

# PLEXCONNECT

Edition 9, March 2020

## Packaging for Food & Beverage Industry

4 Tactics to Advertise Your Import/Export Business

E-Invoicing under New GST Returns

Panel of the Month - Rigid Packaging & PET Preforms





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THE PLASTICS EXPORT  
PROMOTION COUNCIL

SMALL AMOUNT  
**BIG BENEFITS**

NEW MEMBERSHIP  
OFFER

PAY JUST

₹ **11,500\***

*\*GST Additional*

## Benefits

Registration cum  
Membership Certificate

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Export Performance Certificate

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Certificate of Origin

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Discounted fees at International  
Trade Fairs and Exhibitions

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Trade statistics and market intelligence

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Monthly trade magazine / Conferences /  
Seminars / Workshops

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Updates on FTP, FTAs, Customs, GST

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Others

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The hardest times often lead us to discover our greatest strengths and the secret lies in building on new opportunities rather than dwelling on challenges faced. Recently, the Covid 19 or Corona virus has been impacting global supply chains impacting many economies along its wake.

And while India, with successive trade reforms including curbing imports from China and boosting the manufacturing sector, has achieved a significant trade balance with China, many industry sectors have been feeling an imminent risk of inventories running out, non-availability of a large number of critical intermediate products and raw materials and an immediate slowdown in trading activities, especially in sectors that have continued to be heavily import reliant.

Extraordinary circumstances demand a rethink of business strategies. And though it is our duty to support the collective global effort to mitigate disruption in global supply chains, it also requires for businesses to remain focused on their mission and explore every available opportunity that will help tide over the current crisis.

Backed by a detailed analysis of the situation, the Department of Commerce has been urging Export Promotion Councils to consider product lines where we are heavily import dependent; while exporters are being encouraged to look into increasing supplies where we have available capacity, bridge the gaps and alleviate some of this global disruption by looking at potential sector/product lines and export destinations that can be targeted. As challenging as times seem today, we are confident that with the right strategies and measures, our industry will successfully come through this difficult period.

The Council is recently led a delegation of 35 exporters to Complast South Africa this month. South Africa has been a good trade partner and, in this issue, we look at the export potential to South Africa under our Country-scape feature. We also take a look at Rigid Packaging and PET Preforms under Panel of the Month and have covered important topics such as Export Marketing tactics, understanding e-Invoicing under the new GST Returns as well as a look at Plastics for the F&B industry in this issue.

During January 2020, India exported plastics worth USD 626 million, down 19.6% from USD 779 million in January 2019. Cumulative value of plastics export during April 2019 – January 2020 was USD 7,045 million as against USD 7,819 million during the same period last year, registering a negative growth of 9.9%. This could be attributed to the global situation that is becoming extremely challenging as rising protectionism is leading to uncertainty.

It may however be said that the outlook for Indian exporters is encouraging and by aligning with changing import patterns of the global economy, (50 per cent of the world imports today is accounted by electrical and electronics products, automobiles, machinery, petroleum products and plastic items), WTO compliant export incentive schemes, foreign trade policies, etc, exports are likely to get back on track in the year ahead.

Until then, stay safe and healthy.

**Warm regards,**

**Ravish Kamath**

## **Meeting for proposed regulation of Single Use Plastics and other polymers with Industry Associations - Shastri Bhawan - New Delhi held on Jan 2, 2020**

The meeting was chaired by Mr. Raghavendra Rao, IAS, Secretary (C&PC). Key suggestions at the meeting were to increase the thickness of plastic carry bags to 125 microns, have a minimum weight of 6gm for plastic disposable cutlery and increase the GSM for non-woven carry bags to 90 GSM, rather than banning them. For Multi layered Plastic (MLP), it was emphasized that guidelines of EPR need to be implemented. It was also emphasized that the Regulations should be uniform across the country, rather than each State having its own regulations.

Mr. Arvind Goenka, Vice Chairman and Mr. Sanjiv R. Dewan, Regional Director represented the Council at the meeting.

## **Meeting to discuss the proposal of ITPO on organising Mega Shopping Festivals in 2019 - 2020 - Udyog Bhawan, New Delhi held on Jan 3, 2020**

The meeting was chaired by Ms. Nidhi Mani Tripathi, Joint Secretary, Dept of Commerce. Following were the directives issued by JS(E&MDA) at the meeting, and other issues that were discussed:

- JS informed that an announcement regarding holding of these Mega shopping festivals was taken by the Finance Minister in September, 2019. The first one is to be held in Ahmedabad, followed by Bengaluru in March.
- Performance of each EPC will be assessed at this event and DOC will determine future grants to be disbursed to EPCs, as also DOC's engagement with them based on their efforts and performance at this event. This event therefore needs to be taken very seriously by all the concerned EPCs.
- The fact that there is very little time, and other constraints that are there, are well known, but EPCs nevertheless need to perform within these constraints. EPCs need to mobilise both exhibitors and foreign buyers for their products, as per targets given to them. The target given to Plexconcil was 50 foreign buyers and 500 sqm space that has to be sold to exhibitors. This was the minimum target being given to most EPCs. Bigger EPCs were given a target of 1000 sqm and 100 foreign buyers. Rate per sqm under the shell scheme was Rs. 10,000/- per sqm. Minimum booth size to be 6sqm and in additions of 3sqm. As MAI assistance was being considered for the event, the rate would be lower, once the quantum of MAI assistance is known. As the festival would be of 11 days duration, and an exhibitor may not want to be present for the entire duration of the fair, EPCs were given the option of having different exhibitors at the same booth, in order to reduce the duration for an exhibitor. ITPO will change the name of the fascia at the booth accordingly. So, it would be possible to have different exhibitors at the same booth every 3 or 4 days, and

ITPO would change fascia name accordingly. However, JS stressed that under no circumstance should the booth remain vacant on any day.

Buyers need to arrive on different days, and be present at the fair for at least 2 to 3 days. Hence there would be one group of buyers present for the first 3 days, followed by a second group for the next 3 days etc. EPC to ensure that a situation does not arise when there is no buyer on any particular day. MAI grant would be available for inviting buyers, as per MAI guidelines.

Apart from the B2B meetings, retail sales are also permitted at the festival.

ITPO would also be organizing cultural events, Indian cuisines, incentive scheme for exhibitors in the form of a Raffle etc. at this Mega Shopping festival.

Mr. Sanjiv R. Dewan, Regional Director, represented the Council at the above meeting

## **Mechanism & Tools for Real Time Decision Making - Interactive Session with Dr K Rangarajan, Head, Indian Institute of Foreign Trade, Kolkata held on January 6, 2020**

A presentation was made by Dr Rangarajan on important sources of information for taking decision and some myths in export transactions. Presentation was followed by an interactive session. The seminar was organized by FIEO. Mr Nilotpal Biswas, RD attended the session.

## **Meeting with Mr. Vishnu, IAS., Tamil Nadu Skill Council, Govt. of Tamil Nadu to discuss skill development held in Chennai on January 6, 2020**

The Council had detailed discussion on the skill sets available for the new entrepreneurs, who are entering the Polymer Industry and to organise skill development programs in coordination with TN Skill Council.

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

## **Meeting with Dr. M.K. Shanmuga Sundaram, IAS., Development Commissioner & Mr. Anandan, IAS., Joint Development Commissioner, MEPZ held in Chennai on January 6, 2020**

A detailed discussion on the operational issues of Polymer Units in MEPZ was held and the Council requested for export & import data of Polymers. Based on our request, the Dev. Commissioner had sent the export & import data pertaining to MEPZ.

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

### **Endowment Lecture on Digital Marketing held in Kolkata on January 7, 2020**

A seminar was organised by IPI and IPF during which Mr Harshvardhan Daga, visiting Professor Calcutta University & Jadavpur University spoke about different aspect of Digital Marketing. Mr Nilotpal Biswas, RD attended the session.

Regional Advisory Committee (RAC) Meeting of CIPET, Murthal, Haryana held in Chandigarh on January 7, 2020 Vice Chairman, who has been recently inducted in the above RAC, nominated RD (North) to attend the meeting, since he was scheduled to travel overseas on 8th January, 2020. This was the first meeting of the RAC, and was chaired by Mr. Ankur Gupta, IAS, Principal Secretary to Government of Haryana. The meeting discussed the upgradation and expansion of CIPET Murthal's facilities, including its testing facilities, in order to enable it service the plastics industry more effectively. RD also met the Principal Secretary separately, and briefed him about how CIPET could play a far greater role to boost plastic exports, based on inputs given by the Vice Chairman. Some of the important suggestions given to the Principal Secretary were to upgrade the testing facilities of CIPET, so that it could test as per International standards, and more importantly their test certificates should be acceptable internationally. It was also highlighted to the Principal Secretary, that even for certain tests required for supply of certain plastic items to Indian Railways, the tests had to be conducted abroad, as the testing facility was not available within the country. It was requested that CIPET should have such testing facilities.

It was also emphasised to the Principal Secretary that CIPET also needs to play a greater role in upgrading the technical skills of manpower employed in the plastics industry. A formal paper highlighting the above points prepared by the Vice Chairman was handed over to the Principal Secretary.

Mr. Sanjiv R. Dewan. Regional Director, represented the Council at the meeting.

### **Interactive Meeting with Prof. Dr. S.K. Naik, Director General, CIPET-H.O. & Mr. Illangovan, Director-Technical, CIPET-H.O. & Mr. Chirali, Principal Scientist-CIPET, Chennai held on January 8, 2020**

The Council had an interactive meeting with the DG and other Senior Officials on the outlook of Polymer Industry in Tamil Nadu, in terms of Infrastructure, Skill Development and Technology upgradation and requested the Director General to be part of the Open House meet to be held on 13th March 2020

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

### **Meeting with Dr. Rahul B. Gupta, IAS, Industries Commissioner, Gujarat held in Gandhinagar on January 9, 2020**

The Council held a meeting with the Commissioner and iNDEXTb officials and requested them to involve PLEXCONCIL in Activities of Industrial Development. Mr Naman Marjadi, Assistant Director, Regional Office-Ahmedabad attended the Meeting.

### **Preparatory meeting on India-South Africa Sub - committee on Trade, Economic and Technical Cooperation - Udyog Bhawan, New Delhi held on January 9, 2020**

The meeting was chaired by Shri Praveen Kumar, Joint Director (Africa), Department of Commerce. The Council raised the issue of high tariffs in South Africa on some of the potential plastic products. Mr. Sanjiv R. Dewan. Regional Director represented the Council at the above meeting.

### **ASCEND KERALA 2020 held in Cochin on January 9 & 10, 2020**

Shri. P. Vijayan, Hon'ble Chief Minister of Kerala inaugurated the event and Kerala Govt announced the launch of its "Petrochemical Park" in Cochin which will be a real game changer for the Polymer & Plastics Industry in Kerala including exports. The Conclave and the seminar on "Petrochemicals" were addressed by the State Govt. Officials. Mr. Ruban Hobday, Regional Director attended the meeting.

Highlights of the Event:

- Meeting Dr. K. Ellangovan IAS, Principal Secretary II & Shri. Sanjay Garg IAS, Principal Secretary II - A meeting was held to introduce Plexconcil and emphasize the need for the Council to be involved in the State Export Initiatives. They requested Plexconcil to meet them at Trivandrum to discuss on these projects and to boost exports from Kerala at a separate meeting at the capital.
- Meeting with Shri Tom Jose, IAS, Chief Secretary - Govt. of Kerala & Chairman - KINFRA - A brief introduction was made to the CS at the inauguration who then had requested the Plexconcil to meet him in Trivandrum and brief him about the potential of the industry and the role Plexconcil can play in the proposed Petrochemical Park at Cochin.
- Meeting Shri Saju K. Surendran (IES Deputy Development Commissioner) - Gathered information on units in CSEZ and EOUS for potential invitation to the Open House Meeting about the space availability for members in the CSEZ
- Meeting with Mr. K.M Harilal, ITS Joint DGFT and Head of Office - Had a detailed discussion on the facilities being offered to the plastics exporters in Kerala and requested for the statistics of the exporters using their services and accordingly organize an "open house" meeting wherein JDGFT could address the members and others explaining about

the benefits of exports.

- Meeting with Mr. Mohd. Yousaf Commissioner of Customs/Dr. Harish IRS, Jt Commissioner - Met Dr. Haresh to introduce Plexconcil and the activities of the council and request them to send the export data from Cochin Sea Port to create better awareness about exports at an Open House during which Customs officials may be invited.
- Meeting with Shri. Prasad Panicakar (Former) Managing Director, KSIDC, Shri. S. Santhosh, CEO, Kerala Bureau of Industrial Promotion (K-BIP) - Met at the conclave to discuss about the various schemes and infrastructure projects including the Petrochemical Park and a potential role for Plexconcil at the park.
- Meeting with Mr. Savio Mathew - FICCI State Head - Had a detailed discussion on organizing a joint event in Cochin to address the issues of Plastics industry especially after the ban of SUP in Kerala and in jointly reaching out for sponsorship and members. FICCI can bring the branding and the State Govt officials to the event while Plexconcil will reach out to the members and KPMA.
- Meeting with Mr. John Kuruvilla - Director & Head - CII - Had a brief discussion on the possibility of jointly organizing programs on a larger scale in the future
- Meeting with Kerala Plastic Manufacturers Association (KPMA), Mr. Nelson Pavunny, MD, Esquire Multiplast P Ltd, Mr. Noushad, Director, M/s. Veekey Elastomers Pvt Ltd, and Mr. Ibrahim - Member - Aluva Plastic Consortium – Had a meeting to discuss the outlook of the plastic industry in Kerala

### **Sub-Committee Meeting for Export Promotion and Indigenization in MSME Sector – Nirman Bhawan, New Delhi held on January 10, 2020**

The meeting was chaired by Ms. Mandeep Kaur, IAS Joint Development Commissioner, MSME.

It was the first meeting of the Sub-Committee for export of Chemical/Pharma/Plastic/Rubber/Printing & Packaging sectors, constituted by the office of DC MSME, New Delhi for the promotion and development of MSME from these sectors.

The basic objective of the Sub-Committee is to identify clusters having export potential, and also to identify import substitution products for each industry sector.

Some of the key terms of reference of the Sub-Committee include preparing both short term and long-term plans for increasing exports, review the export performance of these sectors, identify key constraints, and suggest industry specific measures to optimize export volumes/earnings. Analysis of current production and marketing capabilities of MSMEs, and their technology gap analysis, are some of the other key terms of reference.

Regional Chairman (North) raised the major issues faced by the plastics industry at the meeting. A formal

note in this regard was also subsequently emailed to the Joint Development Commissioner, MSME.

Mr. Vikram Bhadauria, Regional Chairman, and Mr. Sanjiv R. Dewan. Regional Director represented the Council at the above meeting.

### **Promotional event of Plastindia 2021 (11th International Plastics Exhibition, Conference & Convention) at DoubleTree by Hilton, Ahmedabad on January 10, 2020**

Shri Saurabhbhai Patel, Hon'ble Energy Minister, Govt of Gujarat, was the Chief Guest and the event was organized by the Plastindia Foundation. The event was a platform for interaction with Industry Peers, networking with Senior Officials of various organizations and office bearers of Plastic Associations

Mr. Ravish Kamath, Chairman, PLEXCONCIL and Vice President, Plastindia Foundation, Mr. Shyam Tibrewal, CoA Member - WR, Mr. Darshan Shah, CoA Member - WR attended the event. From Ahmedabad Office, Mr Naman Marjadi, Assistant Director, Regional Office-Ahmedabad was also present.

### **Meeting to discuss the proposal of ITPO on organising Mega Shopping Festivals in 2019 - 2020 - ITPO, Pragati Maidan held on January 13, 2020**

The meeting held at ITPO, was again regarding the Mega Food Festival, where it was informed that the date for the festival at Ahmedabad, had now been changed to 27th March to 6th April, 2020, since the Hon'ble CIM wanted this event to be on a much larger scale. As a result, EPCs may now be requested to book larger space at the event, and possibly also invite more buyers for the BSM proposed during the event.

Mr. Sanjiv R. Dewan. Regional Director represented the Council at the above meeting.

### **Meeting with Mr. T.P. Rajesh, IAS, M.D., M-TIPB, Govt. of Tamil Nadu held at Chennai on January 13, 2020**

Plexconcil discussed the possibility of jointly working with M-TIPB to organize Seminars/Workshop/Events related to exports and collaborate with MTIPB in promoting exports of Polymers and Plastics from this State. Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

### **Meeting with Mr. Aditya, Vice-President, M/s. Guidance Tamil Nadu, Govt. of Tamil Nadu held at Chennai on January 13, 2020**

We had a discussion with Guidance Tamil Nadu the arm of Govt of Tamil Nadu in promoting exports from the State with opportunities for collaboration with Plexconcil. The main agenda was to get involved with the proposed "Polymer" Park in Chennai which was announced by the Govt of Tamil Nadu.

Plexconcil to organize “awareness” road shows in Mumbai and Ahmedabad on behalf of Govt of Tamil Nadu to promote this park. The funding will be borne by the Guidance Tamil Nadu with a management fee for Plexconcil.

Mr. Ruban Hobday, Regional Director attended the meeting.

### **Visit to Ranchi, Jharkhand on January 14, 2020**

Mr Nilotpal Biswas, RD visited Ranchi in connection with organizing a outreach seminar in Ranchi. Meeting held with Mr A K Rao, Director, CIPET & Mr P K Gupta, Director, MSME DI, Ranchi. A detailed discussion was held for the development of export from the state of Jharkhand and finalize the date for the seminar.

### **Meeting on 1st Session of India Norway Dialogue on Trade & Investment (DTI) – CSOI, Kasturba Gandhi Marg, New Delhi on January 16, 2020**

The meeting was chaired by Ms. Nidhi Tripathi, Joint Secretary, Department of Commerce.

A high level delegation from Norway, including Norway’s Ambassador to India was present at the meeting. The meeting was essentially to enhance the bilateral engagement in trade and investment between the two countries in various sectors such as Renewable Energy, Services, Aquaculture & Fisheries, Chemicals & Petrochemicals etc. An MOU was signed between the two sides at the end of the meeting.

Plexconcil requested the Norwegian delegation to share their expertise/experience in dealing with Single use plastics and conversion of plastic waste to energy. Norwegian side informed they had a number of plants operating in their country which convert plastic waste to energy.

Mr. Sanjiv R. Dewan. Regional Director represented the Council at the meeting.

### **Participation at Plastivision 2020 held in Mumbai from January 16 – 20, 2020**

The Council, for the first time, participated with a large space in an Exhibition and promoted various Government Schemes offered by Department of Commerce and the benefits that the exporters can avail with the help and support of Council to boost their exports. The stall was managed by the council staff i.e. Mr. Sribash Dasmohapatra - Executive Director, Mrs. Bharti Parve - Asst. Director Trade & Policy, Mr. Manish Tulsian - Asst. Director Research & Statistics, Mr. Mukesh Bisht - Asst. Director, Mr. Naman Marjadi - Asst. Director (Ahmedabad), Mr. Krunal Goda - Sr. Manager (Exhibitions), Mrs. Anagha Barve - Jr. Executive (Memberships), Mrs. Alka Lopes - Sr. Executive, Mr. Samit Vishwasrao - Sr. Executive, Mrs. Kajal Guria - Jr. Executive (Exhibitions), Mrs. Manali Patil - Assistant (Memberships), Mr. Raj Singh - Jr. Executive. The council welcomed the Shri Sunil Ran-

jan ji - Dy. Secretary, Department of Commerce, Ministry of Commerce and Industry, Govt. of India who had appreciated the efforts taken by the Council for export promotion at one of the biggest platforms for the plastics industry. The council also invited and welcomed the office bearers of leading Plastic Associations of India Like Gujarat State Plastics Manufacturers Association, Saurashtra Plastics Manufacturer Association, Rajkot Plastics Manufacturer Association, Kerala Plastics, Manufacturers Association, Tamil Nadu Plastics Manufacturers Association, Karnataka Plastics Manufacturer Association. A special invitation was extended to the Dy. Director of MSME DI, Mumbai who visited the council stall and discussed in length, the various activities that Council and MSME DI, Mumbai could jointly organise for export promotion. Due to the strategic presence & awareness created by the council at the exhibition, the stall witnessed the presence of over 700 visitors from across India who were keen to export their product globally. Over 300+ enquires for membership were received at the exhibition.

### **Meeting with the Human Hair Exporters held in Kolkata on January 20, 2020**

Mr Prasun Lohia chaired the meeting with about 10 human hair exporter members who were present at the meeting. The objective of the meeting was to find out the issues and concerns for exporting human hair from Eastern Region. Members felt that raw human hair export to China must be banned. They also expressed their concern about the shortage of skilled manpower and availability of loan from the bank.

### **Meeting with Mr. R.S. Naik, Commissioner of Customs-Sea (Imports) held in Chennai on January 20, 2020**

A meeting was held with the Commissioner who was briefed about Plexconcil and its activities and a request was made to them to send the stats of imports from Chennai Sea Port. Plexconcil requested the Commissioner to be part of the Open House meet to be held on 13th March 2020.

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

### **Meeting with Ms. Sudha Koka, Commissioner of Customs-Sea (Exports) held in Chennai on January 20, 2020**

A meeting was held with the Commissioner who was briefed about Plexconcil and its activities and a request was made to them to send the stats of imports from Chennai Sea Port. Plexconcil requested the Commissioner to be part of the Open House meet to be held on 13th March 2020.

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

## Council Activities January 2020

### Meeting with Mr. D.K. Sekar, I.A&A.S., Zonal DGFT, Chennai on January 21, 2020

A meeting was held to discuss the facilities being offered to the plastics exporters and a request made to the ZDGFT for immediate action on members grievances. Plexconcil suggested organizing an "open house" meeting to which the JDGFT expressed willingness to address the members and others and explain the benefits of exports.

Mr. Ruban Hobday, Regional Director and Mr. R. Dayanidhi, Asst. Director attended the meeting.

### Meeting with Mr. T.P. Rajesh, IAS, M.D., M-TIPB, Govt. of Tamil Nadu held in Chennai on January 21, 2020

A brain storming meeting on the activities of MTIPB for the next year was held to which the MD invited EEPC and Plastics EPC for their views and contribution towards the planning of MTIPB activities for the next year. Plexconcil to be part of the committee formed to guide and support all the MTIPB activities henceforth.

Mr. Ruban Hobday, Regional Director attended the meeting.

### Interaction with District Industries Centre officials and plastic processors held at Panipat, Haryana on January 22, 2020

RD (North), accompanied DGM (Sales), Mr. Ravi Kumar Singh, from the Regional Chairman's office, to meet some of the major plastic processors, and officials of the District Industries Centre, and explore the possibility of holding a membership outreach programme in Panipat.

Mr. Ravi was able to organize meetings with two key processors of woven fabrics and bags, who are also office bearers of an association they have formed for woven fabrics and bags in Panipat. They showed interest for an export awareness seminar in Panipat, and also offered to mobilise members not only from their association, but also other plastic processors based in and around Panipat. During our interaction with them, they informed that the main hurdle they face regarding export is the issue of Port Parity pricing for raw materials.

Apart from meeting the processors, meeting was also held with the Asst. Director at the District Industries Centre (DIC), Panipat. A brief discussion regarding the schemes of the Haryana State

Government for promoting exports from the State, was held. Asst. Director informed that DIC also has a scheme for promoting exports, wherein they provide a transport subsidy, and also subsidy for participation in trade fairs abroad. He was requested to address the plastic processors as well when the outreach programme in Panipat gets finalised, to which he agreed.

DIC was also requested to share their database of plastic processors in Panipat. A visit to a couple of hotels in

Panipat, for a suitable venue for the seminar was also made, and a venue shortlisted.

Mr. Sanjiv R. Dewan. Regional Director represented the Council at the meeting.

### Export Awareness Programme and Seminar on Meeting the Requirements of working capital held in Indore on January 24, 2020

The Council Organised a Export Awareness Programme in joint Association with IPPF and Drip Capital at Indore, Madhya Pradesh which was attended by 63 MSME who are willing to explore opportunities in Exports with the support of Council. The Seminar was organised by Mr. Krunal Goda - Sr Manager Exhibitions who has briefed the participants on the various Schemes of Government offered by Department of Commerce, Ministry of Commerce and Industry, Government of India that they can avail with the help and support of council. Few of the Plexconcil members who also participated at the seminar to understand the details on Working Capital Solutions offered by Drip Capital had also raised their concerns on current difficulties faced by them in exports and the same was addressed by Mr. Krunal Goda along with an assurance to take up the same with relevant departments on the receipt of communications from the members.

### Visit to Bhubaneswar, Odisha on January 27, 2020

Mr Nilotpal Biswas, RD visited Bhubaneswar in connection with proposed visit to Paradeep Plastic Park for investment promotion also promotion of exports from the state of Odisha. Regional Director met the General Manager, IDCO, Dy. Director, DEPM(MSME) and Senior officer Indian Oil Corporation Ltd., and CIPET, Bhubaneswar

### Outreach Seminar at Ranchi on January 31, 2020

An outreach seminar organised by PLEXCONCIL in Ranchi, in association with O/o Addl. DGFT, Kolkata, O/o MSME DI, Ranchi, O/o CIPET, Ranchi, IOCL. About 50 participants attended the seminar. Mr Nilopal Biswas, RD & Mr Amit Pal, COA Member represented the Council at the Seminar.



## Regarding Saudi Standards, Metrology and Quality Organization SASO

The aim of the Saudi Arabian Standards Organization (SASO), when preparing and approving Saudi voluntary standards and Saudi mandatory standards (Saudi technical regulations) issued by it, is to achieve the appropriate levels of quality in products, taking in consideration the Islamic legislation, national security requirements, the protection of the consumer's health and safety, the protection of environment, and the prevention of deceptive practices and not to create unnecessary technical barriers to international trade, and to depend on the international standards prepared by international organizations such as ISO when preparing Saudi standards and technical regulations.

To achieve this aim, this part of technical directive for SASO has been prepared so that it ensures the agreement upon a unified technique for the preparation of Saudi voluntary and mandatory standards and the participation of all concerned bodies by making comments in all stages of preparing Saudi standards.

This regulation aims at determination of the specific environmental requirements of the degradable plastic products included in the scope of this regulation, for the sake of preservation of the environment, preservation of the health of human consumers and of animals, and to facilitate market surveillance procedures.

Technical Regulation for Degradable Plastic Products in detail is available on <https://bit.ly/32IBSO4>

## Regarding online link for uploading concern about misclassification of goods under Others category at the time of import

This is in continuation of our earlier circular ref. :Plexh/Cir/1063 dated 20.01.2020, we further wish to inform you that O/o. DGFT, New Delhi has issued another Trade notice No. 47/2019-20 dated 29.01.2020 regarding availability of online link for uploading members concern on misclassification of goods under Others category at the time of import.

Online link is developed to facilitate data collection and for quick analysis of concern. Members who have already represented their case earlier are also requested to upload their concern on <http://bit.do/dgfttn46>.

Said link will be available for upload upto 16.02.2020. Therefore, it is requested to all the concern members to upload their issue with regard to misclassification of goods under Others category at the time of import.

You can download said Trade notice from <https://dgft.gov.in/sites/default/files/trade%20notice%20no%2047.pdf>

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As you might be aware, O/o DGFT had earlier issued Trade Notice No. 37/2019 dated 22nd October 2019 whereby trade/ industry was advised to be careful while filing their Bill of entry at the time of import and were urged to mention specific HS Codes at 8 digit level, where they exist instead of using the Others category. It was also informed that many importers are not doing due diligence in mentioning correct HS codes at 8 digit level at the time of import and are casually using the HS Code for "Others" category, which is a residual code category. However, despite clear advisory in the Trade Notice No. 37/2019, it has been noted that imports under Others category continue to be widely used in the Bills of Entry. In this regard, O/o DGFT has now issued Trade Notice No. 46/201920 dated 17th January, 2020 whereby it is reiterated that all importers should file their Bills of Entry with specific codes available for the imported items under ITC(HS), 2017, Schedule — I (Import Policy) at 8 digit level, and to avoid as far as possible Others category.

Further, we understand from the said Trade Notice that the matter will be reviewed shortly and in the event of non-compliance and continued misclassification by the importers, Government may consider bringing a licensing regime for all items imported under the Others category by shifting these items from free to restricted category.

If members of Trade and Industry are of the view that the existing HS codes are not sufficient to cover the goods that they are importing, they should immediately suggest appropriate HS codes at 8 digit level for such goods.

Members are requested to take note of this trade notice and do the needful accordingly, to avoid issues later on. The said Trade Notice is also available for reference using below link:

<https://dgft.gov.in/sites/default/files/trade%20notice%20no.%2046%20dated%2017.01.2020.pdf>

# Important Circulars and Notifications

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1580388611.pdf>

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## Regarding Revised All Industry Rates of Duty Drawback 2020

Ministry of Finance, Department of Revenue, Government of India has notified Revised All Industry Rates of Duty Drawback through Notification 07/2020-Cus (NT) dated 28.01.2020. This notification will come into effect from 4th February 2020.

Members are requested to go through the AIR Drawback Schedule and exact rate of your products from the below link:

[http://cbic.gov.in/resources//htdocs-cbec/customs/cs-act/notifications/notfns-2020/cs-nt2020/csnt\\_07.pdf](http://cbic.gov.in/resources//htdocs-cbec/customs/cs-act/notifications/notfns-2020/cs-nt2020/csnt_07.pdf)

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1580301727.pdf>

## Regarding Standard Operating Procedure (SOP) to be followed by exporters

We wish to inform you that Central Board of Indirect Taxes and Customs GST Policy Wing has issued Circular No.131/1/2020-GST dated 23rd January, 2020 regarding Standard Operating Procedure (SOP) to be followed by exporters.

There are cases of monetisation of credit fraudulently obtained or ineligible credit through refund of Integrated Goods & Service Tax (IGST) on exports of goods have been detected in past few months by the concern Department. On verification, several such exporters were found to be non-existent in a number of cases. In all these cases it has been found that the Input Tax Credit (ITC) was taken by the exporters on the basis of fake invoices and IGST on exports was paid using such ITC.

To mitigate the risk, the Board has taken measures to apply stringent risk parameters-based checks driven by rigorous data analytics and Artificial Intelligence tools based on which certain exporters are taken up for further verification. Overall, in a broader time frame the percentage of such exporters selected for verification is a small fraction of the total number of exporters claiming refunds.

The refund scrolls in such cases are kept in abeyance till the verification report in respect of such cases is received from the field formations.

Further, the export consignments/shipments of concerned exporters are subjected to 100 % examination at the customs port.

While the verifications are caused to mitigate risk, it is necessary that genuine exporters do not face any hardship. In this context it is advised that exporters whose scrolls have been kept in abeyance for verification would be informed at the earliest possible either by the jurisdictional CGST or by Customs. To expedite the verification, the exporters on being informed in this regard or on their own volition should fill in information in the format attached as Annexure A to this Circular and submit the same to their jurisdictional CGST authorities for verification by them. If required, the jurisdictional authority may seek further additional information for verification.

However, the jurisdictional authorities must adhere to timelines prescribed for verification.

Verification shall be completed by jurisdiction CGST office within 14 working days of furnishing of information in proforma by the exporter. If the verification is not completed within this period, the jurisdiction officer will bring it the notice of a nodal cell to be constituted in the jurisdictional Pr. Chief Commissioner/Chief Commissioner Office. After a period of 14 working days from the date of submission of details in the prescribed format, the exporter may also escalate the matter to the Jurisdictional Pr. Chief Commissioner/Chief Commissioner of Central Tax by sending an email to the Chief Commissioner concerned (email IDs of jurisdictional Chief Commissioners are in Annexure B).

The Jurisdictional Pr. Chief Commissioner/Chief Commissioner of Central Tax should take appropriate action to get the verification completed within next 7 working days.

## Important Circulars and Notifications

In case, any refund remains pending for more than one month, the exporter may register his grievance at [www.cbic.gov.in/issue](http://www.cbic.gov.in/issue) by giving all relevant details like GSTIN, IEC, Shipping Bill No., Port of Export & CGST formation where the details in prescribed format had been submitted etc.. All such grievances shall be examined by a Committee headed by Member GST, CBIC for resolution of the issue.

Members are requested to take note of the same and make of use of this facility for getting their pending IGST refund, if any, accordingly. The said Circular is available for reference using below link:

<http://cbic.gov.in/resources//htdocs-cbec/gst/circular-cgst-131.pdf;jsessionid=CDDCFA36AEF96889B55E28C-167E03ACD>

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1580131162.pdf>

Regarding Extension of exemption from Caution Listing of Exporters under EDPMS till 31st March, 2020 & Amendments in ITC (HS) 2017-Schedule-1 (Import Policy)

Extension of exemption from Caution Listing of Exporters under EDPMS till 31st March, 2020 – RBI related  
We wish to inform you that RBI has extended the exemption for the exporters from enforcement of provisions of automatic caution listing for a further period of 3 months till 31st of March, 2020.

However, members are requested to regularly check their outstanding export bills in the EDPMS system and take appropriate action. Members are also requested to utilize this additional time up-to 31/03/2020 to clear EDPMS related cases, if any.

Amendments in ITC (HS) 2017-Schedule-1 (Import Policy) – DGFT related

We would like to inform you that the O/o Directorate General of Foreign Trade, New Delhi has issued Notification No. 38/2015-2020 dated 01/01/2020 regarding Notification of ITC (HS), 2017 – Schedule-1 (Import Policy).

As an effect of this Notification, ITC (HS) 2017-Schedule-1 Import Policy is amended in sync with the Finance (No. 2) Act, 2019 dated 1st August, 2019. The notification already come into effect wef 01.01.2020.

The Central Government hereby notifies the Exim codes introduced / deleted /split / merged/ changed in description vide the Finance (No. 2) Act, 2019 dated 1st August, 2019 in the ITC (HS), 2017 as Annexed to this Notification. Members are requested to take note of these amendments. The above-said notification having Annexure is available for reference using link: <https://dgft.gov.in/sites/default/files/Notification%2038%20Eng..pdf>

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1581073097.pdf>

### Regarding One time condonation under EPCG Scheme- Extension till 31.03.2020

We wish to inform you that O/o DGFT New Delhi has earlier issued following Public notices with regard to condonation /relaxation for EPCG licences:

- Public notice No. 35 /2015 -20 dated 25.10.2017 - Onetime condonation of time period in respect of obtaining block – wise extension in Export Obligation period under EPCG Scheme.
- Public notice No. 36/2015-20 dated 25.10.2017 – Onetime condonation of time period in respect of obtaining extension in Export Obligation Period under EPCG Scheme.
- Public notice No. 37/2015-20 dated 25.10.2017 – Onetime relaxation for condonation of delay in submission of installation certificate under EPCG Scheme.

The validity of the above-mentioned Public Notices was extended till 30.09.2018 vide P/N. No. 01/2015-2020 dated 26.04.2018 and further extended till 30.09.2019 vide P/N. No. 78/2015-20 dated 11.03.2019

P/N. No. 37/2015-20 dated 25.10.2017 was modified vide following Public notice:

Public Notice No. 30/2015-20 dated 14.08.2018 – With this Public notice RAs have been delegated power till 31st

## Important Circulars and Notifications

March 2019 of one-time relaxation and condonation of delay in submission of installation certificate for EPCG authorization issued upto 31.03.2015, without payment of any penalty.

DGFT have further extended the time of receipt of requests till 31.03.2020 in respect of the above-mentioned Public notices.

The other contents of the above-mentioned Public Notices shall remain the same.

Members, please note that the time period to receive requests in RAs for block-wise extension; extension in Export Obligation Period and Submission of installation certificate is further extended upto 31.03.2020.

Members are requested to take note of the same and make of use of this opportunity to regularize their old cases, if any, accordingly. The said PN is available for reference using below link:

[https://dgft.gov.in/sites/default/files/P%20N%2055%20ENGLISH\\_0.pdf](https://dgft.gov.in/sites/default/files/P%20N%2055%20ENGLISH_0.pdf)

The council circular is available for reference on <https://plexconcil.org/public/custom/files/circulars/1578481193.pdf>



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## International News

### Chinaplas 2020 Announces New Dates

Originally scheduled for April 21 to 24, 2020, Chinaplas now will be held on Aug. 3 to 6 at the National Exhibition and Convention Center in Shanghai. The event was re-scheduled as a result of the coronavirus.

In announcing the new show dates, Ada Leung, General Manager at show organizer Adsale Exhibition Services Ltd., said, “Many market activities like consumption, manufacturing and investment etc. are put on hold during the epidemic. And now, some companies have already resumed work and manufacturing in an orderly manner. We believe that once the outbreak is controlled, all suppressed market demand will be released. The postponement of Chinaplas to August in Shanghai will help the upstream and downstream industries to seize business opportunities during market rebound period.”

The press release also noted the contributions made by companies in the plastics and rubber supply chain to “assist in the epidemic control measures” through donations of money and materials and acceleration of manufacturing processes. Medical plastics and associated processing technologies will be featured at the event.

Organizers anticipate welcoming more than 3800 exhibitors to this year’s event. Visitors who pre-register before May 22 will receive a badge by mail, said Adsale. Source: Plastics Today

### Sumitomo Expands Epoxy, PES Offerings for Carbon Fiber-reinforced Composites

The aerospace industry is constantly searching for stiff, strong, lightweight materials that can handle rapid temperature changes, broad chemical exposure, and provide long service life with excellent fatigue resistance. Thanks to the successful launch of composites-intensive aircraft like Boeing’s 787 Dreamliner in 2011 and the A350 XWB from Airbus in 2015, the use of composite materials has grown significantly on commercial aircraft owing to their ability to reduce mass, lower fuel consumption and maintenance, and improve corrosion and fatigue resistance. To better support customers in the U.S. aviation/aerospace segment, Sumitomo Chemical Co. Ltd. (Tokyo) has developed two new grades of epoxy resin with enhanced viscosity for easier processing, as well as a new grade of a polyethersulfone (PES) additive to boost fracture toughness and microcrack resistance for carbon fiber-reinforced epoxy composites.

To support the aerospace industry’s needs for carbon composites with high performance and greater productivity, Sumitomo Chemical has developed two new grades of epoxy resin for use in prepreg production. Versus the standard aerospace grade — Sumi-Epoxy ELM 434 with a viscosity of 11,900 mPa-S — the new



-434L grade has a viscosity of 8,200 mPa-S and the new 434VL grade has a viscosity of 5,100 mPa-S. Sumitomo also offers two higher-temperature grades (Sumi-Epoxy ELM- 100 and 100H), which both have a T<sub>g</sub> of 260° C vs. the standard 230° C of ELM-434.

Sumitomo has also expanded its offering of Sumika-Excel PES micron-powder tougheners for epoxy composites. In addition to its standard grade, SumikaExcel 5003P, a new lower molecular weight 2603P grade has been introduced. The standard 5003P grade has a viscosity of 0.52 dl/g versus a reduced viscosity of 0.26 for the new 2603P grade (both measured as 1% PES in N, N- dimethylformamide (DMF) solution @ 25° C). The molecular weight (Mw) of 5003P is 42,000 vs. 16,000 for the 2603P grade. Additionally, the T<sub>g</sub> of 5003P is 227° C vs. 220° C for 2603P as measured with a differential scanning calorimeter. The new 2603P grade also features more terminal -OH groups vs. the standard grade (4.5 vs. 1.1 per 100 units).

High numbers of defects due to material and color changes become expensive unless businesses are able to correct the problem. Processors are able to reduce the cost of rising scrap rates by following these purging tips.

SumikaExcel 2603P, a lower-viscosity PES additive, benefits aerospace composites where the viscosity of the combined epoxy/PES matrix is highly dependent on the molecular weight of the PES even at low letdown ratios. While the original SumikaExcel 5003P additive is effective at improving fracture toughness in epoxy composites, it was not always easy for formulators to add as much additive as desired due to the high viscosity of the combined resin system — especially during prepreg production. By opting to use the lower-viscosity 2603P grade, formulators can now increase the ratio of PES to epoxy to further improve the toughness of the final composite. Or, formulators can add additional polymers and additives to further modify the functional properties of the composite. Yet another option is that formulators can choose one of the new lower-viscosity Sumi-Epoxy grades rather than use a lower molecular weight PES in order to drive down the viscosity of the combined polymer matrix.

When ground to a micron-powder, PES has proven to be a very-effective additive for boosting the fracture toughness and microcrack resistance of epoxy composites — both in prepreg form and as a polymer for resin-transfer molding (RTM). It provides these properties over a broad temperature range without negatively affecting dimensional stability, flame/smoke/toxicity (FST), creep resistance, modulus, impact strength, or yield strength. In its role as a functional additive for epoxy composites, specific PES grades with hydroxyl (-OH) end groups react with glycidyl groups on the epoxy matrix to form a cross-linked, interpenetrating polymer network (IPN).

Even though the additive is typically used at low let-down ratios of 2-12 wt-%, it adds greater flexibility to the IPN, which in turn boosts the toughness of the epoxy composite. PES typically has a glass-transition temperature (T<sub>g</sub>) of 225–230° C, which is higher than that of aerospace-grade epoxies that average 120–200° C. Since the PES additive also has good stiffness and strength, it improves impact and crack resistance without compromising other thermo-mechanical properties. Especially important for aerospace applications, it does all this without affecting FST or the ability to mold and hold very-tight tolerances. Although it is most commonly used with high-performance carbon fiber-reinforced epoxy composites, it is equally effective in glass-, aramid-, or basalt-reinforced epoxy too.

Sumitomo can customize both its epoxy and PES grades (and even provide the PES additive in its epoxy grades) to meet specific customer requirements for processability and functionality. Sumitomo Chemical is unique in the plastics industry as the world's sole PES manufacturer that maintains dedicated PES polymerization facilities (in Chiba and Ehime, Japan) and also dedicated micron-powder grinding facilities on three continents. This eliminates the possibility of cross-contamination with other polymers — a critical and highly enforced requirement in the aerospace and medical-device industries — and it also simplifies the supply chain for processors and OEMs. Powders as fine as 15 µm and as coarse as 500 µm are available.

Source: Plastics Today

### Recycled PET Demand Projected to Surge

Reports of increased recycling rates, particularly of PET bottles, are showing success in closing the loop. The latest report from sustainability consultancy Eunomia, in collaboration with the European Federation of Bottled Water (EFBW), Petcore Europe, and Plastics Recyclers Europe (PRE), projects a strong trend toward the use of recycled PET (rPET) thanks to increased demand.

The combination of significant improvements in recycling processes and increased quality of materials could result in rPET accounting for as much as 55% of total PET demand by 2030. This is particularly evident for food-grade rPET used in bottle-to-bottle processes, where incentives such as the producers' voluntary pledges and rPET content targets set in the EU Single-Use Plastics Directive will further accelerate production, said the information.

The market for trays and sheets, which currently absorbs 20% of rPET, is also considered in the report. It estimates that the average recycled content of PET trays produced in Europe is 50% and this trend is set to continue.



Main obstacles identified are collection and design for recycling. To achieve a 90% collection target of beverage bottles and meet expanding demand, well-conceived, harmonized collection schemes must be implemented with the help of local and national authorities, said the report. In parallel, a common approach to recyclability and product design must be established. Initiatives such as European PET Bottle Platform (EPBP) and RecyClass have laid the groundwork, providing a common direction for the industry toward improving packaging recyclability.

Furthermore, increasing trust and traceability of the recycled materials by building on schemes such as Eu-CertPlast and establishing EU-wide certification of recycled materials would ensure the optimal uptake of rPET.

In the United States, the Every Bottle Back initiative is making good headway, especially in the state of Minnesota, where local beverage distributors are pushing the recycling message: PET bottles are not single-use. “Not all plastics are equal,” said Tim Wilkin, President of the Minnesota Beverage Association (MBA), in an interview with the Minneapolis Star Tribune. “I think there’s a growing need and demand for recycled material. We’ve always designed our bottles and caps with the intention that they be re-used.”

Led by the American Beverage Association, the Coca-Cola Co., Keurig Dr Pepper, and PepsiCo have joined with environment and sustainability leaders, including the World Wildlife Fund, the Recycling Partnership, and Closed Loop Partners, to launch the Every Bottle Back initiative. The goal of the initiative is to decrease the use of virgin plastic by increasing the collection of plastic bottles so they can be remade into new bottles. This will reduce the beverage industry’s use of new plastic and ensure the bottles and caps don’t wind up in places they shouldn’t, like lakes, rivers, or parks, or wasted in landfills.

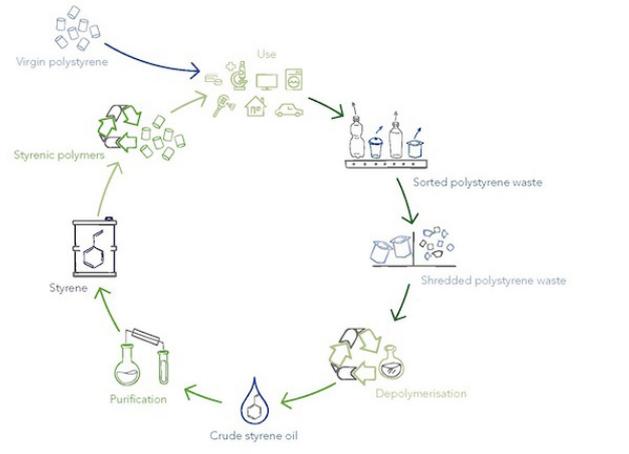
“Our hope is that Every Bottle Back will be a catalyst for getting industry, environmental groups and local government to come together to develop new, innovative ideas to increase collection of our valuable plastic bottles so they can be remade into new bottles or products,” said Wilkins.

Source: Plastics Today

## Polystyrene Shown to Be One of the Most Sortable Plastics in Waste Stream

Recent testing by a supplier of sensor-based sorting systems for recycling plants has shown that polystyrene (PS) is not only made for recycling, but also made for sorting, according to an announcement from Ineos Styrolution (Frankfurt, Germany).

The testing was performed under the umbrella of Styrenics Circular Solutions (SCS) using near-infrared (NIR) sensor technology developed by Tomra (Asker, Norway). Post-consumer plastic waste was sorted in a multi-step process including initial sorting from post-consumer waste, grinding into smaller flakes, washing, drying, and flake sorting. The resulting purity of polystyrene turned out to be higher than 99.9%



One reason for the good result, according to Jürgen Priesters, Senior Vice President, Circular Economy at Tomra, is the specific properties of the material. “Styrenic compounds have a unique signal that make it easy to identify specific properties of the material that results in very precise sorting, an advantage that some of the other polymers do not have.”

Tomra’s findings prove that today’s sorting technologies achieve a purity level beyond what is required to successfully recycle polystyrene through both mechanical as well as advanced recycling processes. Along with Ineos Styrolution’s investments in multiple recycling projects, this takes the company another step closer to developing closed-loop solutions for styrenics, said Ineos’ announcement.

Ineos noted that the company continues along its path to build the best recycled ABS in the world and chemically recycled polystyrene at commercial scale. The company is investing in multiple projects in Europe and in the Americas to set up recycling facilities based on the depolymerization process.

Sven Riechers, Vice President, Business Management, Standard Products EMEA at Ineos Styrolution, commented: "These findings on polystyrene sorting make styrenics a material of choice for a circular economy and confirms our statement that styrenics are made for recycling like no other."

Source: Plastics Today

### A bubble barrier to contain marine plastic waste

The Municipality of Amsterdam has come up with an imaginative way of protecting the canals, that the Dutch capital is renowned for, from all types of waste and from plastic waste in particular.

After holding plastic collection events held during boat tours, it recently launched a simple and affordable system, in collaboration with the Regional Water Department and a start-up, comprised of a bubble barrier that traps waste and redirects it to the banks of the canals where it can then be collected. The world's first "Great Bubble Barrier" was just recently set up at a strategic location, on the Westerdock canal located at the end of Amsterdam's historic canal system.

The bubble barrier comprises a long, perforated tube into which air is pushed. It is placed at the bottom of the waterway and is therefore not a physical obstacle for boats and fish. However, pumping air through the tube creates a curtain of bubbles which guides debris and waste from the bottom of the canal and the water's surface towards the banks. By placing two curtains in a diagonal pattern, the bubble barrier prevents plastic waste from floating downstream and therefore from ultimately ending up in the ocean. The waste is redirected to containers placed along the banks where it can be easily collected using conveyor belts for instance. The waste will then be analysed by the volunteers of the "Clean River" project.

The system, which is intended to redirect up to 80% of the waste towards the collection points, will operate 24/7 over the next three years. Philip Ehrhorn, co-inventor of the "Great Bubble Barrier" and co-founder of the recently-created start-up of the same name, is hopeful: "Over two thirds of the plastic waste in the oceans comes from rivers and canals. If we are going to intercept that waste, why not start there".

Source: PlasticsEurope.org

### KRAIBURG TPE launching world's first weight-saving TPEs

KRAIBURG TPE has developed an innovative material technology that enables the production of TPE with very low density. The result is three new product lines for extreme weight-saving components of a type that is in increasing demand for vehicle construction, power tools and various other application areas.

To further reduce emissions from vehicles, as well as to improve fuel economy, car manufacturers are always looking for extremely lightweight solutions – particularly for unsprung weight in and on their vehicles. Lower weight and increased mobility play a decisive role for the market success of products in other sectors too, including power tools, aviation, drones, textiles, and sports, leisure and outdoor goods.

Expandable materials including TPE are therefore often used, but require strict process control procedures to achieve an even surface quality without surface waviness.

KRAIBURG TPE has now been able to implement a new TPE technology by using 3M Glass Bubbles for materials with very low densities of between 0.7 and 0.9 g/cm<sup>3</sup> that enable the production of extremely lightweight thin-walled mouldings, which provide excellent surfaces and are able to withstand mechanical loads.

The microscopic glass bubbles are made of chemically stable borosilicate glass that is insoluble in water. They spread evenly in the TPE matrix and help increase dimensional stability.

The weight is over

The new lightweight TPEs can be processed cost-effectively using established injection moulding machines and extruders. In addition to significant weight savings and very homogeneous surfaces, they also provide excellent compression set values. Production waste can be recycled directly.

KRAIBURG TPE is initially offering three specific series of the world's first TPEs of this type, including: THERMOLAST K LW/UV (lightweight + UV resistance) for exterior vehicle components; THERMOLAST K LW/CS/UV (lightweight + increased compression set + UV stability) with excellent resilience and adhesion to PP, making this product series particularly suitable for various sealing applications; and THERMOLAST K LW/PA (lightweight + adhesion to polyamides), also with HB non-flammability classification in accordance with UL94.

Martina Hetterich, Project Manager Advance Development at KRAIBURG TPE, said: "3M Glass Bubbles have been tried and tested as weight-saving fillers in various

‘hard’ thermoplastics, but our new lightweight technology is using them in TPEs for the first time. Thanks to the excellent collaboration with our partner 3M, we have been able to develop formulations that not only meet current lightweight construction and quality requirements, but also open up completely new markets for the commercial use of our TPEs.”

The three new THERMOLAST K lightweight series from KRAIBURG TPE are now available worldwide.

### **Ascend to purchase compounding/masterbatch businesses in Italy**

US-based Ascend Performance Materials, the largest fully integrated producer of polyamide (PA) 66 resin, is to purchase Poliblend and Esseti Plast GD from D’Ottavio Group. Terms of the transaction were not disclosed. The acquisition is expected to close in the second quarter.

The acquisition includes a manufacturing facility in Mozzate, Italy, the masterbatch portfolio of Esseti Plast GD and the engineering plastics portfolio of Poliblend, which consists of virgin and recycled grades of PA66, PA6, PBT and POM. “This strategic acquisition marks an important transformation for our company as we grow our European manufacturing and distribution footprint. More importantly, it helps us provide our customers with a broader portfolio of high-performance, sustainable products to meet increasing demand,” said Phil McDivitt, Ascend’s President/CEO.

Poliblend was founded in 1999 and offers compounding and masterbatch services, including colour and additive concentrates that enhance the appeal and end-use performance of plastics products, packaging and fibers. Its certifications include ISO 9001, ISO 14001 and ISO TS 16949. “The ability to offer our sustainable products in an ever-changing global business environment is a game changer for Ascend,” said John Saunders, Ascend’s European leader. Giancarlo D’Ottavio, Poliblend’s president, will continue to run Poliblend’s operations and join Ascend’s European management team. “This is an exciting chapter for Poliblend. Combining the shared expertise of our companies creates opportunities to expand our reach while continuing to provide the high-quality products and service that our customers have come to trust,” said D’Ottavio.

Source: Plastics and Rubber Asia

### **Nagase expands capabilities in thermoplastics with acquisition in US**

Nagase Holdings America, part of Japan-headquartered chemical trading firm Nagase, is to acquire Interfacial Consultants. The latter is a US-based supplier focusing in the development of disruptive advanced materials and manufacturing process platforms, serving the transportation, construction, medical and consumer markets. Pending completion, this transaction will represent a significant step forward in Nagase’s growing commitment to increasing their R&D capabilities, particularly within the high-performance thermoplastics vertical. By tapping into Interfacial’s expertise in development services, specialty materials and engineered substrates, Nagase says it aims to address customer needs by developing innovative new products and bringing them to market.

“We couldn’t be more excited to combine efforts with the team at Interfacial,” said Bradley Hilborn, Vice President of Strategy & Planning at Nagase Holdings America. “Interfacial has the ability to rapidly develop products and processes to manufacture at scale. This acquisition will allow Nagase to utilize those capabilities, enabling us to deliver rapid, innovative solutions to our customers across a variety of markets.”

Dr. Jeffrey Cernohous, Founder, Board Member & Executive Advisor of Interfacial, also looks forward to the growth this agreement will bring. “We are excited to deepen our relationship with Nagase as a result of this transaction,” Cernohous said. “This partnership will allow us to accelerate the global commercialization of products relating to our material science-based technology platforms. We look forward to working with them to achieve this goal.”

Nagase owns more than 100 group companies around the globe, manufacturing and distributing various products such as resins, functional polymers, plastic products, electronic materials, functional food, pharmaceutical ingredients, and intermediates.

Source: Plastics and Rubber Asia



## India News

### CM lays foundation stone for Tamil Nadu Polymer Park

Chief Minister Edappadi K. Palaniswami on Friday laid the foundation stone for the Tamil Nadu Polymer Park, a project of TIDCO and SIPCOT on 257 acres of land in Puzhuthivakkam in Tiruvallur district. With an investment of ₹217 crore, the Tamil Nadu Polymer Park is expected to attract investments of ₹3,000 crore and generate over 7,000 new jobs.

“Tamil Nadu is one of the most industrialised states in the country and also a favourable destination for investors. Considering the scope for plastic and allied industries, the Government of Tamil Nadu has taken several initiatives to promote its polymer industries park exclusively for housing plastic and allied industries, by dovetailing the grants available under ‘Scheme for setting up of Polymer Parks’ sponsored by the Department of Chemicals and Petrochemicals under the Central government,” said an official in the state industries department. The state government has planned the polymer industrial park project, after gauging the prospects of the plastics sector.

The Tamil Nadu Polymer Park project, a joint venture between TIDCO and SIPCOT, would sprawl over 257 acres of land in Puzhuthivakkam in Tiruvallur district in the state.

Source: The Hindu

### NIRVIK scheme to provide high insurance cover for exporters: Sitharaman

Finance Minister Nirmala Sitharaman on Saturday announced Nirvik (Niryat Rin Vikas Yojana) scheme to provide enhanced insurance cover and reduce premi-

um for small exporters. “To achieve higher export credit disbursement, a new scheme NIRVIK is being launched which provides for high insurance cover, reduction in premium for small exporters and simplified procedures for claim settlements,” she said while presenting Budget 2020-21 here.

The scheme is being prepared by the commerce ministry. Under the scheme, also called the Export Credit Insurance Scheme (ECIS), the insurance guaranteed could cover up to 90 per cent of the principal and interest.

The ministry has also proposed to subsidise the premium under the scheme that has to be paid by exporters of certain key sectors. The Export Credit Guarantee Corporation currently provides credit guarantee of up to 60 per cent loss.

The development assumes significance as exporters have raised concerns over availability of credit. The country’s exports contracted for a fifth month in a row by 1.8 per cent in December 2019 to USD 27.36 billion.

During April-December 2019-20, exports slipped 1.96 per cent to \$239.29 billion, imports declined 8.9 per cent to \$357.39 billion, leaving a trade deficit of \$118.10 billion.

Source: Business Standard

### Relief for exporters: MEIS, other sops may run beyond March 31

The government is looking at the possibility of extending the popular Merchandise Export from India Scheme (MEIS) and other export incentives, challenged by the US at the World Trade Organization, beyond March 31

as it is worried that replacing the existing schemes could hurt the already floundering exports.

The Foreign Trade Policy 2020-25 to be announced in the new fiscal may continue many of the old schemes with some adjustment in rates, a government official told BusinessLine. “Exporters across sectors are seeking a continuation of incentives such as the MEIS, the Export Promotion Capital Goods (EPCG), the Export Oriented Units (EOUs) and the Electronic Hardware Technology Park (EHTP) schemes, which the government was planning to end this fiscal.

With exports showing a decline so far this year, there is a growing feeling amongst policy makers that the boat should not be rocked further,” a government official told BusinessLine. India’s exports declined almost 2 per cent to \$239.29 billion in April-December 2019 with most labour-intensive sectors contracting.

Last year, the US had complained to the WTO that India’s export subsidy schemes flouted rules as the country’s Gross National Income (GNI) had exceeded the per capita \$1,000 annual threshold above which members were banned from subsidising exports.

Following this, a dispute panel ruled in the US’ favour. The report circulated on October 31 stated that New Delhi should do away with schemes including the MEIS, the EoU/EHTP and the EPCG within 120 days of adoption of the ruling, while the benefits of the Special Economic Zone scheme have to be withdrawn in 180 days.

#### Appeal against panel decision

India, however, need not be in a hurry to discontinue the schemes as it subsequently appealed against the panel decision at the WTO Appellate Body. Since the apex decision making body has not been functional since December — after the US blocked the appointment of new judges, demanding changes to WTO rules — India is not under pressure to implement the judgment of the panel.

“The fact that India has appealed against the WTO panel ruling allows the country to continue the schemes for many more months as the Appellate Body crisis is unlikely to be resolved soon because of Washington’s inflexible attitude,” the official said.

An indication that the government is slightly relaxed about replacing the export promotion schemes is evident from the fact that Finance Minister Nirmala Sitharaman’s decision to switch the MEIS with a new Remission of Duties or Taxes on Export Product (RoDTEP) scheme from January 1, 2020 has not yet been implemented.

The RoDTEP scheme is supposed to be compliant with WTO norms as it seeks to neutralise all taxes and levies

imposed on export products without linking them directly to exports. But exporters are not too keen, as many in sectors such as electronics fear that the payments under it would be lower.

Source: thehindubusinessline.com

### India must focus on network products to export like China: Economic Survey

India can emerge as a major hub for assembly of ‘network products’, and a clear-headed strategy in this direction will help to achieve the target of USD 5 trillion economy, create jobs and chart China-like export trajectory, the Economic Survey said on Friday.

The Economic Survey 2019-20, presented in Parliament by Finance Minister Nirmala Sitharaman, drew attention to China’s “remarkable export performance” that was driven primarily by specialisation at scale in labour-intensive activities, especially “network products”.

The Survey highlighted that India also has huge potential to emerge as a major hub for final assembly of ‘network products’ such as computers, electronics and telecom equipment -- the global value chain which is controlled by the likes of Apple, Samsung and Sony. The Survey exhorted India to grab the “unprecedented opportunity” to chart a China-like export trajectory.

“Exports of network products, which is expected to equal USD 7 trillion worldwide in 2025, can contribute a quarter of the increase in value-added for the USD 5 trillion economy by 2025,” it said. India must, therefore, focus on group of industries referred to as “network products”, where production processes are globally fragmented and controlled by leading Multi-National Enterprises (MNEs).

“The incremental value added in the economy from the target level of exports of network products, which is expected to equal USD 248 billion in 2025, would make up about one-quarter of the increase required for making India a USD 5 trillion economy by 2025,” it said. The Survey said US-China trade war is causing major “adjustments” in global value chains and companies are now looking for alternative locations for their operations - an opportunity that India can cash in. “These developments present India an unprecedented opportunity to chart a similar export trajectory as that pursued by China and create unparalleled job opportunities for its youth,” it said.

Economic survey said high diversification combined with low specialisation meant that India is spreading its exports thinly over many products and partners, leading to lacklustre performance compared to China. “The bottom line is that if India wants to become a major exporter, it should specialise more in the areas of its comparative

advantage and achieve significant quantity expansion,” it said.

The Survey said that while India’s export of network products increased to USD 32 billion in 2018, from USD 2 billion in 2000, its participation in this market remained miniscule compared to that of other Asian countries. Among the major Asian countries, India and Indonesia are the only ones with a trade deficit in such products. By raising India’s share in world exports of network products to 3.6 per cent by 2025, it is possible to create 38.5 million additional jobs in the country during the next five years, it said. Moreover, by raising this share to 6.1 per cent by 2030, it is possible to generate additional 82.2 million jobs during the next ten years, it added.

The Survey said that in order to position the country as an attractive location for assembly activities, it is important that import tariff rates for intermediate inputs are zero or negligible.

Source: Business Standard

## Customs to pilot direct inland delivery of containers at Whitefield ICD

The Customs Department has picked Whitefield near Bengaluru, where southern India’s largest inland container depot (ICD) or dry port is located, to pilot a direct inland delivery (DID) concept to cut time and costs for cargo imported in containers. The concept is modelled on the direct port delivery (DPD) scheme introduced at the country’s seaports.

“The first experiment of the direct inland delivery concept will be carried out at the Whitefield ICD, whereby the same facility (available under DPD) will be available at an ICD,” said Baswaraj Nalgave, Commissioner of Customs (City and ICD), Bengaluru. “If a container is brought to ICD Whitefield from VO Chidambaram Port Trust (VOCPT) in Thoothukudi (Tamil Nadu), for example, and if for some reason, the importer does not have the status of an authorised economic operator or DPD facility, you can come to us and we will give you direct inland delivery at the ICD,” Nalgave said.

### Cutting costs and time

Under DPD, import containers are delivered directly to pre-approved clients at the port rather than made to wait at a container freight station (CFS) located outside for clearance. This reduces cargo dwell time and costs

for shippers. DPD was first implemented at Jawaharlal Nehru port, India’s biggest container gateway, and later extended to all the gateway ports, including Chennai port and privately-run Mundra port.

DID will be applicable for ICD-bound containers only after entry inwards has been granted at the gateway port. From a slow start about two years ago, the share of DPD in the overall imports has crossed 40 per cent, from about 5 per cent.

A CFS is an off-dock facility licensed by the Customs Department to help de-congest a port by shifting containerised cargo and for carrying out Customs-related activities outside the port area. An ICD also

and distributing areas), far away from the ports.

### The DID procedure

Under the DID scheme, importers will have to file the import declaration before the arrival of the goods from the gateway ports at the ICD. The importer will pay the duties accordingly or on a deferred payment basis.

Currently, custodians at ICDs offer a free period to importers before they clear containers carrying imported goods. The tariff structure for incentivising importers to opt for DID, and the extra charges for not clearing the DID container within 24 hours of the out-of-charge (granted) by the Customs Department, are being worked out.

The DID concept is yet another effort by the Centre to improve India’s ranking in Trading Across Borders (TAB) as part of the World Bank’s Ease of Doing Business index. India has been improving consistently in the rankings over the past five years, and one of the key drivers has been the initiatives under TAB, where India jumped substantially from 146 to 68 in the last two years. The Centre has set a target of reaching the top 50 ranks in TAB this year.

The study for measuring trading across borders/ease of doing business were so far restricted to the Jawaharlal Nehru Port Trust (JNPT) and the Tughlakabad ICD (near Delhi), the country’s biggest dry port. “This year, the coverage will be extended to the Whitefield ICD also,” Nalgave added.

Source: thehindubusinessline.com

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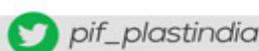
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## Exports contract for 6th straight month, drop 1.66 pc in Jan; trade deficit widens

The country's exports dropped 1.66 per cent to USD 25.97 billion in January, the sixth straight month of contraction, on account of a significant fall in shipments of petroleum, plastic, carpet, gems and jewellery, and leather products.

Imports also fell for the eighth consecutive months, down 0.75 per cent to USD 41.14 billion in January, widening the trade deficit to a seven-month high of USD 15.17 billion, according to the government data released on Friday.

Gold imports shrunk by about 9 per cent to USD 1.58 billion during the month under review. Last time, it was in June 2019 when the trade deficit aggregated at USD 15.28 billion. Of the 30 key sectors, as many as 18 segments showed negative growth in exports during the month.

Shipments of petroleum products, plastic, carpet, gems and jewellery, and leather products contracted by 7.42 per cent, 10.62 per cent, 5.19 per cent, 6.89 per cent, and 7.57 4 per cent, respectively, in January. The country's outbound shipments have remained subdued so far this year. It may have a bearing on the overall economic growth, which is pegged at 5 per cent for the current financial year.

Industrial output declined by 0.3 per cent in December 2019 due to poor performance mainly by manufacturing. In January, while oil imports grew 15.27 per cent to USD 12.97 billion, non-oil imports fell by 6.72 per cent to USD 28.17 billion.

Cumulatively, during the April 2019-January 2020 period, exports were down 1.93 per cent to USD 265.26 billion, while imports contracted by 8.12 per cent to USD 398.53 billion. Trade deficit during the period narrowed to USD 133.27 billion as against USD 163.27 billion in April-January 2018-19.

Meanwhile, an RBI release showed that services export for December 2019 stood at about USD 20 billion while imports were at USD 12.56 billion. Commenting on the figures, Apparel Export Promotion Council of India (AEPIC) Chairman A Sakthivel said the textiles sector needs immediate help from the government to further push the exports.

"Proper implementation of Rebate of State and Central Taxes and Levies Scheme (RoSCTL) and Merchandise Export from India Scheme are key to push apparel exports as the order books are not encouraging currently," he said. Federation of Indian Export Organisations (FIEO) President Sharad Kumar Saraf said global and domestic factors have again pull down the monthly ex-

ports. "Besides, protectionism and liquidity concerns coupled with sudden spread of novel coronavirus in the world's second-largest economy, China has further worsened the global sentiment and exporters are delaying their shipments," he said.

Source: Business Standard

## Exporters not keen on GSP restoration

Though the government is reportedly pushing the US administration for resumption of export benefits to domestic products under the US Generalised System of Preferences (GSP), the export sector is not too keen on having the benefits, withdrawn by the US last June.

Exporters rather look forward for positive steps towards a free trade agreement and tariff reduction on steel and aluminium exports. Though a full-fledged trade deal between India and the US looks unlikely now, with Trump himself saying on Tuesday that "I'm really saving the big deal for later on", exporters are pinning their hopes on a likely 'trade package' during Trump's India visit on February 24 and 25.

Commerce minister Piyush Goyal reportedly had several rounds of talks with US trade representative Robert Lighthizer over phone, demanding exemption from high duties imposed by the US on certain steel and aluminium products, resumption of export benefits to certain domestic products under the GSP, and greater market access for products in sectors like agriculture, automobile, auto components and engineering. It is not known what all are left on the table for inclusion in the trade package.

As a developing country, India has been enjoying the benefits under US GSP programme since 1975. As part of the trade war that Trump has opened on multiple fronts, the US withdrew \$260 million benefits to Indian products under GSP. While the export community was worried about the impact of the withdrawal in June, they are not pushing for its restoration during the upcoming Trump visit.

"Though the GSP benefits were withdrawn in June, the Indian exports to the US have grown in the second half of 2019 against the same period in 2018. Though there are a few export segments that have been hit by the GSP, overall there has not been any major impact of GSP on Indian exports to the US," said Ajay Sahai, director general and CEO of the Federation of Indian Export Organisations.

According to him, India should pursue a free trade agreement or a preferential trade agreement with the US that will be beneficial for traditional export sectors like textiles and leather, especially at a time when there is a standoff between the US and China.

Source: Asian Age

### Government of Odisha approves eight investment proposals worth Rs. 1609 crore

The Government of Odisha has approved eight more investment proposals worth Rs.1,609.49 crore in the 89th State Level Single Window Clearance Authority (SLSWCA) meeting. The meeting was held under the Chairmanship of Chief Secretary, Shri Asit Kumar Tripathy in Lok Seva Bhawan conference hall today wherein Shri Hemant Sharma, Commissioner-cum-Secretary, Industries outlined the project proposals for consideration. These proposals will create employment opportunities for 1450 people. The projects were approved in food processing, chemicals, plastics, tourism, steel downstream and infrastructure.

The SLSWCA approved the proposal of M/s Tata Global Beverages Ltd, to set up the Tea Blending & Packaging facility with annual capacity of 36,000 Metric Ton, with a total investment of Rs. 83.53 crore providing employment to about 294 people.

Another proposal of M/s Runaya Metsource LLP for Coal Tar Pitch (CTP) distillation unit of total 0.2 MMT-PA capacity, with additional investment of Rs.211 crores and employing around additional 212 people, has been approved.

In addition, another proposal of M/s Astra Polytechnik Ltd. (Unit 2) for setting up HDPE and Thermoplastic pipes manufacturing unit of capacity 5,000 MT for additional investment of Rs. 60.06 Crores has also been approved by the SLSWCA. It will provide an additional employment to around 150 people.

In the Tourism sector, project by M/s. Apeejay Surrendra Park Hotels Ltd. for expansion of its 5 star hotel with an investment of Rs. 150 Crores, has been approved, which will provide employment for 150 people and another proposal by M/s Kamat Hotels (India) Ltd. for expansion of its 5 star hotel, with an investment of Rs. 52 crore has also been approved and it will provide an additional employment to around 160 people.

In a big boost to the State's metal downstream sector, proposal of M/s. Thriveni Earthmovers Pvt. Ltd. has been approved for setting up 30 MTPA underground Slurry Pipe Line, with a total investment of Rs. 948.90 crores, which will create employment opportunities for 217 people.

The SLSWCA has also approved the proposal of M/s CDET Explosives industries Pvt. Ltd for setting up a manufacturing facility for cartridge explosives, bulk emulsion explosives, detonating fuse and caste boosters of capacity 45,300.00 MT per annum, with an investment of Rs. 55 crore and it will provide an additional

employment opportunities for 177 people.

Another proposal of M/s Apeejay Logistics Park Ltd. has been approved to set up an expansion of existing Logistics Park at Kalinga Nagar, with an investment of Rs. 50 crore, which will create employment opportunities for 90 people.

Source: The Week

### 'India has potential to increase exports to \$15 billion by 2025'

India has the potential to increase its goods and services exports to Australia to \$15 billion by 2025 and \$35 billion by 2035, according to Ambassador Anil Wadhwa, a former senior Indian Foreign Service (IFS) official. He was speaking about the bilateral trade opportunities at a round-table discussion organised by the Indo-Australian Chamber of Commerce in the city last week.

Bilateral trade in goods and services between Australia and India stood at \$23.3 billion in 2018, of which goods accounted for \$17.8 billion while services contributed about \$5.5 billion.

In a presentation titled, 'Economic and Trade potential between India and Australia', Ambassador Wadhwa highlighted that India accounted for only 2 per cent of Australia's total merchandise imports and 2.7 per cent of services imports in 2018.

#### Plans for India

A distinguished fellow at Vivekananda International Foundation (VIF), Ambassador Wadhwa was a former secretary (East) in the Ministry of External Affairs and Ambassador of India to Italy, Thailand, Oman, Poland, Lithuania and San Marino. He was tasked with the responsibility of authoring "Australia Economic Strategy" (AES), a reciprocal report from the Indian side to "India Economic Strategy 2035" (IES), a report released by the Australian government in 2018 with a target of making India one of Australia's top three export markets and the third-largest destination in Asia for Australian outward investment.

The IES was expected to be released by Australian PM Scott Morrison during his proposed visit to India in January 2020. However, the Australian PM had to cancel his first official visit due to the bushfire crisis in his country. Ambassador Wadhwa's presentation highlights only the key opportunities based on the 300-page report.

#### 'Where the future lies'

"We looked at the existing sectors on what more could be done and also futuristic sectors, which is something not happening now but where the future lies," Ambassador Wadhwa said, adding that technology, services

and innovation will be the future of this relationship given the nature of this economy at the moment and what is happening in India itself.

Wadhwa said petroleum products, rail equipment, pharmaceutical products and Automobiles are some of the key products in which India can increase its share of exports to Australia. "India contributes 7 per cent of Australia's imports of petroleum and mineral oils. India is a major exporter of refined oil and other products like high-speed diesel, aviation turbine fuel, light diesel oil, etc. It can leverage its strengths in this sector to increase its share in Australia's imports," the presentation noted.

Source: thehindubusinessline.com

## **Exporters also allowed to pay handling charges directly to terminals bypassing lines**

New rule to kick in from Feb 5; will bring in transparency and improve 'ease of doing business'

The Centre has allowed exporters also to pay terminal handling charges (THC) directly to the terminals, bypassing the shipping lines, to cut logistics costs and promote ease of doing business. To start with, Jawaharlal Nehru Custom House, which serves Jawaharlal Nehru Port Trust (JNPT), India's biggest container gateway, issued a public notice to implement the new rule with effect from February 5.

Prior to this, the Government had allowed importers with authorised economic operator (AEO) status and those availing themselves of direct port delivery (DPD) facility for containerised cargo to pay THC directly to the terminal operators instead of going through the shipping lines. The plan is expected to be rolled out in other ports as well.

Terminal Handling Charges (THC) are levied by port terminals on the shipping lines which, in turn, recover them from the exporters and importers.

Like in the case of imports, exporters have represented to the Customs Department that the lines were collecting THC, which are at variance with what the shipping lines were collecting, to pay the port terminals, resulting in lack of transparency in these charges. "In order to bring transparency and to augment the 'ease of doing business' and to reduce the logistics costs, it has been decided that the exporters having AEO status may be permitted to pay THC directly to the terminal operators instead of paying through the lines," Sanjay Mahendru, Commissioner of Customs, Nhava Sheva -II, wrote in a January 28 public notice.

## **Protesting against the move**

Authorised economic operators are engaged in international trade and approved by the Customs as compliant with supply-chain security standards prescribed by the World Customs Organisation.

The Container Shipping Lines Association (CSLA) India, a lobby group for global container carriers operating from/to India — that includes Maersk Line, MSC and CMA CGM — has protested against Government's move to change the mode of paying THC. Shipping lines have also rejected allegations that they were collecting "excessive charges as THC", arguing that the charges recovered by shipping lines are "transparent" and are "put up on their websites in India for all to check".

## **Hurdles for customers**

"The THC is a free market cost that should be left to the customers to decide upon," Sunil Vaswani, Executive Director, CSLA (India) said. "Through a fair process of acquiring quotes from different shipping lines, customers can reserve their rights to reject higher costs and choose the best suited ones as per the services they get," Vaswani stated.

Changing the mechanism for collecting THC will disrupt the way business is carried out in a free market, without factoring in the risks and investments involved, he added. The earlier practice ensured that the shipping lines were the single point of contact for customers instead of coordinating and engaging with multiple representatives from terminals, Customs, transporters and yards, who do not have a contractual relationship with customers.

"By moving the THC from being collected by shipping lines to port terminals, the customers will face major difficulties owing to the complexities of dealing with various intermediaries which are not their contractual partners. Their workload on documentation processes will increase tremendously leading to additional interfaces and the reconciliation processes with terminals will lead to an impact on operational efficiency, ultimately resulting in additional logistic costs," CSLA said. Liability issues will also arise due to the missing contractual relationship between the customer and the terminal, CSLA added.

Source: thehindubusinessline.com

**Miami Environmental Startup Okeanos to Work on Reducing Plastic Pollution in India**

MIAMI- Okeanos, a Miami startup which aims to reduce plastic pollution, is bringing its efforts to the largest polluting country in the world: India. The company will create its revolutionary Made from Stone™ products locally as well as partner with Indian nonprofits that educate and raise awareness about plastic pollution through the Okeanos Foundation.

Mumbai will be the location of the first Okeanos office in India. The company’s first products will be film, disposable containers, and female and baby hygiene products, with future plans to expand and replace all single-use products in the region. The introduction of the calcium carbonate-based alternative to single-use plastics in India begins with a partnership between Okeanos and the country’s largest compounder, Kandui.

“Having stone available a few kilometers from the plant allows to not only use local stone and local labor, but also makes our CO2 footprint minimal,” CEO Florencio Cuetara explains, “Okeanos India begins with remarkable manufacturing capacity, a large sales team, and many highly educated technicians. We are excited to announce that this venture is spearheaded by Managing Director Ashwin Agarwal, and cannot wait to see him lead the change in his country.”

Okeanos is rapidly expanding across the world, and will one day inspire users, brands, and stone suppliers in every local market to end plastic pollution. The unique international approach of company and vertical integration from product to purchase will prepare the company for a successful launch of physical products across the world.

About Okeanos

Okeanos is the manufacturer and developer of a degradable stone-based material that represents the first economically viable, scalable, and realistic alternative to single-use plastics. Okeanos’ signature Made from Stone™ product line is made primarily of calcium carbonate, a harmless, plentiful, renewable material combined with a small amount of biodegradable plastic. With constant innovations building off of their core technology, Okeanos is seeking to significantly reduce and, ultimately, phase-out conventional single-use plastics. More than just a manufacturer of eco-friendly packaging, Okeanos was founded with the goal of starting a global movement to create cleaner, healthier oceans. Its approach aligns consumers, brand owners, manufacturers and governments on a practical worldwide solution. Royalties earned by the licensing of Okeanos’ products go towards conservation and education of at-risk areas in the world. Okeanos also funds environmental research and lobbying for improved regulation.

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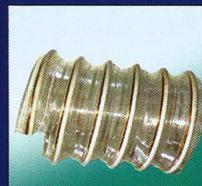
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# E-invoicing under New GST Return

## What is GSTN’s e-Invoicing Software & Implementation Date?

The transportation of goods from one place to another is facilitated by the filing of ‘E-Way Bills’ on the common GST portal. Similarly, the GST Council, in its 35th meeting, has decided to implement a system of e-invoicing, which will be applicable to specified categories of persons. e-invoicing is not the generation of invoice on GST portal. It is a myth. e-invoicing is the submission of an already generated standard invoice on a common portal. Thus it automates multi-purpose reporting with a one-time input of invoice details.

## What is E-invoicing?

‘E-invoicing’ or ‘electronic invoicing’ is a system in which B2B invoices are authenticated electronically by GSTN for further use on the common GST portal.

Under the proposed electronic invoicing system, an identification number will be issued against every invoice by the Invoice Registration Portal (IRP) to be managed by the GST Network(GSTN).

All invoice information will be transferred from this portal to both the GST portal and e-way bill portal in real-time.

Therefore, it will eliminate the need for manual data entry while filing ANX-1/GST returns as well as generation of part-A of the e-way bills, as the information is passed directly by the IRP to GST portal.

## What is the current system in place for issuing invoices?

Currently, businesses generate invoices through various softwares, and the details of these invoices are manually uploaded in the GSTR-1 return. The invoice information is thereafter reflected in GSTR-2A for the recipients for viewing only. On the other hand, the consignor or transporters must generate e-way bill by again importing the invoices in excel or JSON manually.

Under the new return system, an annexure in form GST ANX-1 will mostly take the place of the GSTR-1 return. However, the process of generating and uploading invoice details will remain the same. It will be done by importing using the excel tool/JSON or by the online entry of data. A seamless flow of data is expected for e-way bill generation. e-invoicing will be the key tool to enable this.

## How will Electronic invoicing benefit businesses?

Businesses will have the following benefits by using e-invoice initiated by GSTN:

E-invoice resolves and plugs a major gap in data reconciliation under GST to reduce mismatch errors.

E-invoices created on one software can be read by another, allowing interoperability and help reduce data entry errors.

Real-time tracking of invoices prepared by the supplier is enabled by e-invoice.

Backward integration and automation of the tax return filing process – the relevant details of the invoices would be auto-populated in the various returns, especially for

generating the part-A of e-way bills.

Faster availability of genuine input tax credit.

Lesser possibility of audits/surveys by the tax authorities since the information they require is available at a transaction level.

## What is GSTN's e-invoicing initiative?

GSTN had released the draft version of e-invoice format in an excel template and made it available for public feedback around 20 August 2019. The same was approved by the GST Council with some alterations at the 37th GST Council meeting held on 20 September 2019. GSTN associated with ICAI drafted the format to be compliant with the GST and other Indian tax laws. Apart from these, the format adheres to international and various industry standards. The e-invoice format looks exhaustive and a single format caters to different industries and businesses.

Any existing accounting or invoicing software/ application provider (SAP/Tally/Busy) must follow the PEPPOL standard for invoice generation. Taxpayers will, therefore, be able to generate a compliant invoice at the source. GSTN referred the PEPPOL (Pan European Public Procurement Online) standard, which works on Universal Business Language (UBL) version of electronic XML. Currently, PEPPOL is the most used standard across the globe. The system advocates diversified business applications and trading communities to exchange information along their supply chains using a common or a standard format. It enables a single point of data entry into electronic commerce for businesses. Thereafter, the data flows across different portals with the help of an IRP.

The GSTN's e-invoice will contain the following parts:

- (1) E-invoice schema: It consists of the technical field name, description of each field, whether it is mandatory or not, and has a few sample values along with explanatory notes.
- (2) Masters: Masters will specify the set of inputs for certain fields, that are pre-defined by GSTN itself. It includes fields like UQC, State Code, invoice type, supply type, etc.
- (3) E-invoice template: The template is as per the GST rules and enables the reader to correlate the terms used in other sheets. The mandatory fields are marked in green and optional fields are marked in yellow.

## When will E-invoicing get implemented?

The taxpayers with annual aggregate turnover of over Rs 500 Crore can voluntarily generate e-invoices starting from 7 January 2020 through APIs. Whereas the taxpayers with the turnover over Rs 100 but less than Rs 500 Crore can join them from 1 February 2020. The electronic invoicing will be mandatorily implemented from 1 April 2020. for taxpayers with turnover over Rs 100 Crore. The aggregate turnover will include the turnover of all GSTINs under a single PAN, across India.

## What is the process of getting an e-invoice?

The following are the stages involved in generating or raising an e-invoice.

- 1: Taxpayer must ensure to use the reconfigured ERP system as per PEPPOL standard. He must coordinate with the software service provider to incorporate the standard set for e-invoicing, i.e. e-invoice schema (standards) and must have the mandatory parameters, at least. It should be capable of generating the JSON file for multiple invoices together. Those taxpayers not having any software will be provided offline utility. At a future date when e-invoicing applies to small taxpayers, they can choose from 8 different accounting and billing softwares all tied up with the GSTN. It is available free of cost. It is available both as online (cloud-based) as well as offline (installed on the computer system of the user).
- 2: The taxpayer must thereafter raise a normal invoice on that software. He must give all the necessary details like, billing name and address, GSTN of the supplier, transaction value, Item rate, GST rate applicable, tax amount, etc.
- 3: Upload the details of invoice especially mandatory fields onto the IRP using the JSON file only. It can be done directly or through GSPs or APIs(apps or software providers). The IRP will act as the central registrar for e-invoicing and its authentication. There are several modes of interacting with IRP such as web-based, API-based, SMS based, mobile app-based, an offline tool-based, and GSP based.
- 4: IRP will validate the key details of the B2B invoice, checks for any duplications and generates an invoice reference number (hash) for reference. There are four parameters: Seller GSTIN, Invoice number, and FY in YYYY-YY) and document type (INV/DN/CN).
- 5: IRP generates the invoice reference number (IRN), digitally signs the invoice and creates a QR code in Output JSON for the supplier. On the other hand, the seller of the supply will get intimated of the e-invoice generation through email (if provided in the invoice).

6: IRP will send the authenticated payload to GST portal for GST returns. Additionally, details will be forwarded to the e-way bill portal, if applicable. ANX-1 of seller and ANX-2 of the buyer gets auto-filled for the relevant tax period. In turn, it determines the tax liability.

A taxpayer can continue to print his invoice as being done presently with logo. e-invoicing system only mandates all taxpayers to report invoices on IRP in electronic format.

### How will E-invoicing curb tax evasion?

It will help in curbing tax evasion in the following ways: Tax authorities will have access to transactions as they take place in real-time since the e-invoice will have to be compulsorily generated through the GST portal.

There will be less scope for the manipulation of invoices since the invoice gets generated prior to carrying out a transaction.

It will reduce the chances of fake GST invoices and the only genuine input tax credit can be claimed as all invoices need to be generated through the GST portal. Since the input credit can be matched with output tax details, it becomes easier for GSTN to track fake tax credit claims.

### What are the mandatory fields of an e-invoice?

E-invoice must primarily adhere to the GST invoicing rules. Apart from this, it should also accommodate the invoicing system or policies followed by each industry or sector in India. Certain information is made mandatory whereas the rest of them is optional for businesses.

Many fields are also made optional and users can choose to fill up relevant fields only. It has also provided a description for every field along with the sample inputs for the interested users. One can see that certain required fields from the e-way bill format are included now in e-invoice such as the sub supply type.

Below is the gist of the contents of e-invoice:

18 Sections (mandatory + optional) consisting of total 133 fields

Out of the 18 Sections – 8 are Mandatory and 10 are Optional

Within 8 Mandatory sections, 34 fields are mandatory and 46 are optional. Must have 33 mandatory fields in the e-invoice.

Within 10 Optional sections, 35 fields are optional and 17 are mandatory (if you opt for any optional section, these are mandatory fields)

The following fields of an invoice must be compulsorily declared in an e-invoice:

| Sl. no. | Name of the field           | List of Choices/ Specifications/Sample Inputs   | Remarks   |
|---------|-----------------------------|---|---|
| 1       | Invoice Type                | Max length: 10<br>Can be one of the following:<br>Reg/SEZP/SEZWP/EXP/EXP-WP/DEXP                  | Denotation for regular, SEZ supplies with payment, SEZ supplies without payment, deemed exports, sale from the bonded warehouse, export without payment of tax, export with payment of tax  |
| 2       | InvoiceType Code            | Max length: 50<br>Will be auto-generated by GSTIN based on the invoice type specified by the user | A subcode may also be automatically added by the GSTN   |
| 3       | Supplier_GSTIN              | Max length:<br>Must be alphanumeric   | 15 GSTIN of the supplier raising the e-invoice  |
| 4       | Invoice Number              | Max length: 16<br>Sample input is " Sa/1/2019"  | For unique identification of the invoice, a sequential number is required within the business context, time-frame, operating systems and records of the supplier. No identification scheme is to be used                              |
| 5       | Preceding_Invoice_Reference | Max length:16<br>Sample input is " Sa/1/2019"   | Detail of original invoice which is being amended by a subsequent document such as a debit and credit note. It is required to keep future expansion of e-versions of credit notes, debit notes and other documents required under GST |
| 6       | Invoice Date                | String (DD/MM/YYYY) as per the technical field specification                                      | The date when the invoice was issued. However, the format under explanatory notes refers to 'YYYY-MM-DD'. Further clarity will be required  |

|    |  |   |   |
|----|--|---|---|
| 7  | Reverse Charge                                   | 'Y' or 'N' as a single character  | Mention whether or not the particular supply is subject to reverse charge mechanism   |
| 8  | GSTIN  | Max length: 15  | The GSTIN of the buyer to be declared here  |
| 9  | State Code                                       | Max length: 2   | The place of supply state code to be declared here  |
| 10 | Place  | Max length: 50  | The place (locality/district/state) of the buyer on whom the invoice is raised/ billed to must be declared here if any  |
| 11 | Pincode  | Six digit code  | The place (locality/district/state) of the buyer on whom the invoice is raised/ billed to must be declared here if any  |
| 12 | Unique Identification Number                     | Abbreviated as 'UUID'<br>Max length: 50<br>Sample input is '649b01ft'   | A unique number will be generated by GSTN after uploading of the e-invoice on the GSTN portal. An acknowledgement will be sent back to the supplier after the successful acceptance of the e-invoice by the portal  |
| 13 | ShippingTo_GSTIN                                 | Max length: 15  | GSTIN of the buyer himself or the person to whom the particular item is being delivered to  |
| 14 | Shipping To_State                                | Max length: 100   | State pertaining to the place to which the goods and services invoiced were or are delivered  |
| 15 | Supply Type                                      | Max length: 2<br>Sample values can be either of Supply/export/Job work  | It can be either interstate or intrastate supply. Further, it can be outward or inward supply<br><br>Moreover, the supply can further be classified as import, export, job work, for own use, return, sales return, others, SKD/CKD/Lots, line sales, recipients not known, exhibition or fairs |
| 16 | Transaction Mode                                 | Max length: 2<br>The schema specifies that the field can have either of regular/bill to/ship to   | A combination of a 'Bill To Ship To' and 'Bill From Dispatch From' is also allowed  |
| 17 | Item Description                                 | Max length: 300<br>The sample value is 'Mobile'<br><br>The schema document refers to this as the 'identification scheme identifier of the Item classification identifier' | Simply put, the relevant description generally used for the item in the trade. However, more clarity is needed on how it needs to be described for every two or more items belonging to the same HSN code   |
| 18 | Quantity   | Decimal (13,2)<br>Sample value is '10'  | The number of items (goods or services) that is charged on the invoice as a line item.  |
| 19 | Rate   | Decimal (10,2)<br>Sample value is '50'  | The unit price, exclusive of GST, before subtracting item price discount, can not be negative   |
| 20 | Assessable Value                                 | Decimal (13,2)<br>Sample value is '5000'  | The price of an item, exclusive of GST, after subtracting item price discount. Hence, Gross price (-) Discount = Net price item, if any cash discount is provided at the time of sale   |
| 21 | GST Rate   | Decimal (3,2)<br>Sample value is '5'  | The GST rate represented as a percentage that is applicable to the item being invoiced  |
| 22 | IGST Value, CGST Value and SGST Value Separately | Decimal (11,2)<br>Sample value is '650.00'  | For each individual item, IGST, CGST and SGST amounts have to be specified  |
| 23 | Total Invoice Value                              | Decimal (11,2)  | The total amount of the Invoice with GST. Must be rounded to a maximum of 2 decimals  |

Source: cleartax.in



## South Africa

### Economic overview

South Africa is a highly developed economy with advanced economic infrastructure in the form of well-rounded financial, legal, communications and transport sector, making it the leading African economy and preferred home for most large corporates in Africa. However, the country's economic growth is being constrained by increased public debt, inefficient state-owned enterprises, significant tax increases over the past several years, and a slowing global economy, which could weigh on its economic performance going forward.

As of February 11, 2020, the S&P's rating for South Africa is BB (negative); Moody's rating stands at Baa3 (negative); and Fitch has a reported rating of BB+ (negative).

South Africa has FTAs with Angola, Argentina, Austria, Belgium, Botswana, Brazil, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Eswatini, Finland,

France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Lesotho, Liechtenstein, Lithuania, Luxembourg, Madagascar, Malawi, Malta, Mauritius, Mozambique, Namibia, Netherlands, Norway, Paraguay, Poland, Portugal, Romania, Seychelles, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, Tanzania, Uruguay, Zambia, and Zimbabwe.

### Trade overview

India has deep relations with South Africa dating back to the period during which Mahatma Gandhi started his Satyagraha movement in South Africa. Commercial relations between the two countries flourished after the establishment of diplomatic relations in 1993. India and South Africa engaged in bilateral trade worth over USD 10.0 billion in 2019. During the year, India's exports to South Africa were valued at USD 3.98 billion in comparison to India's imports worth USD 6.64 billion resulting in a trade deficit of USD 2.66 billion to India.

Within plastics, India's position is seemingly strong with plastics exports worth USD 164 million to South Africa and a trade surplus of USD 154 million to India.

| Economic indicators       |             | 2016  | 2017  | 2018  |
|---------------------------|-------------|-------|-------|-------|
| Nominal GDP               | USD Billion | 296.3 | 349.4 | 368.1 |
| Nominal GDP per capita    | USD         | 5,267 | 6,120 | 6,354 |
| Real GDP growth           | %           | 0.4   | 1.4   | 0.8   |
| Total population          | Million     | 56.3  | 57.1  | 57.9  |
| Average inflation         | %           | 6.3   | 5.3   | 4.6   |
| Total merchandise exports | USD Billion | 74.1  | 88.3  | 94.4  |
| Total merchandise imports | USD Billion | 74.7  | 83.0  | 93.4  |

Source: IMF, TradeMap

India's plastics exports to South Africa are fairly well diversified and comprise of:

- Plastic sheets, films, plates etc. (38.2%)
- Floorcoverings (20.7%)
- Raw materials (7.5%)
- Self-adhesive sheets/films (5.9%) and
- Other moulded and extruded goods (5.8%)

South Africa's annual plastics imports are valued between USD 3.5-4.0 billion. Their plastic imports are largely catered to, by China (25.2%), Germany (10.5%), United States (9.0%), Saudi Arabia (4.45), and Italy (3.6%). India meets 3.1% of all plastic imports of South Africa.

India has a good standing in some of the plastic product imports by South Africa:

- Plastic sheets, films - Market share of 13.4% (Rank 2)
- Woven sacks / FIBC - Market share of 13.3% (Rank 2)
- Ropes, twines and cordage - Market share of 12.2% (Rank 3)
- Brushes - Market share of 9.3% share (Rank 2)
- Writing Instruments - Market share of 3.4% share (Rank 6)

Trade potential

Our internal research indicates that India's plastics exports to South Africa has the potential to grow to USD 3.0 billion. Product categories, within plastics, that have immense export potential to South Africa include:

| Product Category                     | South Africa's import from India | South Africa's import from world | India's export to world | Trade potential for India |
|--------------------------------------|----------------------------------|----------------------------------|-------------------------|---------------------------|
|                                      | USD Million                      | USD Million                      | USD Million             | USD Million               |
| Plastic raw materials                | 12.27                            | 1,226.40                         | 3,740.04                | 864.14                    |
| Medical disposables                  | 6.36                             | 499.99                           | 658.46                  | 397.50                    |
| Plastic sheets, films, plates etc    | 62.62                            | 391.31                           | 1,371.40                | 272.38                    |
| Electrical items                     | 1.65                             | 163.79                           | 172.80                  | 143.73                    |
| Self-adhesive sheets/films etc       | 9.69                             | 154.82                           | 125.24                  | 115.55                    |
| Packaging items                      | 6.04                             | 118.81                           | 790.84                  | 112.77                    |
| Pipes, tubes, hoses etc and fittings | 1.71                             | 134.19                           | 191.82                  | 100.98                    |
| Optical items, of plastics           | 6.42                             | 144.79                           | 445.46                  | 87.62                     |
| Houseware                            | 1.52                             | 85.88                            | 206.75                  | 79.05                     |
| Floorcoverings                       | 33.85                            | 47.22                            | 92.59                   | 21.62                     |

Source: TradeMap, Plexconcil Research



## Industry Speak



**Aditya Bhavsar,**  
Business Head –  
Masterbatches,  
Palvi Industries  
Ltd.

India has immense potential to increase exports to South Africa in multiple product segments such as Auto Interior and Exteriors, Food Packaging & new generation bio-degradable films (BOPP, PET, BOPA), bio-degradable garbage bags, building & construction for pipes sheets and switches, Electrical cables and MCB housing of flame retardant polymers to name a few. Undoubtedly, we do face stiff competition from countries such as China and Vietnam who have the advantage of lower cost of

raw material and production costs. The fact that India does not have an FTA with South Africa is an added disadvantage to us.

As exporters to the region, doing business in South Africa is fairly good. However, business could be better facilitated by Indian Banks with better systems pertaining to security of payments and buffer against currency fluctuations. South Africa is one of the major economies of the African continent and exporters also have good potential of reaching out to other African economies. However, to be able to realize business prospects, exporters need the Government's support in terms of lower cost of finance in line with global standards, duty free raw material import, logistical support and better market research or intelligence.

Currently, our industry is already challenged due to lack of adequate manufacturing technologies, infrastructural support, high cost of logistics, a fragmented market structure and lack of sufficient investment in R&D within plastics, to name a few. However, by introducing and implementing the right kind of measures, Indian exporters certainly have immense growth prospects.

We are participating at Complast South Africa and are looking forward to good participation by South African manufacturing plastic units for better Technical interface management.

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## 4 Tactics to Advertise Your Import/Export Business

Just like personal investing, you must build a diversified portfolio of online marketing and advertising tactics to generate positive results for your import/export business. We live in uncertain economic times. And even before you go into your online marketing strategies, here are some tips on the overall strategy that you may need to keep in mind. Learn how to grow stronger companies in lean times than in times of plenty. Here's expert marketing advice for internationalizing clients in B2B markets.

### First, a Marketing Strategy

#### 1. Pick the Low Hanging Fruit

Many companies have tightened their marketing budgets, leaving fewer staff to do more with smaller budgets than just a few years ago. This means that you need to lower the costs associated with acquiring additional sales. This may involve selling additional products and services into your current customer base. Customers who already know and trust your company will likely take less time and effort to sell than someone new.

In international markets, finding low-hanging fruit among your existing customers can take more creativity.

It may come from a new incentive structure for international distributors. Companies can also look for market niches where potential customers already understand the general value of the product or service.

Whether in your home market or elsewhere, tracking the costs associated with cost of sale will help guide you towards the most profitable markets.

#### 2. Focus on the Right Niches

For growing companies, focusing on the right market niches can mean the difference between profitable expansion and an exercise of frustration. A good place to start is by looking at your current client base. Which clients are the most profitable? Which ones appreciate the value of your products or service the most? Which ones had the shortest sales cycle? And what do your best clients have in common?

Look for shared demographics, business structure, markets, and even psychographics of your client contacts. Your best niches will reflect those same characteristics.

#### 3. Build and Nurture Your Competitive Advantages

Every company has a set of strengths that make it unique in its industry. These competitive advantages need to be continually developed over time. If your company has the most advanced technology in the industry, you'll want to stay ahead of the pack. If your company has a lower production cost structure, then you'll want to position as the low-cost leader.

Companies often get into trouble trying to be all things to all potential customers. The worst mistake is to price

your products or services below the competition, while offering a superior product. The highest profit margins come from aligning business decisions with your competitive advantages.

#### 4. Drop Bad Clients and Keep the Rest

Do you have a small number of clients that are high maintenance? Perhaps they require high levels of customer service at no additional cost. Or maybe they are never satisfied with your products. Periodically it may be helpful to conduct a review of current clients. Look at any additional costs that clients pose to the company and evaluate if there are any that need purging when a contract is up for renewal. Moving away from bad clients helps to make space for new, more profitable clients to take their place. It also significantly can boost company productivity.

### Taking your Marketing Online

The first marketing ploy is the easiest and cheapest: Participate in online import/export groups. Whether you post frequently on social media platforms or talk (and listen) to people in groups or associated with import/export websites, always present yourself professionally. Social media platforms, like Facebook and Twitter, allow you to speak to a world of people. But rather than seeking out other importer/exporters, seek out folks with whom you can discuss your product(s). Just be subtle and don't "sell." Provide information and prove that you're the expert.

It's not necessary for you and your company to be active on every social network. A smarter strategy is to pick the two or three networks that are most popular with your market and establish your presence on them and not worry about the others. Here are some tips:

- Project the positive. You're the public face of your trading company, so act like it. If you feel the need to post something negative, do so in the most professional manner possible.
- Become an expert exporter. Offer quotes for news articles, post useful information on social media and show what you know. Answer questions and make your presence known.
- Check that grammar. You don't need to be Shakespeare to have good, solid, basic grammar skills.
- Be someone who wants to help others.
- Teach. You can also provide a free online course or webinar to a group or association. Ask them for their emails to send them more information. Then send them a list of tips or of books, or anything that can help them in business. People are appreciative when you give them something -- they're much quicker to respond positively to you.

### Creating a website

"To be present on the web is a key point for any small business," says John Laurino, an import/export business owner based in Brazil. In the years since he launched his site, the Brazilian trader has signed on many clients who found his company through a web search.

Luckily, website creation and maintenance today are cheaper than ever. For the price of a Netflix membership, you can create and manage an online presence that will be available to potential clients worldwide. And no, you don't need to know a lot about web design or maintenance to make it happen. Software programs make it easy.

Most website design sites offer a "What You See Is What You Get" (WYSIWYG) approach to design. Using templates created by the hosting company, you simply enter text and post photos or images to your site and change these as often as you like. You can choose colors, graphics and fonts that best express your company and what it stands for. A simple site, with a few pages that tell who you are, what your company does and how to reach you, is the fastest, easiest and most polished-looking approach for the absolute beginner. Keep in mind, however, that a simple site may not offer all the features of your favorite online sites: visitor counters, encryption or e-biz capabilities. If you want those features, you can get a professionally designed website.

### Advertising and marketing

There are two primary ways to get your message out there: One is by marketing, meaning getting your name out to people by writing blogs and guest blogs for industry publications, as well as press releases to get journalists and reporters to work you into their stories. You should send press releases featuring interesting news relating to the world around you (not inside information about your company) to editors, writers and anyone in the media who can do a story about your business. Don't forget to have a unique angle, and keep a press release short and to the point. Press releases are free to create (minus your personal labor cost) and free to send out to any organization, be it professional or news-oriented. Consider taking time once or twice a month to compile a press release about big news in the industry or current trends on which you can comment as an export/import expert.

Create an address and email list from attending trade shows, conferences, conventions and by networking. Buying lists can be costly and ineffective -- you don't know how the list is compiled and how many addresses are no longer valid. Plus, if you get email addresses from people who didn't give permission to have their email address given out (or sold), you'll then be spamming them.

Once you start building your list, use your email-management program and fire off the release with one click. Boom! You've accomplished several tasks -- positioning yourself as an expert, reaching a free audience, saving time -- in one shot. Also, make sure you get the name of the right person to send it to. Perhaps they can set you up to be interviewed or, if not, they can give you a lead to someone else who might be interested in writing about you.

Hint: Whenever one door closes, try to get a new door to open.

Essentially, marketing means finding ways to get news your business out there without having to pay the higher costs of advertising. This can also include simply using promotional pieces with your company name on it, handing out business cards at chamber of commerce meetings, or sponsoring local events -- again, this is often a lot less expensive than advertising.

If you have money in your budget for advertising, you'll need to start with a plan. Start by doing some research for places in which you can buy selective ad space such as a trade magazine or a website that your customers are likely to visit. Advertising can be costly, so make sure you're reaching your potential target market. Also, advertising is far more successful if you advertise several times. And remember, people want to know what's in it for them, not only about you. A short ad that features your competitive edge and gives them something to think about may just get them to reach out to you.

Source: [entrepreneur.com/shipping-solutions.com](http://entrepreneur.com/shipping-solutions.com)

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## Rigid Packaging & Pet Preforms Panel

Rigid packaging of plastics comprises those packaging solutions that do not bend or be forced out of shape easily. Rigid packaging has properties such as high impact strength, high stiffness, and high barrier properties due to which it finds application in a lot of areas. On the other hand, PET preforms is an intermediate product that is manufactured from polyethylene terephthalate and is used to blow mould bottles for packing liquids such as soft drinks, water, oil etc. PET preforms are produced with the necks of the bottles including threads on one end.

Rigid packaging & PET Preforms panel comprises of 13 commodities at 8-digit HS code level.

World-wide import of Rigid packaging & PET Preforms is above USD 40 billion.

- In 2018, top-5 exporting countries of Rigid packaging & PET Preforms were: China (12.7%), United States (11.1%), Germany (9.9%), France (5.4%), and Mexico (4.4%).
- Likewise, top-5 importing countries of these products were: United States (12.9%), Germany (7.1%), France (5.9%), Mexico (5.6%), and Canada (4.5%).

India ranked as the 27th largest exporter and the 32nd largest importer of Rigid packaging & PET Preforms in the world. During 2018, major destination countries for export of Rigid packaging & PET Preforms from India were: United Arab Emirates (9.7%), United States (9.1%), United Kingdom (6.5%), Nepal (4.4%), and Bangladesh (3.8%).

India's export of Rigid packaging & PET Preforms was valued at USD 331.43 million in 2019. The segment witnessed an impressive annual growth rate of 14.2% during 2016-19. Product categories within the panel that are the key growth drivers are listed below:



| HS Code  | Product Description   | 2016   | 2017   | 2018   | 2019   |
|----------|---|--------|--------|--------|--------|
|          |   | USD Mn | USD Mn | USD Mn | USD Mn |
| 39231030 | Boxes, cases, crates and similar articles of plastics; insulated ware | 4.62   | 7.38   | 8.81   | 8.61   |
| 39231090 | Boxes, cases, crates and similar articles of plastics, nes            | 31.59  | 37.53  | 43.14  | 34.46  |
| 39233090 | Carboys, bottles, flasks and similar articles of plastics; other      | 28.04  | 35.05  | 46.13  | 46.81  |
| 39234000 | Spools, cops, bobbins and similar supports of plastics                | 5.52   | 6.29   | 10.21  | 7.62   |
| 39235010 | Caps and closures for bottles   | 39.09  | 40.70  | 42.71  | 48.95  |
| 39235090 | Other stoppers, lids, caps and other closures of plastics             | 21.55  | 24.21  | 27.92  | 29.83  |
| 39239090 | Other articles for the conveyance or packing of goods; nes            | 88.61  | 103.11 | 134.21 | 152.07 |

Source: Ministry of Commerce & Industry, Plexconcil Research

While India exported Rigid packaging & PET Preforms worth USD 331.43 million to the world, it also imported the same in huge quantity worth about USD 287.82 million in 2019 from the world. China and United States have been the major suppliers of Rigid packaging & PET Preforms to India. The two countries supplied 40% of all such goods imported by India in 2019.

Product categories within the Rigid packaging & PET Preforms panel that have contributed to import growth in India include:

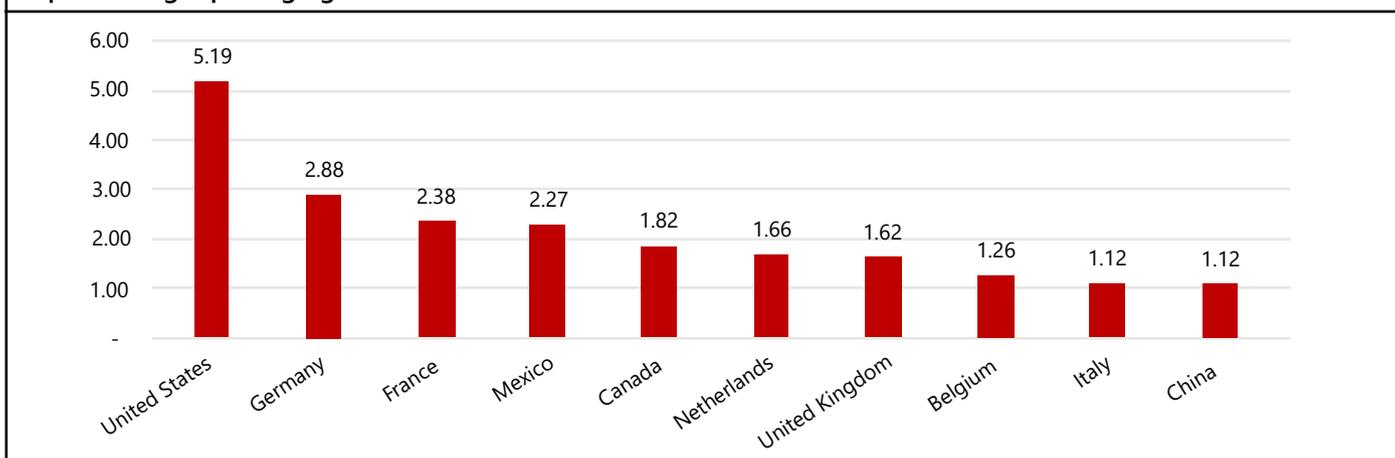
| HS Code  | Product Description   | 2016   | 2017   | 2018   | 2019   |
|----------|---|--------|--------|--------|--------|
|          |   | USD Mn | USD Mn | USD Mn | USD Mn |
| 39231090 | Boxes, cases, crates and similar articles of plastics, nes          | 48.96  | 58.37  | 65.91  | 50.52  |
| 39233090 | Carboys, bottles, flasks and similar articles of plastics; other    | 22.49  | 29.52  | 38.36  | 38.41  |
| 39234000 | Spools, cops, bobbins and similar supports of plastics              | 6.31   | 7.49   | 9.72   | 7.76   |
| 39235010 | Caps and closures for bottles                                       | 27.18  | 29.00  | 35.56  | 29.59  |
| 39235090 | Other stoppers, lids, caps and other closures of plastics           | 31.47  | 33.64  | 37.70  | 38.77  |
| 39239020 | Other articles for the conveyance or packing of goods; aseptic bags | 11.86  | 13.68  | 17.29  | 14.87  |
| 39239090 | Other articles for the conveyance or packing of goods; nes          | 62.64  | 70.45  | 84.63  | 100.72 |

Source: Ministry of Commerce & Industry, Plexconcil Research

## Panel of the Month

Our internal research indicates that India's Rigid packaging & PET Preforms export has immense potential for growth in destinations like United States, Germany, France, Mexico, Canada, Netherlands, United Kingdom, Belgium, Italy, and China.

Import of Rigid packaging & PET Preforms in USD Billion - 2018



Source: Trade Map, Plexconcil Research

## Industry Speak



**Vimal Kedia**  
Chairman &  
Managing Director,  
Manjushree  
Technopak  
Limited, Bangalore

Rigid and Plastic Packaging, both are innovative and go side by side. As rigid packaging is more expensive to produce as compared to flexible packaging, most brands prefer flexible packaging that makes up for about 70% to 80% of the total packaging options found today. However, rigid packaging provides better design possibilities, closure option as well as display on the shelf thereby attracting the attention of consumers. The design and shape can be changed regularly with lower investment in molds.

Consumers also find a better value in rigid packaging as they can reuse the empty container at home. Given that rigid packaging has more durability and longer product life, this is especially useful in reducing plastic waste as they can be re-used for a longer time. Flexible packaging is neither reusable and recyclable as against rigid packaging which is 100% recyclable as well as reusable. Raw material for rigid packaging such as PET is currently almost 70% more than the requirement, especially after Reliance Industry's expansion of capacity to one million tonnes in 2017. Hence supply of raw material is more than demand and at the same time imports from China and other countries sometimes are available at better prices than Indian offerings.

With regard to various intelligent packaging technologies to avoid food waste and food safety, rigid packaging option of barrier packaging with EVOH as sandwich layer works as a very good barrier towards eliminating moisture and gases from forming and hence extends the shelf life of the product in a way that is as good as glass and tin when packaged. Products like tomato ketchup, sauces, milk and other dairy products can be packed in multilayer co-extruded bottles with food safety norms as per international standards.

Recently Coca-cola has introduced glass barrier coating in their bottles which extends the shelf life of product up to six months or more as against 2 – 3 months earlier.

### On PET

PET Bottles besides beverages including wide mouth jar have variety of applications which covers entire FMCG segment, liquor and pharma which practically replaces glass by almost 100%. Over last 5 years, a major innovation in rigid packaging that has emerged is especially PET. The weight of the bottle and closure have reduced up to 25% with better technology and designs which in turn means less plastic in the market with more economical packaging.

### On Exports from India and Challenges faced

Regarding exports of PET and other rigid packaging we need to reduce our shipping cost which is very high as compared to other countries that are in closer proximity to the developed markets. Our inland transportation to the port including all expenses is costs close to about USD 1000- 1250 while ocean freight to under-devel-

oped economies of Africa and developed economies of US and Europe is anywhere between USD 3000 to USD 4000.

To increase exports, the Government needs to come out with a scheme to subsidize the freight cost and inland haulage of the container by at least 50% which will definitely increase the exports by manifold. Furthermore, as there are no institutions offering insurance towards credit extended to different countries, exports realisation is at very big risk especially in under-developed and developed market as well.

India's share of Rigid packaging of PET in large markets of Mexico, Germany, France and other countries is very low due to high freight cost as explained and considering over 45 days sailing period. Hence no one wants to align or depend on our exports as PET mostly required by Beverage manufacturers has seasonal demand and the goods have to reach in time. Hence, we are unable to export or target countries. The major countries/regions which have exports of our products are mostly in the markets of Africa and Middle East where we have good opportunities. However high freight, longer sailing time etc., limits the exports to these countries. The different challenges faced by exporters in our segment can thus be summarized as challenges to timely deliveries and meeting the shipping targets which always are stumbling blocks for exports. To tackle these issues, exporters would benefit from warehouses in different hubs from where shipments to the customers can be faster and on time.

## On Environmental concerns

With regard to growing environmental concerns and regulations regarding plastic waste, the manufacturers need to create proper awareness amongst consumers to return the bottles to the shops or segregate and dispose them properly in association with local municipal corporation so that it goes to the recycling system without getting into the landfill or ocean.

To make this successful, the consumers, the producers as well as the Government have to work together very closely to manage, collect, segregate and recycle the waste which should be reused by the producers on regular basis.

To reduce dependency on fossil fuels, the PET Industries definitely have to increase its presence to use R-PET and increase the same up to at least 75% or more in next 5 years. This is possible with latest technologies around the world, that can produce the recycled PET as good as virgin grade without any compromise to food safety and shelf life.










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# Packaging for Food & Beverage Industry

From airtight wraps to shelf stable bottles and containers, plastic packaging plays a key role in delivering a safe food supply from farm to table and is a material of choice for freezing foods for longer term storage.

## Global Market Outlook

The growth for plastic packaging is driven by the growth in the food and beverage and healthcare industries. Changing consumer lifestyle, rapid urbanization and demand for greater consumer convenience are the reasons for the growth of the packaged or ready to eat foods that involve minimal cooking time. This in turn has resulted in an exponential growth of packaging in the food and beverage industry which is also the largest application for the plastics packaging market. The global plastics packaging market was expected to grow at CAGR of an estimated 5% between 2016-2022, and is expected to cross USD 400 billion by the end of the forecast period. It is expected to show far reaching results in the APAC region.

## India Scenario

In recent years, India has seen sustainable packaging growth due to the increase of packaged food consumption and awareness, and demand for quality products. Consumer awareness surrounding packaged food, specifically packaged food deliveries, has heightened. The Food Safety and Standards Authority of India (FSSAI)

new packaging regulations comprise of a migration limit of 60mg/kg or 10mg/dm<sup>2</sup> and migration limits for specific contaminants in plastic packaging materials. Recycled plastics and newspaper used for food packaging have also been banned. New labelling regulations were also revised.

However, the Indian packaging industry is expected to witness a notable growth over 2016-2021, growing at a CAGR of 9.2% as compared to 6.2% during 2011-2016. The growth of the Indian packaging industry will be heavily influenced by changing demographics such as growing urbanization and the rising proportion of middle class consumers. These changes drive the need for new packaging formats, such as different sizes, materials, and strength.

In terms of India's beverage packaging, materials such as glass and rigid plastics account for 70% of the total packaging market. PET is the material most used to package water, accounting for around 55% of India's packaged water sector. Projected to reach a CAGR of 4.17% to \$142.2bn by 2023, it is predicted that the nation will see continued demand for PET bottles, along with a new demand for liquid packaging cartons due to their longer shelf life and ease in transportation.

## Flexible Packaging

Flexible Packaging is the leading pack type in the Indian packaging industry and will grow at a healthy CAGR of 8.9% during 2016-2021, with major contributions from the Food, Household Care, and Cosmetics & Toiletries industries. This growth is largely driven by its low cost and flexibility to suit multiple shapes and sizes, convenience (zip-locks, plastic closures), and low-carbon footprint on the environment as compared to Rigid Plastics.

Food packaging must meet a number of conditions, such as legislation, safety and many other conditions as well as functionality since it is required to be innovative, easy to use and attractive design.



One of the main tasks of packaging in the food industry is to protect the product of chemical, mechanical and microbiological impact, and also allows the freshness of the product and keeps all its nutritional value. The key point in food packaging is that the packaging is an integral part of the production, storage, distribution, and at the present time and an integral part of the preparation of foods. However, despite its numerous benefits, it is of paramount importance to raise awareness among people to live properly and responsibly, in harmony with nature, manage packaging and encourage the production of biodegradable packaging.

### Bio-D Packaging – How Brands think

Bigger brands seem to go slower than smaller brands when adapting bio-degradable plastics packaging. For example, Frito Lay had brand containers that were made from bio-based plastic material that could compost and degrade without being recycled. For the larger brands, however, there's a cost associated with this type of material and considering the large consumption and low price of such products, there remains the question of economics of the business. Plus, there's a technical niche that they must go through. Once a brand is successfully able to the economics of packaging through switch to bio-based material, they would need to retool to sell products with that sort of packaging.



However, in the smaller brands are smartly hanging their hat on the bioplastic niche and “good for the earth” benefit as part of their overall marketing strategy already.

Bio-based packaging will likely be more prominent in the future—for smaller niche brands, but also for larger ones. The market is sizeable. According to researcher Coherent Market Insights, the global market for biodegradable food packaging stands at about \$3.92 billion. Starch and PLA are leading biodegradable polymers used in food and beverages packaging. They're bio-based with no harmful chemical within the polymer. Producers of the products also tout they have a reduced carbon footprint versus many traditional plastics. Nevertheless, whether the material is bio-based or just plain recycled plastics, they must be approved for use in food products.

As material science for such polymers continues to gain approval, stand audits, and complement the healthy and organic products they contain, bio-based products are the key to the future.



## A Continuous Cycle

Often working together, designers, engineers, biologists, investors, and recyclers are now striving to develop packaging that falls within the mandates of what's known as the circular economy.

It's a design framework that eschews the linear "take, make, waste" model that leads from oil well to refinery, manufacturing plant to supermarket, consumer to landfill. Instead, it envisions supply chains that continuously cycle old materials back into high-value products—with an emphasis on long-lasting design, remanufacturing, and reuse.

To imagine the packages of the future, many designers are looking to the past for inspiration. RISE, a Swedish research institute, has prototyped a nearly flat cellulose-based container that soup makers, for example, could fill with freeze-dried vegetables and spices. As diners add hot water, the container's origami folds stretch into a full-fledged, and fully compostable, bowl. The Pratt students shaped a bowl from mycelium, which grows in a week and composts in less than a month.

Harvard University's Wyss Institute created "shrilk," a low-cost, clear plastic that's completely compostable. Made of chitosan, derived from shrimp shells, and a silk protein derived from insects, shrilk can be used to make film or rigid shapes. But it hasn't yet found its way into food packaging, alas, because it requires manufacturers to tweak their machines.

Of course, a compostable future depends upon universal access to—and consumer participation in—municipal compost systems, which collect organic materials for their conversion to fertilizer or energy. Hundreds of municipalities in the EU, Canada, and the U.S. are moving in this direction, but setting up a system can present a chicken-and-egg problem. Labelling a product as biodegradable may be seen as a technical fix that removes responsibility from the individual. However, until systems and people are in sync, a great deal of compostable packaging will end up in landfills, where it can generate greenhouse gases.

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## You need to know about these packaging trends for 2020

The general public may not think about product packaging that often, but we certainly do. And right now, the industry's eyes are on the next five years and what changes they're likely to herald.

European packaging trends through 2020 indicate a changing playing field with room for growth, new rules, new competition and higher-than-ever demand for eco-conscious solutions. Here's a look

### *There's further room for growth*

One trend from 2019 and earlier that we can expect to carry over into 2020 is steady growth in worldwide demand for packaged products. Long-term forecasting from Smithers Pira suggests, between 2018 and 2028, the global packaging industry will grow to \$1.2 trillion at 3% per year.

More specifically, the room for expansion concerns emerging markets such as urban areas as well as developing economies such as China and India. Cities all over the world are becoming more densely populated by people and businesses, too, making for what some call a more widespread "western lifestyle." For better or worse, that lifestyle is synonymous with packaged goods.

As we'll see, the growth of these emerging markets — urban areas and maturing economies — isn't the whole story. The heightened demand all over the world is help-

ing fuel several other trends in the packaging industry, not least of which is greater competition among packaging providers seeking a global audience.

### *Packaging changes minds in crowded marketplaces*

This is less a trend or a prediction and more a statement of the obvious — packaging will always matter. We asserted above that the average consumer doesn't think about packaging that often, and we stand by it. However, that doesn't mean excellent packaging can't influence a buyer's behaviour — but it does mean only the very best examples are likely to stand out in their minds. According to some surveys, as many as seven in 10 shoppers admit packaging has swayed their decision to purchase an item or not. Now, more than ever, as packaging companies ready themselves for the future, they need to ask and answer the following questions:

- Are our cartons easy to ship and handle in transit?
- Is this packaging easy to open for a variety of consumers, and especially for those in our target markets?
- Does our product packaging have tactile appeal? Are the materials practical, but also pleasant to the touch?
- Can our packaging be repurposed easily (e.g. to store things around the house), or is it likely to be discarded? Can we make it easier to reuse or recycle our packaging?

### *Changing demographics demand different solutions*

One of the many ways in which global demographics are shifting, and bringing about change in the packaging industry, has to do with old age. According to the U.S. National Institutes of Health, the world's population of older citizens is growing "dramatically." Some 17% of the world's population will be 65 or older by 2050.

People don't slow down their consumption as they age — but they require different products. That includes health care devices, prescription medications and specialty foods and supplements. Those products, in turn, need different packaging solutions to suit the audience. Older people and those with health problems, need easy-open packaging as well as materials that are easy to break down, reuse or recycle when they're done. Some are even calling elderly-focused packaging one of the “next untapped markets.”

New requirements and questions from EU regulators  
Regulations are as inevitable as they are necessary in a complex world such as ours. Regulatory developments in 2019 caught packaging companies all over the European Union (EU) wondering what the future holds for them.



In March 2019, the EU adopted the Single-Use Plastics Directive (“SUP Directive”). The Directive provides a framework consisting of bans on specific plastic products, incentives to reduce production and consumption of plastic products, manufacturer responsibility programs and plastic collection and reuse initiatives.

This is the right time to adopt such initiatives. With the quantity of plastic waste in our oceans and waterways, it's likely overdue. But the size of the EU and the number of member states present challenges for packaging companies centered there.

Because member nations can choose to implement all or only some of the changes described in the SUP Directive, there's some worry about consistency. Representatives from the packaging industry say they are broadly in favour of the Directive, its goals and similar measures to reduce marine and other types of plastic waste.

But they also say a more consistent rollout of rules across the EU may have been preferable. For right now, companies that wish to do business across the whole

territory confidently will have to familiarise themselves with the most stringent limits on plastic packaging and use that as the framework for doing business elsewhere.

### Sustainable products are the future

For a further dive into what sustainability looks like in the world's packaging markets, consider bioplastics. These are the heir apparent to carbon-heavy plastics derived from petroleum.



Of course, even bioplastics come with environmental caveats of their own — some worry about shifting the burden from carbon emissions to water footprints. The scale is an issue here — it takes a lot of water and raw materials to raise the feedstocks required to make bioplastic.

The savvier members of the agricultural, plastics and packaging communities are looking even further ahead. Hemp is on track to become, once more, a lucrative cash crop in portions of the U.S., Europe and elsewhere. One company, Konopko Hemp Cooperative, was a 2019 finalist for the European Union's Climate Launchpad competition.

Hemp products, including fibers and plastics, have enormous implications for packaging and many other industries. Hemp plastic is effortlessly biodegradable, it's non-toxic and resistant to heat, and growing feedstock for it doesn't compete directly with raising food crops. Industrial hemp is a legal and active industry in many EU member nations. But companies that fail to capitalise on its true potential — in packaging design and elsewhere — risk missing out on a huge opportunity. Preparing for the future

You don't need a reminder that packaging is a product that's both like and unlike any other. In Europe and beyond, trends and expectations are changing what it takes to do business in this arena. With any luck, after a look at these five trends, you feel better prepared for what awaits.

Article by Megan Nichols for eppm.com

## AI could be a game changer for bottle design



Differentiation is the name of the game when marketing products to consumers. Differentiation's mandatory companion is performance. Both of these are driven by creative individuals who use the latest technological tools to create viable, commercial packages that will deliver desired attributes all the way to their expiration date.

However, there is room for improvement. A gap exists between the "idea generators" and the "idea executors." What do we mean by that?

Let's refer to the old telephone game. I whisper something in your ear and you have to pass it along to the next person. After the information changes "ears" several times, the message being delivered to the final person almost always bears no resemblance to the original message.

We have personally experienced the same thing with bottle design.

Imagine yourself in a meeting and instructing someone verbally what design or the modifications you want implemented as a 3D visual. By the time it gets delivered to a CAD engineer, it has already been subject to interpretation and may not be at all what you envisioned.

Enter artificial intelligence (AI), which is typically defined as computer systems that can perform tasks that normally require human intelligence, such as visual perception, speech and geometric vocabulary recognition, decision-making, and interactive feedback. PTI AI Adobe Stock 178843914

We believe the plastics packaging sector can benefit from software that simplifies the "tools of creation," and allows more people to join the party. Think of it as something similar to PowerPoint in ease-of-use. For example, a software program that gives you menu options which allow you to select bottle shape attributes such as a shoulder, label, grip and base. As well as selecting more "building tools" such as "make that 28 mm finish, flare out the shoulder, give me a 0.3mm thickness and opt for a transparent appearance."



Having this type of artificial-intelligence software available means that just about everyone in the decision chain (marketing, sales, production, etc.) can be empowered to contribute. Creativity now can be captured from all involved (not just the design engineer) to bring the bottle to life. Right now, only well-trained CAD operators can produce these renderings. PTI AI PQ

We just want to make clear that we are not advocating that the basic software "tool" we are proposing be a substitute for the very expert and precise capability these professionals have. They still need to take the concept and turn it into a fully engineered model. We are simply saying that artificial intelligence-driven software can help improve communication, reduce iterations and encourage the involvement of more people, which we feel can improve the end result.

In short, integrating artificial intelligence into CAD programs can change the game for design because it can enable non-CAD users to more quickly and accurately design a package with desired attributes based on parameters built into the AI driven CAD system.

So, is anyone listening out there? We've issued a challenge. We hope someone who is reading this will consider taking it on.

*Author: Sumit Mukherjee is the chief technology officer of PTI. He has 25 years of experience in package design, materials characterization, process simulation and modeling, and finite element analysis (FEA) for package performance prediction.*

# Industrial Entrepreneur Memorandum Update

IEMs signed in the Plastics segment during December 2019.

| IEM No. | Company Name                                    | State                | Item of manufacture                   |
|---------|---|----------------------|---------------------------------------|
| 2133    | Keshari International LLP                       | Assam                | Plastic furniture and household items |
| 2154    | Varroc Polymers Private Limited                 | Gujarat              | PU seat assembly                      |
| 2315    | Ace Mica Private Limited                        | Gujarat              | Decorative laminates                  |
| 2136    | Jesons Techno Polymers LLP                      | Gujarat              | Polystyrene resin                     |
| 2335    | Signor Polymers Private Limited                 | Gujarat              | PP plastic box straps                 |
| 2334    | Strata Geosystems (India) Private Limited       | Gujarat              | Technical textiles                    |
| 2256    | Ashirwad Pipes Private Limited                  | Karnataka            | Pipes and fittings                    |
| 2265    | Synthetic Packers Private Limited               | Karnataka            | Polyethylene films                    |
| 2339    | Synthetic Packers Private Limited               | Karnataka            | Polyethylene films                    |
| 2232    | Varun Beverages Limited                         | Maharashtra          | PET preforms                          |
| 2215    | Certoplast (India) Private Limited              | Maharashtra          | Adhesive tapes of polymers            |
| 2148    | Lohia Corp Limited                              | Uttar Pradesh        | FIBC                                  |
| 2366    | Richeng Optical Electronics Private Limited     | Uttar Pradesh        | Optical lens                          |
| 2378    | Uflex Limited                                   | Uttar Pradesh        | Plastic recycling                     |
| 2207    | Tarsons Products Private Limited                | West Bengal          | Plastic lab wares                     |
| 2332    | Pashupati Laminators Private Limited            | Uttarakhand          | Plastics items                        |
| 2234    | Prince Manufacturing Industries Private Limited | Uttarakhand          | Pipes and fittings                    |
| 2300    | Kandoi Techfab Private Limited                  | Dadra & Nagar Haveli | PP woven sacks                        |
| 2321    | 3D Technopack Private Limited                   | Dadra & Nagar Haveli | Seamless plastic tubes                |



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|         |  |
|---------|--|
| Name    | : Andry Mutherardy   |
| Company | : Griya Interindo Abadi, PT  |
| Address | : Jl. H. Naim III No. 6, Cipete Utara Jakarta Selatan 12150, Indonesia |
| Email   | : griyagia@dnet.net.id   |
| Contact | : +62 (21) 17224345  |
| Enquiry | : Buyer is interested in importing PVC Floorcoverings from India       |

|         |  |
|---------|--|
| Name    | : Arif Kurniawan   |
| Company | : Sari Sarana Kimia, PT  |
| Address | : Wisma SSK, 6th Floor, Jl. Daan Mogot Km. 11, Cengkareng Jakarta Barat 11710, Indonesia |
| Email   | : info@ssktama.com   |
| Contact | : +62 (21) 5402211   |
| Enquiry | : Buyer is interested in importing Phenolic resins from India                            |

|         |  |
|---------|--|
| Name    | : Calvin   |
| Company | : Sumber Guna Nusantara, PT                                      |
| Address | : Jl. Raya Kalimalang No. 25-A, Cibening Bekasi 17136, Indonesia |
| Email   | : surindah@cbn.net.id  |
| Contact | : +62 (21) 8649017   |
| Enquiry | : Buyer is interested in importing PVC Floorcoverings from India |

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|---------|---|
| Name    | : Chang Tai Hsiang  |
| Company | : Makmur Fantawijaya, PT  |
| Address | : Jl. Musi No. 25, Cideng Gambir Jakarta Pusat 10150, Indonesia       |
| Email   | : sales@makmurfanta.com   |
| Contact | : +62 (21) 3866789  |
| Enquiry | : Buyer is interested in importing Epoxy vinyl ester resin from India |

|         |  |
|---------|--|
| Name    | : David Tsung-Hung Chao  |
| Company | : Lotte Chemical Titan Nusantara, PT   |
| Address | : Setiabudi II Building, 3rd Floor Suite 306-307, Jl. HR. Rasuna Said Kav. 62, Kuningan Jakarta Selatan 12920, Indonesia |
| Email   | : salesjkt@lottechem.co.id   |
| Contact | : +62 (21) 52907008  |
| Enquiry | : Buyer is interested in importing Polyethylene and Polypropylene from India   |

|         |  |
|---------|--|
| Name    | : Fatah Djahyadi   |
| Company | : Bunga Permata Kurnia, PT   |
| Address | : Sentra Niaga Puri Indah Complex Block T-2 No. 16, Jl. Puri Indah, Kembangan Selatan Jakarta Barat 11610, Indonesia |
| Email   | : sales@bpk0199.com  |
| Contact | : +62 (21) 58300965  |
| Enquiry | : Buyer is interested in importing Phenolic resins from India  |

## Business Inquiries

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|---------|--|
| Name    | : Gunawan Sugianto   |
| Company | : Sinar Gading Jaya, PT  |
| Address | : Kencana Niaga Office Complex Block D-1 No. 1-O, Jl. Taman Aries, Meruya Utara Jakarta Barat 11620, Indonesia |
| Email   | : sinargadingjaya@yahoo.com  |
| Contact | : +62 (21) 58903249  |
| Enquiry | : Buyer is interested in importing PVC Floorcoverings from India   |

|         |  |
|---------|--|
| Name    | : Handoyo Wibisono   |
| Company | : Lingkar Adidaya Makmur, PT   |
| Address | : City Resort Rukan Malibu Block J No. 23-A, Jl. Kamal Raya Outer Ring Road, Cengkareng Jakarta Barat 11730, Indonesia |
| Email   | : handoyo.wibisono@lingkar-adidaya.com   |
| Contact | : +62 (21) 56944772  |
| Enquiry | : Buyer is interested in importing Polyethylene and Polypropylene from India   |

|         |   |
|---------|---|
| Name    | : Joseph Tjendra  |
| Company | : Luxchem Indonesia, PT   |
| Address | : APL Tower, 21st Floor Suite 6, Jl. Letjen. S. Parman Kav. 28, Grogol Jakarta Barat 11470, Indonesia |
| Email   | : luxchem@luxchem.com.my  |
| Contact | : +62 (21) 29670585   |
| Enquiry | : Buyer is interested in importing Polyester resins from India  |

|         |  |
|---------|--|
| Name    | : Lina Susanto   |
| Company | : Rodes Chemindo, PT   |
| Address | : Jl. Sekip Baru No. 2 Medan 20112, Indonesia                  |
| Email   | : rodeschemindo@yahoo.co.id                                    |
| Contact | : +62 (822) 84704120   |
| Enquiry | : Buyer is interested in importing Polyester resins from India |

|         |   |
|---------|---|
| Name    | : Martin Tan  |
| Company | : Sunter Indah Permai, PT   |
| Address | : Graha SIP, Jl. Danau Indah Raya Block C2 No. 4, Sunter Jakarta Utara 14350, Indonesia |
| Email   | : inquire@ptsip.co.id   |
| Contact | : +62 (21) 65835172   |
| Enquiry | : Buyer is interested in importing Polyester resins from India                          |

|         |  |
|---------|--|
| Name    | : Meninda Indra  |
| Company | : Polymer Applications Indonesia, PT   |
| Address | : Gading Bukit Indah Complex Block P No. 32, Jl. Bukit Gading Raya, Kelapa Gading Jakarta Utara 14240, Indonesia |
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| Contact | : +62 (21) 29385271  |
| Enquiry | : Buyer is interested in importing Polyester resins from India   |

|         |   |
|---------|---|
| Name    | : Tjandra Martaniardja  |
| Company | : Justus Sakti Raya, PT   |
| Address | : Wisma Justus, Jl. Danau Sunter Utara Block O-3 No. 27-28, Sunter Jakarta Utara 14350, Indonesia |
| Email   | : sjustus@rad.net.id  |
| Contact | : +62 (21) 65306066   |
| Enquiry | : Buyer is interested in importing Polyester resins from India                                    |

|         |   |
|---------|---|
| Name    | : Tonny Tansil  |
| Company | : Intrapenta Jaya Sakti, PT   |
| Address | : Citta Graha Complex Block 2-L, Jl. Panjang No. 26, Arteri Kedoya Jakarta Pusat 11520, Indonesia |
| Email   | : ronny@intrapenta.co.id  |
| Contact | : +62 (21) 5819089  |
| Enquiry | : Buyer is interested in importing Leathercloth from India  |

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# Why become a Plexconcil Member?

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

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

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

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

## Membership Benefits

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



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

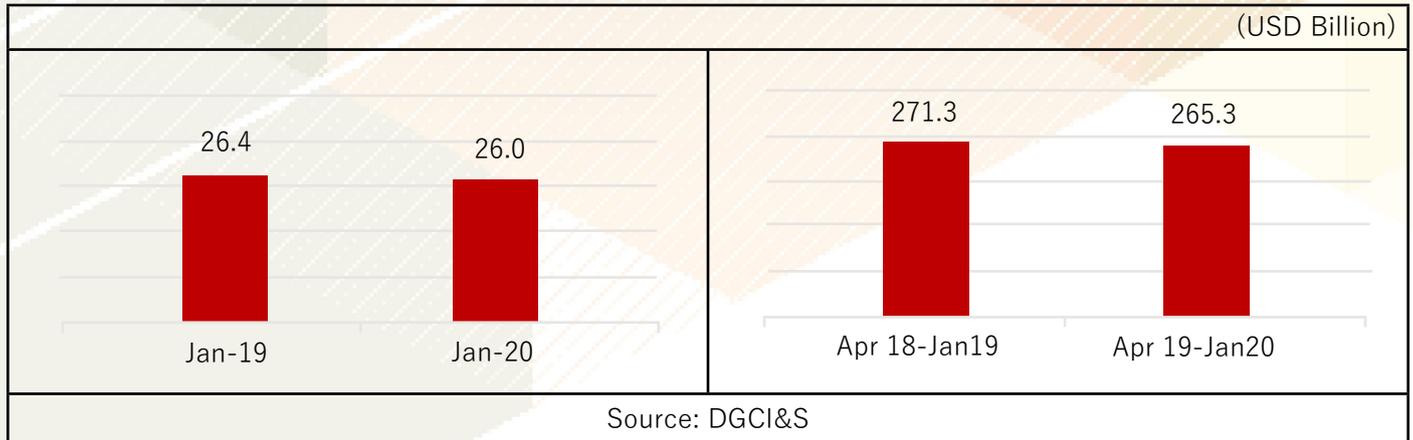
| S. No. | Company Name                              | Communication Address  | Director            | Email                          |
|--------|---|--|---------------------|--------------------------------|
| 1      | INDO COOL COMPOSITES PRIVATE LIMITED      | PLOT NO.40, 2ND AVENUE, PHASE 2, ANNAI VELANKANNI NAGAR, MUGALIVAKKAM, CHENNAI- 600125                 | S. RAMACHANDRAN     | srijith@indocool.in            |
| 2      | VISHAKHA IRRIGATION PVT LTD               | VISHAKHA HOUSE, ASHIRWAD PARAS CORPORATE HOUSE, CORPORATE ROAD, PRAHLAD-NAGAR, AHMEDABAD 380015        | BHADRESH N DOSHI    | account@vishakhairrigation.com |
| 3      | SOLUTECH INDUSTRIES (I) PRIVATE LIMITED   | GAT NO 156,1544,168,164,170,171, B.U BHANDARI INDUSTRIAL ESTATE, PL NO-40 SANASWADI SHIRUR,PUNE-412208 | SANJAY R BHAPKAR    | dsc@orienbusiness.com          |
| 4      | EVERLASTING VYAP-AAR PRIVATE LIMITED      | "PREMISES NO 11/4, 2ND FLOOR, ISWAR DUTTA LANE , HOWRAH-711101   | MR. SOHAN           | smallcompanies@gmail.com       |
| 5      | ACME DRINKTEC SOLUTIONS LLP               | C-65 MAYA PURI, INDUSTRIAL AREA, PHASE -II, 110064   | SUKHBIR SINGH       | sales@acmedrinktec.com         |
| 6      | NARAIN POLYMERS PVT LTD                   | G - 1072 DSIDC, INDUSTRIAL COMPLEX NARELA, NEW DELHI-110040  | SUDESH KUMAR GOEL   | skgoel76@gmail.com             |
| 7      | AMINA ENTERPRISE                          | NO-56, 3RD EAST CROSS STREET, AMARAVATHY NAGAR, ARUBAKKAM, CHENNAI-600106                              | MD SAMSUL HAQUE     | AMINAENTERPRISE21@GMAIL.COM    |
| 8      | BHAGYODAYA POLY PACK PRIVATE LIMITED      | 14 E KAMLDEEP ESTATE TA KALOL, KHAT RAJ, GANDHINAGAR-382721  | RAMNATH S DUBEY     | dubey.ramnath@gmail.com        |
| 9      | RAHAMAN ENTERPRISE                        | "STATION PARA WARD NO.4 BELDANGA, MURSHIDABAD ", BAHARAMPUR -742133                                    | AZAD RAHAMAN        | azadrahaman2000@gmail.com      |
| 10     | MRINMOYEE SUPPLY PVT LTD                  | RTC HOUSE, 4, DR. SURESH SARKAR ROAD , KOLKATA700014   | DEBTOSH CHATTERJEE  | ca_dc@cleaningarts.com         |
| 11     | SARVESH MULTI PLAST INDIA PRIVATE LIMITED | SF NO 367/1, KOTHAMPALAYAM, CHENNIMALAI, PERUNDURAI TK, ERODE- 638051                                  | M.GOVINDASAMY       | info@sarvesh.net.in            |
| 12     | INDI TRESS PVT. LTD.                      | "322,PLOT NO.24, GARG PLAZA, ROAD NO.44, PITAMPURA - 110034  | DEEPAK GARG         | kavitanegi.emailing@gmail.com  |
| 13     | VIVEK POLYPLAST INDIA PVT LTD             | 501, PLOT NO.40, J B NAGAR, ANDHERI KURLA ROAD, ANDHERI EAST, MUMBAI- 400059                           | MATA PRASAD M GUPTA | nilesh@vivekpolymer.com        |

# Export Performance

## TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 26.0 billion in January 2020, down 1.5% from USD 26.4 billion in January 2019. Cumulative value of merchandise exports during April 2019 – January 2020 was USD 265.3 billion as against USD 271.3 billion during the same period last year, reflecting a decline of 2.2%.

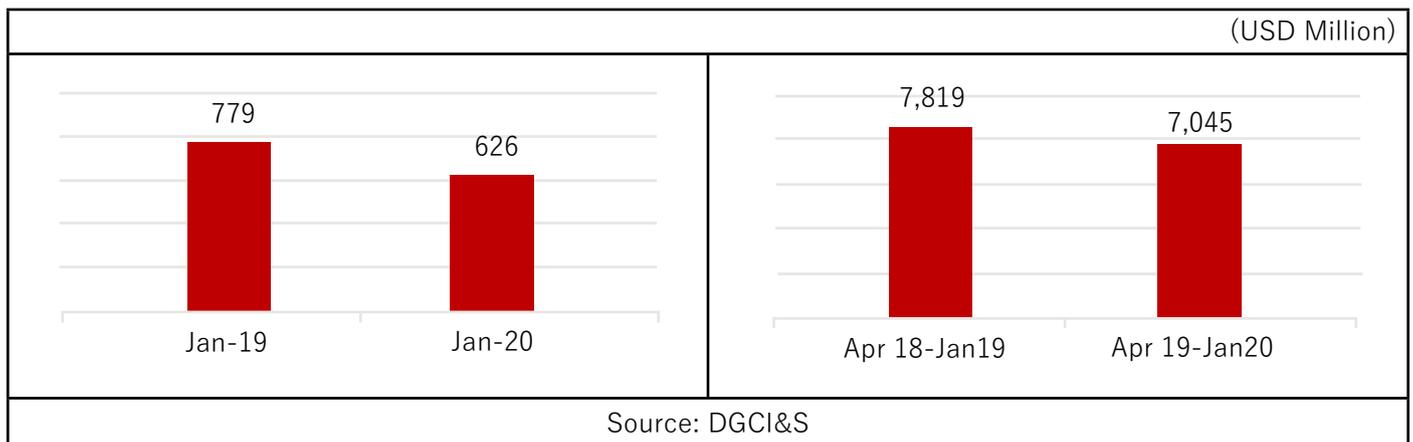
**Exhibit 1: Trend in overall merchandise exports from India**



## TREND IN PLASTICS EXPORT

During January 2020, India exported plastics worth USD 626 million, down 19.6% from USD 779 million in January 2019. Cumulative value of plastics export during April 2019 – January 2020 was USD 7,045 million as against USD 7,819 million during the same period last year, registering a negative growth of 9.9%.

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



- Plastics formed 2.66% of India's overall merchandise exports in April 2019 – January 2020
- India exported plastics to 210 countries in April 2019 – January 2020
- China, United States and United Arab Emirates were the top three buyers of plastics from India in April 2019 – January 2020



## PLASTICS EXPORT, BY PANEL

In January 2020, Other plastic items witnessed year-on-year growth of 8.1%; followed by packaging materials (+1.5%) and moulded & extruded goods (+0.5%). Product categories that reported negative growth include plastic raw materials (-35.8%); human hair, products thereof (-30.5%), stationery/office/school supply (-14.9%); plastic sheet, film, plates (-13.0%); and optical items (-1.1%).

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

| Panel                           | Jan-19   | Jan-20   | Growth | Apr 18-Jan 19 | Apr 19-Jan 20 | Growth |
|---------------------------------|----------|----------|--------|---------------|---------------|--------|
|                                 | (USD Mn) | (USD Mn) | (%)    | (USD Mn)      | (USD Mn)      | (%)    |
| Plastic raw materials           | 363.78   | 233.58   | -35.8% | 3,849.14      | 2,915.60      | -24.3% |
| Plastic sheet, film, plates etc | 130.45   | 113.54   | -13.0% | 1,230.25      | 1,224.43      | -0.5%  |
| Moulded & extruded goods        | 99.69    | 100.21   | 0.5%   | 938.43        | 1,033.99      | 10.2%  |
| Packaging materials             | 72.29    | 73.38    | 1.5%   | 696.68        | 722.47        | 3.7%   |
| Optical items (incl. lens etc)  | 35.01    | 34.62    | -1.1%  | 389.07        | 360.38        | -7.4%  |
| Other plastic items             | 34.85    | 37.67    | 8.1%   | 304.43        | 365.56        | 20.1%  |
| Stationery/Office/School Supply | 21.08    | 17.94    | -14.9% | 206.31        | 193.79        | -6.1%  |
| Human hair, products thereof    | 21.96    | 15.26    | -30.5% | 204.20        | 228.85        | 12.1%  |
|                                 | 779.10   | 626.20   | -19.6% | 7,818.50      | 7,045.09      | -9.9%  |

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

Source: DGCI&S

## PLASTICS EXPORT, BY REGION

India's plastics export in January 2020 was positive in Commonwealth of Independent States (+43.5%). Export growth was negative in North-East Asia (-38.4%); European Union (-27.0%); South Asia (-24.0%); Middle East (-18.5%); Latin America & Caribbean (-13.3%); Africa (-9.2%); ASEAN + 2 (-6.1%); and North America (-0.2%).

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

| Region                          | Jan-19   | Jan-20   | Growth | Apr 18-Jan 19 | Apr 19-Jan 20 | Growth |
|---------------------------------|----------|----------|--------|---------------|---------------|--------|
|                                 | (USD Mn) | (USD Mn) | (%)    | (USD Mn)      | (USD Mn)      | (%)    |
| European Union (EU)             | 168.92   | 123.26   | -27.0% | 1,575.68      | 1,336.97      | -15.1% |
| North-East Asia                 | 136.85   | 84.36    | -38.4% | 1,277.52      | 1,120.38      | -12.3% |
| Middle East                     | 117.82   | 96.04    | -18.5% | 1,172.35      | 1,077.52      | -8.1%  |
| North America                   | 102.66   | 102.50   | -0.2%  | 1,026.39      | 1,100.49      | 7.2%   |
| Africa                          | 89.01    | 80.84    | -9.2%  | 923.72        | 867.78        | -6.1%  |
| South Asia                      | 69.80    | 53.06    | -24.0% | 713.80        | 608.98        | -14.7% |
| ASEAN + 2                       | 50.28    | 47.22    | -6.1%  | 610.25        | 517.77        | -15.2% |
| Latin America & Caribbean (LAC) | 30.90    | 26.79    | -13.3% | 406.25        | 297.52        | -26.8% |
| CIS                             | 6.50     | 9.33     | 43.5%  | 75.62         | 91.61         | 21.1%  |
| Others                          | 6.35     | 2.79     | -56.1% | 36.92         | 26.07         | -29.4% |
|                                 | 779.10   | 626.20   | -19.6% | 7,818.50      | 7,045.09      | -9.9%  |

Source: DGCI&S

# Export Performance

## PLASTICS EXPORT, BY DESTINATION COUNTRY

During January 2020, six out of the top 25 destination countries recorded year-on-year growth in plastics export from India. Export to Nigeria witnessed a high growth rate of 19.8% during the period.

On a cumulative basis, during April 2019 – January 2020, five out of the top 25 destination countries recorded year-on-year growth in plastics export from India. Exports to Saudi Arabia witnessed a high growth rate of 27.8%, during the above period.

**Exhibit 5: Top 25 destinations of plastics exported by India**

| Country              | Jan-19   | Jan-20   | Growth | Apr 18-Jan 19 | Apr 19-Jan 20 | Growth |
|----------------------|----------|----------|--------|---------------|---------------|--------|
|                      | (USD Mn) | (USD Mn) | (%)    | (USD Mn)      | (USD Mn)      | (%)    |
| China                | 116.81   | 69.02    | -40.9% | 1,068.78      | 928.43        | -13.1% |
| United States        | 83.45    | 83.01    | -0.5%  | 825.88        | 906.46        | 9.8%   |
| United Arab Emirates | 47.29    | 39.40    | -16.7% | 379.34        | 370.76        | -2.3%  |
| Italy                | 37.83    | 17.65    | -53.3% | 332.18        | 225.90        | -32.0% |
| Germany              | 28.87    | 19.91    | -31.1% | 270.41        | 233.17        | -13.8% |
| Bangladesh           | 19.66    | 21.05    | 7.1%   | 269.26        | 229.18        | -14.9% |
| Turkey               | 18.13    | 13.84    | -23.7% | 232.32        | 169.62        | -27.0% |
| United Kingdom       | 23.49    | 24.49    | 4.3%   | 225.23        | 224.71        | -0.2%  |
| Nepal                | 19.99    | 21.16    | 5.9%   | 197.95        | 210.93        | 6.6%   |
| Vietnam              | 10.99    | 10.35    | -5.8%  | 170.09        | 125.09        | -26.5% |
| France               | 14.12    | 9.52     | -32.6% | 153.77        | 129.04        | -16.1% |
| Indonesia            | 10.45    | 5.59     | -46.5% | 147.52        | 85.52         | -42.0% |
| Egypt                | 8.14     | 4.48     | -44.9% | 132.17        | 79.27         | -40.0% |
| Belgium              | 14.10    | 7.95     | -43.6% | 119.20        | 90.70         | -23.9% |
| Japan                | 12.61    | 9.00     | -28.6% | 123.94        | 93.30         | -24.7% |
| Nigeria              | 9.77     | 11.71    | 19.8%  | 123.33        | 106.42        | -13.7% |
| Pakistan             | 18.40    | 0.30     | -98.4% | 115.51        | 42.12         | -63.5% |
| South Africa         | 19.21    | 9.84     | -48.8% | 101.63        | 112.73        | 10.9%  |
| Israel               | 10.21    | 8.39     | -17.8% | 109.73        | 92.40         | -15.8% |
| Mexico               | 10.11    | 9.06     | -10.4% | 109.23        | 88.86         | -18.7% |
| Kenya                | 8.76     | 8.23     | -6.0%  | 108.84        | 99.39         | -8.7%  |
| Spain                | 9.24     | 10.01    | 8.4%   | 101.65        | 90.25         | -11.2% |
| Sri Lanka            | 8.92     | 7.56     | -15.2% | 98.03         | 83.79         | -14.5% |
| Canada               | 9.10     | 10.43    | 14.5%  | 91.28         | 105.17        | 15.2%  |
| Saudi Arabia         | 11.37    | 10.75    | -5.5%  | 82.08         | 104.88        | 27.8%  |

Note: Top 25 destinations based on 2018-19 plastic exports by India

Source: DGCI&S

India exported plastics to 176 countries in January 2020 as compared to 182 countries in January 2019.

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

| Panel                           | Country              | Apr 18-Jan 19 | Apr 19-Jan 20 | Growth |
|---------------------------------|----------------------|---------------|---------------|--------|
|                                 |                      | (USD Mn)      | (USD Mn)      | (%)    |
| Plastic raw materials           | China                | 888.86        | 703.40        | -20.9% |
|                                 | Italy                | 237.15        | 131.96        | -44.4% |
|                                 | Turkey               | 202.55        | 143.99        | -28.9% |
|                                 | Bangladesh           | 189.15        | 148.48        | -21.5% |
|                                 | United Arab Emirates | 166.02        | 129.86        | -21.8% |
|                                 | United States        | 146.23        | 106.13        | -27.4% |
|                                 | Vietnam              | 148.78        | 104.64        | -29.7% |
|                                 | Nepal                | 120.97        | 124.51        | 2.9%   |
|                                 | Indonesia            | 115.25        | 54.80         | -52.4% |
|                                 | Pakistan             | 106.42        | 38.87         | -63.5% |
| Plastic sheet, film, plates etc | United States        | 184.85        | 212.69        | 15.1%  |
|                                 | United Arab Emirates | 61.71         | 60.32         | -2.2%  |
|                                 | Germany              | 60.92         | 55.39         | -9.1%  |
|                                 | South Africa         | 57.87         | 54.94         | -5.1%  |
|                                 | Nigeria              | 51.23         | 32.65         | -36.3% |
|                                 | Italy                | 44.23         | 36.45         | -17.6% |
|                                 | United Kingdom       | 43.70         | 49.90         | 14.2%  |
|                                 | Bangladesh           | 38.96         | 31.01         | -20.4% |
|                                 | Mexico               | 39.62         | 31.13         | -21.4% |
|                                 | Spain                | 32.72         | 30.90         | -5.6%  |
| Moulded & extruded goods        | United States        | 216.81        | 285.49        | 31.7%  |
|                                 | United Arab Emirates | 59.26         | 76.69         | 29.4%  |
|                                 | United Kingdom       | 49.61         | 48.70         | -1.8%  |
|                                 | Germany              | 45.85         | 40.00         | -12.8% |
|                                 | Canada               | 38.89         | 55.22         | 42.0%  |
|                                 | Sri Lanka            | 19.52         | 11.22         | -42.6% |
|                                 | Spain                | 18.28         | 16.46         | -10.0% |
|                                 | Nigeria              | 16.98         | 21.16         | 24.7%  |
|                                 | Saudi Arabia         | 14.10         | 20.93         | 48.4%  |
|                                 | Brazil               | 16.14         | 19.87         | 23.1%  |
| Packaging materials             | United States        | 133.39        | 151.31        | 13.4%  |
|                                 | United Kingdom       | 57.79         | 53.11         | -8.1%  |
|                                 | United Arab Emirates | 35.70         | 43.54         | 22.0%  |
|                                 | Netherland           | 26.88         | 24.68         | -8.2%  |
|                                 | Germany              | 21.71         | 15.99         | -26.3% |
|                                 | Belgium              | 18.71         | 7.78          | -58.4% |
|                                 | France               | 16.63         | 14.61         | -12.1% |
|                                 | Spain                | 16.09         | 15.27         | -5.1%  |
|                                 | Djibouti             | 13.73         | 9.37          | -31.8% |
|                                 | Nepal                | 13.17         | 11.71         | -11.1% |

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

# Export Performance

| Panel                           | Country              | Apr 18-Jan 19 | Apr 19-Jan 20 | Growth |
|---------------------------------|----------------------|---------------|---------------|--------|
|                                 |                      | (USD Mn)      | (USD Mn)      | (%)    |
| Optical items (incl. lens etc)  | France               | 99.76         | 83.40         | -16.4% |
|                                 | Germany              | 40.89         | 36.25         | -11.3% |
|                                 | United Kingdom       | 36.87         | 34.92         | -5.3%  |
|                                 | United States        | 20.62         | 8.56          | -58.5% |
|                                 | United Arab Emirates | 14.54         | 15.86         | 9.1%   |
|                                 | Netherland           | 15.74         | 20.63         | 31.1%  |
|                                 | Poland               | 12.04         | 16.23         | 34.8%  |
|                                 | Italy                | 11.51         | 19.38         | 68.4%  |
|                                 | Russia               | 9.88          | 8.98          | -9.1%  |
| Israel                          | 7.33                 | 6.84          | -6.7%         |        |
| Other plastic items             | United States        | 69.73         | 83.59         | 19.9%  |
|                                 | Belgium              | 27.99         | 22.29         | -20.4% |
|                                 | United Arab Emirates | 23.45         | 31.00         | 32.2%  |
|                                 | South Africa         | 12.92         | 23.38         | 81.0%  |
|                                 | United Kingdom       | 10.61         | 14.14         | 33.3%  |
|                                 | Italy                | 10.81         | 12.14         | 12.3%  |
|                                 | Germany              | 9.48          | 11.89         | 25.4%  |
|                                 | Poland               | 8.30          | 6.55          | -21.1% |
|                                 | Nepal                | 7.73          | 8.36          | 8.2%   |
|                                 | Saudi Arabia         | 7.42          | 8.12          | 9.5%   |
| Human hair, products thereof    | China                | 117.34        | 157.91        | 34.6%  |
|                                 | Myanmar              | 24.04         | 6.74          | -72.0% |
|                                 | United States        | 12.89         | 12.81         | -0.6%  |
|                                 | Tunisia              | 8.83          | 11.08         | 25.5%  |
|                                 | Hong Kong            | 7.34          | 10.76         | 46.6%  |
|                                 | Bangladesh           | 5.15          | 5.06          | -1.8%  |
|                                 | United Arab Emirates | 4.88          | 3.86          | -20.9% |
|                                 | Vietnam              | 3.41          | 3.94          | 15.6%  |
|                                 | Indonesia            | 3.16          | 2.34          | -25.9% |
|                                 | Italy                | 3.15          | 1.88          | -40.5% |
| Stationery/Office/School Supply | United States        | 41.36         | 45.88         | 10.9%  |
|                                 | United Arab Emirates | 13.79         | 9.63          | -30.2% |
|                                 | United Kingdom       | 12.33         | 9.23          | -25.2% |
|                                 | Thailand             | 10.01         | 8.44          | -15.7% |
|                                 | Algeria              | 5.68          | 6.10          | 7.4%   |
|                                 | Bangladesh           | 5.18          | 6.58          | 27.0%  |
|                                 | Germany              | 5.38          | 4.60          | -14.5% |
|                                 | Mexico               | 5.00          | 4.17          | -16.7% |
|                                 | Latvia               | 4.90          | 2.39          | -51.3% |
|                                 | Nepal                | 4.40          | 4.18          | -5.0%  |

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

## ANNEXURE-I

### Trend in overall exports by India

| Month     | 2018-19  | 2019-20  | Growth |
|-----------|----------|----------|--------|
|           | (USD Bn) | (USD Bn) | (%)    |
| April     | 25.95    | 26.07    | 0.5%   |
| May       | 28.78    | 30.01    | 4.3%   |
| June      | 27.15    | 25.01    | -7.9%  |
| July      | 25.89    | 26.32    | 1.7%   |
| August    | 27.87    | 26.13    | -6.3%  |
| September | 27.90    | 26.11    | -6.4%  |
| October   | 26.98    | 26.43    | -2.1%  |
| November  | 26.46    | 25.94    | -2.0%  |
| December  | 27.91    | 27.35    | -2.0%  |
| January   | 26.36    | 25.97    | -1.5%  |
|           | 271.25   | 265.35   | -2.2%  |

Source: DGCI&S

## ANNEXURE-II

### Trend in plastics export by India

| Month     | 2018-19  | 2019-20  | Growth |
|-----------|----------|----------|--------|
|           | (USD Mn) | (USD Mn) | (%)    |
| April     | 742.66   | 702.53   | -5.4%  |
| May       | 741.65   | 830.55   | 12.0%  |
| June      | 769.08   | 732.57   | -4.7%  |
| July      | 730.46   | 709.33   | -2.9%  |
| August    | 830.05   | 699.40   | -15.7% |
| September | 780.35   | 649.17   | -16.8% |
| October   | 778.02   | 693.21   | -10.9% |
| November  | 845.42   | 720.60   | -14.8% |
| December  | 821.71   | 681.54   | -17.1% |
| January   | 779.10   | 626.20   | -19.6% |
|           | 7,818.50 | 7,045.09 | -9.9%  |

Source: DGCI&S

**Size**

Rope : 2mm to 30mm | Twine: 15 ply to 120 ply

**Length**

20, 30, 50, 80, 100, 200 & 300 Meter and any type of Length/Weight as per buyer's Requirement.

**Colors**

Red, Green, Blue, yellow, orange, White, black, Brown and many more as per buyer's Requirement.

**Tolerance**

Weight, Length & measurement are approx with variation of ± 6 to 8%.

**Packing**

Each bundle shrink or wrapped individually and then packed into woven sack bag. That Bag will be strapped 4 side. Assorted color packing or single color packing as per buyer requirement.

**Why Aadarsh ?**

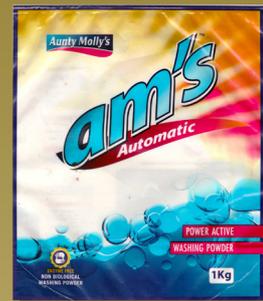
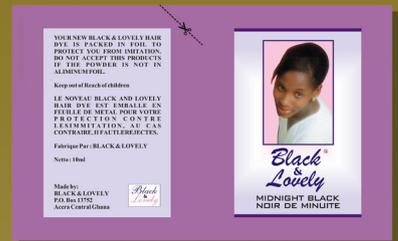
With our commitment towards customers, we are consistently engaged in offering qualitative range of products. Our Products are highly demanded in global market because of the features like **Well Maintained Infrastructure Facility | Extensive Industry Experience | Wide Range of Products Customer Satisfaction | Competitive Price | Quality Control**

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INTERNATIONAL PVT. LTD.  
DYNAMIC | DRIVEN | DEPENDABLE

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**ISO 9001:2015, FSSC 22000, BRC Certified Company**

**WE PACKAGE PIECE OF MIND -  
One of Indias largest FIBC manufacturer**

**DYNAMIC | DRIVEN | DEPENDABLE**

- Eternal leaders, astute conquerors.
- Export promotion award for several years by All India flat tape manufacturers association.
- Export excellence award for best manufacturer by federation of Karnataka chambers of commerce & industry (2014).
- Export excellence award for the best district exporter- Dakshina Kannada for the year 2015 & 2016 by, Federation of Karnataka chambers of commerce and industry.
- 2nd best exporter of FIBC's for the year 2013 until 2019 by Plastic export promotion council.
- Best District exported Award by Federation of Karnataka chambers of commerce and industry for FY 2017-18.