONCIL organized India-Ghana Virtual Meet/BSM for the Plastic sector, 2nd August 2022. In the inaugural session H.E. Mr. Sugandh Rajaram, High Commissioner of India to Ghana delivered the keynote address. Mr Arvind Goenka, Chairman, PLEXCONCIL welcomed the participants and also made a presentation on India's strength and potential of Plastic sectors for trade and business with Ghana. Mr Sribash Dasmohapatra, Executive Director propose vote of thanks. In the B2B session Member participants interacted with Ghanaian companies for business promotion.



Meeting with Zonal Additional DGFT, Chennai on 04th August 2022 | Southern Region

The Plexconcil Southern Region had a meeting with Smt.Rajalakshmi Devaraj, I.D.A.S on behalf of the Plastics and Polymer industry and took this opportunity to congratulate for taking over as the Zonal Additional DGFT in Chennai recently and emphasized that Tamil Nadu plays a major role in the exports of polymers and plastics products with many inbuilt clusters operating for many years and also the Council requested for their support and guidance in organising Export Outreach Programs under the Niryat Bandhu Scheme in the state of Tamil Nadu for the benefit of the trade.

The Council was represented by Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director.

Meeting with Dept. Commerce, Govt. of India – 05th August 2022 | Northern Region

The Regional Director – North Successfully arranged the meeting with the Commerce Secretary and Secretary (Chemicals & Petrochemicals) with Mr. Arvind Goenka - Chairman, Mr. Hemant Minocha - Vice Chairman, Mr. Sribash Dasmohapatara – Executive Director to discuss the Export Performances and Challenges of the Plastics Sector at the Vanijya Bhawan New Delhi held on 5th August, 2022.

Meeting with Dept. Chemicals & Petrochemicals, Govt. of India – 05th August 2022 | Northern Region

The Regional Director, Northern Region successfully arranged the meeting of Mr. Arvind Goenka, Chairman with Secretary, Dept. of Chemicals & Petrochemicals, Ministry of Chemicals & Fertilizers, Shastri Bhawan, New Delhi-110001 to discuss the mandatory implementation of BIS standards held on 5th August, 2022

Meeting with DGFT, Govt. of India – 08th August 2022 | Northern Region

The Regional Director, Northern Region Liaised with Directorate General of Foreign Trade (DGFT) Udyog Bhawan, New Delhi for early resolution of conflicting HSN Codes uniformed across the various Councils. Successfully arranged a meeting of Mr. Vikram Bhadauria, Regional Director with DGFT officials to further the case of inclusion Masterbatches under the domain of our Council. The meeting was held on August 8, 2022.

Meeting with Dept. Commerce, Govt. of India – 08th August 2022 | Northern Region

The Regional Director, Northern Region had a successful meeting with the Commerce Secretary & Secretary (Chemicals & Petrochemicals) Udyog Bhawan, New Delhi to address Challenges of the Plastics Sector. The meeting was held on August 8, 2022.

Capacity Building Program – Factory Visit to Sriperumbudur (Pillaipakkam) Plastics Cluster on 10th Aug 2022 | Southern Region

The Regional Director along with Asst Director visited the Plastics Cluster at Sriperumbudur (Pillaipakkam) on 10th Aug 2022 to meeting the officials of the Associations the proposal to organise Capacity Building Program for the units at the Cluster.



Meeting with Dept. Commerce, Govt. of India – 10th August 2022 | Northern Region

The Regional Director, North had a fruitful interaction with Minister of Commerce & Industry to Discuss Capacity Building MSME Exporter (CPFTE) held on 10th August, 2022.

Meeting with Dept. Commerce, Govt. of India – 16th August 2022 | Northern Region

Liaison with Successfully the submission of the document for GFR12-A, Utilization Certificate for the financial year, 2021-22 in recurring of Non -Recurring Grants -In Aid/ Market Access Initiative scheme (MAI) Plast Eurasia- 2021, Turkey-01to 04 December-2021 to Shri Rajeev Kumar, Under Secretary to the Government of India MDA Section Udyog Bhawan, New Delhi, with the visit for Mr. Ashok Kumar Shah held between 16th August,2022.

Meeting with Dept. Commerce, Govt. of India – 17th August 2022 | Northern Region

Successfully submission of the documents for statement of duly certified by Chartered Accountants for reimbursement of air fare to members for participated in JEC WORLD - 2022, Paris France 3rd to 5th May-2022 held on 17th August,2022to Shri R. Manohar Kamath, Under Secretary to the Government of India EP (CAP) Section Udyog Bhawan, New Delhi, the visit to Mr. Ashok Kumar Shahheld between 17th August,2022.

PLEXCONCIL'S Capacity Building Program on "Opportunities for Exports" jointly with NSIC on 18th August 2022 at Chennai| Southern Region

The Plexconcil Southern Region jointly with NSIC – SC/ST Hub Chennai organised a Capacity Building Program on "Opportunities for Exports" on 18th August 2022 at MSME DI, Chennai.



Shri. YV Raman, Regional Chairman, Plexconcil, South welcomed the participants while **Shri. Suresh Babuji, Director – MSME DI, Chennai** addressed the gathering informing about the activities of the MSME DI and the partnership with Plexconcil in the recent times. **Shri. R. Saravana Kumar, Zonal Manager, SZ III, NSIC – Chennai** in his special address acknowledged the Council for organising this Capacity Building Program and gave brief outline of the activities undertaken for the benefit of SC/ST entrepreneurs by the NSIC SC/ST Hub Chennai. **Shri. Rudramoorthy, Chief Manager, SMECC, SBI – Chennai** informed the participants on the banking support for their trade finance to compete in the export market.

The primary objective of the program was to bring the SC/ST Entrepreneurs to the export fold and guide them to access the international markets. The program also highlighted the various schemes and export subsidies offered by the Ministry of MSME through NSIC and MSME DI. The Council organized the same to inform about the benefits of membership while promoting plastics value added products exports from India.

Meeting with H.E. Guillermo Rubio Funes, El Salvador Ambassador on 20 August 2022 at Chennai | Southern Region

Mr. Ruban Hobday, Regional Director-South attended the meeting organised by CII-Chennai on 20th August 2022 with H.E. Guillermo Rubio Funes, El Salvador Ambassador and detailed discussions were held for investments in the sectors like Pharma, Renewable Energy, Aviation & Aerostatic and Plastics Manufacturing.



Capacity Building Training for Human Hair and Hair Products – Visit to Human Hair factory at Chennai on 22nd August 2022 | Southern Region

The Regional Chairman- South along with Regional Director and the Asst Director visited Allure Hair exports at Chennai on 22nd August 2022 to analyse the importance of organising the Capacity Building Technology Transfer Training Programs for the Human Hair industry, which will directly facilitate more value-added human hair products to be exported and increase the exports

from India. This visit allowed the officials to understand the process, problems and the impetus needed for this industry.



Meeting to Identify Items for Exports – 23rd August 2022 | Eastern Region

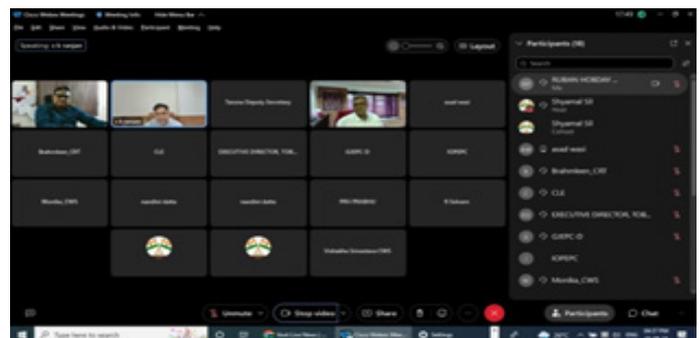
As advised by MSME-DFO, Kolkata and MSME, Tool Room Kolkata, Indian Plastics Federation(IPF) invited RD(East) at the O/o IPF, Kolkata for a meeting on the above matter. In addition to RD(East), PLEXCONCIL Senior officer from O/o MSME-DFO, Kolkata and MSME Tool Room & Mr Sisir Jalan, President IPF was also present at the meeting.

Meeting with Dept. Commerce, Govt. of India – 24th August 2022 | Northern Region

The Regional Director, North alongwith Mr. Arvind Goenka, North had a Successfully meeting towards key steps to strategies for increasing exports to China with Shri Anant Swarup, Joint Secretary FT(NEA), FT(ST) and FT(M&O) Department of Commerce and Industry Room No. 432, Vanijya Bhavan, New Delhi held on 24th August, 2022.

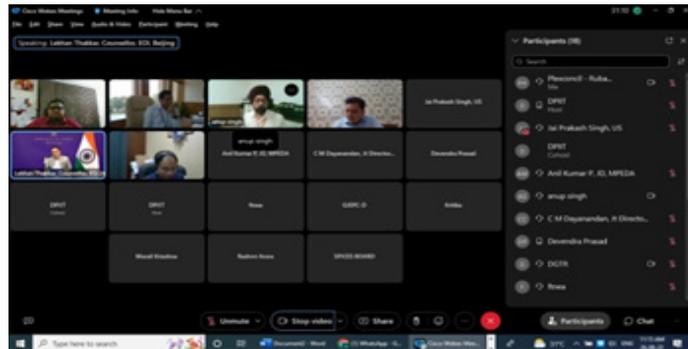
Stakeholders VC meeting for India – Korea CEPA Expansion on 25th August 2022 | Southern Region

The Trade Negotiation for expansion of India – Korea CEPA will commence from Mid-September 2022 Onwards. In this regard, a VC meeting was organised on 25th August 2022 to discuss the Rules of Origin and TBT measures particularly pertaining to Korea. The meeting was attended by Mr. Ruban Hobday, Regional Director.



Review VC meeting on the export target achievement of China held on August 26, 2022 | Southern Region

The VC review meeting on the Export target achievement of China was held on August 26, 2022 to discuss on the trade balance pertaining to China. The meeting was attended by Mr. Ruban Hobday, Regional Director.



Meeting with Dept. Commerce, Govt. of India – 26th August 2022 | Northern Region

Liaison with Successfully the meeting of the Sub-Committee of MAI in Room No. 31, Vanijya Bhawan, New Delhi, of Shri Anant Swarup, Joint Secretary, Department of Commerce to consider proposals for assistance under the MAI Scheme for organizing/participating in export promotion activities during 2022-23. with the Co-ordinated the visit of the Mr. Arvind Goenka - Chairman, Mr. Sribash Dasmohapatara – Executive Director and Mr. Ashutosh Kumar – Regional Director, Northern Region on 26th August, 2022

Committee meeting of RBSM- PLASTINDIA – 29th August 2022 | Eastern Region

Above meeting organized by the Council in order to finalize various matters pertaining to RBSM scheduled to be held during Plastindia 2023, New Delhi. Along with other Council's officer RD(East) also joined the meeting.

PLEXCONCIL has signed an MOU with PLASTINDIA FOUNDATION for organizing the India Pavilion at K 2022, Dusseldorf, Germany from 19th to 2th October 2022 under MAI Scheme.

The Plastics Export Promotion Council (PLEXCONCIL) has signed an MOU with Plastindia Foundation to take a delegation of 50 MSMEs from the Indian Plastics Industry for a grand showcase of 'Made In India' products and services at the world's largest plastic industry B2B networking platform- K 2022, Germany. The participants shall be eligible to avail benefits under Market Access Initiative (MAI) Scheme under the Department of Commerce, Ministry of Commerce & Industry, Government of India. During this export-promotion endeavour, the Indian Plastics Industry shall display nation's prowess as an alternate global sourcing hub for plastics.

PLEXCONCIL has signed an MOU with Messe Dus-



seldorf India for organizing the India Pavilion at Interpack 2023, Dusseldorf, Germany from 4th to 10th May | Western Region

The Plastics Export Promotion Council (PLEXCONCIL) has signed an MOU with Messe Dusseldorf India towards organizing the India Pavilion at Interpack 2023 with a view to promote the brand 'Made in India' and exhibit both the traditional and modern eco-friendly innovations engineered towards sustainable packaging. Interpack being the world's largest trade fair for the plastic packaging and packaging technology segments, the Council shall lead and hand-hold the India Pavilion participants at the fair to help them boost their plastic exports globally.



PLEXCONCIL attended the Pen & Stationery Association of India's Annual General Meeting – Western Region

On behalf of PLEXCONCIL, Mr. Krunal Goda and Mr. Kuldeep Singh attended the Annual General Meeting and plenary session of the Pen & Stationery Association of India. The officers met with Mr. Vimalchand Rathod- Association Chairman and other committee members to discuss the various opportunities and benefits PLEXCONCIL has to offer to the association's exporting fraternity.

Mr. Krunal Goda addressed the gathering of 100+ attendees and briefed them about the various initiatives undertaken by PLEXCONCIL to boost the exports of Indian writing instruments and office supplies. The association consisted mainly of micro and SME companies, who were keen to learn about the export opportunities, Government support to these industry segments and the role of PLEXCONCIL in hand-holding them to realize their export potential and goals.



Many association members expressed their interest to become a part of PLEXCONCIL, participate in the various export-promotion activities through the Council and avail Government assistance on the same.

PLEXCONCIL met with MSME-DI, Mumbai to discuss the collaborative undertaking of various export-promotion activities for MSMEs | Western Region

Mr. Krunal Goda and Mr. Kuldeep Singh represented PLEXCONCIL during the meeting with Mr. P.M Parlewar, IEDS, Director and Mr. S.R. Khujnare, IEDS, Assistant Director of MSME Development & Facilitation Office, Mumbai to discuss the various opportunities to collaborate and organize export-promotion activities, awareness programs on Government-supported MSME schemes, capacity-building events, tech-upgradation and skill development courses for boosting export business of the Indian Plastic Industry by galvanizing the MSME sector.

PLEXCONCIL celebrated 75th Azadi Ka Amrit Mahotsav with 'Har Ghar Tiranga' | Western Region

PLEXCONCIL celebrated India's 75th year of Independence with 'Har Ghar Tiranga' campaign from 13th to 15th August 2022, an Azadi Ka Amrit Mahotsav initiative as accorded by Hon'ble PM of India, Shri. Narendra Modi. The Council created awareness of the same with-in the Indian Plastic fraternity through various activities upholding the prestige of the national tricolour such as the Council officers' posing with the flag and uploading the images on Har Ghar Tiranga website, hosting the flag at every work desk throughout the Council's Head office and Regional offices, changing display photos of private and professional social media accounts with the tiranga, promoting the campaign through the Council's official social media platforms and urging members and citizens alike to work towards the peace and prosperity of the nation.





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Hemant Minocha,

Chairman, Plexconcil

A Warm Welcome to the New Chairman

From exporter to Chairman of Plexconcil, please describe your journey.

Actually, the journey has been longer! It has gone one from engineer to entrepreneur to exporter. After completing my MS in Plastics Engineering from University of Massachusetts, Lowell I was employed first as an engineer at Haartz Corporation, USA and then as R&D Team leader at Clariant Masterbatches, USA. I moved back to India in September 2001 to become the Technical Director of Rajiv Plastic Industries. This was followed by a year of unlearning and learning and transformation to becoming an entrepreneur. My experience of living and working in the USA helped us in understanding the needs and mindset of the foreign buyers better. We made huge improvements in our product quality, deliverables and implemented various systems in our company. Based on the positive changes, we became confident of participating at foreign exhibitions like the K2003, Chinaplas, NPE etc. where we received overwhelming response and were able to rapidly spread our sales and sales network to all the corners of the world. In 2007 as Director of Rajiv Plastics Pvt Ltd I spearheaded the construction and launch a new factory in Pune and within a year, we were effectively doubling our capacities while handling certain exports markets like Russia, UK, Germany, Italy and Spain. Over the years we have become the supplier of choice for the largest Automakers, Appliance manufacturers, household goods manufacturers, multinational packaging companies and FMCG companies.

We have a strong export team and about 50% of our business is exports and we export to over 50 countries worldwide.

How do you plan to carry forward the Vision and Mission of the Council? What are the new initiatives being undertaken by the Council to promote exports in the coming year?

My own thoughts are very aligned to our honourable PM Shri Narendra Modiji's focus on increasing exports to 1 Trillion US\$ and for plastics our focus will be to double the current numbers to 25 Billion US\$ by 2025 as per our commitment to the Hon CIM. For this, the COA members, past Chairmen and various panel members have a well-drawn plan to increase participation in exhibitions, initiate dialogues with potential customers through local Embassies in uncharted and high potential markets. I hope to make this a success. The past leadership has already planned 3 RBSM's for the coming year. We will be partnering with Plastindia Foundation for an RBSM during the PI2023 followed by an RBSM & exhibition in CAPINDIA.

We plan to have our very own Plexconnect Exhibition from 15-17 June 2023. While there are other successful platforms for plastics in India, as the trade body that represents the plastics export industry, we have planned this exhibition that is specifically focused on exports from India. In the past decade Indian plastics exports have grown manifold, leading in many segments. The post pandemic era has changed global market dynamics and with the world turning its focus on India, we believe that the time is right to use every marketing tool and policy framework to achieve the targets for plastic exports. Plexconnect 2023 is our first global scale initiative in that direction. The Council has been successfully leading exporters to international trade fairs and organizing various RBSMs for a while now. With Plexconnect, we have consolidated our experience and knowledge to establish a world class platform that will help highlight our capabilities to the global audience. We expect over 600 select buyers from target markets, over 500 participants from the industry to the Govt and will showcase a wide range of products.

As Chairman, what would your key focus areas be for the growth of the Council' activities & plastics exports in general?

As Chairman, I would like to bring more and more manufacturers to get into exports and increase India's presence in the world while bringing in valuable forex. We want to initiate, educate and hand hold first time exporters. This can be done by educating them about the procedures, documentation and finally the benefits that entail. I feel that this push will help us achieve our goal of 25 Billion US\$ faster. Another focus will be to push value added plastics products as a focus area. We plan to continue having seminars and discussions with various exports affiliated government bodies to make exports easier, faster and more beneficial. Furthermore, we will also focus on pushing the agenda of ZED wherein the Indian manufacturers create a name for themselves as Zero Defect and quality production houses.

Plexconcil will be hosting it's First ever international scale exhibition to promote plastics exports in 2023. In your opinion, what would be the unique aspects of this show?

Yes indeed. This is an ambitious and exciting plan that we have initiated last year and I'm thankful to the Plexconcil ED and the office for giving us the confidence that this will be a very successful exhibition. The unique aspect for this exhibition will be the fact that we plan to bring in over 600 serious buyers who will be handpicked for each panel so that it is a truly gratifying experience for each of the exhibitors. The Plexconcil team has a very solid plan in place to ensure that new markets are introduced, new buyers are introduced and new products are introduced. The exhibitors will be partially supported by government subsidies so that the load on them is reduced. The other differentiating factor is that this exhibition is focused on exports although domestic customers will be welcome to visit and also take advantage of world class manufactured products.

Polymer price rise has once again impacted export growth since the start of this financial year. What measures can exporters adopt to ensure export growth despite the challenges? What is the outlook for the coming months, in your opinion.

I feel this is short term and cyclical besides the fact that we are just coming out of a Pandemic. Parts of the world are still seeing waves of infections happening. This is further compounded by the Russia – Ukraine war which is driving up energy prices in the developed markets and there is a general feeling of austerity in various strata of society driving down overall demand for goods. Maintaining the highest quality while controlling costs will be the key driver for export growth as the world looks at India more and more for its China + 1 policy. In the coming months a lot depends on how the war situation is handled by the world and they need to balance their energy requirements with the festival season. There could be a possible drop in demand but there are other markets which could potentially look more favourable like Southern Africa and South America as they go into their summer months. But like Helen Keller said "No pessimist discovered the secret of the stars or sailed to an uncharted land, or opened a new doorway for the human spirit". So we have to stay optimistic and the good times will roll in with a little effort.

In recent times, India has been focusing on re-negotiating FTAs and signed economic pacts with major economies as well as is exploring non-traditional markets. In such scenario, has there been any impact of such initiatives on Plastics exports?

There has been a significant impact to a lot of exporters over the last few years where non-tariff barriers and anti-dumping duties have been placed. The effects of the new agreements are still rolling in and we are also working with the Commerce Ministry on helping them plug the loopholes in many of the earlier signed FTA's. We hope that there will quick resolutions on these.

As Chairman, would you like to share a few words with our readers/ members?

Plastics is the most wonderful material. Our entire life revolves around plastics products starting with the toothbrush in the morning, to the appliances, automobiles and various household articles. They keep our food safe and make it last longer. They have been instrumental in saving lives in the form of medical devices and masks but over the past few years plastics have been under the lens due to littering and their indestructible qualities. I hope better sense prevails and more and more plastics are recycled, upcycled and reused. We look forward to serving, supporting and promoting our export fraternity in every possible way over the coming years. Along with our new Vice Chairman Mr Vikram Bhadauria, our ED Shri Sribashji, Past Chairmen, COA and our very talented Plexconcil team, we have charted a well thought out plan on making the Council the most vibrant and effective EPC. We plan to keep an ear on the ground being sensitive to every step taking us ahead. I look forward to receiving your overwhelming support and blessings for unparalleled export growth for all plastics. Thank you

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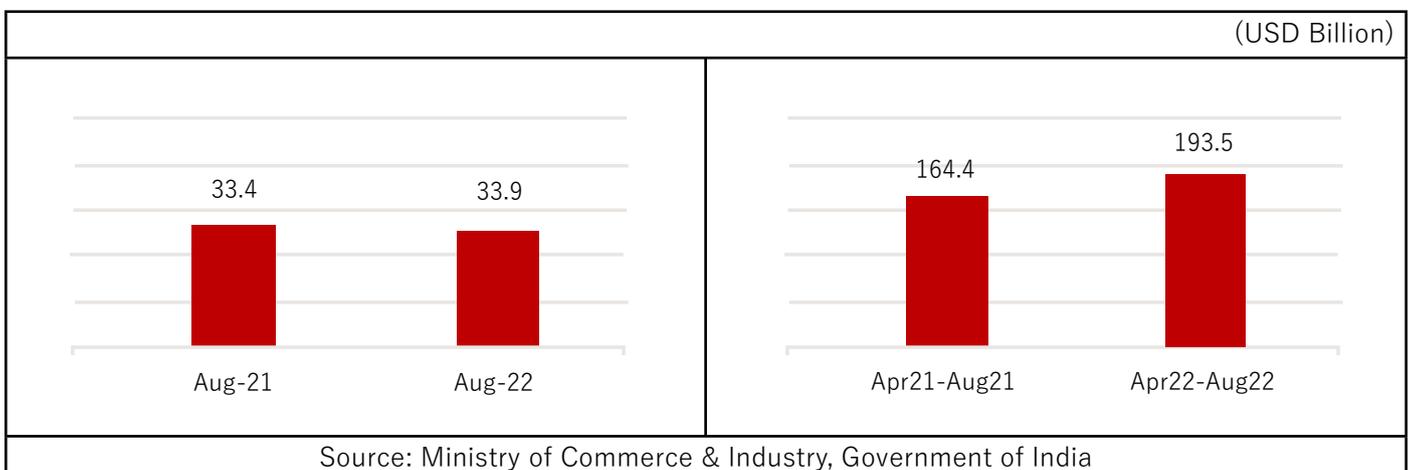


Export Performance – August 2022

TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 33.9 billion in August 2022, up 1.6% from USD 33.4 billion in August 2021. Cumulative value of merchandise exports during April 2022 – August 2022 was USD 193.5 billion as against USD 164.4 billion during the same period last year, reflecting a growth of 17.7%.

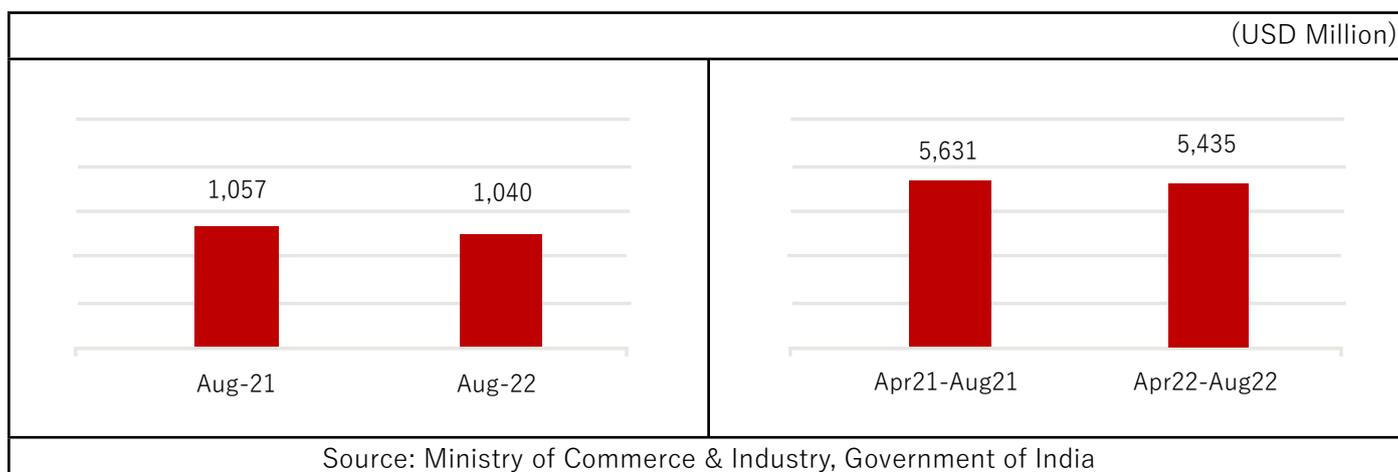
Exhibit 1: Trend in overall merchandise exports from India



TREND IN PLASTICS EXPORT

During August 2022, India exported plastics worth USD 1,040 million, lower by 1.7% from USD 1,057 million in August 2021. Cumulative value of plastics export during April 2022 – August 2022 was USD 5,435 million as against USD 5,631 million during the same period last year, registering a decline of 3.5%.

Exhibit 2: Trend in plastics export by India



PLASTICS EXPORT, BY PANEL

In August 2022, certain product panels, namely Plastic raw materials; Packaging items - flexible, rigid; Writing instruments & stationery; Medical items of plastics; Cordage, fishnets & monofilaments; Plastic pipes & fittings; Plastic films & sheets; and Miscellaneous products reported positive growth in exports. However, product panels like FIBC, woven sacks, woven fabrics, & tarpaulin; Consumer & houseware products; Floorcoverings, leathercloth & laminates; FRP & Composites; and Human hair & related products reported a decline in exports.

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

Panel	Aug-21 (USD Mn)	Aug-22 (USD Mn)	Growth (%)	Apr 21- Aug 21 (USD Mn)	Apr 22- Aug 22 (USD Mn)	Growth (%)
Consumer & houseware products	68.3	58.4	-14.4%	322.6	313.8	-2.7%
Cordage, fishnets & monofilaments	21.0	23.8	+13.4%	101.5	116.8	+15.1%
FIBC, woven sacks, woven fabrics, & tarpaulin	145.2	126.9	-12.6%	699.9	670.3	-4.2%
Floorcoverings, leathercloth & laminates	52.4	44.2	-15.8%	266.4	253.7	-4.8%
FRP & Composites	36.0	35.1	-2.6%	175.9	191.4	+8.8%
Human hair & related products	71.3	42.9	-39.9%	383.7	290.0	-24.4%
Medical items of plastics	34.9	40.3	+15.2%	163.8	206.0	+25.8%
Miscellaneous products & items nes	74.2	81.5	+9.7%	330.4	418.9	+26.8%
Packaging items - flexible, rigid	50.1	57.4	+14.7%	247.1	281.7	+14.0%
Plastic films & sheets	150.7	150.7	-	835.1	853.9	+2.2%
Plastic pipes & fittings	25.2	25.6	+1.8%	109.0	129.9	+19.1%
Plastic raw materials	311.5	331.0	+6.3%	1,911.6	1,593.5	-16.6%
Writing instruments & stationery	16.6	22.0	+32.5%	84.3	115.0	+36.4%
	1,057.4	1,039.7	-1.7%	5,631.1	5,434.6	-3.5%

Source: Ministry of Commerce & Industry, Government of India



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Export of **Consumer & houseware** products declined by 14.4% in August 2022 due to lower sales of Tableware and kitchenware of plastics (HS code 392410); and Other switches of plastic (HS code 85365020) particularly to Europe. Export of Toys of plastics (HS code 95030030) has been showing a decline since May 2022 due to change in the HS code of Toys of plastics resulting in failure to capture the correct value of exports.

Cordage, fishnets & monofilaments exports were up by 13.4% in August 2022 aided by improved sales of Other twine of polyethylene or polypropylene (HS code 560749) to North America and Africa, and of Made up fishing nets (HS code 560811) to North America and the LAC region.

In case of **FIBC, woven sacks, woven fabrics, & tarpaulin**, exports in August 2022 fell by 12.6% as Indian exporters reported a decline in sales of Sacks and bags of plastics (HS code 39232990) and Flexible intermediate bulk containers (HS code 630532) from India during the month. India's major export destination for above products in Europe and North America.

Export of **Floor coverings, leather cloth & laminates** declined by 15.8% during August 2022 on account of lower sales of Textile fabrics impregnated or coated or covered or laminated with plastics other than PVC and PU (HS code 590390) to the United States.

Export of **FRP & Composites** was down by 2.6% due to lower sales of Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s (HS code 39269099).

Export of **Human hair & related products** fell by 39.9% due to a decline in sales of Human hair, unworked (HS code 050100) and Human hair, dressed, thinned, bleached or otherwise worked (HS code 67030010). India's major export destination for Human hair is China.

Export of **Medical items of plastics** witnessed an increase of 15.2% in August 2022 due to higher sales of Spectacle lenses of polymers (HS code 900150); and Cannulae (HS code 90183930). Apparently, the exports of Cannulae from India is witnessing strong growth in WANA and LAC regions.

Export of **Miscellaneous products & items nes** increased by 9.7% in August 2022 due to higher sales of Optical fibres, optical fibres bundles and cables (HS code 90011000).

Packaging items - flexible, rigid export increased by 14.7% on higher sales of Carboys, bottles, flasks and similar articles (HS code 392330); Stoppers, lids, caps and other closures (HS code 392350); and Other articles for conveyance or packing of goods (HS code 3923909) to countries in North America and Africa.

Plastic films & sheets export remained flat in August 2022. India is a significant exporter of the above products to Europe which is battling high inflation and shrinking business activity.

Export of **Plastic pipes & fittings** witnessed a growth of 1.8% due to improved sales of Tubes, pipes and hoses of polymers of ethylene (HS code 391721) to North America and South Asia. Exports of Other tubes and pipes n.e.s (HS code 391739) also supported the growth through improved sales to countries in WANA and ASEAN region.

Plastics raw materials export were higher by 6.3% in August 2022 due to an increase in sales of Polymers of ethylene (HS code 390110, 390190); Poly vinyl fluoride (HS code 390469); Polyethylene terephthalate (HS code 390761); Polyurethanes (HS code 390950); Silicones in primary forms (HS code 391000); and Other cellulose propionate and aceto propionate, and viscose sponge (HS code 391290).

Export of **Writing instruments & stationery** witnessed an increase of 32.5% in August 2022 due to higher sales of Ball point pens (HS code 960810) to countries in WANA, LAC and Africa region.

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

HS Code	Description	Apr 21 – Aug 21	Apr 22 – Aug 22	Growth
		(USD Mn)	(USD Mn)	(%)
63053200	Flexible intermediate bulk containers	403.6	406.0	+0.6%
39076190	Polyethylene terephthalate: Other primary form	354.5	327.7	-7.6%
39021000	Polypropylene, in primary forms	293.6	179.6	-38.8%
67030010	Human hair, dressed, thinned, bleached or otherwise worked	300.3	216.1	-28.0%
39232990	Other sacks and bags, incl. cones, of plastics	205.5	197.0	-4.1%
90011000	Optical fibres, optical fibre bundles and cables	168.2	261.6	+55.5%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	173.5	187.8	+8.2%
39202020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene: Flexible, plain	142.5	136.4	-4.3%
39076990	Polyethylene terephthalate: Other primary form	123.0	128.1	+4.1%
39269080	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Polypropylene articles, not elsewhere	116.4	105.9	-9.1%
48239019	Decorative laminates	111.2	121.2	+9.0%
39069090	Acrylic polymers, in primary forms (excl. polymethyl methacrylate): Other	145.5	86.4	-40.6%
39014010	Linear low-density polyethylene (LLDPE), in which ethylene monomer unit contributes less than 95 % by weight of the total polymer content	124.5	35.9	-71.2%
39206220	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate: Flexible, plain	106.0	97.6	-7.9%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	86.0	98.3	+14.3%
39012000	Polyethylene with a specific gravity of $\geq 0,94$, in primary forms	111.6	21.3	-80.9%
59039090	Textile fabrics impregnated, coated, covered or laminated with plastics other than polyvinyl chloride or polyurethane: Other	93.4	56.3	-39.7%
39202090	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles: Other	79.9	75.4	-5.7%
39239090	Articles for the conveyance or packaging of goods, of plastics: Other	70.5	81.5	+15.7%
39046100	Polytetrafluoroethylene, in primary forms	68.0	63.6	-6.3%
05010010	Human hair, unworked; whether or not washed or scoured	75.3	66.3	-12.1%

Export Performance

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	58.2	51.7	-11.3%
56074900	Twine, cordage, ropes and cables of polyethylene or polypropylene	47.1	53.7	+14.1%
90015000	Spectacle lenses of materials other than glass	54.5	58.5	+7.4%
39219099	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles: Other	47.1	48.5	+3.1%
39073010	Epoxide resins, in primary forms: Epoxy resins	47.5	47.3	-0.3%
39206290	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles: Other	55.6	39.9	-28.3%
90183930	Cannulae	37.8	58.3	+54.3%
96081019	Ball-point pens	39.0	59.1	+51.5%
39219094	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles: Flexible, metallised	38.0	49.4	+30.1%
39199090	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls > 20 cm wide: Other	36.9	41.7	+13.1%
95030030	Toys of plastics	45.2	10.3	-77.2%
39241090	Tableware and kitchenware, of plastics: Other	42.4	38.8	-8.4%
39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes: Other	39.0	42.1	+7.8%
96032100	Tooth brushes	36.6	40.1	+9.8%
39011090	Polyethylene with a specific gravity of $< 0,94$, in primary forms: Other	33.3	53.6	+61.2%
39011010	Linear low-density polyethylene (LLDPE), in which ethylene monomer unit contributes 95% or more by weight of the total polymer content	41.9	19.1	-54.4%
39219096	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials: Flexible, laminated	36.9	39.5	+7.1%
39095000	Polyurethanes, in primary forms	30.0	39.5	+31.7%

Export Performance

39119090	Polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s., in primary forms: Other	26.4	32.0	+21.2%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms	30.9	34.4	+11.2%
39129090	Cellulose and chemical derivatives thereof, n.e.s., in primary forms: Other	27.9	38.2	+37.2%
39241010	Insulated tableware and kitchenware of plastics	29.1	22.4	-22.9%
39204900	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers	27.1	34.2	+26.4%
59031090	Textile fabrics impregnated, coated, covered or laminated with polyvinyl chloride: Other	29.5	31.3	+6.3%
39181090	Floor coverings, whether or not self-adhesive, in rolls or in the form of tiles, and wall or ceiling coverings in rolls with a width of ≥ 45 cm, consisting of a layer of plastic fixed permanently on a backing of any material other than paper, the face side of which is grained, embossed, coloured, design-printed or otherwise decorated, of polymers of vinyl chloride: Other	24.2	29.6	+22.0%
39206929	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes: Other	30.0	30.3	+1.3%
39235010	Stoppers, lids, caps and other closures, of plastics	29.0	31.0	+7.0%
39191000	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, in rolls ≤ 20 cm wide	23.7	31.3	+31.9%
39201019	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles: Other	25.8	27.8	+7.6%

Source: Ministry of Commerce & Industry, Government of India

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G Navin Kumar,

Director-Operations, Radiant Design,
Chennai

Indian Toys Industry - A Global Success

Favourable government policies have boosted domestic manufacturing and helped the industry to explore global markets and enhance exports. Increasing customs duties on imported toys and mandating Bureau of Indian Standards (BIS) certification requirements for imports have given the necessary push to the Indian toy industry. Today, the Indian toys industry is breaking away from the dominance of China and some other countries, according to industry experts. Manufacturers are scaling up their production capacity to meet the growing local as well as international demand with 'made-in-India' taking a clear edge over imports.

In this interview, G. Navin Kumar, Radiant Design, a leading toys manufacturer based in Chennai talks about the quick growth of the industry and potential in the coming years. Starting as a Lecturer in a well-known institution, his passion for mechanical product development led him to establish his company in Chennai in 2014. As a design professional for years, he wanted to provide end-to-end services to reduce the lag and issues that come from switching vendors. By bootstrapping the company, he expanded services to include injection mold tool development and manufacturing. Radiant Design now provides global services to companies sourcing manufacturing in India, admiring Make in India and Atmanirbhar Bharat.

(interview)

Design & Innovation are fundamental to the toys industry. What are the new trends fuelling growth in the industry today?

In a marketing sense, a toy design is a marketing tool. The toy should be designed in such a way that it adapts to the various stages in the child's development. In such a competitive market, where toys and toy manufacturers are flooding the market, the design is the deciding factor. A product that is more attractive or futuristic will have high acceptance in the market. Creating toys for today's population requires a very different approach than in the past because, the growing young population, with changing spending habit shifting from traditional to electronic toys. Nowadays electronic, DIY, STEM toys are one of the influencing toys in the market.



A potential trend on the market is the sale of products via e-commerce. Larger markets have adapted to ecommerce sales as it eliminates the intermediates and can increase their profit percentage. Digital Progression in toys is also leading to new innovations using A.I. The future will have more potential for A.I based toys. There is also a growing demand for sustainable products in the larger markets.

What are the measures being taken by Indian toy manufacturers to remain globally relevant & competitive, especially in the face of big wigs like China?

In terms of automotive parts, India is a top manufacturer that can meet domestic and international needs. The manufacturing infrastructure in India is well developed and can compete in a global market. A country that can produce high-quality automotive parts with international standards can also produce high-quality toys. China's dominance has prevented many manufacturing units from entering this market since it produces very little revenue. Now the factor have changed. With changes in Government policies, Toy manufacturing is also considered as one of the potential sector. Indian manufacturers are now ready to invest in advanced manufacturing technology to utilise this new scope.



To be globally competitive and sustain this situation for a long term, Indian manufacturers are being price competitive with much better quality than toys manufactured in China. With increase in sales, the cost can be also kept under control. Many market giants are considering manufacturing sustainable toys for the domestic and international markets. Also, to be indigenous, there are a lot of design and development activities commenced by Indian manufacturers. Developing our products and brands is very important to sustain the domestic and export markets.

What are new/ emerging global opportunities for export for Indian toy manufacturers?

India's toy market stands at US\$ 1.7 billion, which is approximately 1.5% of the global toys market of around US\$ 100 billion and is growing at a CAGR of about 14%. The Indian toy manufacturers have now taken over the market, ending Chinese supremacy and this Industry is considered as profitable now when compared with few years ago. The industry which is labour intensive could effectively compete

against China and generate lakhs of jobs supporting the MSME sector.

India, which has the potential to capture the market, is seen as an alternative to China when it comes to manufacturing. The EU and SAARC countries are looking for eco-friendly, sustainable toys, and India's rich traditional toys are perfect for these regions.

How has the implementation of BIS & high import duty impacted the toy industry in India? What has changed?

To promote domestic manufacturing and restrict selling of cheap toxic toys in the market, the Indian Government introduced National action plan which slowed down the import of low quality and hazardous cheap toys and its flow in the domestic market. The Government's initiative yielded positive results for the sector with imports down by 70 percent and a surge of 61 percent in exports. The policy also generated Business for Micro, Small, and Medium Enterprises and more players came into the market. The production of electronic and battery-operated toys in India has also increased, which were majorly imported before.

What are the new skill and employment opportunities that have come about from the surge in Indian toy manufacturing?

A couple of years back, there were only few toys manufacturing companies because they couldn't compete with the Chinese players. As a result of the Government's initiative, the Chinese players were pulled back, leaving the local industry with the task of meeting the high demand in domestic market. Consequently, many opportunities flooded the market, which were largely seized by MSME companies. As of now more than 5000 registered MSME units are manufacturing toys in India. This opportunity created a lot of employment. The young entrepreneurs who didn't even thought of getting into this industry because of the low potential have now coming forward and building the market. Manufacturing companies who are skilled at other sectors are now showing an interest in making toys, increasing the quality of products, and technology transfer's which increases the skilled employment opportunities.



What has been the impact of growing use of alternate materials such as wood been on the conventional use of plastics based toys?

The toys which we choose for children are important. The durability of plastics in the past made them popular, but they are now considered health hazards. Due to the ease of manufacturing, plastics were considered inexpensive. However, current disposal levels are causing environmental problems. As a result, most nations adopt sustainable methods to meet their needs. It has paved the way for the use of alternative materials in toys instead of plastics. Despite the development of biodegradable plastics, replacing the existing ones will take a long time.

Wooden toys are considered as one of the best replacements for plastic toys. Companies are increasingly using sustainably grown wood from FSC-certified forests, which is a great way to ensure the wood being used is sustainable. The toys that are made from sustainable materials are considered to be safe for children as well as less distracting for their minds and a good way to reduce carbon footprint. Furthermore, these toys can be educative, which increases their sense of pro-activeness. These sustainable toys can be a great favour for traditional toys which increased the economy of small cottage industries and MSME units.

What are the drivers for future growth of the segment? What are the kinds of toys that will see increase in consumption?

The drivers for future growth are customer, people, technology, operations, finance and risk. Growth in Indian toy exports would be driven by factors such as the expansion of the local manufacturing base, the promotion of Indian toys of high quality, and the maintenance of affordable levels of these

products. Implementing new, innovative, and technologically advanced methods will also boost domestic toy production. The other primary driver is government initiatives and schemes. China has a very good initiatives from their government which makes their product inexpensive. The Indian Government should also boost local production with long term development goals and schemes.

Entertainment concepts, Movie action figurers is also one of the best liked products by all generations across the world. As I assume that educational and AI-based toys will be the favourites in the future.



How can dedicated manufacturing clusters such as the one in Koppal help especially MSME toy manufacturers?

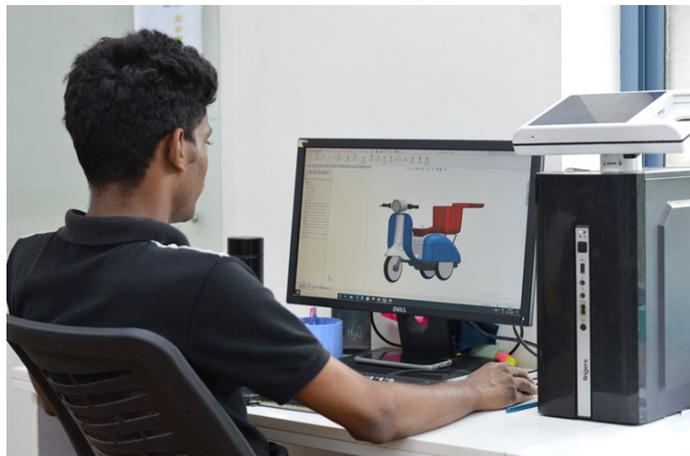
Toy clusters help in B2B connections and helps Indian manufacturers cater into international markets with a one stop solution for the toy manufacturing. One among its numerous benefits are the fact that the manufacturing cluster offers world-class infrastructure and a comprehensive ecosystem to support manufacturers, suppliers, and vendors across the entire value chain. It also attracts more international brands to invest in India, tie-up with India brands and also will provide them with ready to use facilities.



MSME units can get more benefits as there will be more exposure to advanced technology, marketing, and skill developments. Toy clusters have the potential to generate large number of skilled and unskilled employment.

What are other measures that the MSME segment needs to capitalize on the present growth trend?

MSME's makes around 70% in the toy industry. The majority of these MSME units are in the manufacturing industry. In order to take advantage of this opportunity, MSME sectors should focus on developing skills, utilising advanced technologies, and adhering to global standards. MSME should also focus on new product developments, creating their own brands and manufacturing with international quality and standards. They should also consider collaboration with institutions and other brands for R&D and NPD.



About Radiant Design:

Radiant Design was established in 2014 with a vision to be an envoy in tailor-made Injection Mold and Plastic Parts through leading edge technologies in compliance with Global Standards.

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To know more visit: www.radiantdesign.in

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POLYMER PRICE TRACKER (DOMESTIC MARKET) AUGUST 2022

High Density Polyethylene (HDPE)			<ul style="list-style-type: none"> • HDPE prices slipped by Rs 6000 per MT in August 2022 after a decline of Rs 7500 per MT in July 2022. HDPE prices were fairly stable in June 2022. • VIn August 2022, HDPE prices were reduced by Rs 6000 per MT in the first week. Thereafter no changes were announced.
Jun-22	Jul-22	Aug-22	
Linear Low-Density Polyethylene (LLDPE)			<ul style="list-style-type: none"> • LLDPE prices fell by Rs 8000 per MT in August 2022 after a decline of Rs 10000 per MT in July 2022. LLDPE prices were fairly stable in June 2022. • In August 2022, LLDPE prices were reduced by Rs 8000 per MT in the first week. Thereafter no changes were announced.
Jun-22	Jul-22	Aug-22	
Low Density Polyethylene(LDPE)			<ul style="list-style-type: none"> • LDPE prices dropped by Rs 14000 per MT in August 2022 after a decline of Rs 4500 per MT in July 2022 and Rs 6000 in June 2022. • In August 2022, LDPE prices were reduced by Rs 12000 per MT in the first week of the month. The next price cut took place in the third week of the month.
Jun-22	Jul-22	Aug-22	
Polypropylene (PP)			<ul style="list-style-type: none"> • PP prices fell by Rs 7000 per MT in August 2022 after a decline of Rs 7500 per MT in July 2022 and Rs 4000 in June 2022. • In August 2022, PP prices were reduced by Rs 7000 per MT in the first week. Thereafter no changes were announced.
Jun-22	Jul-22	Aug-22	
Polyvinyl Chloride (PVC)			<ul style="list-style-type: none"> • PVC prices slipped by Rs 4000 per MT in August 2022 after a decline of Rs 20000 per MT in July 2022 and Rs 10000 in June 2022. • In August 2022, PVC prices were reduced by Rs 4000 per MT in the middle of the month. Thereafter no changes were announced.
Jun-22	Jul-22	Aug-22	

Source: Industry, Plexconcil Research



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Buttons of Plastics

World-wide import of Buttons of plastics is valued at between USD 460-470 million per year approximately.

Buttons are a functional part of an apparel which, when passed through a loop, allows the user to close or open the apparel with ease. Buttons can be manufactured from many different materials, such as shell, bone, horn, wood, metal and plastic. Over the years, buttons of plastics have replaced almost all other types of buttons due to their light weight, superior resistance to washing, easy availability in all the possible colours and cost advantage. The product is classified under Subheading 960621 of the Harmonized System (HS) of Coding.

- In 2021, top-5 exporting countries of Buttons of plastics were: China (41.1%), Hong Kong (20.9%), Spain (10.4%), Italy (4.8%), and Japan (3.6%).
- Likewise, top-5 importing countries of Buttons of plastics were: Morocco (19.6%), Viet Nam (14.7%), Bangladesh (7.7%), Hong Kong (5.6%), and China (4.6%).

Destination Country	Value (USD Mn)	Destination Country	Qty. (Tonnes)
Bangladesh	2.80	Bangladesh	105
Indonesia	0.61	United States of America	32
Sri Lanka	0.55	Nepal	25
United States of America	0.38	Sri Lanka	16
Hong Kong	0.33	Viet Nam	14
Viet Nam	0.33	Hong Kong	14
Ethiopia	0.12	Ethiopia	13
Nepal	0.11	Indonesia	9
Germany	0.08	Kenya	8
Kenya	0.07	Germany	4

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

In 2021-22, India imported 5616 tonnes of Buttons of plastics valued at USD 16.85 million from the world. China was the major supplier both in terms of value as well as volume.

Source Country	Value (USD Mn)	Source Country	Qty. (Tonnes)
China	8.04	China	5,315
Hong Kong	5.27	Hong Kong	114
Türkiye	2.31	Türkiye	70
Italy	0.26	Japan	57
Taiwan	0.24	Viet Nam	21
United States of America	0.19	Sri Lanka	9
Japan	0.12	South Korea	8
Sri Lanka	0.10	Taiwan	6
South Korea	0.08	United States of America	4
Viet Nam	0.05	Indonesia	3

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

Interview with Suresh Bhansali, Director, Multi Sales Corporation

India's import of buttons is a little over 3 times the value of our exports. In your opinion, what is the reason for the same?

There could be numerous reasons for the same. Presently, most buyers or brand owners are in the USA/EUROPE/JAPAN/AUSTRALIA and within the garment industry, the buyers nominate fabrics and trims suppliers even though the manufacturing countries may differ from the brand origin. This is done to ensure uniformity in design and quality. Hence the brand owners or buyers select their sources from either their own countries or through dedicated international fairs. Unfortunately, a large number of button manufacturers do not have the marketing outreach that can help them present their products directly to brand owners or major buyers.

In India, a vast number of buttons imported are of metal as we yet do not have the manufacturing capabilities to match quality from China or Turkey, for instance. This leads to bulk imports.

Also, investments in R&D, design, alternate materials, etc in India is still at a very nascent stage. Hence in order to keep up with the fast pace of fashion and accessories, buyers resort to imports that allow them access to a greater variety of designs.

What are complexities involved in the manufacturing of buttons? What are the other challenges faced by manufacturers/ exporters?

Foremost, button manufacturing as an industry does not have recognition from Govt. Policies are made for textiles and garments and this does not include accessories. We need to have a policy framework for accessories too in order for the industry to improve and grow. If the Govt can consider garments as value addition to textiles, then accessories must be considered too. This can make a huge difference to accessory manufacturers and give manufacturers of such products a much-needed fillip in the international market.

What are the emerging export opportunities for the product?

Today we have some the best, world class button manufacturing units in India, even if these are not the largest. Hence it is imperative that we target brand owners in USA, Europe, Middle East, Japan, Australia which will help us then in turn export our products to the countries where their garments are made. These facilities are chiefly located in Bangladesh, Africa, Sri Lanka, Vietnam, Cambodia, etc.

What are the factors driving growth/ demand for the product?

I believe that in India, the entry of the big brands in the readymade garment sector and their penetration in the tier 2 city and tier 1 city has really bolstered the growth in our domestic sector.

On the export front, we should catch up on trends where buyers are moving away from Chinese manufacturers.

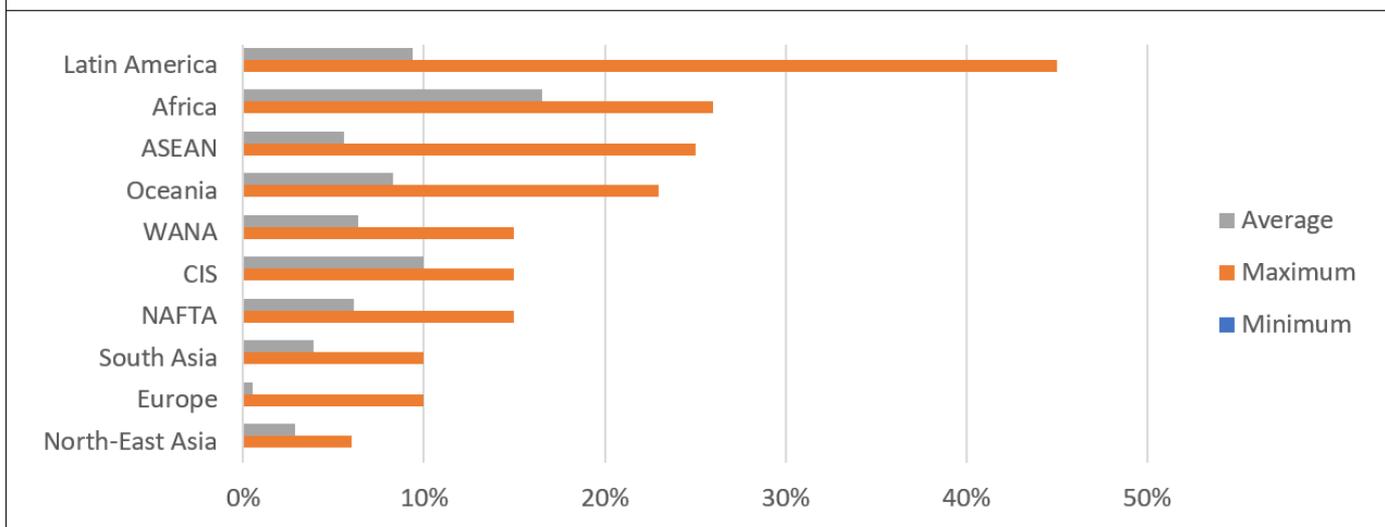
Indian firms dealing in Buttons of plastics have immense potential to export to destinations like Morocco, Bangladesh, Indonesia, Cambodia, Spain, United States of America, Romania, France, Italy, and Germany.

Import of Buttons of plastics from India by the European Union countries is eligible for zero customs duty due to EU Generalised Scheme of Preferences. There is zero duty applicable on import of Buttons of plastics from India in Republic of Korea as well as Japan and the United Arab Emirates under the Comprehensive Economic Partnership Agreements signed with India. Few of the ASEAN countries like Cambodia, Myanmar and the Philippines also allow zero duty imports of Buttons of plastics under the ASEAN-India Free Trade Agreement. Import of Buttons of plastics is eligible for zero customs duty in Canada, Singapore and the United Kingdom.



Unfortunately, several countries in Latin America, Africa, Oceania and the CIS do not accord any preferential treatment to Buttons of plastics exported from India due to which the average customs duty faced on this product is high.

Effective tariff applied by various regions on import of Buttons of plastics from India



Source: Market Access Map, Plexconcil Research



Top 10 Busiest India Ports

There are multiple reasons why India is a major hub of maritime trade. It is surrounded on three sides by water – the Bay of Bengal in the east, the Arabian Sea in the west, and the Indian Ocean in the south. It has 7,517 kilometers of coastline, making it the 16th largest maritime country. It ranks 18th in terms of global shipping tonnage (tonnage is a measure of a ship's cargo-carrying capacity). Most cargo ships sailing between East Asia and America, Europe, and Africa pass through Indian waters.

That's not all. India has 12 'major' and more than 200 'non-major' ports. (A major port is one that is owned, managed, and controlled by the Union government and has nothing to do with cargo volumes, connectivity, or port facilities. The privately owned and operated Mundra Port in Gujarat counts as a non-major port despite being India's busiest port at the moment.)

In this piece, we rank the 10 busiest ports in India based on cargo traffic handled by each in 2020-21, as per the Annual Report 2021 of the Ministry of Ports, Shipping and Waterways. Read on.

1. Mundra Port, Gujarat

It hasn't been long since Mundra edged out Mumbai's Jawaharlal Nehru Port as India's busiest container port, handling 5.7 million TEU (twenty-foot equivalent unit) of cargo in 2020-21 compared to 4.7 million TEU for the latter. Mundra is owned and operated by Adani Port and Special Economic Zone Limited (APSEZ), India's largest private port operator that, by its own admission, accounts for 24 percent of the country's port capacity. Located on India's west coast, Mundra provides road and rail connectivity to the country's northern hinterland while also offering excellent connectivity with international ports. Besides container shipping, Mundra specialises in bulk and oversized cargo such as fertilisers, minerals, agricultural goods, steel, and machinery. It has 10 berths dedicated to dry bulk and three to liquid bulk while six berths serve containerised cargo. The port also boasts of the world's largest coal import terminal with an annual capacity of 40 million tonnes. Apart from state-of-the-art infrastructure, this all-weather port offers complete cover for cargo in the monsoons thanks to its large covered storage areas. In its quest to improve connectivity, APSEZ is looking to develop an air cargo complex in Gujarat.

Total cargo handled in 2020-21: 144.4 MT (million tonnes)

Known as: India's largest private port, India's largest commercial port, largest coal import terminal.



current financial year (2021-22) up till October, the port has handled 65.28 million metric tonnes (MMT) of cargo, a 5.33 percent increase that takes it within striking distance of crossing the 100 MMT mark for the sixth consecutive year. Paradip port houses 14 berths. Its great depth makes it perfect for handling bulk cargo such as iron ore and coal, although it also deals in containerised cargo. The port has a supply chain advantage because it has its own railway system with a track length of 82 kilometers. A new coal import berth is on the cards.



2. Deendayal Port (Kandla), Gujarat

Just 75 kilometers from Mundra is Gujarat's next big port and India's second busiest – Deendayal Port, previously called Kandla Port. It is situated in the Kandla Creek and protected by a natural harbour. This government-owned facility is one of four Indian ports to be named after prominent individuals, the others being Jawaharlal Nehru Port in Mumbai (see Number 5), VO Chidambaranar Port in Tamil Nadu (see Number 10), and Kamarajar Port also in Tamil Nadu. Deendayal Upadhyaya, after whom the port in Gujarat is named, was a political leader. Deendayal Port was established in the 1950s, borne of necessity after the Partition of India left Karachi Port on the Pakistani side and the Indian west coast missing a major sea port. Today, the facility houses a Special Economic Zone (SEZ), the first built in Asia. The mainstay of Deendayal Port is crude oil imported for Essar Oil's Vadinar refinery. It accounts for half of the port's cargo traffic. Major exports include oil, textiles, grain, and salt. The port is set for a major expansion and infrastructure development drive with a planned investment of Rs 9,757 crore to improve existing berths and build new ones, construct new roads, godowns, and storage areas, and improve rail connectivity.

Total cargo handled in 2020-21: 82.44 MT

Known as: India's first major post-Independence port on the east coast.

Total cargo handled in 2020-21: 84.37 MT

Known as: India's biggest container port by cargo volume.

3. Paradip Port, Odisha

Paradip Port is the only major port in Odisha and a key point of departure for the state's exports, mainly coal. The port sits on the Bay of Bengal in India's east coast. A flourishing port city has come up around it. Paradip has notched up several important achievements in recent years. In April-June 2021, it rose up the ranks to become India's top port in terms of volume of cargo handled (25.73 MT) despite the period coinciding with the brutal second wave of the Covid-19 pandemic. In the

4. Visakhapatnam Port, Andhra Pradesh

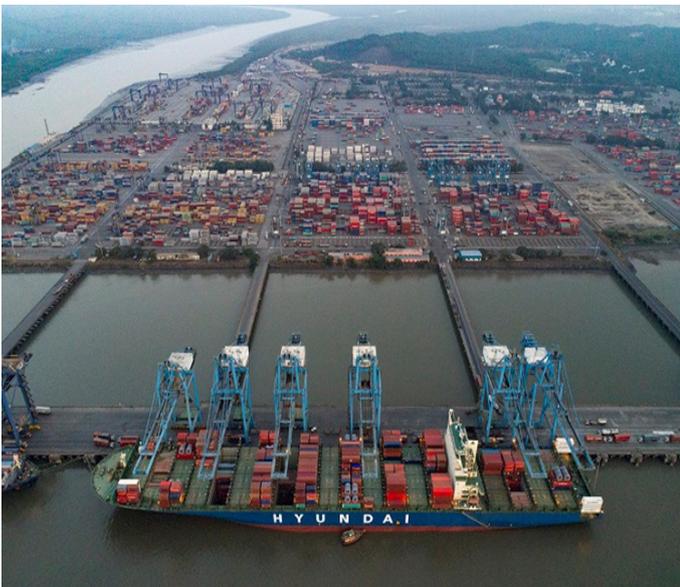
Also located on the east coast, Visakhapatnam Port lies off the coast of Andhra Pradesh and is midway between Kolkata and Chennai. Visakhapatnam – also called Vizag – is a historic port city with trade links to the Middle East and ancient Rome. It served as a base for a branch of the East India Company in the late 1600s as well as a military base during World War II. It remains a major commercial city today as well as a key shipbuilding hub. Lying within a natural harbour, Visakhapatnam is India's deepest landlocked port (one encircled by land with an opening to the sea). Infact, the port has three harbours – an inner harbour, outer harbour, and fishing harbour. The area is considered cyclone-prone but, again, the port is naturally protected by low-lying hills. It has 26 berths and the deepest container terminal among all of India's major ports. Vizag Port serves the country's central and southern hinterlands and major industries such as steel, fertilisers, power, petroleum, and mining. It is also strategically important to trade with China and other Asian countries. Therefore, it is set to undergo massive expansion and modernisation with the aim of making Vizag South Asia's most preferred port.

Total cargo handled in 2020-21: 44.74 MT

Known as: India's deepest landlocked port, India's oldest shipyard.

5. Jawaharlal Nehru Port (Nhava Sheva), Maharashtra

Some 300 nautical miles from Mundra is Jawaharlal Nehru (JLN) Port, India's top container port with connectivity to 200 international ports. It has consistently topped the list of India's busiest ports in recent years before losing its position in the last financial year. Strategically located off the eastern shore of financial capital Mumbai, JLN port is also called Nhava Sheva, named after two villages situated in that area. The all-weather port is owned by the Indian government and managed by the Jawaharlal Nehru Port Trust (JNPT). Commissioned in 1989 as a satellite port to the congested Port of Mumbai, it started off with single terminals for bulk and containerised cargo. Today, it has five fully automated container terminals – four of them privately managed – that handle 55 percent of India's container traffic. It is the only Indian port to make the world's top 30 container ports (it ranked 28th in 2019). In 2020-21, containerised cargo accounted for 89 percent of JLN's total cargo. However, it also deals in liquid bulk and cement. Like Mundra, JLN port is a gateway to the land-locked north. Additionally, it serves cargo originating from or bound for Maharashtra, Gujarat, Karnataka, and Madhya Pradesh. In terms of infrastructure, it has a customs house and connectivity to 50 inland container depots (ICDs) and 30 container freight stations (CFSs). Since its humble origins as a satellite port, it now plans to build its own satellite port.



Total cargo handled in 2020-21: 44.74 MT

Known as: India's largest container port, India's top container port, India's largest artificial port.

6. Mumbai Port, Maharashtra

In operation since 1873, Mumbai Port is India's second oldest port (Kolkata being the oldest). It is also India's largest port by size, spread over a 46.3-hectare area with a pier length touching 8,000 km. Mumbai Port has one of the best locations for an Indian sea port. First, it sits on the midway mark of the west coast. Second, it boasts of a 400-square-km natural deep-water harbour that is protected by the Konkan mainland on the east and the island of Mumbai on the west. The harbour is 10-12 meters deep, easy for large ships to make their way in and out. The natural protection allows the port to provide shelter for round-the-year shipping. The deep natural harbour also makes Mumbai India's largest natural port. Mumbai is a multi-purpose port, which means it can handle all types of cargo. It has 32 berths with re-fueling facilities in all berthing areas. It has its own railway system, which is connected to two arms of the national railway network – the Central Railways and Western Railways. The port also has enviable road connectivity.



Total cargo handled in 2020-21: 38.04 MT

Tags: India's largest port, India's largest natural port, India's second oldest port.

7. Haldia Port, West Bengal

Haldia Port, also called the Haldia Dock Complex, is India's fourth biggest port. It lies at the confluence of the Hooghly and Haldi rivers and is located just 50 kilometers southwest of state capital Kolkata and 90 kilometers upstream from the Bay of Bengal. Due to its excellent location, this port serves a large hinterland comprising West Bengal, Bihar, Jharkhand, Uttar Pradesh, Madhya Pradesh, and the northeastern states. Additionally, it is the main gateway to neighbouring Nepal and Bhutan as well as the Tibetan Autonomous Region. Haldia Port

initially came up as a satellite port for Kolkata Port but now rivals the older port. Much of its success is due to its contribution to the development and growth of the now flourishing port-based industries in the Haldia region. It supports these industries through the import of raw material and industrial machinery.

Total cargo handled in 2020-21: 32.60 MT

8. Chennai Port, Tamil Nadu



Chennai Port in the southern city of Chennai is the third oldest port in India. It was established in 1881, although sea trade along its undeveloped shores is said to date back to the 1600s. This facility is the largest port in the Bay of Bengal and is also called the “Gateway to South India”. Like Haldia, Chennai Port is a major contributor to the economic development of the city as well as the state of Tamil Nadu. It is particularly important to the growth of the state’s manufacturing sector. Major exports that go through Chennai Port include cotton, textiles, automobiles, iron, and leather. The main imports are wheat, machinery, iron, steel, and raw cotton. The port comes with its own extensive railway operations. It has three docks and 24 berths – including a cruise terminal. Chennai Port also happens to be a tourist attraction with its lighthouses getting a fair share of visitors.

Total cargo handled in 2020-21: 30.50 MT

Known as: India’s third oldest port, largest port in the Bay of Bengal, Gateway to South India.

9. New Mangalore Port, Karnataka

Situated on the backwaters of the Netravati and Gurpur rivers off the coast of Mangaluru (previously Mangalore), the New Mangalore Port is the only major sea port in the southern state of Karnataka. The “New” in its name distinguishes it from the city’s old port, which is called Mangalore Bunder or Old Bunder and primarily caters to fishing and small cargo vessels. Major exports from New Mangalore Port include petroleum products, iron ore pellets, and containerised cargo. Crude oil, cement, coal, fertilisers, and liquid chemicals comprise the major imports. New Mangalore is a solar-powered port. It is accessible through three national highways.

Like Chennai Port, it has a cruise arm with extensive facilities including an air-conditioned lounge, priority berthing, e-visa on arrival, fast immigration check, and currency exchange. The port has a turnaround time (the time between the arrival and departure of a ship) of 46.79 hours, lower than the national average of 63.74 hours. This can be attributed to improved efficiency by allowing customs and forwarding agents to take delivery of cargo, thereby reducing truck-trailer movement, manpower requirement, and documentation.



Total cargo handled in 2020-21: 25.79 MT

10. VO Chidambaranar Port (Tuticorin), Tamil Nadu

When Tuticorin Port was renamed VO Chidambaranar Port in 2011, it took on the name of eminent freedom fighter VO Chidambaram Pillai, whose moniker “Kapalottiya Thamizhan” in the local Tamil language translates into “the Tamillian man who rode the ship”. Before its modern version came into being, Tuticorin was a historic sea port dating back to the 6th century. It mostly traded in pearls and fishery products. Today, this port in Tamil Nadu serves cargo ships from China, Sri Lanka, Europe, and the United States. Its main imports are coal, cement, fertilisers, petroleum, coke, and edible oils. Key exports include ores and minerals, sugar, liquid cargo, granite, and building material. Like the ports of Chennai and New Mangalore, VO Chidambaranar Port also houses a cruise terminal. Its location in the Gulf of Mannar makes it a naturally sheltered port, with the existence of two rubble mound breakwaters (artificial offshore structures protecting a harbour) giving it further protection.

Total cargo handled in 2020-21: 23.61 MT

Port trivia: Did you know?

Kolkata Port	Is the oldest port in India . It was established in 1870 and is the first of India's major ports . It also happens to be the country's only major riverine port , located on the Hooghly River in West Bengal.
Gangavaram Port	Is the deepest port in India with a depth of 21 meters. It is situated off the coast of Visakhapatnam in Andhra Pradesh.
Vadhavan Port	Is set to be India's 13th major port . It is in Maharashtra.
Maharashtra	Is the state with the highest number of ports – two major ports and 48 non-major ones.

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Live Rate	Cross Currency	Broken Date Calc			
SPOT RATE					
	Bid (Export)	Ask (Import)	% Chg	Today's High	Today's Low
USDINR	73.99	74	0.2	74.115	73.73
EURINR	86.39	86.4075	0.03	86.555	86.215
GBPINR	101.035	101.0525	-0.05	101.4425	101.0025
JPYINR	66.4775	66.4925	-0.1	66.6075	66.275
AUDINR	53.73	53.7525	0.1325	53.915	53.715
CADINR	58.52	58.5325	0.35	58.675	58.46
CNYINR	11.4625	11.4675	0.33	11.4775	11.4175
AEDINR	20.14	20.1475	0.21	20.175	20.07
CROSS CURRENCIES			Major	Asia	
	Bid (Export)	Ask (Import)	% Chg		
EURUSD	1.1665	1.1669	-0.17		
GBPUSD	1.3516	1.35163	-0.16		

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FORWARD RATE					
USDINR	EURINR	GBPINR	EURUSD	GBPUSD	
Cash/Spot	BID (Export)	2.00	ASK (Import)	1.00	
Month End Date	Premium in Paise	Outright Rate			
	Bid (Export)	Ask (Import)	Bid (Export)	Ask (Import)	
29-Oct-2021	20.50	22.50	74.25	74.28	
30-Nov-2021	43.50	46.00	74.47	74.51	
31-Dec-2021	67.50	70.00	74.72	74.75	
31-Jan-2022	93.00	96.00	74.97	75.01	
28-Feb-2022	116.50	119.50	75.20	75.25	
31-Mar-2022	143.00	146.00	75.47	75.51	
29-Apr-2022	183.00	186.00	75.87	75.91	
Offshores USDINR					
	Bid	Ask	%Chg	High	Low
USDINR	74.03	74.03	0.34	74.14	73.72

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PHILIPPINES

Economic overview

The Republic of the Philippines (Philippines) is located in Southeast Asia. It has an area of 300,000 square kilometres and a population of 110 million. The Philippines consists of 7000+ islands, which are divided into three groups: Luzon, Visayas, and Mindanao. The Philippines has transformed itself into an industrialised economy due to enhanced focus on manufacturing and services. As a result, the Philippines has become a significant exporter of semiconductors and other electronic components. This along with stable remittance inflows from overseas is a factor that makes the Philippines an attractive export destination.

As of September 16, 2022, S&P's rating for the Philippines is BBB+ (Stable); Moody's rating stands at Baa2 (Stable); and Fitch has a reported rating of BBB (Negative).



Economic indicators		2019	2020	2021
Nominal GDP	USD Billion	376.8	361.5	393.6
Nominal GDP per capita	USD	3,512	3,323	3,572
Real GDP growth	%	6.1	-9.6	5.6
Total population	Million	107.3	108.8	110.2
Average inflation	%	2.4	2.4	3.9
Total merchandise exports	USD Billion	70.3	63.9	74.6
Total merchandise imports	USD Billion	112.9	90.8	124.4

Source: IMF, TradeMap

Philippines is a part of the ASEAN bloc that has trade agreements with Australia, China, Japan, New Zealand, South Korea and India. Philippines also has a separate trade agreement with European Free Trade Association (EFTA) and Japan.

Trade overview

India and the Philippines enjoy cordial trade relations, which have enhanced significantly after the India-ASEAN Comprehensive Economic Cooperation Agreement. In 2021, India and the Philippines engaged in bilateral trade worth USD 2.71 billion. During the year, India's exports to the Philippines were valued at USD 1.96 billion while India's imports from the Philippines were valued at USD 0.73 billion.

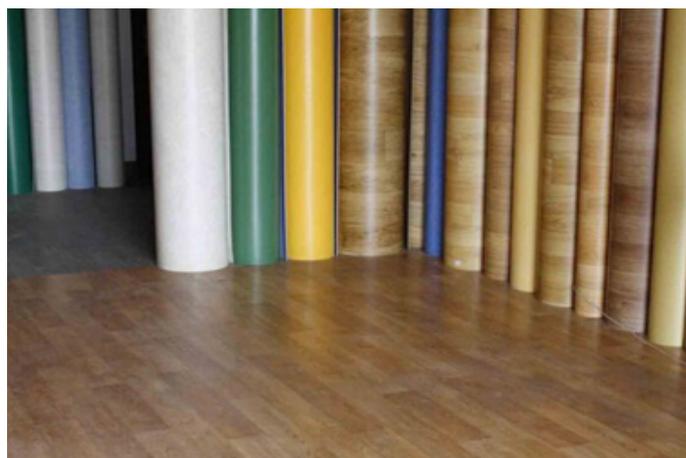


The major items of export (2-digit HS) from India to the Philippines are motor vehicles (USD 282 million), pharmaceuticals (USD 278 million), iron and steel (USD 211 million), bovine meat (USD 127 million), and cereals (USD 125 million). Likewise, major items of export (2-digit HS) from the Philippines to India are machinery and mechanical appliances (USD 129 million), electrical machinery and equipment (USD 120 million), and precious metals (USD 119 million).

For products that come under the purview of PLEXCONCIL, the trade is in favour of India with exports of USD 48.3 million to the Philippines and a trade surplus of USD 19.6 million. The major items of export to Philippines being:

- Plastic raw materials (30.7%)
- Consumer & houseware products (27.7%)
- Floorcoverings, leathercloth & laminates (8.8%), and
- Plastic sheets and films (8.6%)

Philippines's annual plastics imports are valued at USD 5.8 billion approx. Its plastic imports are largely catered to, by China (27%), Japan (15%) and Thailand (10%). India's market share in the Philippines's plastics imports is quite insignificant.



Export potential for India

Our internal research indicates that India's export of PLEXCONCIL member products to the Philippines has the potential to grow by over USD 4.2 billion. Details of product panels and their export potential to Philippines is provided below:

Product panel Philippines' import from India Philippines' import from world India's export to world Export potential for India

USD Million	USD Million	USD Million	USD Million	
Plastic raw materials	14.9	2,216.1	3,995.9	1,609.5
Plastic films & sheets	4.2	880.8	1,905.1	701.7
Consumer & houseware products	16.9	965.6	1,460.6	626.2
Packaging items – flexible, rigid	2.9	353.3	595.8	284.5
Medical items of plastics	3.0	226.6	891.5	223.6
Plastic pipes & fittings	1.9	182.1	266.3	94.8
Floorcoverings, leathercloth & laminates	7.3	140.3	770.2	94.0
FIBC, Woven sacks, Woven fabrics, Tarpaulin	2.1	101.4	1,682.4	78.5
Writing instruments & stationery	0.1	26.2	201.9	26.1
Cordage, fishnets & monofilaments	0.3	23.4	262.5	23.1

Source: TradeMap, Plexconcil Research





The Future of Dairy Packaging in India

Leading the innovation in dairy & value-added dairy products, MilkyMist is now becoming a household name. In an exclusive interview with Packaging 360, Dr.K.Rathnam, CEO Milky Mist shares his insights & vision for dairy industry & the role packaging would play in enhancing the value of dairy products.

In the Dairy sector, in the next 10 years, how do you foresee development of packaging materials & filling lines evolving to cope with increasing demand for Value added dairy products?

Dr. Rathnam: Packing has evolved from usage of glass in 1884 to the present form which comprises 75% plastic. The fast pace of life and changing food preferences justify the consumer's want for packaged food. Not only the range of dairy products has grown over time, but their shelf-life is also increased. Reason – lots of development have been done in dairy packaging to preserve dairy products from internal and external conditions.

The shelf-life of dairy products depends on certain intrinsic and extrinsic factors.



In India, Value Added Dairy Products segment is growing steadily @ 15% to 25% depending upon the category. Unlike packaging milk in pouches, value added products like cheese, yogurt, etc, require high quality and highly reliable automatic packing machines in order to meet the demand. Since this segment is growing faster, it is also expected that dairy and food sector would take note of the demand from the market and equip themselves to cater to the demand. Consumer preference and expectation post-pandemic has certainly shifted from loose, unbranded products to branded, packaged products which ensure safety and hygiene. This kind of shift has been dramatic and is getting accelerated to the next level. Therefore, there will be certainly a need for continuous development of packing material in order to meet the demand.

I envision extensive use of eco-friendly packaging materials in the next 10 years or so. Eco-friendly plastic packaging is, therefore, a suitable choice for manufacturers who don't want to compromise with the product's shelf-life. The eco-friendly plastics are of the following three types-

- Bioplastics: These are made from sustainable materials like cornstarch.
- Biodegradable plastics: They contain additives that decay plastics under exposure to sunlight and air.
- Recycled plastics: These are packaging made from used and recycled plastics.

Do you envisage rigid bottle formats (HDPE or PET) replacing flexible pouches?? Also it would be great to hear from you if there are any other interesting technologies in packaging machinery & automation which will see fast track adoption?

Dr.Rathnam: It is very difficult to predict consumer preference in a holistic manner. Having said that, HDPE or PET usage will go up due to their inherent advantages and in light of growing awareness amongst the general public towards quality and hygiene.

Recently, we are witnessing huge investments by OEMs in technology relating to packaging machinery and automation. I do hope that the same will result in innovation in the said areas which can be taken up for fast track adoption by top ranked companies in Dairy sector like ours. Vacuum packing in rigid plastic is a promising technology since it offers great protection to the product.

As far as flexible pouches in India is concerned, it has a long way to go but now consumers' preference is moving towards brick pack and branded products due to the convenience it offers. There has been good growth in terms of using pet bottles in F & B segment due to their inherent advantages of long shelf life, ambient storage and ease of transportation over long distance. I envisage reduction in usage of flexible pouches to a level of 25% to 30% over the next 5 to 7 years' period.



For the next ten years, could you elaborate on the vision & thought process within your organization? This is with reference to high-speed filling lines, Automation, etc.

Dr.Rathnam: We, at Milky Mist, have always tried to be ahead of the curve. We are the pioneer in deploying state of the art manufacturing line for Paneer which is fully automatic. Our vision is to lead from the front and embrace the best of manufacturing/ automation process.

Currently, we have installed state of the art machinery and equipment's from the world's leading OEMs in our Mega Plant. Looking into the future, we have initiated a technological tie-up with leading OEMs in Germany, Italy, Spain, Australia etc., with a view to seamlessly implement the latest process and packing technologies.

Can you elaborate on how quality control protocols will evolve in the next ten years to ensure consistency of supply for various value -added products?

Dr.Rathnam: Quality is and will always be the common denominator for all successful manufacturing companies including those in dairy sector. Milky Mist always gives topmost priority to quality, hygiene and freshness of its products. Consumers' preference towards quality products has been increasing since last couple of years. FSSAI is also implementing lot of mandatory, stringent regulations in respect of standards to be followed in the dairy sector. However, its implementing agency viz., manufacturing sector is more tuned towards producing better quality products which will not only meet the desired quality standards but also improve their quality standards internally. Whoever is giving safe, hygienic and quality products that meet the preference of consumers will certainly succeed in business going forward. Hence, quality becomes the single most important factor for sustainability and growth of any brand in India.

About Dr. K Rathnam

Dr K. Rathnam is an expert in the Food and Dairy industry well-known in India and several Asian, European countries. He has worked closely with FAO, UNICEF and Indian government agencies on various health and nutrition programs. In addition to his dedicated efforts towards ensuring high-quality food and dairy production practices, nutritional security and food safety, he is also passionate about working towards producers' economic self-reliance.

A proactive, focused, critical thinker who takes on a result-oriented approach, he is a dynamic and passionate team player with a strong sense of initiative. Over 30 years of his professional experience, he has pursued

various domains like teaching, research & development, technology development, and management.

Dr K. Rathnam was actively involved in the implementation of multi-million-dollar medium to large scale food and dairy projects, taking on different roles such as strategist, planner, project manager and coordinator. As Managing Director of India's largest Cooperative Dairy Amul, he had handled business operations and manufacturing activities of 17 profit centres and 14 service-oriented centres, established marketing infrastructure for food, feed and feed supplements across India as well as promoted nutrition intervention programs. He has established his skills in management within the complex structure of a co-operative, working closely with elected members and executives with proven interpersonal and management skills.

He has been associated with Milky Mist Dairy Food Pvt. Ltd., in the capacity of Chief Executive Officer since August, 2019.

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6 Ways Manufacturers Can Attract & Retain Customers

Plastics processors face a daunting challenge in retaining and attracting new customers while juggling supply-chain disruptions, ongoing labor shortages, price increases, and quickly changing customer requirements. Yet, amid all the challenges of running a manufacturing business, the time and effort invested in cultivating customer relationships and creating new ones deliver the most value.

Plastic processors need to go beyond sales and marketing to gain new customers and retain existing ones. They also must keep improving on the shop floor. Therefore, sustainability, transparency with quality data, and offering short-notice production runs are critical to building customer relationships.

Go all-in on sustainability: Among global consumers, 73% say they would change their consumption behavior to reduce their environmental impact, according to a NielsenIQ Global Corporate Sustainability Report. Increasingly, these consumer demands are impacting business-to-business (B2B) purchasing and partnering decisions. In manufacturing, sustainability efforts may focus on a plant's operations, such as running energy efficient smart machines and heating/cooling systems

or committing to zero waste. Additionally, some plastics processors are building parts and products that use new compostable materials or incorporate a higher percentage of scrap or recycled content versus virgin plastic.



Make production and quality audit data available: Competition is fierce between manufacturers providing plastic components for consumer durables and automotive manufacturing.

Plastics manufacturers can readily offer every customer the opportunity to receive production and quality audit data if the process is automated through integrated enterprise resource planning (ERP), manufacturing execution system (MES), and quality management software.

Offer short-notice production runs: One of the most compelling reasons for improving shop floor efficiency is to compete for business by opening up more shifts for short-notice production runs to customers. The ability to integrate data on machine idle times into real-time scheduling has enabled the plastics processor to transform this service into a competitive offering that the company actively promotes.

Start a customer success program with dedicated managers owning every account: Helping customers solve their unique challenges while achieving their goals is the essence of an effective customer success program. Customer success programs aim to anticipate customer problems and needs before they become more significant issues.



Use a CRM System to Organize New Prospects and Customer Upsell Efforts: Knowing how each marketing campaign performs, identifying upsell and cross-sell opportunities, and having a running history of every customer are just a few of the many benefits of a CRM system. There are reporting options to track sales funnels, propensity models that can identify the best possible upgrade paths for existing customers, and reporting modules that can report CLV, and other key metrics of how customer relationships are going. The most effective use of the CRM system is to gain insights into a customer's preferences, priorities and concerns, so teams can personalize their customer interactions.

Monitor Your Customers' Satisfaction and Dissatisfaction Levels Regularly: Business-to-business (B2B) companies, including manufacturers, have some of the lowest scores when it comes to the customer experience. McKinsey & Company found that B2B companies average less than 50% on customer experience scores compared to business-to-consumer (B2C) companies whose scores ranged from 65% to 85%. Just as production yields and quality rely on hard, empirical data, it's time for manufacturers to be just as serious about measuring customer satisfaction. Using SurveyMonkey or comparable online survey platforms, manufacturers can create customer satisfaction surveys that are easy to edit and customize for each segment of customers served.

Plastics processors excel at using automation to overcome process and product-related challenges, but when it comes to customer relationships, those skills need to be balanced with empathy. Customers should be viewed as strategic collaborators whose insights can help to improve manufacturing operations, products, and services. They offer invaluable feedback on how easy or difficult it is to work with a manufacturer. They're also a significant source of new product ideas and process improvements.

Source: This article has been sourced from a three-part series published on ptonline.com

International News

Engel, Kurz Partner to Revolutionize Auto Exteriors

When one considers the vehicle of tomorrow, we imagine futuristic exterior brand design, 3D lighting effects, and intelligent functions, even on the exterior. All of this is already possible today, as thin-film specialist Leonhard Kurz will soon demonstrate in cooperation with injection molding machine builder Engel. They have pooled their expertise and will present a future-proof design concept for vehicle rear areas at K 2022 in Düsseldorf, Germany, from Oct. 19 to 26.

2K material mix opens up new possibilities

A new machine and process technology that enables the use of a 2K material mix was developed in tandem with Kurz subsidiary Schöfer.

The term 2K signifies “dual-component injection molding with in-mold decoration (IMD) technology.” Two different plastics are used — acrylonitrile butadiene styrene/polycarbonate (ABS/PC) and transparent thermoplastic polymethyl methacrylate (PMMA). “This special blend of materials allows us, for example, to provide backlighting with targeted light separation, without any undesirable light diffusion. This is the series-ready answer to market requirements in terms of multi-component technology,” explains Martin Hahn, Head of Application, Technology, & Innovation at Leonhard Kurz’s Plastic Decoration business. “And best of all, thanks to our careful choice of materials, the components can later be mechanically recycled together. This means that they can be reused as a post-industrial recyclate.”



Reduced production complexity

The complex technical application is based on Schöfer’s high-end “spin stack mold” technology, which is suited for the production of ready-to-install components in large dimensions. It enables the use of IMD technology in combination with the 2K material mix, allowing for the implementation of three-dimensional component geometries and structures for 3D light effects and light barriers in a single step. Manufacturers benefit from reduced production complexity that eliminates the need for deep drawing, punching, or stacking.

Kurz and Engel will demonstrate this process at K 2022 at the Kurz booth (A19 in hall 5), where an Engel machine will mold rear-end covers. This component harmoniously combines design and functionality, says Kurz. The connected surface impresses with its seamless decoration, backlighting, and 3D lighting effects. “This means that the rear-end cover also facilitates communication with other road users,” explains Hahn. “Further highlights are only revealed at a second glance. The

possible integration of touch operation offers, for example, activation of a Shy Tech charge level indicator for e-cars. The component is also permeable to radar waves and supports the latest driver assistance systems, right through to autonomous driving.”

Individually tailored production platforms

Thanks to advanced one-shot production, all processes can be implemented in a single work step. “This is made possible by the combination of injection molding, IMD, and high-end insert technology from Schöfer. For manufacturers, this means time- and cost-efficient production while simultaneously reducing CO2 emissions,” explains Hahn.

He continues: “Our goal for the future is to develop a production platform for our customers that can be individually tailored to different project requirements. This year, we are demonstrating the further development of our IMD Decopur technology, which Kurz introduced back in 2019. This platform enables us to combine 2K thermoplastic technology with Decopur. This not only opens up different combination possibilities, but also offers smart manufacturing efficiency with low energy consumption.”

The duo 1300 Combi M machine from Engel is matched to the application at hand. “To enable the use of multi-edge cutter technology, the duo 1300 Combi M has a second moving injection unit on the movable clamping plate. The center mold halves are rotated using a horizontal turn table with a vertical adapter plate,” explains Michael Fischer, Head of Business Development Technologies at Engel. “The articulated robot of the Engel easix KR120 series takes care of the demolding and supports the decoration step beforehand with the additionally installed heating mirror. We have ideally coordinated all components, including the integration of Engel temperature control technology, to make production as efficient as possible.”

Kurz and Engel have sought further support for this ambitious project. In addition to tool maker Schöfer, structure expert Reichle as well as materials suppliers Sabc and Röhm are involved. Burg Design, also a Kurz subsidiary, rounds out the team of partners.

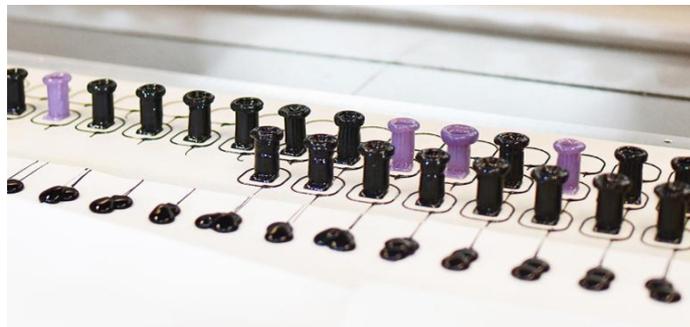
Source: Plastics Today

New Technology 3D Prints Ultra-Smooth Polyurethane Parts in Single Step

Smooth-Mode technology, developed by Chromatic 3D Materials, enables 3D printing of durable rubber parts with ultra-smooth surfaces at commercial volumes. High-quality polyurethane parts, such as seals, gaskets, grommets, and bladders, can now be 3D printed without

post-processing requirements or surface finishing, said the company.

Sealing requires a smooth surface, but 3D-printed parts typically have layer lines or roughness. “We have developed a way to easily and cost-effectively 3D print products that are ultra-smooth without additional steps,” said Dr. Cora Leibig, Chromatic CEO and founder. “It’s a breakthrough for 3D printing those professional applications that must be air- and water-tight.”



Parts printed with Smooth-Mode technology have superior aesthetics as well as finer dimensional accuracy, claims the company. For example, products can be printed with precise uniform thickness at sub-millimeter scale, enabling the printing of elastomeric products that expand and contract.

To achieve this outcome, Chromatic’s team of additive manufacturing experts began by fine-tuning the viscosity and surface tension of the company’s printable thermoset polyurethane materials. “We developed a way to go beyond simply applying our reaction technology to fused deposition modeling (FDM). Smooth-Mode uses chemistry to create an ultra-bonded and smooth part. We believe this printing technique delivers the world’s smoothest printing along the Z, or height, axis,” explained Dr. Bart Engendahl, Chromatic’s managing director in Germany, where the company was founded in 2016. Its US headquarters is in Golden Valley, MN, a suburb of Minneapolis.

Industrial manufacturers can take advantage of Smooth-Mode with Chromatic’s Reactive Extrusion Additive Manufacturing (RX-AM) platform, which encompasses materials, software, and hardware for deposition printing with reactive chemistry. Printable polyurethanes are available in Shore A hardnesses ranging from 50 to 90; custom grades with varying colors, hardnesses, and special properties are also offered. The platform is designed for 3D printing at commercial volumes.

The technology is suitable for applications in transportation, industrial seals and gaskets, textiles, medical devices, and defense.

Source: Plastics Today

ExxonMobil's Sustainable Materials Will Be All Over the K

ExxonMobil's "green" footprint will extend far and wide during K 2022 in Düsseldorf, Germany, on Oct. 19 to 26, with at least 60 collaborations with OEMs on display throughout the show.

Spotlighting its theme "Advancing Sustainable Solutions," ExxonMobil will exhibit technology that runs the gamut from materials to create simpler films to lubricants that increase the efficiency of hydraulic systems. Other technologies covering multiple applications — including automotive, consumer products, agriculture, and hygiene — will be on tap.



For example, the company's Exxtend technology for advanced recycling of plastic waste broadens the range of plastics that can be recycled, producing certified circular polymers that match the performance of virgin resins. Additionally, the company's performance polymers allow more use of mechanically recycled material and improve overall performance.

To improve recyclability, ExxonMobil's mono-material offerings, including PP/PE laminates, reduce the presence of difficult-to-recycle components. And, converters can approach film design differently by employing ExxonMobil Exceed S PE polymers, which offer degrees of stiffness and toughness in thinner gauges and are easy to process.

For medical applications, ExxonMobil PP, Vistamaxx performance polymers, and Exact plastomers have recently won certification for use in syringes, springs, IV bags, and bottles.

Reducing energy consumption during production is another priority the company will showcase. Its Mobil DTE 10 Excel Series hydraulic oil increases pump efficiency up to 6% compared with standard hydraulic fluids and lasts longer to extend intervals between oil changes.

ExxonMobil will help attendees navigate all its exhibits by providing details and directions at its information hub at the north entrance No. 11.

Source: Plastics Today

Xenia Debuts Super-Tough Carbon-Fiber Composites

Xenia Materials has introduced the Xecarb ST family of super-tough carbon-fiber composites, engineered to close a performance gap in the market and improve impact-strength performance.

"There is a growing demand for lightweight composites in various new markets, such as sustainable mobility and unmanned aerial vehicles (UAVs), where we have identified a need for higher impact resistance than previously offered by carbon-fiber-reinforced composites," said Cristian Zanchetta, Technical Manager for R&D at Xenia Materials. "Our new Xecarb ST family meets these challenges while at the same time opening new opportunities for innovative applications in existing market segments, such as sports equipment, appliances, supercars, and even additive manufacturing."



Xecarb ST builds on the proven mechanical strengths of Xenia's successful Xecarb range, but shows significantly higher notched impact resistance, low temperature ductility, and tensile elongation at break. With slightly lower density, the new carbon-fiber-composite technology offers these unmatched advantages together with further lightweighting possibilities. Customers seeking to improve the impact and cold-impact performance of carbon-fiber-composite applications are already evaluating the added potential for weight reductions, lower material and energy consumption, associated cost savings, and reduced environmental impact.

Xecarb ST thermoplastic composites are based on selected polyamide matrix materials — PA 66, PA 6, PA 11, PA 12, PA 6.10, PA 6.12 and PA 4.10 — addressing different mechanical, thermal, and physical requirements. Standard carbon-fiber content is 30% (CF30). The PA6-based composites are also available as CF20, CF25, CF35, and CF40 grades. In addition, the portfolio includes two high-modulus materials for enhanced flex-

ural strength and provides a wide engineering window for further customization depending on specific application needs.

“Beyond winter and mountain sports equipment from boots and running shoes to bikes, these new high-impact carbon-fiber composites will help us reach into other markets and further expand our customer base in Europe, APAC, and North America,” adds Enrico Mancinetti, Sales Manager. “Driving this growth, Xenia Materials will also increase its European sales force with a strong focus on qualified local customer support and service.”

Source: Plastics Today

An Innovative Cap Designed for Food Waste Reduction: UNITED CAPS and Mimica Partnership Produces New Packaging Concepts

UNITED CAPS’ exclusive partnership with start-up Mimica has resulted in a unique, innovative closure that is being hailed by the companies as a ‘breakthrough in dynamic freshness food labels’. The Mimica TOUCHCAP has been designed to be accessible and affordable with freshness indicators for all types of perishable products, including pharmaceuticals, with the aim to reduce food waste and increase consumer food safety.

UNITED CAPS CEO Benoit Henckes said: “Throughout our history, we have invested heavily in innovation and R&D, and we view this innovation from Mimica as a game changer, one that has a profound effect on how caps are used, their contribution to the reduction of waste and carbon emissions, and their ability to drive purchase.”



The concept for Mimica TOUCHCAP began as a design project for Mimica’s founder, Solveiga Pakštaitė, was to make expiry dates inclusive to visually impaired people, before realising that expiry dates also drive large amounts of food waste. Pakštaitė therefore considered a label that provided real-time information about the condition of food and accessibility to the visually impaired and cognitively challenged. The result, the Mim-

ica TOUCHCAP, has a freshness indicator that changes from smooth to bumpy if a product is no longer fresh.

With extensive testing and experimentation, Pakštaitė was able to calibrate a gel that never comes into contact with the product yet enables a specialised label to change from smooth to bumpy based on storage conditions and food profile. The UNITED CAPS and Mimica teams were able to develop a fully recyclable cap that does not affect bottle recyclability yet offers a fast, easy way for a consumer to ensure food quality is still good. TOUCHCAP is a sustainable closure that consists of a base cap and over cap from UNITED CAPS with the activator and gel invented by Mimica.

The Mimica cap arrives at the filling line in two parts: The base cap, which has been tested by key filling line manufacturers and requires only minimal changes to the filling line; and the over cap, which is applied after the filling process with a dedicated machine integrated into the production flow like other modules such as labelling or film wrapping. The top cap, where the bumps will appear, is dormant until activated by the consumer when the cap is twisted open for the first time.

The cap is undergoing a pilot project in the UK with an orange juice brand. Through this pilot and other UNITED CAPS research, it was determined that the total annual waste of juice in the UK alone amounted to 121 million kilograms, with a Mimica TOUCHCAP waste reduction potential of 44%, equating to 53 million kilograms annually of juice. One UK study calculates that nearly nine million tonnes of food (of all types) are discarded as waste each year.¹

Henckes concluded: “We are looking forward to continuing to work with Mimica to develop caps and closures for other types of products. Not only is reducing food waste important for the planet, but this alone also reduces greenhouse gas (GHG) emissions. The goals and objectives of UNITED CAPS and Mimica are perfectly aligned with respect to sustainability, food safety and more.”

Source: Packaging 360

Extrusion-Grade PC Copolymers for Wall & Ceiling Panels in Passenger Trains, Subways, Trams

Newly developed extrusion-grade PC copolymers with high flame resistance and low smoke toxicity will be commercially launched by SABIC in late 2022 or early 2023. Elcress FST2734E and its biobased version LNP Elcrin FST2734EB are said to be well-suited for wall and ceiling panels in passenger trains, subways and trams. Both comply with the European railway standard for fire safety, EN 45545 R1-HL2, and meet key rail OEM requirements including, high modulus for durability, mold-

ed-in custom color for paint elimination and branding, UV resistance to help minimize yellowing, and chemical resistance to facilitate cleaning removal without causing environmental stress cracking.



As thermoplastics, these PC copolymers are said to offer distinct advantages over stamped metals and thermosets, such as expanded design freedom, system cost reduction, up to 20% less weight for easier maintenance, and the potential for easier recyclability. Elcrin FST2734EB copolymer is formulated with approximately 55% renewable feedstock from waste materials such as crude tall oil. An Intergovernmental Panel on Climate Change (IPCC) CO2 equivalent analysis showed this product reduced carbon emissions by approximately 28% vs. fossil-based counterparts.

Said SABIC's technology director, specialties, Luc Govaerts, "In developing these new grades, we worked closely with customers to understand their needs and preferences, including requests for biobased, drop-in alternatives that strengthen environmental protection. These specialty copolymers represent a new generation of materials for panels and open up new possibilities for the industry."

Source: ptonline

Print Toner Gets New Life in Asphalt

In Newport News, VA, a collaboration between Canon Virginia and Basic Construction is recycling print toner material into asphalt mixtures.

Canon's largest cartridge recycling center is located in nearby Gloucester, VA. There, used cartridges are received from customers, disassembled and sorted. Metals are sent to other partners for recycling, and the cartridges themselves are repelletized for production of new cartridges. Toner is now being sent to Newport News, where it is also repelletized.



The asphalt project began over two years ago when Basic, also located in Newport News, asked to test the recycled toner pellets as a binding agent. A large test matrix was designed to ensure performance and durability of the mixture. The testing process was lengthy but ultimately a successful formula was created.

The toner is made of a styrene-acrylate copolymer, which helps to bind and harden the asphalt mixture, reducing the need for virgin materials.

The Virginia Department of Transportation (VDOT) has now authorized the use of toner pellets in asphalt mixes, and Basic Construction is purchasing 100% of the pelletized recycled toner produced by Canon.

Source: ptonline

Shipping: liners swimming in money but supply chains sinking

2022 will be a record year for container shipping companies. We expect the sector's revenue to jump by +19% y/y and its operating cash flow to grow by +8% y/y. While freight rates have fallen -32% year-to-date, they are still well above the pre-pandemic average (USD6,400/forty-ft box vs. USD1,450/forty-foot box). Freight rates are likely to remain elevated in 2023 (USD 4,550/forty-foot box), given the delayed delivery of new vessels, new regulations on CO2 emissions, continued truck-driver shortages and higher prices for fuel, containers and vessels.

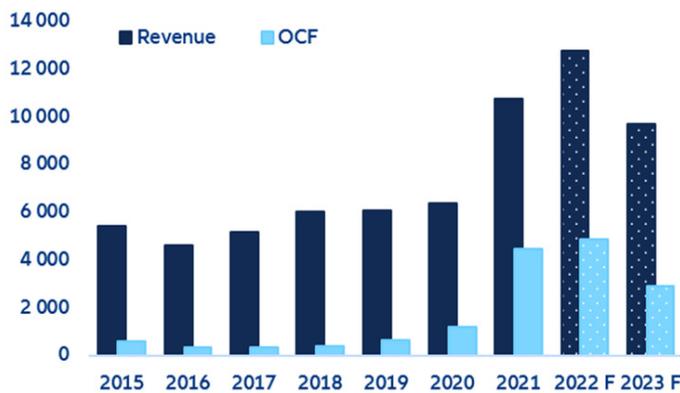
Higher-than-expected cash generation has helped liners comply with new ESG standards (with investments growing by +61% y/y in 2021). In addition, gross debt

fell -5% y/y in 2021 and we expect companies to de-leverage further in 2022 and 2023 (-16% and -11% y/y, respectively), which will be crucial in a context of increasing interest rates.

However, despite increased capital expenditures (capex), shipping capacity will not increase as much as expected nor as fast as desired. The recent investment efforts, although huge, have not been in line with the sector's capability (cash from operations grew by +274% in 2021 on average) and most of the capex increase is explained by the fact that the price of new vessels doubled last year, not because of larger new orders. In addition, while 35% of orders should be delivered in 2023 and 39% in 2024, these ships are likely to modernize the fleet instead of fully expanding it as IMO 2023 regulations force companies to retire older ships.

Freight rates will not return to pre-pandemic levels in the short-term.

After almost doubling its revenues in 2021, the global container shipping sector is heading for another record year as freight rates show no sign of returning to pre-pandemic levels in the short term. Considering a sample of 30 global shipping companies, the sector's average revenue growth rate was +70% y/y in 2021, totaling around USD11bn per company. The average net profit came to USD3.5bn, particularly high for a sector that barely reached breakeven during the past five years.



Both volume and prices played a role in these record results, but freight rates were and continue to be the growth engine. In terms of volume, the global trade of merchandise grew by +9.8% y/y in 2021 (vs a contraction of -5.0% in 2020 and a pre-pandemic average pace of +1.6%); in the last 12 months, volume has grown by +5.0%. In terms of prices, the quicker-than-expected recovery of economic activity triggered a record increase in shipping demand that pushed freight rates up a staggering +113% by December 2021. In September 2021, they hit a never-before-seen peak of USD10,377/forty-foot box (the pre-pandemic average was around USD1,450 USD/forty-foot box).

At the same time, the global port congestion that began from the end of 2020 also contributed to drive up freight rates: The time spent at ports in the first half of 2021 was +11% higher compared to the pre-pandemic average, reducing the number of ships in circulation.

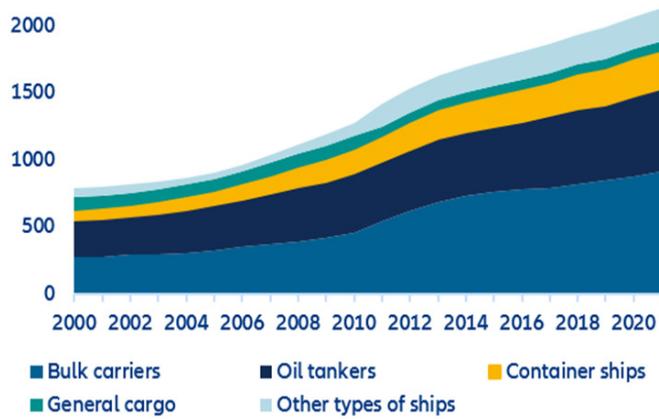
In parallel, the price of many commodities began to rise, including the steel used to make containers. As a result, the price of containers also jumped, moving from an average of USD80/TEU before the pandemic to USD180/TEU. Today, even if steel prices have been plunging towards "normal" levels, containers remain expensive, which suggests that demand for maritime transportation is still high and logistics bottlenecks still persist.

Bunker fuel or heavy fuel oil (HFO), a derivative residue from crude oil distillation and the most used fuel in shipping has become more expensive, with prices soaring +45% in 2021. The price of marine gas oil, another commonly used fuel in the industry, has jumped by +27% year to date, while the price of greener fuels such as LSMGO and VLSFO have jumped by +56% and +26%, respectively. These increasing prices will continue to influence freight rates as fueling represents around 16% of shipping companies' operating costs.

Despite more orders for new ships, maritime congestion isn't going anywhere.

Flush with cash, the sector has stepped up orders of new ships: Average capex grew by +61% y/y in 2021 and fixed assets grew by +13% y/y to around USD6.7bn, albeit due in part to the soaring prices of new vessels (a brand-new Panamax, for instance, became +200% more expensive in 2021 and +43% in 2022). However, these new orders will not dramatically increase global shipping capacity as the green transition forces companies to retire old vessels that do not comply with current and upcoming international regulations for sulphur (IMO 2020) and carbon (IMO 2023) emissions (see annex). As a result, we expect that the sector's increasing capital investments will modernize fleets rather than fully expanding them.





Unexpectedly, despite having collected huge amounts of cash in 2020 (+16% y/y) and 2021 (+162% y/y), the sector's average gross debt was reduced only by -3% y/y in 2020 and -5% y/y in 2021. This will surely lead companies to allocate a considerable part of the extra cash generated from high freight rates for deleveraging: We estimate shipping companies will reduce their debt by around -16% y/y this year and by -11% in 2023. Put together, these two factors will reduce the cash available for business expansion.

Source: hellenicshippingnews.com

India News

India initiates safeguard probe into sudden jump in imports of certain plastics

India has started a safeguard probe into sudden increase in imports of certain kind of plastics, following a complaint by domestic industries. The Directorate General of Trade Remedies (DGTR) has initiated the investigation into imports of 'PVC suspension resins with residual VCM above 2 PPM', which is used in different industries such as pipes, packaging, wiring and insulations, and medical products.

According to a notification of the DGTR, Chemplast Cuddalore Vinyls, and DCW Ltd have filed an application to initiate the probe. They have alleged that there has been a sudden, sharp and recent increase in the volume of the imports in India which has started causing serious injury to the domestic industry and is posing threat of further aggravated injury, it said. "On the basis of the duly substantiated application filed by the petitioners, and having satisfied itself on the basis of the prima facie evidence submitted by the domestic industry, the authority considers that there is sufficient evidence to justify initiation of safeguard investigations...", the notification said.

In the probe, the DGTR would determine whether imports have increased suddenly and sharply in the recent period and as a result of unforeseen developments, and whether such increased imports have caused or posed a threat of serious injury to the domestic industry, it added.

Safeguard measures in the forms of duty of quantitative restrictions are trade remedies available to the World Trade Organization member-countries. They are imposed to provide a level-playing field to domestic players in case of sudden and significant increase in imports of a product.

Source: ET

Travel Sustainable: Samsonite's new line of luggage is made from yoghurt cups and plastic bottles

- Premium luggage brand Samsonite has launched a new sustainable range of products for its consumers.
- As travel picks up, GenZ and Millennials are becoming more conscious about their carbon footprint, which is expected to give a push to the sustainable luggage industry.
- Jai Krishnan, CEO India at Samsonite South Asia speaks to Business Insider India about the company's foray into sustainable luggage and travel trends.
- Samsonite plans to invest ₹250 crore in ramping up its storage and warehousing capacity.

After the pandemic wreaked havoc on the travel industry, the conversations around sustainability have been getting louder. Younger travellers are placing greater emphasis on sustainability, opting for greener flights to neutralise their carbon footprint and looking for luggage made out of eco-friendly materials.



This growing awareness inspired global luggage manufacturer and retailer Samsonite to launch a biodegradable, eco-friendly range of luggage.

“In the initial years, we had a different approach to sustainability. We thought we must make products that are long-lasting, durable for consumers, provide product repairability, which means less replacement in the market, leaving much less impact on the environment,” Jai Krishnan, CEO India, Samsonite South Asia told Business Insider India.

As the company’s outlook on sustainability changed, it has now launched a new line of luggage in the price range of ₹18,500 to ₹23,100. It’s made out of recycled material in collaboration with Quality Circular Polymers (QCP), a plastics recycling joint venture of SUEZ and LyondellBasell.

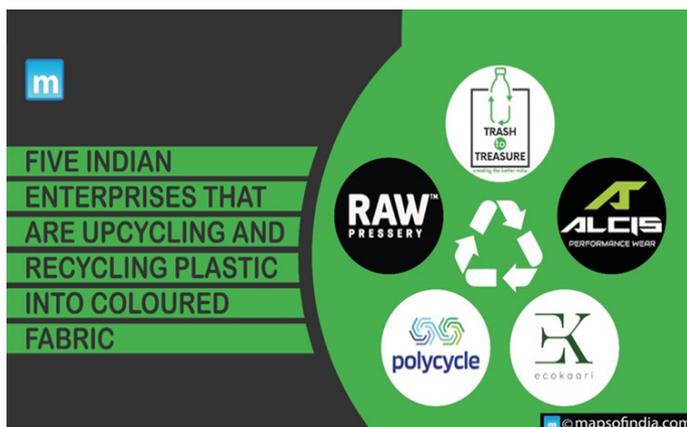
“Plastic mineral water bottles have been converted into the exterior of the hard-side cases and used into the lining that goes into a luggage,” said Krishnan.

Source: Business Insider

Indian enterprises upcycle and recycle plastic into colourful fabrics

Five Indian enterprises are initiating some noteworthy sustainable measures!

In an age of fast fashion, when both the production process and the final product have been contributing to environmental disaster, nothing pleases more than knowing that five Indian companies – Trash to Treasure, Alcis Sports, Ecokaari, Polycycle and RawCycle by RAW Pressery – are upcycling and recycling plastics into colourful fabrics.



The aforementioned companies will make the fabric of plastic waste by upcycling and recycling them into colourful fabrics and final products like clothes, bags, etc. While Trash to Treasure is a start-up founded by Aditya Banger in 2021, which collects plastics from FMCG brands like PepsiCo and Bisleri to make fibres and fabrics, Alcis Sports is India’s largest sportswear manufacturing and exporting brand that offers sustainable high-quality sportswear at affordable prices.

Ecokaari is another social enterprise founded in 2020 by Nandan Bhat. It upcycles plastic to produce handcrafted fabrics with the help of charkha and handloom, as all their work are done by hand and they create employment opportunity as well.

Polycycle is a recycling company that transforms about 5.5 million PET bottles daily to make recycled polyester staple fibre.

RawCycle by RAW Pressery is a sustainable clothing initiative based out of Mumbai, which recycles juice bottles to make T-shirts called Raw cycle.

Source: apparelresources.com

UFlex partners with Creduce to achieve carbon neutrality

Prime Minister Narendra Modi’s pledge to make India Net Zero by 2070 has buoyed up the country’s corporate leadership in the carbon market.

Taking the pledge forward, two of India’s largest firms in their own domains have signed an agreement to make this dream a reality. India’s largest multinational company in flexible packaging materials and solutions UFlex signed an MoU and on-boarded Creduce – India’s fastest growing Carbon Credits Consultancy as their consulting partners to achieve end-to-end ‘carbon neutrality’. The scope would encompass an analysis on carbon footprint & neutrality, creating and formalising carbon & plastic credit balances on an internationally accepted and recognised platform as a part of sustainable development goal, carving out sustainability roadmap and more.



A Memorandum of Understanding was signed between the state government (FaMe-Facilitating MSMEs-Trade and Investment Promotion Bureau) and the Indo-American Chamber of Commerce to train MSMEs on Industry 4.0 technologies. To encourage a thought process involving innovation-entrepreneurship among school students, he inaugurated the “School Innovation Development Project of Entrepreneurship Development Innovation Institute” (EDII).

In the first phase (2022-23), awareness programmes on innovation/ entrepreneurship would be held for about 1.56 lakh students from classes 9 to 12 in state-run and government-aided schools besides over 3,000 teachers. The scheme involves cash prizes ranging from Rs 25,000 to Rs 1 lakh for student groups, that come up with the 40 best innovative proposals on entrepreneurship.

He presented state-level best performance awards for five firms and three PSU banks for extending enhanced credit facilities to MSMEs. He inaugurated the online scheme of registration of the Memorandum of Deposit of Title Deed and Equitable Mortgage. The move is set to help beneficiaries and bank officials as they will not be required to spend time on physical registration.

So far, registrations are done at the Sub-Registrar’s office when loans are availed and also on repayment for cancellation purposes. About 6.5 lakh beneficiaries including MSMEs would be benefited. He launched an online scheme for units in the state-run Small Industries Development Corporation (SIDCO) to avail of 12 kinds of services including a No-Objection Certificate to seek bank credit.

The Chief Minister inaugurated common amenity buildings at SIDCO industrial estates in Karur and Ramana-thapuram districts at a project cost of Rs 2.83 crore. He released the “Compendium of Government Schemes for MSMEs-2022.” State Ministers including Tha Mo Anbarasan (MSMEs) and top officials participated in the event.

Source: India TV

Huhtamaki India Bags 4 IFCA Star Awards 2022

Huhtamaki India Limited, a leading provider of primary consumer packaging and labelling solutions in India – and part of Huhtamaki, a key global provider of sustainable packaging solutions based in Finland recently won four awards at the prestigious IFCA STAR Awards 2022, organized by the Indian Flexible Packaging and Folding Carton Association. This is a second consecutive win for the company to receive the awards. The IFCA STAR Award recognizes creativity and continuous improvement in packaging. The award honours packaging in-

novations designed by various Flexible Packaging and Carton Packaging industries.

Huhtamaki’s flexible solutions were awarded in the category of innovation-Enviro products which include biodegradable barrier PE pouches and paper-based soap wrappers; and innovations and creativity for the products – insulator pouch for online food deliveries and soft thermoformable lidding for wine/juice cups. Huhtamaki’s winning entries are focused on enhancing packaging functionality, creativity and end-user experience with technical excellence.



Here’s a note on the winning entries:

Biodegradable Barrier PE Pouches for Dry Pet Food

This is a PE-based biodegradable stand-up pouch meant for dry pet food packaging. This pack degrades naturally in open-air or a standard terrestrial environment without generating micro plastics. It requires no specific condition to degrade – just moisture, oxygen and sunlight. It comes with a press-to-close zipper that helps maintain freshness between usages. The zipper is biodegradable too. This mono-material biodegradable PE pouch is an efficient and sustainable alternative to existing PET/PE solutions, helping brands and consumers extend shelf-life and care by naturally reducing pack waste everywhere.

Paper-based Soap Wrappers

These paper-based soap wrappers eliminate the usage of conventional PET-based wrappers. It offers brand partners the choice of switching from conventional and non-recyclable materials to PET-free recyclable mono-layer structures. Additionally, this solution provides a recycling option with easy paper recovery for repulping. This is not possible with laminated soap wrappers (PET-based). The wrapper is made of FSC-certified paper and has a reliability index of 80%, boosting recyclability and waste reduction.

Insulator Pouch for Online Food Deliveries

This pack is a multipurpose reusable insulator thermal bag for delivering warm and cold foods. Made with high-performance thermal insulation, it maintains the food temperature and quality. It is lined with foam and nylon PE to provide excellent cushioning and protection during transit. It is moisture-resistant/waterproof and is specially designed to maintain heat and prevent cold ambient temperatures from entering. It ensures hot food deliveries to customers, maintaining consistent food quality every time. This tamperproof pouch enables extended shipments and provides high-performance protection for temperature-sensitive foods.

Soft thermoformable Lidding for Wine/Juice Cups

This is a ready-to-serve, prefilled communion cup with both wafer and juice/wine. It comes with a double peelable lid. There is an unleavened wafer under the top lid and the second lid covers the grape juice. The cup uses two lidding films—a foil-based primary lid for juice and a PET-based lid to cover the wafer. The lid material is easy to peel off and provides strong coverage against spillage. The lidding material is made of soft thermoforming. Individual wine cum wafer cups are a convenient and hygienic way to distribute communion. Huhtamaki India believes in providing sustainable, innovative solutions that offer ease of use too. The products are designed to ensure hygiene, safety and minimum wastage. The company is committed to achieving carbon-neutral production with its entire range of products becoming recyclable, compostable or reusable by 2030.

Speaking about the awards, Dhananjay Salunkhe, Managing Director, Huhtamaki India, said, “We are committed to providing reliable, responsible and innovative packaging solutions to brands at all times. Our aim is to offer effective and innovative packaging solutions in India in conjunction with our partners to help drive towards a circular economy. These awards are not just recognition of our efforts in this direction but also an acknowledgment that Huhtamaki delivers innovative solutions to help unlock value for our customers.”

Speaking about the recognition, Ashwini Kumar Singh, Head of Innovation & Product Development, Huhtamaki India, expressed, “Huhtamaki India believes in keeping customer convenience at the core of its products and solutions. We synergize with our consumers by creating sustainable and flexible packaging solutions with a strong focus on innovation. We are delighted to receive this industry accolade and hope that we continue to make our customers proud.”

The company recently received a silver award for its product innovation for its technical excellence, sustainability performance, and enhanced consumer experiences by DOW Packaging Innovation Awards 2021. Prior to this, Huhtamaki India was also felicitated by the Economic Times Polymer Excellence Award for “Excellence in Packaging”. The brand also won two awards at the 5th edition of the SIES School of Packaging (SOP) Star Awards 2021 in a similar category.

Source: Packaging 360

Economic reforms, ease of doing biz likely to take India’s FDI to \$100 bn this fiscal, says government

Government on Saturday said that India is on track to attract USD 100 billion foreign direct investment (FDI) in the current fiscal owing to economic reforms and ease of doing business. The country received the “highest ever” foreign inflows of USD 83.6 billion in 2021-22. “This FDI has come from 101 countries, and invested across 31 union territories and states and 57 sectors in the country. On the back of economic reforms and Ease of Doing Business in recent years, India is on track to attract USD 100 billion FDI in the current FY (financial year),” PTI quoted the commerce and industry ministry as saying.



It said that to attract foreign investments, the government has put in place a liberal and transparent policy wherein most sectors are open to FDI under the automatic route. The reform measures include liberalization of guidelines and regulations, in order to reduce unnecessary compliance burden, bring down cost and enhance the ease of doing business in India, it added.

FDI equity inflows in India dipped by 6 per cent to USD 16.6 billion during April-June period of the current fiscal. It also said that to address the import of low-quality and hazardous toys and to enhance domestic manufacturing of toys, several strategic interventions have been taken by the government. The import of toys in 2021-22 have reduced by 70 per cent to USD 110 million (Rs 877.8 crore). On the other hand, exports rose by 61 per cent to USD 326 million.

Source: ET

9th SPECIALITY FILMS & FLEXIBLE PACKAGING GLOBAL SUMMIT – 2022

The much awaited -9th Speciality Film and Flexible Packaging Global Summit by ElitePlus Business Services held on 5th, 6th September 2022 at Mumbai has been veritably a truly historic event, as it not only marked the enthusiastic and power-packed return of the Physical Conferences after the pandemic in true sense. The Summit has been widely acclaimed and acknowledged as a grand success, with wholehearted participation of the entire cross section of the worldwide Flexible Packaging and Speciality Plastic Films fraternity, on the extremely popular ElitePlus platform.

This prestigious Summit attracted over 1600 delegates representing 680 companies from 18 countries, making it the Largest Packaging Summit of the World.

This Summit attracted a truly unparalleled gathering of the brightest minds in the industry, who spent two powerful and packed days together, engaging in high level networking, sharing information, disseminating latest information and technologies & collaborating. The Who's Who of the Global Packaging Industry including Industry Thought Leaders, Luminaries, Visionaries, Key influencers, Innovators, Veterans, Strategic Heads, Subject Matter Experts, Policy makers attended the path-breaking Summit.

The theme of the Summit was "Flexible Packaging ~ moving to a Sustainable Reincarnation", a topic immensely relevant in current context. The 2 day Program included 9 power-packed Business sessions and Interactive Q & A sessions. Huge push towards sustainability in Europe was outlined through a panel discussion giving overview on R-Cycle. The most important issues facing the world today were deliberated in depth by outstanding professional and business leaders. Panel Discussion on Ground Realities of Environment issues, EPR and Sustainability Demystified PWM and all relevant topics on circular economy, sustainability and carbon footprint print, and the challenges and opportunities arising out of them provided deep insights into these vital areas. Chairman, Gemini Corp, highlighted how Recycling was

an excellent arbitrage opportunity for the investor community.

The third Panel Discussion on Brand Owners' Perspective served as the weathervane, a direction pointer to the industry, as the real users – the leading FMCG companies' leaders shared their thoughts and path forward for sustainability hand in hand with the plastics industry.

The Summit brought another unique angle by bringing in the Role of Private Equity in spurring growth explosion in Flexible Packaging Industry & India's role in consolidation through M&A and evaluating takeover opportunities and risks in Flexible Packaging Industry by Blackstone and Premji Invest Leaders. The optimistic view on India Economic landscape was addressed by MD Kotak Asset Mgmt.

The richly curated content was the main highlight of the Summit with distinguished speaker line-up, covering gamut of latest technologies and application aspects such as mono polymer family laminate, transparent metallizing with coatings, plastic barrier paper, MDO film or BOPE or even Pet / Pet laminates. Environment related, EPR, raw materials and also the shared by the government body's perspective – FSSAI (Food and Safety Standards Authority of India. Eminent speakers covered not only latest innovations on polymer chemistry, machines and processing.

Nidhi Verma, Founder & MD ElitePlus Business Services who was at helm of the 2 day Summit opened the Summit with the Inaugural Keynote Speakers outlining the future of Circular economy & packaging from Machine makers perspective by Peter Steinbeck CMD W &H, Convertors view by CMD Uflex Group Sh Ashok Chaturvedi and Brand owners view by Mr Sitapati MD & CEO Godrej Consumer Pd & R S Sodhi, MD AMUL.

Developments in Oriented Films were presented by CEOs of Cosmo First & Max Speciality and Converters perspective by leaders from Constantia Flexibles, Paharpur & Jupiter Laminators .

Latest trends and innovations in Technology were brought by Bobst, Colines, Reifenhäuser, Hosokawa Alpine. Advancements in raw materials for Sustainable Packaging by Reliance Industries, ExxonMobil, Borouge, LyondellBasell, Henkel. Innovations in Printing & Slitting were presented by DuPont, Comexi, Uteco, Siegwark, Pelican, SP Ultraflex, Brückner and GOEBEL. Increasing profitability with Ancillaries by Lang Laser & DEC Impianti.

The major USP of this Summit was the high participation of the Brand Owners as speakers, panellists and attendees. All major Associations and Media bodies partnered for the Summit lending their support. The Gala Dinner was another key highlight where all industry members networked and met physically after a gap of almost 3 years.

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
- Special price for Dun & Bradstreet's D-U-N-S® REGISTERED™ SOLUTION (Plus Variant)
- Basic Website Development Assistance *

*Nominal Charges Applicable

New Members

The Plastics Export Promotion Council added the following companies/firms as new members during August 2022. We would like to welcome them aboard!

Sr.No	Name of the Company	Address	City	Pin	State	Director Name	Email
1	Apex Homeneeds Private Limited	Plot No.G/1875, Kishan Gate No 3, B/H Shree Ram Hospital Gidc Metoda,	Rajkot	360021	Gujarat	Harsh Parekh	apexhome-needs@gmail.com
2	Bajaj Plast Private Limited	B-14,Hingna Midc Industrial Area,	Nagpur	440016	Maharashtra	Nitin Narayan-rao Patil	ntrivedi@bajajsuperpack.com
3	Bright Global Tex Industries Private Limited	162 - B,Baikampady Industrial Area,New Mangalore,Karnataka,-Dakshin Kannad,575011	Mangalore	575011	Karnataka	Ankit Bansal	accounts1@brightpackaging.in
4	Hegemony Tradiing Private Limited	D-3049 Behind Union Bank ,Indira Nagar	Lucknow,	226016	Uttar Pradesh	Sushil Rai	efile.lucknow@gmail.com
5	Hindustan Ultra Care Limited	Village- Mukundpura, Mandana, Nh- 52, Jhalawar Road,	Kota	325003	Rajasthan	Palak Agrawal	cagirishagarwal@gmail.com
6	J P Industries	Plot No 3502 & 3503,Gidc,Panoli	Bharuch	394116	Gujarat	Tanuj Soman	exim@jpel.in
7	Khetan Polytex Private Limited	A-87 (A-3), Road No. 9, V.K.I. Area,	Jaipur	302013	Rajasthan	Tanuj Khetan	tanujkhetan@gmail.com
8	Kineco Exel Composites India Private Limited	Plot No. 41 Pilerne Industrial Estate, Pilerne, Bardez - Goa Plot No.61, Bay2, Pilerne Industrial Estate, Pilerne, Bardez - Goa	Saligao	403511	Goa	Shekhar Ravindra Sardessai	rohit.verlekar@kinecoexelin-dia.com
9	Lavish Surfaces	Plot No Sp3-167, Ghiloth Industrial Area , Ghiloth,	Alwar	301706	Rajasthan	Akash Somany	accounts@lavishsurfaces.com
10	Mechemco Industries	27, Kewal Industrial Estate Senapati Bapat Marg Lower Parel	Mumbai	400013	Maharashtra	Seema Pradip Thakkar	piyathakkar@mechemco.com
11	Parimaana Vinyls Crest Private Limited	Plot No.16 &17, Sy No.195,Hayathabad(V), Tsiic Ipchandenvelly 3, Shabad(M), Hyderabad	Hyderabad	509217	Telangana	Sireesha Baki	parimaana-vinylscrest@gmail.com
12	Pliant Engineering Private Limited	Sanjivani Maternity And Nursing Home, Bl No 760/5 6/3, New Sharda Mandir Road, Opp Jain Nagar,	Ahmedabad	380007	Gujarat	Aashal Shah	aashal395@gmail.com
13	Pushti International	Shop No 113, First Floor, Centralplaza Madhuram Bypass Road	Junagadh	362001	Gujarat	Rajankumar Vrujlal Sadaria	info@pushtiinternational.com
14	Rudransh Prime Pack Private Limited	Plot No. 109b, Vikas Bhawan Road; Sector No 1,	Pithampur	454775	Madhya Pradesh	Dharmendra Khatter	
15	S S Pipe Industries	Ground Floor, D-251, Sector 3, Dsiidc Industrial Area Bawana, North West	Delhi	110039	Delhi	Satish Kumar	satish17jain@yahoo.com
16	Sati Poly Plast Private Limited	D.N. Singh Road ,	Bhagalpur	812002	Bihar	Balmukund Jhunjunwala	sati-polyplast1@gmail.com

New Members

17	Seizon Polyfab Llp	Ground Floor, Survey No.14 P1,Harbatiyali To Jivapar Road, At-Bhukotda, Ta- Tankara	Morbi	363650	Gujarat	Ishwarbhai Keshavjibhai Sanghani	seizonpolyfab@gmail.com
18	Star Technocrates Private Limited	501/1, Arvind", Nr. Jas-hodanagar Char Rasta; N.H. No.8	P.O.Vatva		"	Subhash Prah-ladbhai Patel	ceo@startech-no.in
19	Sudarshan Polyfab Private Limited	Plot No 14, Divine Industrial Park, Survey No 655, Laxmanpura, Taluka Kadi	Kadi	382715	Gujarat	Yash Gupta	info@sudars-hanpolyfab.com
20	Turfex Private Limited	S No 652/2b,Kasarwadi Road,	Barshi	413401	Maharashtra	Manju Abhay Gundecha	accounts@turfex.in
21	Umang Agro Industries	Village Heerapur, Siyana Road,	Bulandshahr,	203001	Uttar Pradesh	Meenakshi Agarwal	umang.agroindustriesgroup@gmail.com
22	Urotek Industries	H-86, 2nd Floor, Kirti Nagar,	West Delhi,	110015	Delhi	Ravi Agrawal	aditya@uroturf.com

Source: Plexconcil