



PLEXCONCIL - The Plastics Export Promotion Council

# PLEXCONNECT<sup>®</sup>

Edition 57, March 2024

**Interview with Hiten Bheda, Director,  
Vinit Performance Polymers Pvt. Ltd., Pg-09**

**Export Performance -  
January 2024, Pg-13**

**Product of the Month  
- FIBC, Pg-20**

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The month of January brought forth notable shifts, particularly in the realm of plastics exports. Despite fluctuations in global economies, majority of the product panels such as Plastic films and sheets; Plastic raw materials; FIBC, Woven sacks, Woven fabrics, Tarpaulin; Floorcoverings, leathercloth & laminates; Consumer & houseware products; Packaging items - flexible, rigid; FRP & Composites; Medical items of plastics; Plastic pipes & fittings and Human hair & related products witnessed significant export growth, making it imperative to reflect on the recent developments that are shaping our industries and markets.

During January 2024, India exported plastics worth USD 916 million, an increase of 5.0% from USD 873 million in January 2023. Cumulative value of plastics export during April 2023 – January 2024 was USD 9,436 million as against USD 10,039 million during the same period last year, registering a decline of 6.0%.

A notable update on RoSCTL was announced in the month February regarding the revision of the rebate rate for Flexible Intermediate Bulk Containers (FIBC) – a key product in the textile export basket. The rate has been adjusted from 'NIL' to 2.3%, with a cap of Rs 3.7 per kg, based on the recommendations of the RoDTEP Committee. This adjustment is expected to make FIBC exports more competitive by reducing the cost pressures faced by exporters in this segment.

The extension and revision of the RoSCTL scheme represent a significant policy intervention by the Government of India to support the textile sector. By rebating state and central taxes and levies on exports, the government is not only enhancing the sector's global competitiveness but also signaling its strong commitment to the industry's long-term growth. This policy update is poised to provide a much-needed boost to textile exporters, particularly in the FIBC segment, by alleviating some of the financial burdens and facilitating smoother operational processes. The textile industry stakeholders are encouraged to leverage these benefits to maximize their growth potential and contribute to India's expanding presence in the global textile market.

Innovation in high-performance polymers presents lucrative revenue prospects, driven by demands for lightweighting parts, improved medical and consumer de-

vices, and stronger materials in 3D printing. Key trends and drivers for the high-performance plastics industry include sensitivity to economic cycles, stable market prices, saturation of traditional material replacement, emergence of new applications, and increasing focus on recycling and sustainability.

Looking ahead to 2030, the high-performance polymers market anticipates consistent growth due to rising consumer demand, technological advancements, and shifting preferences toward healthier and more natural alternatives. In this issue of the magazine, we spoke to industry expert and trailblazer, Hiten Bheda, Director, Vinit Performance Polymers Pvt. Ltd., a name that is associated with specialization of the best quality High Performance stock shapes who talks about the various aspects of the industry including market drivers, opportunities and challenges.

The MSME and e-commerce sectors have been pivotal in maintaining India's consistent economic growth, with the e-commerce sector revolutionizing business practices and unlocking numerous commercial opportunities. The emergence of e-commerce as a catalyst for economic growth presents immense opportunities for India's export landscape. While current figures hover around \$3-3.5 billion, projections suggest a monumental surge, with global e-commerce exports expected to reach \$2 trillion by 2025. India's aspiration to achieve \$200 billion in e-commerce exports by 2030 aligns with the vision outlined in the Foreign Trade Policy (FTP) 2023, emphasizing the need for robust policy support to harness the sector's full potential. In this issue, we bring you an overview of the benefits of e-commerce to MSME exports. We also bring you insights into our Product of the Month (FIBC), and news and views from around the world.

By leveraging policy interventions, fostering innovation, and embracing emerging opportunities, we can propel India's economic trajectory towards sustainable growth and global leadership.

On this note, do keep sharing your views with us.  
Warm Regards,

**Hemant Minocha**  
Chairman



## Tamil Nadu Global Investors Meet, 7th & 8th January, 2024, Chennai | Southern Region

The Tamil Nadu Global Investors Meet 2024 was held on January 7th & 8th at the Chennai Trade Centre. Hon'ble Chief Minister Thiru M.K. Stalin inaugurated this two-day mega event and delivered the inaugural address. Mr. Piyush Goyal, Hon'ble Union Minister of Commerce & Industry, Consumer Affairs, Food, & Public Distribution and Textiles was the Chief Guest at the inaugural ceremony. Hon'ble Ministers, Members of Parliament, and Members of Legislative Assembly participated in the inaugural and valedictory ceremonies.



An exclusive buyer-seller meet was conducted for micro, small, and medium enterprises (MSMEs). During this session, Buyers from more than 20 countries engaged in discussions with domestic MSMEs, where one of our Plexconcil Member also participated in the said RBSM.

Plexconcil was represented by Mr. Ruban Hobday, Regional Director-South and Mr. R. Dayanidhi, Assistant Director at this two day event.



## Meeting with the Commerce Secretary regarding the BIS standards - January 9, 2024 | Northern Region:

Meeting with the Commerce Secretary regarding the imposition of BIS standards to be applied upon the different products across various sectors. There were various issues that was raised during the meeting and the CS had informed the BIS representatives to take note of the same and collect all the issues of the various verticals to be taken for considerations accordingly.

Mr. Vikram Bhadauria, Vice Chairman -Plexconcil and Mr. Anuj Sharma, Manager represented the Council at the above meeting.

## TN-RISE Women Start-up Mission Stakeholders Meet on 10th January | Southern Region

The Regional Director was invited for the State Level Stakeholders Consultation Meeting organized by the Tamil Nadu Rural Transformation Project, Govt of Tamil Nadu on 10th January 2024.

The "TN-RISE" Women Start-up Mission is envisaged as a physical space, with conducive infrastructure and professional expertise, which will provide customized market linkages, financing, and operational advice. It will build on existing platforms and bridge the gaps in the eco-system to provide high-end business incubation services to women-led rural enterprises.

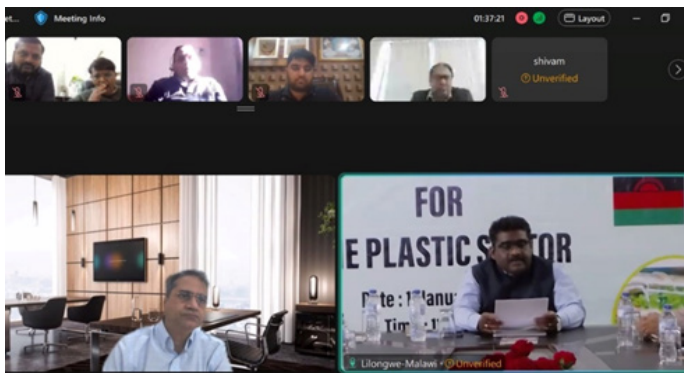
To work as a Special Purpose Vehicle under TNRTP @ TNRTP, the "TN-RISE" Women Start-up Mission will be registered under Sec-8 of the Companies Act, 2013 as a separate legal entity. The goal of the "TN-RISE" Women Start-up Mission is to provide women-led businesses access to resources, mentorship, and a strong support network.

In order to successfully proceed on a mission to empower and develop rural women entrepreneurs across Tamil Nadu the Govt of Tamil Nadu had included Plexconcil in the consultation meeting to bring out the possibilities of encouraging and women startup to grow in the State.

## India-Malawi Virtual Meet/B2B meeting for the Plastic Sector -11 January 2024 | Eastern Region:

The above virtual meet organised jointly with High Commission of India, Malawi and Plexconcil. During the program the MR. S. GOPALAKRISHNAN, High Commissioner of India to Malawi delivered the inaugural address. Mr Sachin Shah, Panel Chairman -Merchant Exports, Plexconcil gave the welcome address. During the meeting, Malawi buyers interacted with PLEXCONCIL members regarding their sourcing requirement.

## ► Council Activities



### Meeting with DGFT regarding the issues of export of Human Hair and its description of HS Codes - January 17, 2024 | Northern Region:

Exporters of Human Hair met the DGFT and briefed them on the above two issues, which required DGFT intervention and necessary directive to be issued to concerned Departments for smooth functioning of Exports of Human Hair.

Mr. Vikram Bhadauria, Vice Chairman - Plexconcil and Mr Anuj Sharma, Manager represented the Council at the above meeting.

### Business Meet- Hamriyah Freezone Sharjah UAE on 22nd January 2024 at Chennai | Southern Region:

Plexconcil participated in the one to one meeting with the officials from Hamriyah Free Zone Authority Government authority of Sharjah(UAE) and Crescendo Worldwide, one of the leading International Business consulting firm on 22nd January 2024 at Chennai to explore opportunities for setting up export units at Hamriyah Freezone which is one of the largest Freezone in UAE providing multiple facilities for business operations like Sales, Manufacturing, Assembling, Packaging, Warehouse etc.

The Council was represented by Mr. Ruban Hobday, Regional Director-South and Mr. R. Dayanidhi, Assistant Director.

### India Pavilion at RUPLASTICS, Moscow, Russia (23-26 January 2024) | Eastern Region:

PLEXCONCIL organised India Pavilion at RUPLASTICA, Moscow, Russia. 10 Companies participated under the Council's umbrella. Mr Ved Prakash Singh, First Secretary and Head of the Economic & Commercial Wing at the Embassy of India, Moscow, Russia inaugurated India Pavilion and interacted with the Exhibitors.



### India Pavilion at AMBIENTE Show 2024 Frankfurt, Germany (26-30 January 2024) | Eastern Region:



PLEXCONCIL organised India Pavilion at the above show. 7 Companies participated under the Council's umbrella.

### Meeting with Shri S Barthwal, Commerce Secretary, Kolkata, 29th January 2024| Eastern Region:

Shri Sunil Barthwal, Commerce Secretary chaired a meeting with EPCs at the office of DGCI&S during his visit to Kolkata. Mr Nilotpal Biswas, RD represented the Council at this Meeting.



## India-Brussels Virtual Meeting for the Plastic Sector -30th January 2024 | Southern Region:



The above virtual meet organised jointly with Embassy of India, Brussels and Plexconcil. The meeting was to find ways forward for enhancing Plastic and Linoleum exports to Belgium as plastics fall under one of the top 12 India's export items to Belgium and also Embassy of India's support and advice in **identifying genuine quality buyers of plastics from your country/region**, so that we may invite them to the planned Reverse Buyer Seller Meeting (RBSM) during the Plexconnect 2024 show at Mumbai.

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# Hiten Bheda

Director, Vinit Performance Polymers Pvt. Ltd.

## The Future of High Performance Plastics

High-performance plastics constitute a niche market, representing less than 1% of total plastics consumption, but they are growing faster than commodity plastics. A Smithers forecasts the global high-performance plastics market to reach \$25.41 billion in 2024, with opportunities for further commercial scale production.

Innovation in high-performance polymers presents lucrative revenue prospects, driven by demands for lightweighting parts, improved medical and consumer devices, and stronger materials in 3D printing.

Key trends and drivers for the high-performance plastics industry include sensitivity to economic cycles, stable market prices, saturation of traditional material replacement, emergence of new applications, and increasing focus on recycling and sustainability.

Looking ahead to 2030, the high-performance polymers market anticipates consistent growth due to rising consumer demand, technological advancements, and shifting preferences toward healthier and more natural alternatives. Investments in innovation and distribution networks by key industry players are expected to drive future demand and market expansion. Overall, the outlook for the high-performance polymers market is optimistic, with sustained growth and innovation on the horizon.

*In this issue of the magazine, we spoke to industry expert and trailblazer, Hiten Bheda, Director, Vinit Performance Polymers Pvt. Ltd., a name that is associated with specialization of the best quality High Performance Materials. The company operates and meets the diverse needs of its clientele from its highly advanced facility in the city of Mumbai (Maharashtra, India). A customer centric approach and commitment to excellence form the bedrock of the company who ensure that they offer their customers the most commendable quality products at rates that are competitive.*



*Their product portfolio under brand "POLYMAT" is vast, and includes Engineering and High performance Plastic Stock Shapes (Rods, Plates, blocks and Tubular bars) and CNC machined components as per customers' requirements.*

(excerpts)

**What are High Performance Plastics? How do these differ from Commodity Plastics/ Products?**

Plastics having ability to perform under mechanical, thermal, or electrical loads at elevated temperatures are considered as High-Performance Plastics. Their functional versatility under demanding applications distinguishes them from commodity plastics or products made from commodity plastics.



**How do you perceive the current market landscape for high-performance plastics, both in India and globally? Are there any notable trends or shifts in demand that you have observed over the years?**

The current market landscape for high-performance plastics, both in India and globally, reflects a dynamic and evolving industry characterized by innovation and technological advancements. While high-performance plastics have been relatively new materials, their adoption and usage have been steadily increasing over the past few decades, primarily in developed markets.

Notable trends and shifts in demand have been observed across different sectors. For instance, there is an increasing demand for lightweight materials in automotive and aerospace industries to improve fuel efficiency and reduce emissions. High-performance plastics offer significant advantages in this regard due to their lightweight nature and superior strength-to-weight ratio.

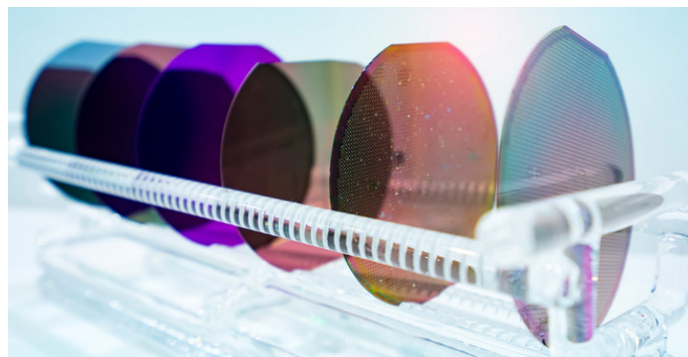
In the medical and consumer electronics sectors, there is a growing need for materials that offer better performance, durability, and biocompatibility. High-performance plastics, with their exceptional mechanical properties and resistance to chemicals and sterilization, are well-suited to meet these requirements.



In India, the usage of high-performance plastics is still in a nascent stage compared to developed markets. However, there is a growing awareness and interest in leveraging these advanced materials to drive innovation and enhance product performance across various industries.

**Could you elaborate on the key applications driving the demand for high-performance plastics in both consumer and industrial sectors? Are there any emerging sectors where you anticipate significant growth opportunities?**

As outlined above, emerging economy sectors such as semiconductor, aerospace, healthcare, and high-tech manufacturing are fuelling the demand for plastics in industrial segments. Opportunities for growth are anticipated in automation, robotics, mobility, aviation, and other sectors.



**In what ways do economic cycles impact the demand for high-performance plastics, especially in relation to non-essential consumer durable goods and industrial applications?**

Economic cycles indeed affect the demand for high-performance plastics, similar to other goods and products. However, their consumption in essential segments cushions them from significant impacts. In India, due to relatively low consumption, the effect is often marginal. However, for instance, in the healthcare sector, where high-performance plastics are extensively used for medical equipment and devices, the impact of economic fluctuations tends to be minimal due to the critical nature of the industry's demands and requirements.

**Given the increasing emphasis on sustainability and recycling, how is the industry addressing the challenges related to the life cycle management of high-performance plastics? Are there any innovative approaches or technologies being implemented?**

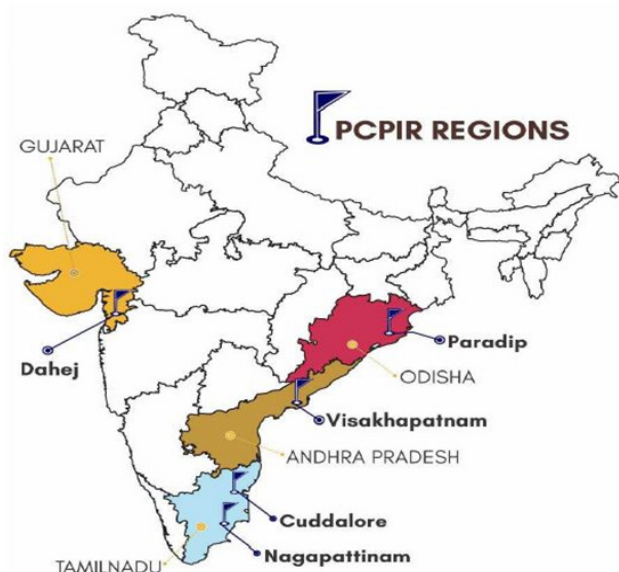
High-performance plastics typically find long-term applications, which somewhat mitigates challenges related to sustainability and life cycle management. However, the segment remains sensitive to the potential leakage of products into landfills after their working life. Evidence suggests proactive measures such as recollection and recycling are being implemented.



For instance, in recent times, chemical recycling is gaining traction in recycling high-performance plastic components. Chemical recycling involves breaking down plastics into their molecular components, which can then be used to produce new plastic materials or other valuable products. This method offers the potential to recycle a wider range of plastics, including those considered difficult to recycle through traditional mechanical methods, thereby enhancing sustainability efforts within the high-performance plastics industry.

**Considering India is entirely import dependent, how can manufacturers maintain stable prices for high-performance plastics and navigate competitive global markets?**

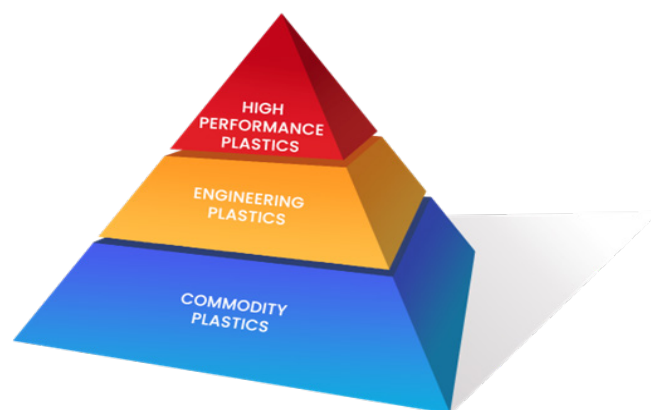
To maintain stable prices for high-performance plastics and navigate competitive global markets, the Govt of India must stress upon polymer producers to consider investments in producing certain grades of high-performance plastics. While there have been ongoing investments in the setting up of petroleum hubs such as PCPIR, etc would bring much needed boost to domestic manufacturing. This initiative could help reduce dependency on imports and ensure a more stable supply chain.



However, in the short term, Indian processors need to continue to explore strategic partnerships with suppliers in the Asia Pacific region to diversify their sources of supply and mitigate pricing and availability concerns. Additionally, focusing on improving operational efficiency and adopting cost-effective manufacturing practices can help Indian processors remain competitive in the global market.

**How do you perceive the competitive landscape for high-performance plastics, particularly in light of potential competition from lower-cost commodity resins? What strategies do you employ to differentiate your products and maintain market share?**

There exists a considerable distinction in applications between commodity plastics and high-performance plastics primarily due to the cost structure of the latter, which can be several magnitudes higher. The utilization of performance materials is predominantly driven by the specific attributes required for the application.



In simpler terms, while commodity plastics serve general purposes and are more cost-effective, high-performance plastics are chosen for their specialized properties and performance characteristics, even though they come at a higher cost. These materials are selected to meet stringent requirements such as high strength, temperature resistance, chemical resistance, or other unique performance criteria demanded by specific applications.

Quality and compliance to specifications remains major factors for customer satisfaction and retention.

**Could you provide insights into the significance of R&D initiatives and their role in driving innovation within the high-performance plastics industry?**

Given the critical nature of many applications that require assured performance predictability, research and development (R&D) play a significant role in creating tailored materials to suit specific application requirements.

In essence, R&D efforts are essential for developing high-performance plastics that meet the pre-

cise needs and specifications of various industries and applications. By investing in R&D, manufacturers can innovate and engineer materials with enhanced properties such as strength, durability, chemical resistance, and thermal stability. These tailored materials ensure consistent and reliable performance under diverse operating conditions, thereby meeting the stringent demands of critical applications across sectors like aerospace, automotive, healthcare, and electronics.

One example of the significance of R&D in creating tailored materials for critical applications is in the aerospace industry. Aircraft components require materials that can withstand extreme conditions such as high temperatures, pressure differentials, and exposure to harsh environments.



Through extensive R&D efforts, aerospace engineers and material scientists have developed high-performance plastics with advanced properties such as exceptional strength-to-weight ratios, resistance to corrosion, and thermal stability. For instance, materials like polyether ether ketone (PEEK) and polyphenylene sulfide (PPS) are commonly used in aerospace applications for their superior mechanical properties and resistance to fatigue and chemical degradation.

**With the growing importance of new application development, how does your company identify and capitalize on opportunities to integrate high-performance plastics into innovative products? Are there any specific sectors or technologies that you are currently focusing on?**

Our primary focus has been twofold: firstly, to serve established applications leveraging the proven track record of materials; and secondly, to support our customers' initiatives in designing components using specific materials. Our aim is to ascertain material suitability, facilitate development through trials, and validate the outcomes.



**How do you foresee the future of high-performance plastics evolving, both in terms of material advancements and market dynamics? Are there any disruptive technologies or regulatory changes that you anticipate shaping the industry?**

There is a growing trend towards achieving more with less, leading to an increased interest in using composites with high-performance plastic matrices. Additionally, efforts are underway to utilize performance materials in additive manufacturing processes for part production. Both of these developments present intriguing opportunities and have the potential to disrupt traditional manufacturing methods.

**Lastly, considering the rapid growth of numerous durable consumer goods manufacturing in India, as well as growing recognition for Indian manufactured high performance products globally, how do you envision high-performance plastics consumption evolving?**

With the rapid expansion of India's manufacturing sector, there is a strong indication that local consumption of high-performance plastics will increase substantially. This growth will offer volume and economies of scale to domestic producers as well. Moreover, the relatively modest costs associated with developmental work and digitalized fabrication serve as key indicators to explore global markets.

Many multinational corporations (MNCs) have already established research and development (R&D) facilities locally and have developed supply chains for fabricated components. This sets the stage for significant potential in value-added exports. Plexconcil, through market studies and facilitation, can help tap into these export opportunities effectively.



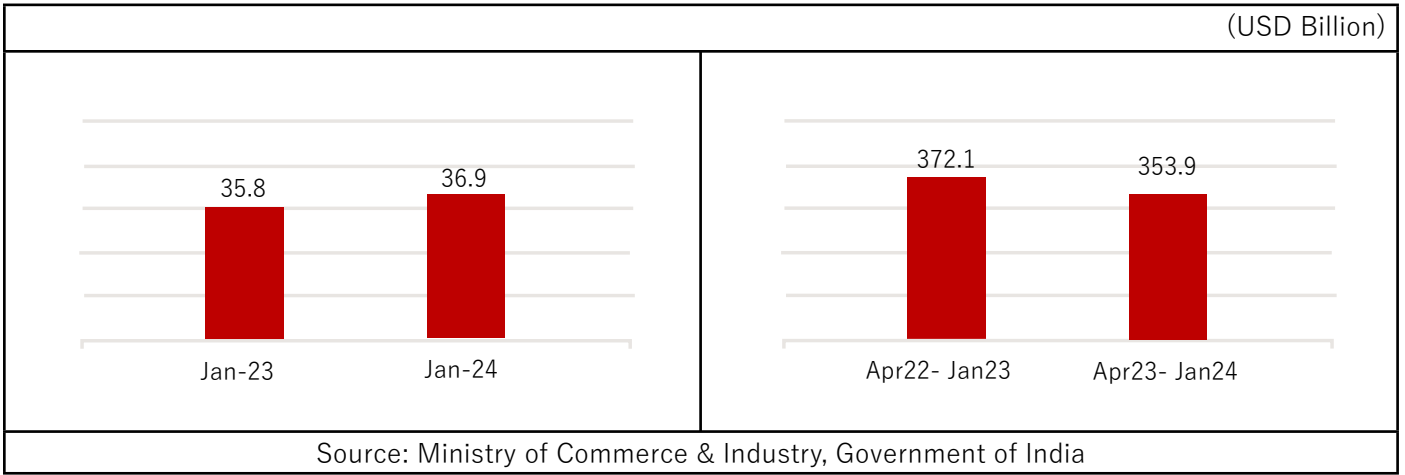


# Export Performance – January 2024

## TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 36.9 billion in January 2024, an increase of 3.1% from USD 35.8 billion in January 2023. Cumulative value of merchandise exports during April 2023 – January 2024 was USD 353.9 billion as against USD 372.1 billion during the same period last year, reflecting a decline of 4.9%.

Exhibit 1: Trend in overall merchandise exports from India

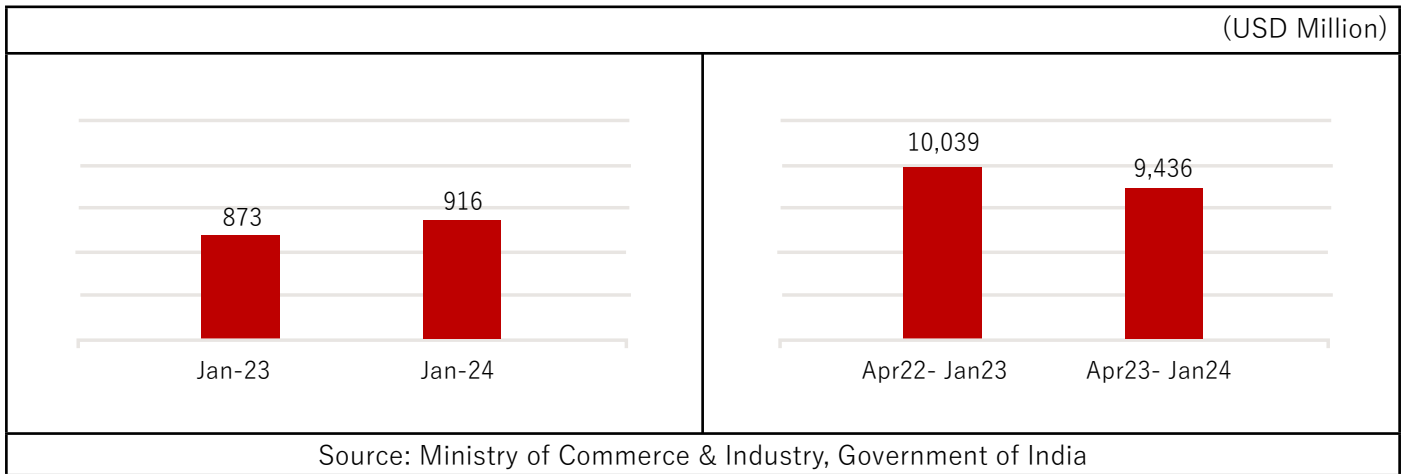


## TREND IN PLASTICS EXPORT

During January 2024, India exported plastics worth USD 916 million, an increase of 5.0% from USD 873 million in January 2023. Cumulative value of plastics export during April 2023 – January 2024 was USD 9,436 million as against USD 10,039 million during the same period last year, registering a decline of 6.0%.



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



## PLASTICS EXPORT, BY PANEL

In the month of January 2024, significant export growth was witnessed across majority of the product panels such as Plastic films and sheets; Plastic raw materials; FIBC, Woven sacks, Woven fabrics, Tarpaulin; Floorcoverings, leathercloth & laminates; Consumer & houseware products; Packaging items - flexible, rigid; FRP & Composites; Medical items of plastics; Plastic pipes & fittings and Human hair & related products. However, panels like Cordage, fishnets & monofilaments; Writing instruments & stationery and Miscellaneous products & items nes faced challenges in achieving growth during the same period.

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

Panel	Jan-23	Jan-24	Growth	Apr 22- Jan 23	Apr 23- Jan 24	Growth
	(USD Mn)	(USD Mn)	(%)	(USD Mn)	(USD Mn)	(%)
Consumer & houseware products	58.9	65.3	+10.9%	615.2	694.0	+12.8%
Cordage, fishnets & monofilaments	25.5	21.9	-14.1%	228.1	208.9	-8.4%
FIBC, woven sacks, woven fabrics, & tarpaulin	99.3	112.4	+13.2%	1,199.0	1,103.6	-7.9%
Floorcoverings, leathercloth & laminates	44.2	55.4	+25.4%	475.5	565.3	+18.9%
FRP & Composites	35.8	40.2	+12.1%	351.5	396.8	+12.9%
Human hair & related products	49.7	71.9	+44.6%	549.1	633.9	+15.4%
Medical items of plastics	38.9	39.8	+2.2%	408.6	443.8	+8.6%
Miscellaneous products & items nes	93.2	48.9	-47.5%	864.8	595.7	-31.1%
Packaging items - flexible, rigid	46.8	52.3	+11.7%	529.3	516.2	-2.5%
Plastic films & sheets	120.0	136.8	+14.0%	1,529.7	1,410.7	-7.8%
Plastic pipes & fittings	23.2	23.5	+1.3%	245.6	234.6	-4.5%
Plastic raw materials	215.3	230.6	+7.1%	2,822.1	2,422.1	-14.2%
Writing instruments & stationery	21.8	17.1	-21.5%	220.8	210.3	-4.7%
	872.6	916.0	+5.0%	10,039.0	9,435.8	-6.0%

Source: Ministry of Commerce & Industry, Government of India

Exports of **Consumer & houseware products** witnessed a substantial growth of 10.9% in January 2024. This growth was primarily due to higher sales of tableware and kitchenware of plastics (392410); safety headgear (65061090) and spectacles & goggles (90049010). Notably, India has reported higher export of safety headgears and spectacles & goggles during the current year so far to Armenia.

Exports of **Cordage, fishnets & monofilaments** faced a decline of 14.1% in January 2024 due to weak sales of monofilaments of plastics (391690) along with twine, cordage, ropes and cables of polyethylene or polypropylene (560749).

In January 2024, the export of **FIBC, woven sacks, woven fabrics, & tarpaulin** showed a positive growth of 13.2% due to increased sales of sacks and bags of plastics (39232990) and flexible intermediate bulk containers (630532). The export of Flexible Intermediate Bulk Containers (FIBC) from India has experienced a notable increase, particularly in shipments to the United Arab Emirates (UAE) and Australia. It may be noted, India recently signed trade agreements with the UAE and Australia.

Export of **Floor coverings, leather cloth & laminates** surged by 25.4% during January 2024 on account of higher sales of floor coverings of polymers of vinyl chloride (39181090); decorative laminates (48239019) and textile fabrics impregnated, coated, covered or laminated with plastics (590390). India has been experiencing a surge in exports of decorative laminates to Thailand, Netherlands and Spain.

Export of **FRP & Composites** demonstrated a remarkable surge, registering a considerable growth of 12.1% during January 2024. This notable increase was due to higher exports of articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s (39269099).

Export of **Human hair & related products** were up by 44.6% in January 2024 due to higher sales of human hair, dressed, thinned and bleached (67030010) to China.

**Medical items of plastics** exports were up by 2.2% in January 2024 due to increase in sales of catheters (90183910) and blood transfusion apparatus (90189032). Notably, India reported its highest-ever monthly export of blood transfusion apparatus in January 2024. Blood transfusion apparatus is majorly being exported from India to Belgium and Indonesia.

Export of **Miscellaneous products & items nes** fell by 47.5% in January 2024 due to lower shipments of optical fibres, optical fibre bundles and cables (90011000).

**Packaging items - flexible, rigid** export increased by 11.7% on account of higher sales of sacks and bags of plastics (392321); caps and closures of plastics for bottles (392350) articles for the conveyance or packaging of plastics (39239090). India mainly exports Packaging items - flexible, rigid to North America and Europe.

In January 2024, the export of **Plastic films & sheets** were higher by 14.0% on account of increased sales of films and sheets of polymers of propylene (392020), films and sheet of polyethylene terephthalate (392062) and films and sheets of non-cellular polyesters (39206919). Indian exporters of plastic films and sheets have informed that the export market has begun to show signs of improvement since the third quarter.

Export of **Plastic pipes & fittings** increased by 1.3% due to higher sales of flexible pipes and tubes of plastics (391731) and fittings like joints, elbows and flanges of plastics for pipes (391740).

**Plastics raw materials** exports increased by 7.1% in January 2024 due to a rise in sales of linear low-density polyethylene (390140); polypropylene (390210) and polyethylene terephthalate (39076990).

Export of **Writing instruments & stationery** declined by 21.5% in January 2024 due to decrease in sales of ball-point pens (960810) to Colombia, Viet Nam and the United States of America.

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

HS Code	Description	Apr 22- Jan 23	Apr 23- Jan 24	Growth
		(USD Mn)	(USD Mn)	(%)
63053200	Flexible intermediate bulk containers	734.7	644.6	-12.3%
90011000	Optical fibres, optical fibre bundles and cables	588.5	316.4	-46.2%
39076190	Polyethylene terephthalate: Other primary form	528.8	261.0	-50.6%
67030010	Human hair, dressed, thinned, bleached or otherwise worked	404.0	479.0	+18.6%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Other	344.6	390.0	+13.2%
39232990	Other sacks and bags, incl. cones, of plastics	352.0	350.5	-0.4%
39021000	Polypropylene, in primary forms	305.7	285.9	-6.5%
48239019	Decorative laminates	238.4	252.8	+6.0%
39202020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene: Flexible, plain	217.9	166.3	-23.7%
39269080	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s: Polypropylene articles, not elsewhere	182.5	173.3	-5.0%
39206220	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate: Flexible, plain	174.8	173.6	-0.7%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	177.5	170.6	-3.9%
39069090	Other acrylic polymers, in primary forms	171.0	172.7	+1.0%
39076990	Polyethylene terephthalate: Other primary form	176.0	115.1	-34.6%
39239090	Articles for the conveyance or packaging of goods, of plastics: Other	147.2	151.8	+3.1%
05010010	Human hair, unworked; whether or not washed or scoured	132.0	144.4	+9.4%
39202090	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene: Other	131.5	122.2	-7.1%
39046100	Polytetrafluoroethylene, in primary forms	129.6	101.2	-21.9%
90015000	Spectacle lenses of materials other than glass	120.9	148.1	+22.4%
96081019	Ball-point pens	115.1	112.0	-2.7%
90183930	Cannulae	116.3	108.4	-6.8%
39011090	Polyethylene with a specific gravity of < 0,94, in primary forms: Other	103.5	82.1	-20.7%
59039090	Textile fabrics impregnated, coated, covered or laminated with plastics other than polyvinyl chloride or polyurethane: Other	96.7	145.0	+50.0%
56074900	Twine, cordage, ropes and cables of polyethylene or polypropylene	100.8	91.3	-9.5%
39219099	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials: Other	93.2	98.7	+5.9%
39046990	Other fluoro-polymers of vinyl chloride or of other halogenated olefins, in primary forms	87.7	70.0	-20.2%
96032100	Tooth brushes	83.1	66.1	-20.4%
39219094	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials: Flexible, metallised	85.4	66.3	-22.4%
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	82.4	86.6	+5.1%
39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials: Other	80.3	79.2	-1.4%



39073010	Epoxy resins	82.0	51.2	-37.5%
39206290	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported or similarly combined with other materials: Other	70.2	61.2	-12.7%
39129090	Other cellulose and chemical derivatives thereof, n.e.s., in primary forms	74.8	83.9	+12.1%
39241090	Other tableware and kitchenware, of plastics	75.7	81.0	+7.0%
39095000	Polyurethanes, in primary forms	75.5	65.2	-13.6%
39199090	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls > 20 cm wide: Other	73.4	93.9	+27.9%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms	71.7	65.8	-8.1%
39014010	Linear low-density polyethylene	65.5	103.8	+58.6%
39204900	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers, not reinforced, laminated, supported or similarly combined with other materials	67.8	64.7	-4.7%
39219096	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials: Flexible, laminated	70.3	53.9	-23.4%
39119090	Other polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, n.e.s., in primary forms	61.6	79.5	+29.1%
59031090	Other textile fabrics impregnated, coated, covered or laminated with polyvinyl chloride	60.5	61.4	+1.4%
39235010	Stoppers, lids, caps and other closures, of plastics	57.5	55.5	-3.4%
39100090	Silicones in primary forms: Other	57.5	42.2	-26.7%
39249090	Other household articles and toilet articles, of plastics	58.7	55.6	-5.3%
39172390	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride: Other	56.6	58.4	+3.3%
39201019	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated, supported or similarly combined with other materials: Other	53.1	58.1	+9.5%
39206929	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials: Other	57.7	50.2	-13.0%
39019000	Other ethylene-alpha-olefin copolymers, having a specific gravity of less than 0.94	56.3	49.0	-13.0%
39011020	Low density polyethylene	60.0	17.5	-70.8%

Source: Ministry of Commerce & Industry, Government of India



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## POLYMER PRICE TRACKER (DOMESTIC MARKET) JANUARY 2024

<b>High Density Polyethylene (HDPE)</b>			<ul style="list-style-type: none"> <li>HDPE prices rose by Rs 1,500 per MT in January 2024 after an increase of Rs 1,000 per MT in December 2023. HDPE prices had remained unchanged in November 2023.</li> <li>In January 2024, HDPE prices were up by Rs 1,500 per MT in the first week of the month itself. Thereafter no price changes were announced.</li> </ul>
Nov-23	Dec-23	Jan-24	
<b>Linear Low-Density Polyethylene (LLDPE)</b>			<ul style="list-style-type: none"> <li>LLDPE prices moved up by Rs 3,500 per MT in January 2024. Prices were up by Rs 1,500 per MT in December 2023 and by Rs 2,000 per MT in November 2023.</li> <li>In January 2024, LLDPE prices were up by Rs 2,000 per MT in the first week of the month and by Rs 1,500 per MT later.</li> </ul>
Nov-23	Dec-23	Jan-24	
<b>Low Density Polyethylene (LDPE)</b>			<ul style="list-style-type: none"> <li>LDPE prices continued the upward trajectory rising by Rs 6,000 per MT in January 2024 and by Rs 3,000 per MT in December 2023. LDPE prices were flat in November 2023.</li> <li>In January 2024, LDPE prices were upped by Rs 4,500 per MT during the first half of the month and by Rs 1,500 per MT later.</li> </ul>
Nov-23	Dec-23	Jan-24	
<b>Polypropylene (PP)</b>			<ul style="list-style-type: none"> <li>PP prices were higher by Rs 4,000 per MT both in January 2024, the same rate as in December 2023. PP prices had fallen by Rs 5,000 per MT in November 2023.</li> <li>In January 2024, PP prices were up by Rs 2,000 per MT in the first week of the month itself and by Rs 2,000 per MT later.</li> </ul>
Nov-23	Dec-23	Jan-24	
<b>Polyvinyl Chloride (PVC)</b>			<ul style="list-style-type: none"> <li>PVC prices fell by Rs 3,000 per MT in January 2024. PVC prices were increased by Rs 2,000 per MT each in December 2023 as well as in November 2023.</li> <li>In January 2024, PVC prices were down by Rs 3,000 per MT in the first week of the month itself. Thereafter no price changes were announced.</li> </ul>
Nov-23	Dec-23	Jan-24	

Source: Industry, Plexconcil Research



## Flexible Intermediate Bulk Container (FIBC)

The Flexible Intermediate Bulk Container popularly nomenclature as FIBCs is said to have been first manufactured in the late 1950s / early 1960s in the United States, Europe and Japan more or less in tandem. However, India witnessed the introduction of FIBCs during early 1990s and has since grown to be a frontline manufacturer in the world. FIBCs are large, pliable bags play a crucial role in the transportation and storage of a diverse array of bulk materials, ranging from powders and granules to flakes, minerals, chemicals, and various food products. FIBCs are used in a wide range of end-use industries, including food, chemicals, pharmaceuticals, building & construction, mining, manufacturing, agriculture and waste handling. FIBCs have gained immense popularity in recent years over other forms of

packaging due to advantages like: Convenient to store and handle when empty, Allows faster loading and unloading, Minimizes spillage and pilferage, Offers variety of filling, discharging and lifting facilities, Lightweight and yet has the ability to carry up to 1,000 times of its own weight and Reusable and easily recyclable. They are classified under Subheading 630532 of the Harmonized System (HS) of Coding.

World-wide import of FIBC is valued at USD 3.2 billion per year approximately

- In 2022, top-5 exporting countries of FIBC were: India (30.8%), China (15.6%), Viet Nam (12.7%), Türkiye (7.9%), & Germany (3.0%).
- Likewise, top-5 importing countries of FIBC were: United States of America (17%), Japan (12.2%), Germany (8.7%), South Korea (8.3%) & France (5.8%).

In 2022-23, India exported 349,269 tonnes of FIBC valued at USD 861 million to the world. The United States of America was the top export destination both in terms of value as well as volume.

Destination Country	Value (USD Mn)	Destination Country	Qty. (000 tonnes)
United States of America	260.60	United States of America	94.71
Spain	61.19	Spain	28.94
Germany	59.84	United Kingdom	25.83
Netherlands	59.40	Germany	25.41
United Kingdom	59.29	Netherlands	22.89
Italy	43.00	Italy	20.31
France	38.61	France	16.01
Belgium	34.80	Belgium	14.82
Australia	24.30	Australia	9.01
Canada	22.71	Israel	8.26

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

In 2022-23, India imported 619 tonnes of FIBC valued at USD 3.78 million from the world. Türkiye was the top supplier both in terms of value as well as volume.

Source Country	Value (USD Mn)	Source Country	Qty. (tonnes)
Türkiye	1.69	Türkiye	246.78
China	0.49	China	87.07
Germany	0.35	Indonesia	62.58
Indonesia	0.33	United States of America	51.75
United States of America	0.20	Germany	28.95
United Kingdom	0.10	Viet Nam	14.86
Viet Nam	0.08	Italy	10.78
Japan	0.06	Belgium	10.16
Netherlands	0.05	Thailand	5.39
Belgium	0.04	Netherlands	5.03

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

## Shashank Agarwal, Dy. MD, Kanpur Plastipack Ltd.

As the world's leading manufacturer/ exporter of FIBC, the Indian industry has been no stranger to the ever-evolving landscape of global trade, new opportunities and challenges. At present, while several promising avenues are opening up, Japan, Thailand, and South Korea, are particularly demonstrating high potential for growth. Moreover, there's also prospects for resurgence of business in Europe in 2024, as inflation recedes and interest rates show signs of easing.

Yet, as we navigate these opportunities, it's imperative to address existing bottlenecks that impede India's competitiveness. The boost in RoSCTL holds promise, but its full potential remains untapped due to certain limitations. While we welcome the inclusion of FIBC under the RoSCTL, the Government of India also needs to consider extending the benefits of the scheme to exporters under the Advance Authorization scheme. Currently, this crucial benefit has not been included, hampering India's cost competitiveness on the global stage. Integrating Advance Authorization with RoSCTL or elevating RoSCTL rates to 6.7 percent from its present 2.7 percent is paramount to realize the true advantage that RoSCTL has to offer to the segment. It is also crucial that we leverage this opportunity to further consolidate our leadership position in the global marketplace.

As is the case with all Indian merchandise exports, logistical complexities owing to volatility in freight rates and the Red Sea crisis diverting volumes to more agile competitors in East Europe and Turkey remains a challenge. Nonetheless, the industry must continue to focus on innovations in work methodologies, encompassing processes, productivity, and energy efficiency, to enhance India's competitive edge and resilience. Amidst these developments, we also believe that Indian companies stand poised to meet a substantial 25-35 percent boost in demand in the coming years, fueled by the opening of new territories.

Speaking of the industry's efforts towards Sustainability, the push towards utilizing PCR faces hurdles due to the scarcity of quality recycled polymer within India. Similarly, the shift towards reusable bags, while commendable for environmental stewardship, threatens to dampen total bag demand in times to come. However, environmental goals are crucial for the industry and hence addressing the need for accessible post-consumer recycled materials (PCR) remains paramount. Moreover, efforts to fortify reusable bag designs for longevity and robustness are essential. Notably, FIBC bags stand out for their complete recyclability, owing to their single-polymer structure.

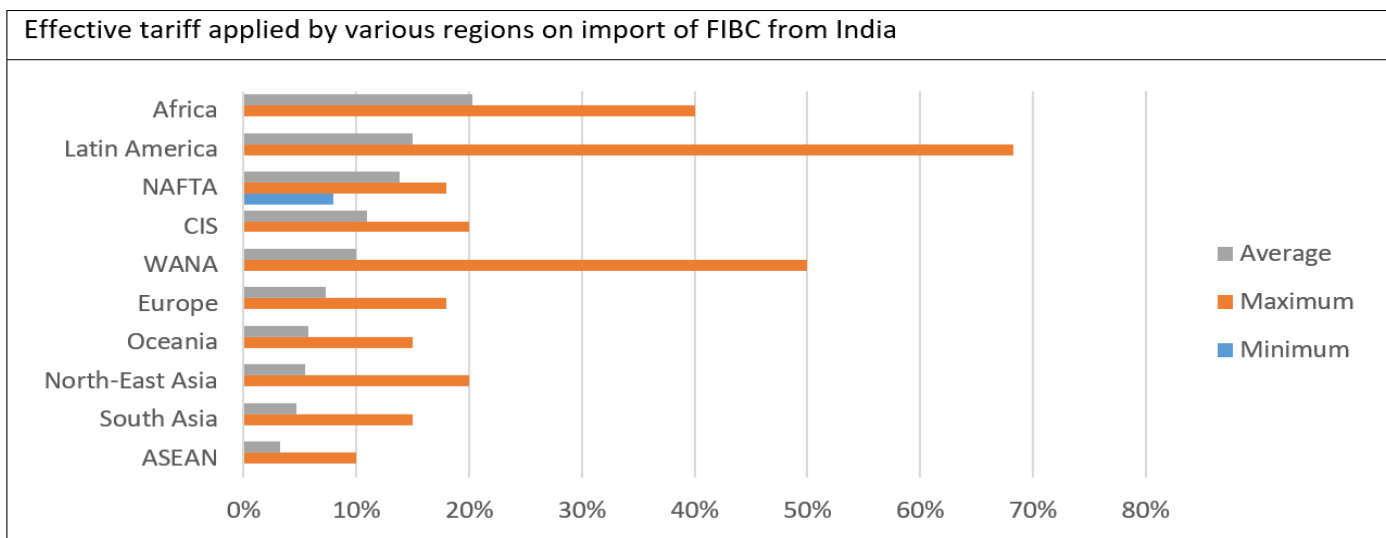


## ► Product of the month

Indian firms dealing in FIBC have immense potential to export to destinations like Australia, Japan, South Korea, Malaysia, Philippines, Norway, Singapore, Switzerland, Thailand and the United Kingdom

There is zero duty applicable on import of FIBC from India in the United Kingdom under Developing Countries Trading Scheme (DCTS). Import of this product is eligible for zero customs duty in Australia under India-Australia Economic Cooperation and Trade Agreement and Japan and South Korea under Comprehensive Economic Partnership Agreement. Certain ASEAN countries, such as Malaysia, Philippines, and Thailand also offer zero customs duty on imports of FIBC from India under the ASEAN-India Free Trade Agreement. Import of FIBCs enjoy zero customs duty in Norway, Singapore and Switzerland.

Unfortunately, some countries in Africa, NAFTA, CIS & Europe do not accord any preferential treatment to FIBC imported from India due to which the average customs duty faced on this product is high.



Source: Market Access Map, Plexconcil Research



# E-Commerce – The MSME Exporters' Gateway to International Marketplaces

Selling online presents a seamless option for Indian businesses, thanks to the minimal investment and comprehensive services provided by e-commerce platforms. Moreover, the ease of exporting through e-commerce allows sellers to access millions of customers worldwide with just a few clicks from their homes in India. Lower operating costs and higher profit margins have enticed numerous medium and small business enterprises (MSMEs) from India to explore the untapped potential of international marketplaces through e-commerce exports.

The Federation of Indian Export Organisations (FIEO) and Amazon Global Selling have collaborated on multiple fronts to enhance the ecosystem for e-commerce exports from India. As part of this collaboration, an 'E-commerce Export Immersion Series' has been launched, aiming to organize seminars and workshops on a monthly basis to educate and encourage aspiring entrepreneurs to enter the realm of e-commerce business.

A report published last year estimated that the e-commerce sector could reach \$300 billion, offering significant growth opportunities for India's micro, small, and medium enterprises (MSMEs). Eminent speakers at a recent roundtable event organized by IIM Lucknow and the Government of Uttar Pradesh echoed similar sentiments. They unanimously agreed that the growth of MSMEs would be one of the most critical elements in achieving ambitious goals of inclusive economic development.

Merchandise exports have achieved their highest ever annual exports of USD 447.46 billion, recording a 6.03% growth during FY 2022-23, surpassing the previous year's record exports of USD 422.00 billion. This steady export growth underscores the vast opportunities and momentum of India's exports. Therefore, MSMEs play a significant role, especially in labor-intensive sectors, acting as a crucial driver to boost the country's economy.

## Empowering MSME Exports

MSMEs face various challenges related to market reach, financial resources, management, skills, and technology, which are particularly pronounced for early-stage ventures and micro-entrepreneurs. Many of these hurdles can be significantly mitigated by harnessing the power of e-commerce platforms, which have emerged as a strong force over the last decade.



Firstly, e-commerce platforms boast a large and diverse base of buyers, providing MSMEs with quicker and more cost-effective access to potential customers. These platforms also have lower barriers to entry, enabling both entrepreneurial and mature organizations to reach their target audiences with ease. Moreover, they have reduced the cost of doing business by eliminating the capital costs associated with physical infrastructure, logistical networks offline, and the technological infrastructure needed for establishing an online presence. MSMEs can also obtain valuable customer feedback to tailor their products based on market demand. Furthermore, as the country experiences sharper growth in the use of digital payment modes, utilizing e-commerce platforms can streamline receivables for MSMEs through various digital payment methods.

Secondly, the digital infrastructure provided by online platforms has facilitated entrepreneurship, particularly the rise of businesses that are digital-only or digital-first. Many such platforms also offer training, skill development, and mentorship programs to empower entrepreneurs and enhance their business acumen.

Thirdly, leveraging e-commerce platforms bridges the urban-rural divide and fosters diversity and inclusivity, thereby generating positive social externalities alongside economic outcomes for governments. It offers opportunities for rural artisans, craftsmen, and small-scale producers to showcase their products to a global audience, revitalizing traditional industries and preserving cultural heritage. Thus, e-commerce platforms align with several goals of the Government, as evidenced by the Department for Promotion of Industry and Internal Trade (DPIIT) launching its e-commerce platform - Open Network for Digital Commerce (ONDC).

Given the win-win scenario it presents for all stakeholders, e-commerce is well-positioned to spur the growth of MSMEs. However, challenges such as awareness, onboarding processes, commission, and trust issues persist. Addressing these challenges requires a collaborative approach involving all stakeholders, including government bodies, MSMEs, e-commerce platforms, academia, among others. Eminent speakers at a round table

event organized by IIM Lucknow and the Government of Uttar Pradesh suggested that e-commerce platforms have the potential to usher in economic opportunities and encourage policies and activities that promote inclusive growth for MSMEs. By leveraging their collective expertise and resources, these stakeholders can create an ecosystem that nurtures the growth of MSMEs and supports aspiring entrepreneurs.

### The Role of the Govt of India & MSME Exports

To further incentivize exporters to embrace e-commerce, the Government of India has implemented various initiatives aimed at streamlining export procedures and documentation. These measures include the establishment of the MSME Global Mart, Government e-Marketplace (GeM), initiatives under the Digital India Movement such as Start Up India, as well as the Umang platform, among others. In alignment with this strategic vision, the Federation of Indian Export Organisations (FIEO), the apex export promotion body of the Indian government, has remained steadfast in its efforts to enhance international trade from India.



FIEO collaborates closely with international agencies such as the World Trade Organization (WTO), International Monetary Fund (IMF), Indian export organizations, and Export Promotion Councils to assess, recommend, and formulate trade policies. These efforts impact over two lakh exporters across diverse industries. FIEO has launched various resources and tools to support Indian exporters at different stages of the export process:

- a) India Trade Portal: A joint initiative by the Department of Commerce and FIEO, designed to provide comprehensive trade-related information.
- b) Ease of Logistics Portal: Geared towards facilitating export-import logistical requirements, including ocean freight, air freight, etc. This portal offers networking opportunities and access to logistics service providers.
- c) Indian Business Portal: Another initiative by FIEO aimed at helping Indian MSME exports gain a digital presence on a global scale.

In a concerted effort to accelerate the path to e-commerce exports, FIEO has partnered with Amazon Global





Selling, an e-commerce exports program. Through this collaboration, thousands of exporters registered with FIEO gain access to information and tools that simplify trade processes.

### **Way forward: Unlocking the potential of eCommerce**

The MSME and e-commerce sectors have been pivotal in maintaining India's consistent economic growth, with the e-commerce sector revolutionizing business practices and unlocking numerous commercial opportunities.

While India's e-commerce exports currently amount to just \$3-3.5 billion, comprising around 1 percent of its total exports, there exists immense potential for growth. Projections indicate that global e-commerce exports will soar to \$2 trillion by 2025. India can seize this opportunity by aiming for \$200 billion in e-commerce exports by 2030.

Recognizing the nascent nature of the e-commerce exports sector, substantial policy support is required to maximize its potential. In response, the government introduced the Foreign Trade Policy (FTP) 2023, aimed at boosting exports and streamlining processes for exporters.

The FTP 2023 targets key challenges such as the lack of awareness about export incentives, complex customs procedures, and the necessity to promote exports at the district level. It emphasizes the implementation of automated IT systems and risk management to simplify business operations for exporters while bolstering grassroots trade development.

A critical aspect addressed by the FTP is the imperative of raising awareness about e-commerce exports. With only 1.25 to 1.5 lakh e-commerce exporters presently, this concerted effort is crucial to harness the sector's immense potential.

Despite the challenges, the prospects for e-commerce exports remain robust. The government has taken significant steps to enhance e-commerce exports through the FTP 2023, with a focus on simplifying procedures, promoting exports at the district level, and leveraging IT systems to streamline business operations.

However, further reforms are imperative to simplify documentation processes, enhance credit availability, and address regulatory hurdles for MSMEs to fully realize their potential in e-commerce exports. It is now essential for stakeholders to collaborate and engage in discussions to refine existing policy provisions and further streamline e-commerce exports for Indian businesses.

States also need to step up their efforts by prioritizing e-commerce exports within a supportive policy framework that prioritizes ease of doing business. With concerted efforts, the industry can unlock its full potential and make a substantial contribution to India's exports and economic growth.



## International News

### Kraiburg Launches Portfolio of Sustainable TPE Materials

Automotive manufacturers and the broader automotive value chain are increasingly searching for lightweight and sustainable materials to perform crucial functions and applications for a variety of reasons.

First, governments and regional authorities are tightening up rules and passing laws to mandate the use of recycled content in vehicles as they seek to transition to net zero economies and societies. For example, new EU regulation proposals on circular vehicle design and end-of-life vehicle management requirements target a recycled material average of 25% per car, including 6.25% from closed-loop post-consumer recycled (PCR) sources.

Second, there is growing demand and pressure from end users, both in consumer and commercial circles. Significant portions of the general driving public want to do their bit by using environmentally friendly vehicles, while businesses operating commercial fleets have important environmental, social and corporate governance (ESG) criteria to fulfill.

#### Sustainability boost for value chain

Kraiburg TPE said it is supporting the automotive value chain in fulfilling these demands with its new portfolio of sustainable TPE materials. Recycling Content TPE for Automotive grades will replace the current Interior PIR TPE ranges in 2024. It is available to customers in Europe, the Middle East, and Africa.



An innovation targeting the automotive market and its need for sustainable polymer materials, the recipe developed by Kraiburg TPE is a combination of various recycled raw materials — at least 73% recycled content is guaranteed across 20 to 95 Shore A hardness ratings. Compared to the virgin compound, this reportedly represents a 25% reduction in the carbon footprint.

According to Kraiburg TPE, all recycled raw material components have been carefully researched and developed to provide more sustainable gains without sacrificing on performance demands from OEMs and Tier 1 suppliers.

#### First commercial applications

Because Recycling Content TPE for Automotive covers the full range of hardness ratings, these products can be used to fulfill a variety of automotive applications. Other beneficial properties include a soft-touch surface and controlled levels of emission and odor, making the range suitable for automotive interiors. After-sales parts platform Tessa Supply, for example, has chosen the material to produce inlay cases and floor mats for various car models. The new compounds can fulfill several other automotive interior and exterior as well as powertrain applications, including anti-slip mats, cowls, running board mats, and air guide elements.

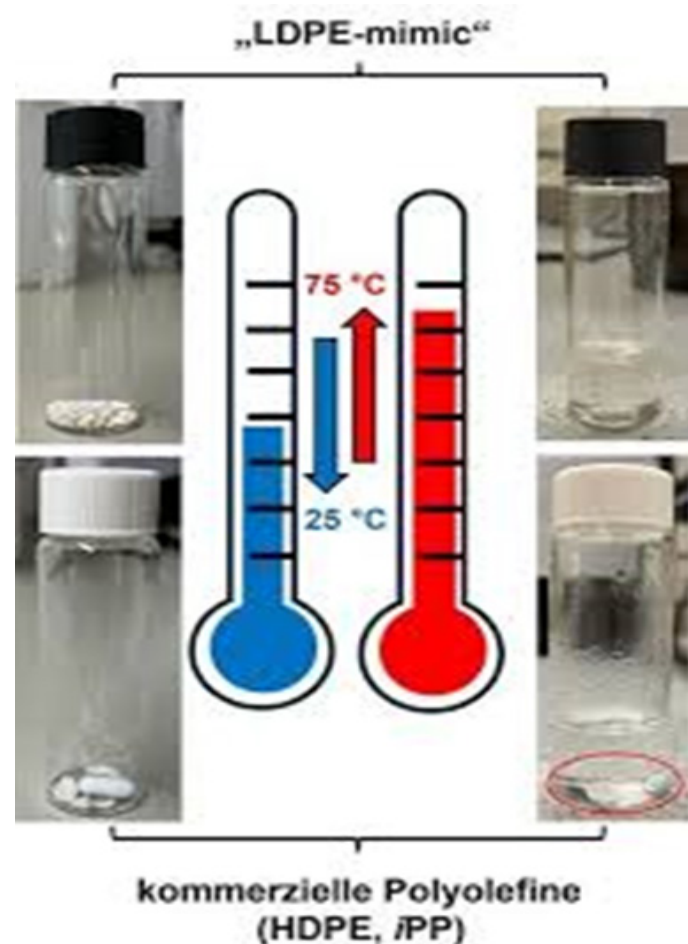
Source: Plastics Today

## Chemically Recyclable LDPE Puts Widely Used Plastic on Path to Sustainability

German researchers have replicated the chemical structure of low-density polyethylene (LDPE), a development that holds great promise for sustainable alternatives to one of the most widely used plastics.

A team at the University of Bayreuth led by Dr. Rhett Kempe of the Sustainable Chemistry Centre has introduced a new chemically recyclable, highly branched polyolefin material with built-in “recycling points.” That means the polymer can be chemically broken into smaller fragments soluble in organic solvents at moderate temperatures, he said. Recombining those fragments allows them to be reused.

The new material is known as LDPE-mimic and structurally closely resembles commercial LDPE, commonly used in cling film and trash liners.



Fragments of the shredded alternative plastic (top left) compared with commercial polyolefins (bottom left). The solubility of the fragments at 75° C in organic solvents (top right), compared with other polymers (bottom right), provides a potential approach for separating plastic mixtures. Image courtesy of University of Bayreuth.

Regular LDPE is produced under extreme conditions — 250° C and 2,500 to 4,000 bar of pressure. That process is essentially to create LDPE’s highly branched, complex chemical structure.

“The key to success is the use of our new catalysts, which produce defined building blocks of a certain size under correspondingly mild reaction conditions, around 70° C and 2 bar pressure,” Kempe explained. “These can then be combined to form the final plastic material.”

Specifically, he continued, “the new material consists of two different macromonomers — a backbone and potential long-chain branches. The branches can be reversibly attached to the backbone and cleaved under acidic and basic conditions.”

The structure and properties of the LDPE-mimic match key elements of the real thing, including tensile elongation behavior and crystallization temperature.

“The tensile elongation behavior of our LDPE mimic P4 is similar to commercial LDPE and shows a similar elongation at break, with a slightly different tensile strength,” according to the researchers’ published results. “TGA and tensile tests of the recycled polymer are close to the data of the original polymer. Significant cross-linking of our mimic is observed at 170° C.”

The research team has published its report, “A Closed-Loop Recyclable Low-Density Polyethylene,” in the journal *Advanced Science*.

Source: *Plastics Today*

## Will Composites Muscle In On Plastics In Construction?

The building, construction, and infrastructure (BCI) sector uses plastics in many different ways, such as window and door frames, structural support, and piping. Now, the technological and environmental demands of modern buildings are prompting architects and designers to look for new materials.

Here Kim Sjö Dahl, senior VP of technology and sustainability at global composites manufacturer Exel Composites, explains the developments in composite manufacturing and sustainability that are making fibre-reinforced composites more popular in BCI.

Applications from roofing tiles to exterior cladding and insulation are incorporating composite parts into their designs. As net-zero commitments become more pressing and energy efficiency becomes more important in housing, the material advantages of composites in energy conservation make them significantly more desirable.



According to Eurostat, 80 per cent of the energy used in EU households is for heating, cooling, and hot water. Combined with the fact that 85 per cent of EU buildings were built before 2000 and that 75 per cent of those buildings have a 'poor' energy performance, energy waste is a significant issue facing European construction. So, what solutions can composite materials offer?



### Material strengths of composites

Composite materials possess several properties that make them suitable for building applications. They are usually more thermally stable materials than most of their plastic counterparts. This is key in windows and doors, one of the primary applications for composites in BCI. Typically, 40 per cent of a building's heat loss is through its windows and doors, so effective insulation is critical for overall efficiency.

The linear coefficient of thermal expansion of fiberglass composites,  $10 \times 10^{-6} \text{ }^{\circ}\text{C}^{-1}$  is much closer to window glass at  $6 \times 10^{-6} \text{ }^{\circ}\text{C}^{-1}$ , than uPVC,  $60 \times 10^{-6} \text{ }^{\circ}\text{C}^{-1}$ . This means that fiberglass window frames expand or contract to a similar degree as the glass panes and thus create fewer gaps for air to escape through. Composites are thermally stable over a broad temperature range, -40 up to 80 °C, reducing warping and ensuring a stable structure with an airtight seal.

Composites also have long service lifetimes much greater than 25 years, with examples of up to 100 years of age still performing. Their invulnerability to corrosion, rot, and swelling allows them to retain strength and structural integrity. Additionally, incorporating colour and patterns into the manufacturing process means that paint or other surface treatments being scratched away over time isn't a concern.

### Composites and sustainability

This long service life with small maintenance needs is just one advantage towards sustainable BCI. Fiberglass composite profiles have a typical carbon footprint of 2.8 – 3.5 kg CO<sub>2</sub>e, which represents the total greenhouse gas (GHG) emissions of a product expressed by the equivalent mass of carbon dioxide.

Only around 20 per cent of the emissions associated with composite material production comes from manufacturing. The remaining 80 per cent actually comes from extraction and refinement of the raw materials used. Exel Composites works proactively with all its suppliers to find solutions to reduce both the upstream 80 per cent and the 20 per cent directly under its control.

Efforts to reduce this 20 per cent under its immediate control include reducing scrap waste and reducing energy used during production, as well as finding the most effective ways of generating the electricity or energy needed. Finally, extensive work is being done to find renewable end-of-life disposal methods and Exel Composites is searching for a composites-to-composites solution for the future.

### Manufacturing composites

Pultrusion and pull-winding are two of the foremost continuous composites manufacturing techniques. In the pultrusion process, strands of glass or carbon fibres, mats, and/or technical fabrics are pulled together, saturated with resin, and then pulled into a heated die to cure the resulting thermoset composite. This profile can then be cut to the desired length, machined, and assembled into different constructions. Here, the weight reduction compared to traditional structural materials reduces the transportation carbon footprint and simplifies its use on construction sites.

Pull-winding involves the same steps but some of the fibres are helically wound around a mandrel in the transverse direction before being pulled through the heated die. This allows for greater control over fibre placement and tension, resulting in more uniform and predictable hoop strength.

Both are well suited for high-quality, high-volume production that is cost-effective for customers. These processes enable Exel Composites to provide large composite profiles that have consistent production quality batch-to-batch and are highly repeatable.

While composites are growing in popularity, some architects, builders, and other construction professionals aren't yet comfortable with using them. One tactic to bridge this gap and add value to customers is to complete the machining on the supply side, producing a complete kit.

In practice, this looks like a labelled and ready-to-assemble collection of all the components needed to put together a window frame, for example. In addition to the composite profiles included, there will also be screws, bolts, and fasteners.



Composite materials are growing in relevance, especially in the building, construction, and infrastructure sectors. Although the relatively short crossover of fibre-reinforced composites with BCI so far means that some in the industry are unfamiliar with working with them up close, developments in manufacturing and mitigating its environmental impact are allowing composite materials' usage to catch up with their usefulness.

Source: Interplas Insights

### **BASF Coatings Signs Global Partnership Agreement With INEOS Automotive**

INEOS Automotive and BASF's Coatings division have signed an agreement on a global automotive refinish body and paint development. The partners will commit to a long-term strategic collaboration that enables them to exceed the industry standard in vehicle body repair and paint refinish. The partnership includes the supply of sustainable refinish solutions, expertise and latest digital colour-matching solutions and training.



"We are very happy to partner with BASF to develop a world-class sustainable paint program in the next few years which follows the highest quality standards in paint-work repairs for premium vehicles," said Steve Graham, global head of Aftersales, INEOS Automotive. "With BASF's technical support and management experience in the latest body shop standards, the INEOS Automotive network can now rely on a partner that shares our commitment to excellence in customer service."

BASF will ensure that the most sustainable and efficient refinish practices are maintained at the highest level to the INEOS body shop network in Europe, North America, and Asia Pacific.

"There has never been a more exciting time to be in the automotive industry and we are delighted to have the opportunity to broaden our engagement with INEOS Automotive. With our highly innovative portfolio of solutions now setting the industry standard, we look forward to aligning and complementing INEOS' vision with our own strategic principles to drive a new, strong, and re-

warding partnership," said Chris Titmarsh, senior vice president, Global BASF Automotive Refinish Coatings Solutions.

INEOS collaborates with BASF Coatings as a partner in surface technology for its first offroad vehicle, the INEOS Grenadier, manufactured in Hambach, France, since 2021. With the new agreement, BASF broadens the partnership with INEOS in the implementation and development of the body and paint program for both the INEOS Grenadier and the newly launched double-cab pick-up variant called the Quartermaster.

Source: Interplas Insights

### **PPWR plastic packaging bans 'very likely not compatible with EU law', says report**

The clock is ticking to achieve a final agreement on the Packaging and Packaging Waste Regulation (PPWR). The European Commission, Parliament, and Council must agree on a final text before their last trialogue, scheduled for March 4. Once agreed upon, the text must be confirmed at the European Parliament's last scheduled plenary session at the end of April. European elections are taking place in early June.

Lobbyists are therefore hard at work to exert their influence on the final text. Some members of the plastics industry have accused the draft PPWR of lacking 'material neutrality'. Now, a legal assessment by Germany-based law firm Dentos, commissioned by European Plastics Converters, the German Industrial Association for Plastic Packaging (IK), and French trade association Elipso, has found that the draft text's special rules for plastic and exemptions for other materials 'are very likely not compatible with EU law'.



Special provisions for plastic include the ban of plastics packaging for fresh products or grouped packaging, like very light weight plastic carrier bags, shrink wraps, and collation films. Moreover, plastic packaging is uniquely excluded from certain exemptions, for example for flexible packaging for single-use applications for on-site consumption. Paper and cardboard, on the other hand, are uniquely granted some exemptions, for example

from some re-use quotas. Special waste reduction targets have also only been applied to plastic packaging.

In its report, Dentos concludes that these ‘plastic-discriminatory provisions’ “most likely violate the EU principle of equal treatment because they discriminate against plastic packaging without any objective justification.”

“Studies indicate that discriminating against plastic packaging is neither suitable nor appropriate, as EU jurisprudence would require in order for it to be valid, and is instead counterproductive to the aims of the PPWR. Studies have shown that specific rules which only cover plastic packaging and exempt all other packaging materials will lead to an overall increase of the amount of packaging waste and greenhouse gas emissions, hinder the circular economy of plastics, and lead to a switch to other packaging materials with often less favourable characteristics, thereby create new environmental problems,” the report reads.

Groups in favour of the plastic-targeting provisions often argue that they are necessary because no other material is a source of as much waste and pollution as plastic, in part because previous packaging regulations have been favourable to plastic. On the other hand, these provisions are often criticised for encouraging a shift from one single-use material (plastic) to another (paper or cardboard), which also has an immense environmental impact and often limited recyclability.

“The bans only on plastic packaging contradict the original objectives of the PPWR and the environmental principles of the EU,” Gaël Bouquet, director general of the French plastics packaging association Elipso said in a statement. “They would merely lead to a switch to single-use packaging made from other materials, e.g. paper and cardboard packaging, which is often less sustainable,” he argued.

Dentos also argued that if the ‘plastic-discriminatory’ provisions are adopted in the PPWR, the EU is opening itself to ‘numerous actions against them’.

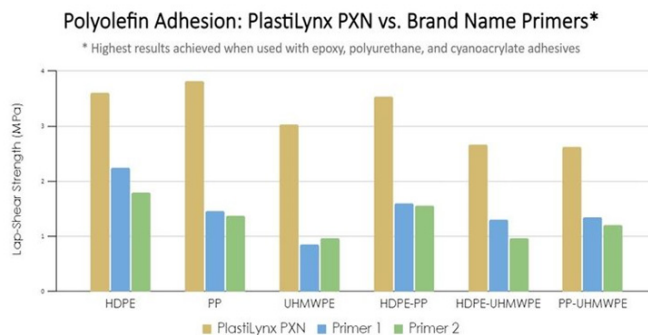
“If any provisions that violate the substantive or procedural legal standards set out above are adopted in the PPWR, the companies affected by them can invoke this illegality before the EU courts...either directly by way of an action for annulment...or an action for compensation for damage suffered..., or indirectly by way of an action before a national court, which will in turn have to ask the European Court of Justice for a preliminary ruling,” the report says.

Source: Sustainable Plastics

### New PFAS-free polyolefin primer shows compatibility with epoxy, PU adhesives

XLYNX, a Canada-based specialist in polymer adhesion, has developed a fluorine-free primer for polypropylene (PP) and polyethylene (PE) that works with 15 leading adhesives, including epoxy, polyurethanes, and cyanoacrylate-types.

“Our original goal with redesigning PlastiLynx PXN was to eliminate fluorine, but the performance of this new primer has been a pleasant surprise,” a XLYNX spokesperson told Sustainable Plastics. “We ran head-to-head comparisons of the new PlastiLynx PXN crosslinker against the leading polyolefin primers on the market and were amazed by the difference. Not only did it perform better in apples-to-apples tests using the same adhesive (cyanoacrylate, an adhesive that most conventional primers must be used exclusively with), but PXN also works with any type of adhesive (like epoxies and polyurethanes). This means a much broader range of applications and dissimilar material bonding options are made available for manufacturers, including coatings and dyes,” the spokesperson explained.



XLYNX used its chemical crosslinking technology to develop PlastiLynx PXN, a polymeric diazirine primer which is free of per- and polyfluoroalkyl substances (PFAS), according to the company. The race to replace PFAS is driven by increasingly stringent regulations and standards regarding these ‘forever chemicals’, some of which have been shown to have harmful impacts on human health and the environment.

The Canadian materials company tested the performance of its new primer against two established brand name polyolefin primers. Results show that PlastiLynx PXN provided between 150% to 350% stronger adhesion to PP/PE substrate test (see graph below).

“These latest results really highlight how PlastiLynx PXN is in a class of its own compared to conventional polyolefin primers,” remarked Dr. Stefania Musolino, who led the XLYNX R&D team responsible for the new crosslinker. “Not only did we observe enhanced adhesion across the board, but we also saw strong compatibility with every type of bulk adhesive we tested.”



Commercial polyolefin primers are usually designed to work primary with cyanoacrylate-type adhesives, also known as ‘instant adhesives’ or ‘superglue’. PlastiLynx PXN, on the other hand, shows compatibility across 15 different leading adhesives, showing the best results with epoxy, polyurethanes, and cyanoacrylate-type adhesives.

“By being able to select the right adhesive for the job, manufacturers can choose from a variety of cost-effective adhesives that work with a much broader range of substrates and applications than ever before,” XLYNK said in a statement.

The product’s versatility is a result of the permanent covalent bonds it forms with the substrate surface, leaving a reactive amine layer that is receptive to adhesives, dyes, and coatings. Compared to traditional surface modification techniques for polyolefins like plasma and corona, PlastiLynx PXN was designed as a long-lasting treatment that remains active for months and does not damage the substrate surface. It is topically applied and cured rapidly with UV light or moderate heat.

Source: Sustainable Plastics

## New project turns bioplastics into source of green energy

Spanish Plastics Technology Centre Aimplas is involved in a new project, this time to find new ways to valorise biodegradable plastic waste.

As part of a project called Valplast and together with the University of Valencia, the Polytechnic University of Valencia, and plastic recycler Fych Technologies, the Aimplas team will study how different bioplastics degrade when treated with sludge from an urban wastewater treatment plant under anaerobic conditions, both at laboratory and pilot scale. The goal is to obtain biogas, a renewable energy source, for use in the energy or agriculture sectors.



“The main innovation of the project is to conceive bioplastics as a resource that can be valorised and transformed into green energy,” researchers involved in the project said.

The consortium will also evaluate the effects of using additives in the synthesis of fossil-based and bio-based plastics, both in the anaerobic treatment process and in the subsequent quality of the digested sludge, since its main application is agricultural use.

The team will also analyse how best to develop and optimise the instrumentation and control system of the pilot plant, as well as calculate the cost and environmental performance of the site.

Aimplas will also use its experiences from previous projects, including Microplast and Prevenplast, to analyse whether microplastics are present in either the wastewater or in the sludge generated in the wastewater treatment plants.

The Valplast project is funded by the Valencian Institute of Competitiveness and Innovation (IVACE) and will last for 28 months.

Source: Sustainable Plastics

## Compostable Tray Nudges EPS From the Meat Case

SEE, formerly Sealed Air, has developed a bio-based, industrially compostable meat tray to replace expanded polystyrene (EPS) and polyethylene terephthalate (PET) trays on existing overwrappers with no changes to the equipment.



The food-contact-grade tray was introduced at the recent International Product and Processing Expo, held January 30 to February 1, 2024, in Atlanta.

The new Cryovac compostable overwrap tray is made from a resin that’s USDA-certified as having 54% bio-based content chemically derived from responsibly sourced wood cellulose.

In addition to cellulose, the tray material contains 45% recycled content from mixed waste. This waste, which includes a variety of difficult-to-recycle plastics, is broken down into molecules to form acetic acid, which is then combined with wood pulp to create resin pellets.

SEE developed the compostable tray as a more environmentally friendly alternative to EPS and PET case-ready meat trays. The bio-based resin contains no per- and polyfluoroalkyl substances (PFAS) or perfluorooctanoic acid (PFOA).

### Compostable tray: in-plant pluses and products.

“SEE’s compostable tray has been proven to maintain the same operational efficiencies on food processing lines as traditional trays. The tray is engineered for high speeds, including denesting, machine handling, and boxing operations,” says Tiffani Burt, executive director of sustainability, graphics, and smart packaging, at SEE. Packaging applications for the new tray include fresh poultry, beef, pork, lamb, veal, seafood, smoked and processed meats, and alternative proteins.

SEE reports that the lightweight biopolymer tray’s performance and stability are comparable to that of conventional trays. Extensive testing throughout the food value chain showed the compostable tray performs well, without leaking, cracking, or breaking, in demanding manufacturing and distribution environments and at extreme temperatures.

“A leading brand owner initially collaborated with SEE to test the compostable tray on existing food production lines and is now using the tray to package some products for retailers,” Burt says. “We continue to test the tray with leading processors.”



### Tray’s compostable certifications.

BPI has certified the new tray — sans overwrap, pad, and label/sticker — as compostable, which means it can be broken down via biological treatment at large-scale, commercial composting facilities.

Home-compostable status is on the horizon, as well. “The home-composability certification process for SEE’s compostable tray is underway now. We expect to

receive DIN [Deutsches Institut für Normung] certification” in summer 2024, Burt says.

Additionally, TÜV Austria has certified the tray’s resin as soil- and marine-biodegradable; microorganisms existing in nature can break down the material with no microplastic left behind.



### Overwrap and retail considerations, options.

SEE currently offers the compostable tray in a 9-in. x 7-in. format (also known as 3P), “which is one of the largest-volume trays in the industry. Additional tray sizes will be available later this year,” Burt says.

The filled tray is finished with a heat-sealed overwrap film and is compatible with commonly used overwrap films, including Cryovac side-end-seal (SES) film, barrier display film (BDF), and polyvinyl chloride (PVC) film. Shelf-life for proteins packed in the biopolymer tray is comparable to that of products packed in either EPS or amorphous PET (aPET) trays, SEE reports.

The bottom of the tray is embossed with language stating that it is industrially compostable. In addition, “retailers may choose to apply for the How2Compost label to be placed on the overwrap film or use other language stating the tray is compostable. Brands are also able to make labeling choices based on their needs,” Burt says. “Ultimately, messaging on the overwrap film will depend on the sustainability needs/goals of the processor, brand owner, or retailer,” she adds.

Source: Plastics Today

### CCL Launches EcoFloat WHITE Shrink Sleeves For Light Sensitive Products

CCL Label, an innovator in specialty label, security and packaging solutions, has introduced a new version of its proven EcoFloat low-density polyolefin sleeve material: EcoFloat WHITE.

“EcoFloat WHITE will enable greater recyclability for dairy packaging and other products that are light sen-



sitive - we expect it to be a game changer. The dairy industry often uses bottles made from opaque materials like HDPE for bottles containing yoghurt and probiotic drinks or similar products. However, these white bottles are rarely recycled back into food grade applications for a number of reasons, including strict food contact regulations - so the bottles leave the packaging loop,” said Guenther Birkner, member of the management team at CCL.

“We have seen a big trend in the Food and Beverage but also Home and Personal care industries to move packaging into transparent PET, which has an established food grade recycling stream. It is our goal to support this with a functional product decoration.”



Millions of bottles can now be recycled in a closed loop

“Legislation such as the European Green Deal and the Packaging and Packaging Waste Regulation will drive ‘design for recycling’ or eco-design in the coming years. Every brand has to come up with packaging that is actually recyclable and more important - recycled,” explained Marika Knorr, head of sustainability and communication at CCL Label.

By using transparent PET bottles with a white sleeve, companies achieve two benefits at the same time. The entire bottle is fully recyclable, while still achieving the same look and feel that marketing is looking for - to maximise the messages and mandatory information given to consumers on the bottle. Millions of additional PET bottles are recycled and turned into a new one - giving the packaging many “extra lives”.

Additional light blocking barrier can be achieved with carbon-free inks

A key requirement for dairy products is light blocking properties to keep the product fresh and maximise shelf life. In the past, this light-blocking barrier was often achieved with a layer of black or silver ink, which is essential for protecting the products but could also be detrimental to sorting and recycling, as the standard near-infrared detection (NIR) system commonly used could have difficulty detecting the underlying material. “Since 80 percent of recycling is actually sorting, we had to make sure that our solution was detectable by the standard technology used in the recycling industry today,” said Norbert Fenkart, who heads the research and development (R&D) department at CCL’s sustainable sleeve label centre in Dornbirn, Austria.

“We can use carbon-free inks to create additional light-blocking properties on the sleeve. These work well in NIR detection as we have seen in tests\*. The underlying rigid PET bottle is detected and the bottle is sorted into the correct waste stream.”

The sleeve also helps with the crucial sink/float process step in PET recycling because it is made from a low-density polyolefin material that floats. It automatically separates from the PET bottle flakes and the density separation is very simple and clean: the heavier PET flakes sink to the bottom of the container, while the floatable material collects at the top of the container and can be easily captured and removed. The recycler is left with high quality, clean PET flakes that can be recycled back into food grade packaging for the dairy and other industries. The transparent EcoFloat sleeve material has been commercialised for over two years and has been adopted by many international brands to increase the recycling of their packaging containers.

\*Test were carried out at renowned sorting and recycling expert Interseroh

Source: Interplas Insights





# India News

## Zygo expands presence in India

Zygo's product categories span a range, including advanced optical profilers, laser interferometers, and metrology software, all designed to meet the highest standards of accuracy and reliability.

Zygo serves a diverse array of industries, each industry benefits from Zygo's commitment to precision and quality, ensuring that products meet stringent specifications and perform optimally.

Neil Curtis, DVP sales, marketing, and service at Zygo Corporation said: "India's manufacturing sector has seen exponential growth in recent years, driven by government initiatives such as 'Make in India' and an increasing focus on high-precision manufacturing. This growth has led to a heightened demand for sophisticated 3D optical metrology solutions, which are critical for quality control and process optimisation in manufacturing environments. Zygo's expansion in India is a response to this growing demand, with the aim to offer localised support and expertise to Indian manufacturers."

The new sales and marketing team in India will play a pivotal role in understanding the unique needs of the Indian market and will work closely with customers to provide tailored solutions. This local presence not only signifies Zygo's commitment to the Indian market but also ensures that customers in the region receive timely and effective support, enhancing their operational efficiency and product quality.

Source: Medical Plastics News

## Artillery, high-tech air assault weaponry on display at Maharashtra's first defence expo

The first day of maiden defence expo organised by the Maharashtra government at the Pune International Exhibition and Convention Centre (PIECC) in Moshi had an impressive display of cutting-edge military weapons manufactured by the Defence Research and Development Organisation (DRDO) affiliated institutions, major defence firms, including medium and small enterprises, and global defence companies.

The country's leading defence manufacturers have exhibited their product line up ranging from small arms weapon systems, various military vehicles, air defence and missile systems at the venue. Advanced light helicopter Dhruv, light combat helicopter Prachand, Dhanush artillery gun, field Howitzer 77 Bofors gun, T-90 Bhisma and Arjun Tanks, Infantry Carrying Vehicle BMP -II on display attracted crowds on the first day.

Also on display is the Indian Air Force's (IAF) Made in India Samar II and Akash surface to air weapon system at the expo held between February 24 and February 26 with over 50,000 engineering students, school students and others expected to attend the event.



Around 500 MSMEs working in the defence sectors have showcased niche products for display. The industries department has given a historic theme for the event and each pavilion where companies have set up their stalls have been given names of forts of Maharashtra.



Indian Air Force (IAF) Chief Air Chief Marshal VR Chaudhari attended the expo and was briefed on artificial intelligence (AI) initiatives by 12 Base Repair Depot for training Agniveers and giving context to speech. Besides the IAF Chief, Maharashtra deputy chief minister Devendra Fadnavis attended the mega event.

Fadnavis, who inaugurated the expo, described it as the first one-of-its-kind in the country. "Defence manufacturing is the fastest growing sector in the country which provides large scale job creation and investment opportunities. The expo has been organised with the motive of making Maharashtra the next defence manufacturing hub of India," he said.

Ganesh Ramesh Nibe, chairman and managing director, Nibe Group and organiser of the expo, said, "The defence Expo is based on the vision of Chhatrapati Shivaji Maharaj of self-reliance and developing indigenous defence capability. The engineering students will get to interact with the tri services of the country and know more about the transfer of technology."

According to Industries minister Uday Sawant, students of engineering colleges in Pune have been motivated to take advantage of the platform to understand the current and future requirements of defence industries. "We are expecting more than 50,000 college and school students to attend the expo," he said.

Source: Hindustan Times

### **Allow 90 days for payment of goods supplied by MSMEs to textile sector: TASMA**

The textile sector has expressed concern over the impact of a new clause in the Income Tax Act, 1961, through the Finance Act 2023 on payment for goods provided by Micro and Small Enterprises (MSME).

In the Finance Act 2023, the Finance Ministry has introduced Section 43B(H), which would ensure payment towards the goods supplied by MSMEs within 45 days. This is as per provisions provided under Section 15 of the MSMED Act, 2006, to ensure prompt payments so that MSMEs will not be affected by delays in any fund flow issues.



Flagging the industry's concern, the Tamilnadu Spinning Mills Association (TASMA) has written to the Finance and MSME ministries saying the clause has triggered a panic among suppliers and buyers in the textile value chain. "Even though, the decision to introduce Section 43B(H), to the Income Tax Act 1961, ... many buyers, who have been receiving the goods / supplies hitherto with a flexibility of payment period as agreed upon between both the parties, are now hesitant to accept the goods, when the payment terms are limited to 45 days only," the association said.

### **Smooth trade so far**

In certain trades in the textile industry, the payment period has been accepted by the supplier as well as the buyer as 90 days and transactions have been going on smoothly without any issue. Suppliers and buyers feel that a period of 90 days will be necessary to get the payment considering the nature of the goods which undergo further value-addition through other

Hence, it has urged the MSME Ministry to amend the clause allowing 90 days for the settlement of payment with micro, small and medium enterprises. "If this cannot be introduced as a General Amendment to the Act, it can be considered restrictively for the textile industry alone suitably, considering the ongoing business practices ...," the association said.

Source: HBL

## India IT ministry fears losing out to China, Vietnam in smartphone exports race

India risks losing out to China and Vietnam as it seeks to become a major smartphone export hub and must “act fast” to lure global companies with lower tariffs, the deputy IT minister said in government documents seen by Reuters.

Smartphone manufacturing is a key plank of Prime Minister Narendra Modi’s ambitions to boost the economy and create jobs by attracting companies such as Apple, Foxconn and Samsung the world’s second-largest mobile market where production grew 16% year-on-year to \$44 billion last year.

That success, Modi’s government says, is mostly due to financial incentives given to companies to produce more. But lawmakers and lobby groups for Apple and other firms argue India’s high tariffs are a deterrent for companies de-risking their supply chains beyond China, and nations such as Vietnam, Thailand and Mexico have raced ahead in phone exports by offering lower tariffs on components.



A Jan. 3 letter and a confidential presentation drafted by Indian deputy IT Minister Rajeev Chandrasekhar, and sent to the Finance Minister, show the extent of his ministry’s concerns about losing out due to the uncompetitive tariffs.

“India has high production cost due to highest tariffs amongst key manufacturing destinations,” wrote Chandrasekhar in the documents, which were seen by Reuters. “The geopolitical realignment is forcing supply chains to shift out of China ... We must act now, or they will shift to Vietnam, Mexico and Thailand.”

Chandrasekhar and India’s IT ministry did not respond to Reuters requests for comment. Lower tariffs on components is key to India’s ambitions to attract smartphone manufacturers.

“Made in India” phones use many parts made locally, but companies import many high-end parts from China

and elsewhere due to supply chain limitations. These parts are then subject to the high tariffs the government has put in place to protect the local manufacturers, raising overall costs.

U.S. Ambassador Eric Garcetti recently said foreign investments were not flowing into India at the pace they should be, and were going to countries like Vietnam instead, because of the tariffs. “If you tax inputs ... you’re not protecting a market. What you are doing is limiting a market,” he said.



Chandrasekhar in his documents flagged how lower taxes in China and Vietnam helped boost their exports. Exports accounted for only 25% of India’s smartphone production last year, compared with 63% of China’s \$270 billion worth of production and 95% of Vietnam’s \$40 billion worth, he said.

### “MATCH CHINA, BEAT VIETNAM”

India is seeking to account for 25% of global electronics manufacturing by 2029, but the official documents showed its stake was currently at just 4%, even though Apple, Foxconn and Xiaomi had all boosted production recently.

Chandrasekhar’s documents were addressed to India’s Finance Minister Nirmala Sitharaman last month to lobby for lower tariffs in the annual budget. The finance ministry did lower taxes on some components, including battery covers, to 10% from 15%, but did not agree to many other tariff cut requests.

The finance ministry and Sitharaman’s office did not respond to requests for comment.

India still imposes a 20% tax on parts including chargers, some circuit boards and fully assembled phones. The IT minister wanted those taxes to be reduced to 15% this year.

Chandrasekhar also argued that Vietnam and China do not levy tariffs above 10% on components from their “most-favoured nation” trading partners or nations with



whom they have free-trade agreements. India does not do that and imposes “high” tariffs on many components, he said.

“We have to match China and beat Vietnam on tariffs to attract” global supply chains, Chandrasekhar wrote. “No country with high tariffs has or can attract” them.

### LOCAL MARKET SATURATING, EXPORTS FOCUS

Last week, Xiaomi privately asked New Delhi to lower tariffs on more components used in cameras and USB cables, saying it will help “aligning with the competitive manufacturing economies like China and Vietnam.”

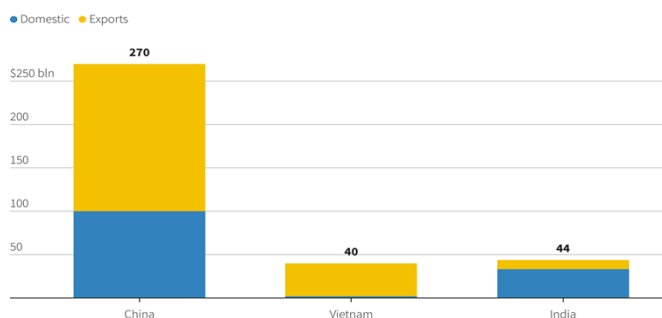
While surging local demand has helped keep the local manufacturing industry profitable, Chandrasekhar said in his letter that this “domestic market of smartphones will shortly near saturation” and as users don’t change phones that often.

India’s goal to take mobile phone production to over \$100 billion a year - with 50% of that exported - needs a new strategy, the minister said.

“Tariffs are becoming a hurdle,” the minister said in his presentation. “We need to shift tariff policy to suit our new ambitions. Exports, not domestic.”

#### Vietnam, China trump India on smartphone exports

Value of annual mobile phone exports by China and Vietnam are currently much higher than India.



Source: Government data, India | Reuters, Feb. 12, 2024 | By Vineet Sachdev

Source: Reuters

### Exports venturing into uncharted territories of Africa, Central Asia, Latin America, says Commerce Ministry

At a time when global trade is facing geo-political uncertainties, India’s exports of goods like automobiles and gold jewellery have ventured into uncharted territories of Central Asia, Africa and Latin America, according to an analysis by the Commerce Ministry.

The analysis has shown that India has penetrated into what are termed as “absolutely new markets” in regions such as Africa, Central Asia, Latin America and North America during April-December 2023. The “absolutely new markets” refer to areas where India did see any ex-

port during April-December 2022, but healthy growth of certain principal commodities like motor vehicles, two- and three-wheelers, petroleum products, sugar, gold and other precious jewellery were recorded in April-December 2023.

Exports of these commodities to the absolutely new markets during April-December 2023 stood at \$234 million as against nil shipments during the same period of 2022. It added that these commodities captured a greater number of markets in the Central Asia, Africa, and European regions. “A comprehensive examination of country-wise exports underscores a notable diversification of markets for India’s merchandise exports, characterised by the exploration of new export destinations, in spite of strong global headwinds with subdued performance globally,” an official said.

The official added that after evaluating the market diversification of the country’s merchandise exports across major sectors at the principal commodity level, comparing the periods from April-December 2022-23 to April-December 2023-24, significant advancements in market diversification emerged in the current fiscal.



These diversified markets are termed as “absolutely new”, “new”, and “promising”. “Together, exports to these markets capture 5 per cent of India’s total exports of 42 principal commodities to the world.

These commodities span across 16 important sectors of India’s export basket,” the official added. In the new markets, where India’s exports share of goods like ceramics and allied products, aluminium, products of aluminium, two- and three-wheelers, products of iron and steel, electric machinery and equipment was meagre or nil has jumped to \$2.17 billion during April-December 2023. These items have captured a greater number of markets in the America, Central Asian, and African regions.

The analysis showed that the export of two- and three-wheelers has been headed to 31 new markets/ countries with a total exported value of \$110 million in the April-December 2023 period. Similarly, in the “promising markets” such as North and South American, Euro-

pean, and African regions, where the share of the country's outbound shipments of these commodities was less than 1 per cent, has now increased to \$8.6 billion during the first nine months period of this fiscal.

"Despite challenging global conditions, India has demonstrated notable export growth, maintaining its position in established markets while proactively exploring new ones," the official said. This strategy not only reduces dependency on specific markets but also enhances India's competitiveness and contributes to economic development, the official added.

Source: millenniumpost.in

### Now, Acer Plans To Manufacture & Export Home Appliances From India

Taiwanese tech giant Acer is looking to venture into the home electronics market, with plans in the pipeline to manufacture and export appliances such as water and air purifiers, refrigerators and vacuum cleaners from India.

Harish Kohli, managing director, Acer India, told ET that the company is already on track to meet the targets for the first year of the revised production-linked incentive (PLI) scheme that started from April 2023 on the back of strong shipments in the commercial space and exports. To diversify in a market that experienced growth, with revenue rising 19-20% in 2023, Acer plans to form Acer-Pure to sell consumer appliances.



Kohli told ET that the company will be registered in India in the coming weeks, focusing on becoming a robust player in this segment.

Acer intends to manufacture the products in India, utilising the expanding electronics manufacturing ecosystem, and is exploring export opportunities to neighboring countries through established electronics manufacturing service vendors. "These products will have to come through from the EMS (electronics manufacturing

services) vendors that we have already got in India or we have relationships with," Kohli added.

Acer has obtained preferential market access certification, requiring over 50% locally sourced components for government procurement. Dixon Technologies is the company's manufacturing partner in India, which signed up for the first version of the PLI scheme, and was able to meet the targets.

As per Kohli, currently, 100% of all-in-one computers and desktops are manufactured in India, and the company has introduced two series of commercial notebooks designed and made in India, with additional consumer models in the pipeline.

Acer is now designing notebooks in India, exporting some models to countries like the Philippines. With the highest-ever bottom line achieved in 2023, Acer has become the second-largest company within Acer Inc in terms of overall market revenue.

On the back of the growth and potential, the Taiwanese company is also planning to expand into after-sales services with a subsidiary called High Point, which is already operational outside India and is due for an IPO in Taiwan, ET reported. In October last year, Acer made its foray into the Indian electric vehicle (EV) market by licensing its brand name to mobility startup eBikeGo.

The collaboration extends to the manufacturing of three-wheelers as well, broadening the scope of the partnership between Acer and eBikeGo.

Source: Inc42

### Red Sea crisis: Indian traders on edge as exports worth \$64 billion at risk

Indian exports have so far braved the Red Sea crisis with outbound shipments registering a 3.1 percent rise in January, offering consolation that the country may escape the worst of the ongoing tensions at sea, but traders remain on the edge.

A survey by the Federation of Indian Export Organisations (FIEO), sourced by Moneycontrol, shows that Indian exports worth \$64 billion could be impacted due to the Suez Canal crisis across a range of sectors, including plastic, rice and garments.

According to the FIEO analysis, around 14 percent of India's total merchandise exports of \$447.46 billion, as per FY23-levels, are suffering.

Since the outbreak of the Israel-Hamas war in October, the Red Sea has been in the news for periodic attacks



by Houthi rebels of Yemen on commercial vessels passing through the Suez Canal, a crucial choke point for global maritime commerce.



For April 2023-January 2024, India's goods exports stood at \$353.92 billion, down nearly 5 percent from the first 10 months of 2022-23. The Red Sea strait is crucial for 30 percent of global container traffic and 12 percent of global trade.

### Red flags

The FIEO survey of 170 exporters from across India reveals that the impact of the ongoing crisis is widespread. Some of the key merchandise exports that have been adversely affected include sesame oil, rice, coffee, coconuts, frozen buffalo meat, spices, pharmaceuticals, textiles and garments, leather footwear and accessories, engineering goods and plastic packaging items.

The survey showed that the maritime tensions have impacted the flow of Indian goods to countries and blocs such as the UK, the USA, Europe, the Middle East and Africa, among others.

India uses the Red Sea route through the Suez Canal to trade with Europe, North America, North Africa and parts of the Middle East. According to Crisil Ratings, these regions accounted for around 50 percent of the South Asian nation's exports worth Rs 18 lakh crore and about 30 percent of imports amounting to Rs 17 lakh crore last fiscal.

Given that about 30-35 percent of the production of agricultural commodities like Basmati rice is shipped to these regions, exporters are feeling the pressure as rising freight costs have curbed outbound shipments and a part of their inventory is now being sold in the domestic market, leading to a moderation in realisations, Crisil said in a note on January 25.

"The worst affected are certain food items or agricultural produce since it cannot survive the impact of being at sea for a longer duration," an official from a trade advisory body told Moneycontrol.

This person added that the full impact of the Red Sea crisis is likely to be more visible in India's export figures February onwards.

### Uneven impact

However, some sectors are likely to remain unaffected by the delays and disruptions in the Red Sea.

While Basmati rice, grapes and leather exports are expected to be majorly impacted, India's steel sector, wherein most of the demand is met through domestic supply, is likely to be unfazed.

"In the steel sector, which accounts for the largest pie in the metals sector, 95 percent of the demand is met through domestic supply. Hence, the Red Sea crisis will not have a major impact. Neither will there be much of an impact on the trade front since most imports are from East Asia," Crisil said in its February 2024 research note. Unlike FIEO, Crisil sees minimal impact on India's textiles industry in the near term with about three-fourths of the sector oriented towards the domestic market and the crucial festive season behind us.

Another trade body that primarily represents small and medium exporters expects a relatively moderate impact versus FIEO as it sees outbound shipments amounting to \$25 billion getting affected due to the disruptions and delays with freight companies taking the longer route around Africa to reach the west, or waiting at nearby ports for safe passage through the Suez Canal.

Even India's tea sector remained resilient with exports rising 6.92 percent, a three-month high, to \$64.90 million in January 2024 despite the Red Sea crisis. PK Bhat-tacharjee, Secretary General, Tea Association of India, says this is largely due to the government's intervention, which led to banks providing maximum credit limits and Export Credit Guarantee Corporation (ECGC) keeping insurance premium rates unchanged despite the spike in shipping costs.

### Cost crisis

An unanimous impact of the Houthi attacks has been the rise in overall shipping costs. Rerouting around the Cape of Good Hope due to the Red Sea crisis is delaying shipments by two to four weeks, which is extending delivery window dates and affecting cash flow.

In its survey, FIEO revealed that cotton yarn exporters are facing a 50-600 percent increase in costs for their shipments to Bangladesh, Europe, and Egypt.

The Drewry World Container Index, which serves as a composite measure of container freight rates, reached



\$3,786 per 40-foot container in the week up to February 8, up 90 percent when compared with the same week last year, and 167 percent more than average 2019 (pre-pandemic) rates of \$1,420.

Soaring freight and elongated transit times are trapping working capital, thereby increasing the demand for more resources when it comes to storage or inventory. The extended cycle, with higher costs and interest outlays, may ultimately reduce demand,” FIEO noted in the survey.

For Indian exporters, the threat of order cancellations looms large. “My company Ceekey Global Trading in Calicut was regularly supplying Basmati rice to a buyer in Glasgow at a normal freight of \$1,400-1,600 from Mumbai to Felixstowe in the UK. Today the current ocean freight on the route is nearly \$3,100-3,200. The buyer cancelled this order since he cannot afford the cost,” Munshid Ali, Secretary, Kerala Exporters’ Forum, told Moneycontrol.

As attacks on vessels traversing through the Red Sea, which began mid-November 2023, continue, exporters in India fear a prolonged crisis that runs the risk of escalating.

### ‘Give more support’

Given these concerns, there have been demands from the government to go beyond what has been offered so far in helping exporters manage operational costs, including, subsidies and low-interest loans as India faces comparatively higher interest costs than China.

“Despite the tremendous support from the government, tea exporters are frightened, if the Red Sea crisis, that is Houthi attacks, continues, the situation could worsen,” Bhattacharya said.

Source: Moneycontrol

### Vande Bharat Train: “Railways to export India’s Vande Bharat Express”, says Ashwini Vaishnav

Railway Minister Ashwini Vaishnav has made a big announcement regarding Vande Bharat. The moment which was awaited for a long time has come. After India, now Vande Bharat is going to create a stir on foreign roads also. Ashwini Vaishnav said that Railways will soon export India’s Vande Bharat Express and the process for this has been started. Many countries have also shown interest. He informed that the Railway Ministry is preparing a roadmap to start the export of Vande Bharat trains by 2025-26. We are also working to increase the production of Vande Bharat trains.

Earlier, on February 26, Prime Minister Narendra Modi laid the foundation stone of about 2000 railway infrastructure projects worth more than Rs 41,000 crore and dedicated to the nation through video conferencing. Lakhs of people from 500 railway stations and 1500 other places joined the Vikas Bharat Vikas Railways programme.



Indian Railways is receiving offers to consider export of its flagship Vande Bharat locomotives, a senior railway official said. According to the information received so far, the American state Chile has shown interest in Vande Bharat. According to the official, the discussions, however, have not yet translated into orders.

The priority is to cater to the domestic market before making modifications to the design targeting international markets, a railway official told BusinessLine. Availability of manufacturing facility is also a factor being considered. “Right now Chile has expressed some interest in the Vande Bharat design,” he said. It’s good to see international interest in indigenous designs.”

### Demand in these countries

It is noteworthy that India is trying to showcase Vande Bharat engines as a major export offering. But the order has not been placed yet. Latin America and African countries have also shown interest, with electric locomotives particularly in demand here. Let us tell you that the construction cost of 16 coach Vande Bharat train is approximately Rs 130 crore.

Source: informalnewz.com



## 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
- Special price for Dun & Bradstreet's DUNS Registered Solution, Global Profiler, and ESG Report

**The Plastics Export Promotion Council added the following companies/firms as new members during January-2024. We would like to welcome them aboard!**

Sr. No	Name of the Company	Address	City	Pincode	State	Director Name	Usermail
1	Accumax Lab Devices Private Limited	Plot No 228/1/4 Dantali Industrial Owners Association, Dantali Kalol	Gandhinagar	382721	Gujarat	Nihalee Tejas Shah	accumaxlab@gmail.com
2	Agrex Supplies (Opc) Private Limited	Block - Chanakya 09, Chinarn Fortune Cityhoshangabad Road, Misrod	Bhopal	462026	Madhya Pradesh	Vijay Patidar	cavijaypatidar@rediffmail.com
3	Alpha Ecoplast Private Limited	401, 1st Floor Acron Apartment, Ghod Dod Road,	Surat	395007	Gujarat	Shyam Kanhaiyalal Agarwal	radhagovind@alphapackaging.co
4	Amp Speciality Products Private Limited	Plot No. 70 New Industrial Area li,	Raisen	462046	Madhya Pradesh	Archana Lakhotiya	lak_ajay@yahoo.com
5	Bharat Expo Feeder	A - 33/1, Site 4, Industrial Area, Sahibabad Near Delhi Press,	Ghaziabad,	201010	Uttar Pradesh	Bharat Bhusan	accounts@bharatexpofeeder.org
6	Chemvera Specialty Chemicals Private Limited	108 The Summit Business Bay Near Cinemax, Off Andheri Kurla Roadnear Western Express Highway Andheri (East)	Mumbai	400069	Maharashtra	Niharika Jain	rajesh.modak@chemvera.com
7	Devashree Venture	E-194, Riico Industrial Area Ratangarh, Churu,	Churu	331022	Rajasthan	Hem Raj Suthar	devashreeventure7@gmail.com
8	Henomy Surgimed Llp	Shed No D/74, Mahavir Ind. Park - 2, Nr. Vinayak Ind. Estate-2, Singarwa Kathawada Road, Kathawada,	Ahmedabad	382430	Gujarat	Jogani Hardik-kumar	info@henomy-surgimed.com
9	Innoweave Global Packaging Solutions Private Limited	142/2/3 New Signal Vihar, Gangliya Khedi Mhow,	Indore	453441	Madhya Pradesh	Arif Qureshi	arif@inno-weave.com
10	Jaayo Plast	Dhwani Industrial Park, Rajkot-Gondal N/H-27, Near Pipaliya Tall Plaza, B/H Hadamtala Ind. Association Office,	Rajkot	360030	Gujarat	Vora Jayeshbhai Rameshbhai	bhavin4576@yahoo.co.in
11	Jai Durga Enterprises	Mahendra Machindra Pachare Near Hanuman Mandir, Plot No 398, Bina-ki, Yadav Nagar	Nagpur	440026	Maharashtra	Mahendra Machindra Pachare	mpacharejaidurgaenterprises@gmail.com
12	Jayam Chemicals Llp	Jayam Chemicl's Llp, Pl No 31/A, Opp Baumer Ind, 1st Phase,Gidc, Vapi Indl. Estate	Valsad	396195	Gujarat	Ketki Vichhi	jayamchemicalsllp@gmail.com
13	Jet-Tech Private Limited	221,G I D C,Ramangamdi, Por,	Vadodara	391243	Gujarat	Shivanshu Misra	shivanshu@jtindia.com
14	Kohlico Foods And Beverages Private Limited	391, Narsi Natha Street, Mahesh Chamber, Room No 2, 1st Flr,	Mumbai	400009	Maharashtra	Amandeep Singh Kohli	askkohlicofoods@gmail.com
15	Kunstocom (India) Limited	C-592, Defence Colony,	South Delhi	110024	New Delhi	Abhinav Chauhan	drachauhan@kunstocom.com
16	Kvp Enterprises	No.15, Krishna Nagar, Opp Jaya Arts Collage, Thiruninravur, Chennai-602024. Chennai Thiruvallur	Chennai	602024	Tamil Nadu	V Paramasivam	kvpenterprises@gmail.com





17	Laavin Polymers	Village Malakpur, Dera Bassi Malakpur, S.A.S Nagar,	Malakpur	140501	Punjab	Shanky Singla	laavinpolymers@gmail.com
18	Lumenergy Innovations Private Limited	Tc 63/594 Munna Cottage Beach Road, Kovalam, Tiruvananthapuram	Thiruvananthapuram	695027	Kerala	Nikhil Prasad P S	nikhilprasadps@gmail.com
19	Mark Polypack	Plot No. G-2610 Gidc Road-D, Kalawad Road, Lodhika,	Rajkot	360021	Gujarat	Amitkumar Maganlal Kalaria	markpolypack@yahoo.com
20	Nck Enterprises	H-137, Sector- 63, Gautam Buddha Nagar,	Noida	201301	Uttar Pradesh	Meghaa Abroll	meghaa@nc-kenterprises.in
21	Neo Plastic Industries	Ground And First, Srv 251/2, Building A, Valsad Faliya,	Dadra	396193	Dadra & Nagar Haveli and Daman & Diu	Hiralal Ladha Vaviya	accounts@theneoindia.com
22	Paragon Industries	Plot No. 1312, Phase-11i, Nr. Vijay Transport Vatva Gidc,	Ahmedabad	382445	Gujarat	Bhatt Sadhana Kiritkumar	info@paragonchittatarpaulin.com
23	Plenco Closures Private Limited	601/602, Delta, Technology Street, Hiranandani Gardens,Powai,	Mumbai	400076	Maharashtra	Anand Monappa Shetty	exim@organicgroup.co.in
24	Polymaestro Private Limited	402, Ganeshkrupa Chs Ambedkar Road, Mulund West	Mumbai	400080	Maharashtra	Avnish Harish Karia	avnish@polymaestro.in
25	Prathipati Enterprises	D.No.8-2-293/82/J3, Plot No.509c, Road No.86, Jubilee Hills	Hyderabad	500033	Telangana	Sri Srinivas Prathipati	prathipatient@gmail.com
26	Qrey Primir Llp	402, Prabhakunj Heights, Near Dabu Hospital, Station Road,	Navsari	396445	Gujarat	Dryogesh Gordhanbhai Vilpara	greyprimirlp@gmail.com
27	Rathi Packaging Private Limited	30-31-32, Sopan Kesar Ind. Estate, Moraiya, Chango-dar,	Ahmedabad	382213	Gujarat	Jayesh Harish Rathi	rathi.packaging@gmail.com
28	Rawji Exports	Ashok Silk Mills Compound, 144, Sion Bandra Link Road, Near Sion Station, Sion (W)	Mumbai	400017	Maharashtra	Kumarpal M Shah	kumar@rawji.com
29	Roverlite India Private Limited	Shop No. 2 Plot No.5, Lsc, Blk D, Prashant Vihar	Delhi	110085	Delhi	Ravi Goyal	tufftraveller@gmail.com
30	Shree Vikas Industries	Khandwa Road Kajalpura	Khargone	451001	Madhya Pradesh	Vishal Mahajan	vishalvika-sind@gmail.com
31	Siloxane Aggrandize Innovative Industries	New R.S. Block No. 1097, N.H. No.48, Near Fci Go Down, Opp. Vishwakarma Temple,Dhamdachi, Valsad,	Gujarat	396001	Gujarat	Parul Rakesh Desai	siloxane.industries@gmail.com
32	Sintek Industries	Survey No 857/2 B/H Sarvoday Hotel,Sahakari Jin Road,	Himatnagar	383001	Gujarat	Bhaveshkumar Nathabhai Patel	bhaves.h.mapl@gmail.com
33	Sudhakar Pvc Products Private Limited	Sy No.74/P, 75/P, 77/P & 85/P, Door No. 1-11-60/5, Balaram Thanda, Near Industrial	Suryapet	508213	Telangana	Meela Jayadev	srinivas@sudhakarpipes.com
34	Twinplast Polymers Private Limited	Sf.No.1/2a1, South Sillukanpatti Village, Milavittan Thoothukudi Tuticorin	Thoothukudi	628101	Tamil Nadu	Asharf	twinplastpolymers@gmail.com
35	Usha Plastiflex	5 Sunvilla Bungalows Bh C P Nagar 1, Opp Vardhman Nagar Flates Ghatlodia,G-hatlodia	Ahmedabad	380061	Gujarat	Kirtibhai Vit-haldas Patel	info@ushaplastiflex.com

## New Members

36	Western Food And Beverages	Ep-Xii-451 Adikadalayi Kadalayi Kannur	Kadalayi	670003	Kerala	Asif Moham-med Pk	asif@wfb.co.in
37	Yajur Insurance Marketing Private Limited	48 Akhnoor Road Near Nirmal Fruit Product Paloura,	Paloura	180002	Jammu & Kashmir	Ramkumar	ramku-mar0253691@gmail.com