PLEXCONCIL - The Plastics Export Promotion Council

PLEXCONNECT

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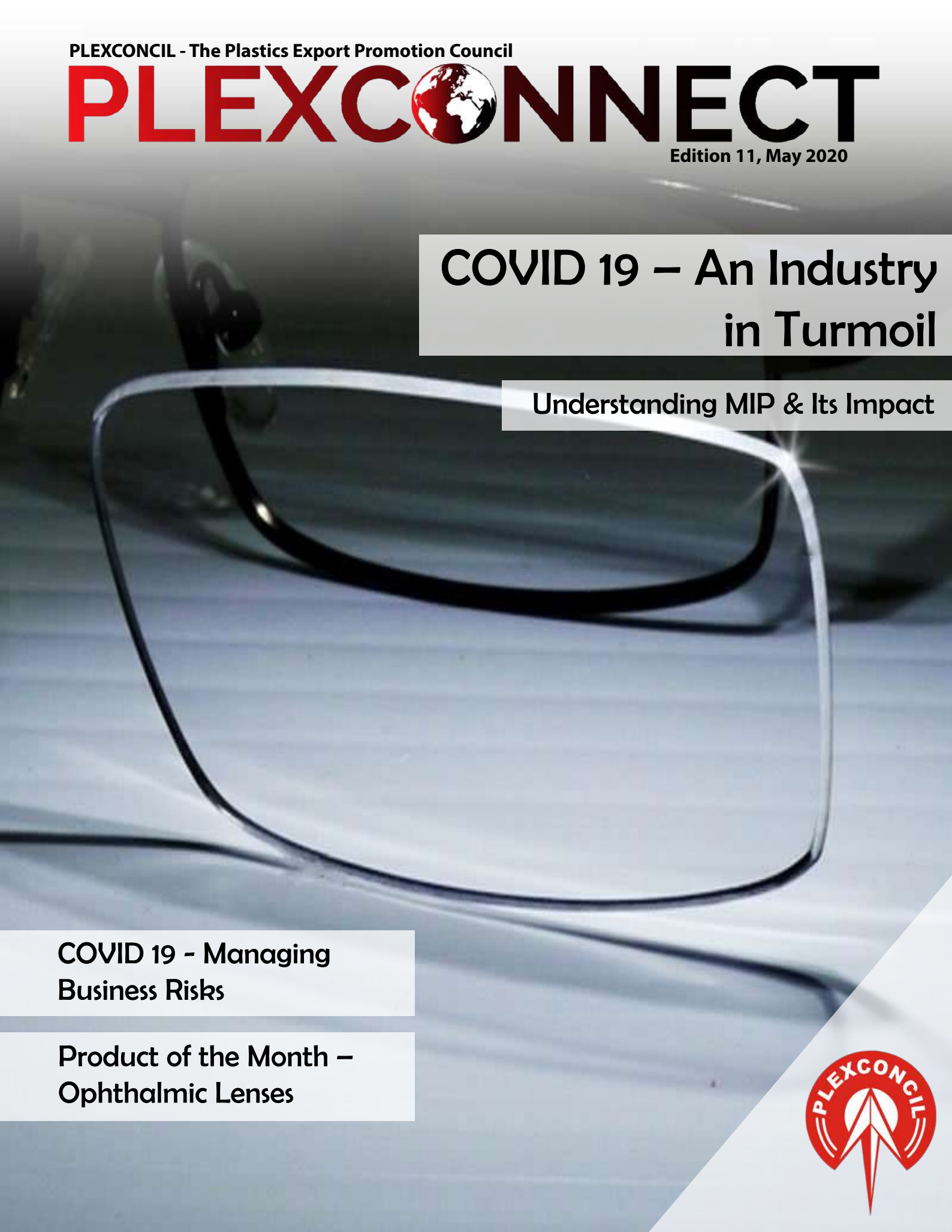

COVID 19 – An Industry in Turmoil

Understanding MIP & Its Impact

COVID 19 - Managing Business Risks

Product of the Month – Ophthalmic Lenses

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Plexconnect is published by:
The Plastics Export Promotion Council

Editor: Sribash Dasmohapatra,
Executive Director, Plexconcil

Associate Editor: Sangita Iyengar

Send in your feedback, comments, suggestions to **editor@plexconcil.org**

The Plastics Export Promotion Council

Head Office (Head Office)
Crystal Tower, Ground Floor, Gundivali
Road No. 3, Off Sir M. V. RoadAndheri (E)
Mumbai - 400069
Tel: 91-22-2683 3951 / 91-22-2683 3952
Fax: 91-22-2683 3953 / 91-22-2683 40572
Email: office@plexconcil.org

Delhi - Northern Region (Region Office)
319, 3rd Floor, Block - E, International Trade Tower
99, Nehru Place
New Delhi - 110019
Tel: 91-11-26478817 / 26478819
Fax: 91-11-26478821
Email: plexnr@plexconcil.org

Chennai - Southern Region (Region Office)
Rasheed Mension, 3rd Floor, 408 Anna Salai
Chennai - 600006
Tel: 91-44-28292620
Fax: 91-44-28291518
Email: ruban.hobday@plexconcil.org,
dayanidhi@plexconcil.org

Kolkata - Eastern Region (Region Office)
Vanijya Bhavan, , 1/1 Wood Street
Kolkata - 700016
Tel: 91-33-22834497 / 22834498
Fax: 91-33-22834289
Email: nilotpal@plexconcil.org

Ahmedabad – Gujarat Region(Region Office)
909, Safal Prelude Corporate Road,
Prahladnagar Ahmedabad
Gujarat 380 015, INDIA
Tel: 91-79-48010103
Email: naman@plexconcil.org

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THE PLASTICS EXPORT PROMOTION COUNCIL

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- Monthly trade magazine / Conferences / Seminars / Workshops
- Updates on FTP, FTAs, Customs, GST
- Others

For Membership : Ms. Anagha Barve | +91 22 26833951/52 | anagha@plexconcil.org

The unprecedented challenges we face today require not just a cool and calm head, but it requires a bold vision and a burning desire for change. With the right resolve and priorities, and by drawing on our many resources & strengths, we can ensure that we not only overcome the difficulties that we are faced with, but moreover, set the stage for much more progression tomorrow.

The past weeks have been testing for most of our businesses and while the immediate months following the lift of the lockdown will undoubtedly pose some difficulty, the economy is bound to rebound in the coming year ahead. India, has the capacities to meet the anticipated needs of the global markets and with rising sentiments against doing business with China, our country is looked upon favorably and one can be optimistic of greater opportunities ahead.

In the meantime, sanitation, liquidity, credit risks, inventory management, management of human resources, optimization of production, etc are some of the key areas that businesses need to focus on. It is also time to look at technology upgrade and automation while digital marketing and sales will play a key role in how we connect with the outside world.

During 2019-20, India exported plastics worth USD 10.0 billion, down 9.1% from USD 11.0 billion in 2018-19. India's plastics exports had witnessed a growth of 24.0% in the previous year. In 2019-20, plastics exports were boosted by higher sales of woven sacks; leather cloth; rigid packaging & pet performs; cordage & fishnets; consumer & house ware items; and human hair products. However, this positive growth was more than offset by lower exports of plastics raw materials; pipes & fittings; polyester films; writing instruments; and composites.

At Plexconcil, we have been working fervently over the past weeks, collecting and gathering information and concerns of our members, making several subsequent submissions to the DGFT, Department of Commerce, MSME Ministry, DCPC, Customs, etc. We have been taking up our industry issues with these relevant authorities to ensure our concerns are heard and addressed.

In the upcoming issue, we have shared with you details of the various issues and submissions that we have taken up with the Government. We have also shared our submission on the Minimum Import Price, which irrespective of the current scenario, would pose much difficulty for plastics processors. Our aim is to engage with polymer producers and with the support of the Government, have an open discussion and reach a mutually agreeable solution.

In this issue, we also look at Ophthalmic Lens exports under the product of the month and the opportunities within the segment, besides news, new developments etc.

It is both our moral and business imperative to ensure our businesses succeed. With so many livelihoods and the entire economic balance at stake, it is time now to respond to rapid developments globally with swift, measurable and prudent action by taking a long-term view of things rather than short term gains.

Until our next issue, stay safe and stay healthy.

Warm regards,

Ravish Kamath
Chairman

Council Activities for March-April 2020

Date	Concerned Authority	Summary
04.03.2020	Secretary, Chemicals & Petrochemicals	Submitted a request that steep hike in sea freight rates both for export & import cargo may be addressed at the earliest.
18.03.2020	Honourable Minister of State for Commerce and Industry	Submitted suggestions on how India's plastics exports can be increased if problems like high freight rates, high power tariffs, difficulties in availability of plastics raw materials, and their high import duty etc can be addressed. Request to renegotiate FTA's with SAARC & ASEAN countries was also mentioned.
18.03.2020	Governor, RBI	Submitted a request to extend the remittance period from 9 months to 15 months, allow faster clearance of credit to exporters, ease the NPA provisions, exempt from caution listing of exporters by RBI, extend interest equalization scheme etc.
18.03.2020	Chairman, SBI	Submitted a request to extend the remittance period from 9 months to 15 months, allow faster clearance of credit to exporters, ease the NPA provisions, exempt from caution listing of exporters by RBI, extend interest equalization scheme etc.
18.03.2020	Chairman, CBIC	Submitted a request regarding exemption of Tax Collection at Source for exporter since the provision on sale of goods does not distinguish between domestic sales and export sales.
18.03.2020	Honourable Finance Minister	Informed the honourable minister that the plastics exporting community in India is likely to face great difficulties due to covid-19. The council also made an appeal that proactive measure with regard to following maybe taken. • Enable faster clearance of credit to plastics industry • Extend bill realization period from 9 months to one year • Ease NPA provisions • Exempt from caution listing of exporters by RBI • Enhance existing limits for Advances of exporters • Enhance Collateral free lending upto Rs. 2 crore for the MSME sector • Extend interest equalization scheme etc.
18.03.2020	Honourable Ministry of Labour and Employment	Informed the honourable minister that the plastics exporting community in India is likely to face great difficulties due to covid-19. The council made an appeal that proactive measure with regard to following maybe taken • Defer the payment of employer Provident Fund (EPF) • Defer the payment of contribution towards ESI (Employer state Insurance) • Oppose and reject the private member bill of Rajya Sabha (The Terminated Employees Welfare) 2020, Bill No. V 2020)
26.03.2020	Secretary, Chemicals & Petrochemicals DG, DGFT	Submitted a list of trade issues being faced by plastics exporters due to covid-19 and lockdown situation in the country. Some of the issues highlighted were: • Difficulties in submitting export documents to AD bank • Delays in export realisations • Difficulties in servicing terms loans and working capital loans • Difficulties in collecting BL from shipping lines and in getting COO • Concerns about container detention charges, demurrage, ground rent etc. • Lockdown leading to closure of CHA services, local transport, manpower availability, • Delays in IGST refunds and settlement of Duty Drawback on exports • Inability to meet export obligation period under AA and EPCG • MMC for Electricity Some suggestions were also provided.
27.03.2020	Honourable CIM & other Ministry of Commerce Officials	Chairman, Plexconcil, attended a video conference chaired by Honourable CIM and briefed him about the issues faced by plastics exporters.
31.03.2020	DG, DGFT	Made another submission in continuation to an earlier one dated 26.03.2020 and sought assistance regarding the following issues • Inability to send original BL by courier due to lockdown • No orders to stop auto-debit / ECS of loan Instalments • Only SBI announced special scheme named Covid 19 Emergency Credit Line, other banks have not any such scheme • Packaging industry not able to operate and supply materials to essential goods manufacturers • EPFO contribution by Government is limited to certain sections and not entire industry • No uniform measures by states and centre for smooth operations of units. Some suggestions were also provided.
31.03.2020	Honourable CIM & other Ministry of Commerce Officials	Chairman, Plexconcil, attended a video conference chaired by Honourable CIM and briefed him about the issues faced by plastics exporters.

01.04.2020	DG, DGFT	Submitted a request that anomaly in notification no 48/2015-20 dated 25.2.2020 and further amended vide notification no 52/205-2020 dated 19.3.2020 regarding prohibition of exports of Personal Protection Equipments and items specially under ITC(HS) Code 392690 (Surgical Masks/Disposable masks etc.) mat kindly be looked into and corrected.
02.04.2020	Joint Secretary, Logistics	Submitted a request to allow international courier services to start operations at the earliest as the banks of Indian exporters are unable to send important documents overseas to the importing company which is resulting in huge losses as shipping lines are asking for indemnity of as high as 300% of the value of shipment. Also suggested that the Government may instruct the shipping companies to honour Letter of Undertaking / Letter of Indemnity for releasing cargo.
03.04.2020	DG, DGFT	Informed that the FIBC industry in India is facing challenging times due to covid-19. Below points were suggested as relief measures • FIBC manufacturing is labour intensive and hence the companies will find it difficult to pay wages if they do not start production. GOI must also set a time frame for payment of wages / salaries. • The 24% EPF contribution by the GOI for next 3 months may be extended to establishments having more than 100 employees. • ESIC may be instructed to provide unemployment allowance to insured persons as available under Atal Bimit Vyakthi Kalyan Yojana (ABVKY) • Banks may be directed to do Bill Discounting for the LC / Usance LC shipments which are covered by ECGC, without asking for any collateral from the exporter. • 5% equalisation on rupee export credit for all exporters (MSME and non- MSME) may be implemented for the next 3 years from 1st April, 2020. • GOI may advice Discoms to waive off fixed charges on electricity bills for a period of six months.
06.04.2020	Member (Customs), CBIC	Submitted an appeal that due to the current lockdown situation in the country, member exporters may be permitted to seek extension of their permission / intimation which is required for import of input materials by the EOU units at least for next 6 months (till 30.09.2020) without any application.
07.04.2020	Member (GST/ST/CX/Legal & CV), CBIC	Submitted a request that some members of the council are facing problems in getting IGST refunds although they have filed GSTR-3B covering exports for the month of February 2020.
07.04.2020	Secretary, Chemicals & Petrochemicals	Vice Chairman, Plexconcil, attended a video conference chaired by Secretary (DCPC) and briefed him about the issues faced by plastics exporters.
08.04.2020	Secretary, Chemicals & Petrochemicals DG, DGFT Joint Secretary, EPCAP	Submitted a request that in the wake of covid-19 and lockdown in India, additional measures may be taken to protect and safeguard the plastics exporting community at the earliest • Informed that certain sections of the plastics industry is trying to get imposed minimum import price on imports of plastics raw materials which would play havoc to the plastics processing industry. • Free Trade agreements, especially India- ASEAN & India-SAARC FTA should be suspended for six months • Suggested that banks should finance the LC which were due between 20th March & April month and not debit the CC accounts. They may recover it in instalments over a 12 month period. • Suggested that where ever the banks have taken FDs as margin for issuing BG, they should free at least 50% from that FD or they can give loan up to 50% of the FD to enhance liquidity. • All banks may be asked to extending the buyer credit facility. Despite a lower repo rate, banks are not passing on the benefit to borrowers. This may be checked and corrected. • Banks should automatically roll over the forward contracts at same rates and not book the losses at the end of 3 month period in wake of covid-19. • GOI may direct banks to look at the possibility of extending loans against IGST receivables. • GOI may direct banks to delink interest rates to the credit ratings. • GOI should waive off employers share of PF & ESI for six months, reduce electricity rates by 25% for six months, and increase MEIS rates. Certain long term measures were also provided.
08.04.2020	Honourable CIM & other Ministry of Commerce Officials	Chairman, Plexconcil, attended a video conference chaired by Honourable CIM and briefed him about the issues faced by plastics exporters.
10.04.2020	DG, DGFT	Submitted request of M/s. Sun Plast and M/s. Maniar Injectoplast seeking permission for shipment of cargo to fulfil their export commitment.

Council Activities for March-April 2020

12.04.2020	Joint Secretary, EPCAP	Submitted request with justification for opening manufacturing operations of urgent plastic items required for the essential purposes.
13.04.2020	Honourable CIM Secretary, Chemicals & Petrochemicals	Submitted request to not impose Minimum Import Price (MIP) on import of polymers.
13.04.2020	DG, DGFT	Submitted request to allow export of Nonwoven Spunbound fabric for critical applications.
15.04.2020	Chief Secretary, Govt. of Karnataka Chief Secretary, Govt of Tamil Nadu Chief Secretary, Govt. of Madhya Pradesh Chief Secretary, Govt. of Maharashtra Chief Secretary, Govt. of Andhra Pradesh Chief Secretary, Govt. of Dadra & Nagar Haveli	Submitted request for Industry Relief Recommendation especially for FIBC and labour intensive industry during Covid-19 pandemic.
15.04.2020	DG,DGFT	Submitted request for relaxation in the FTP on Merchanting Trade of prohibited goods that do not enter the country.
15.04.2020	Special Secretary, Logistics	Submitted logistics issues faced by member regarding high ground rent charges being levied by CFS at Mundra, Gujarat
17.04.2020	Home Secretary, Ministry of Home Affairs	Submitted suggested amendment to MHA Order No. 40-3/2020-DM-I(A) dated 15th April, 2020 highlighting practical issues that would be faced by the members.
20.04.2020	Director, DCPC EPCAP Division	Submitted recommendations for trade related issues.
20.04.2020	Principal Commissioner, Central Board of Indirect Taxes and Customs	Submitted request seeking support to resolve member's issues regarding 100% examination of containers.
21.04.2020	Joint Secretary, EPCAP	Submitted state wise status regarding the current state of operations after partial relaxation by MHA.
22.04.2020	DG, DGFT	Submitted request for amendment in the newly issued para 4.41(e) of HBP 2015-20
23.04.2020	Joint Secretary, EPCAP	Submitted issue faced by M/s. Kolor Exim in obtaining preferential AI Certificate of Origin for goods exported to Myanmar in view of Export Inspection Agency, Kolkata being closed.

Regarding Relief in Average Export Obligation in terms of Para 5.19 of Hand Book of Procedures of Foreign Trade Policy, 2015-20

We wish to inform you that O/ o DGFT has issued Policy circular no. 31/ 2015-20 dated 26.02.2020 regarding Para 5.19 of the Hand Book of Procedures of FTP 2015-20 which envisages that to provide relief to exporters of those sector where total export in the sector/ product group has declined by more than 5% as compared to the previous year, the average export obligation for the year may be reduced proportionate to reduction in exports of that particular sector/ product group during the year as against the preceding year. This implies that the sector/ product group that witnessed such decline in 2018-19 as compared to 2017-18 would be entitled for such relief.

A list of such sectors/ product group showing the percentage decline in exports during 2018-19 as compared to 2017-18 is enclosed along with said Policy circular.

O/ o DGFT has requested to all the Regional Authority 'RA' to re-fix the annual average export obligation for EPCG authorization for the year 2018-19 accordingly. The reduction, if any, in the export obligation should be appropriately endorsed in the file pertaining to the concerned EPCG authorization, as also in the Amendment Sheet to be issued along with the concerned EPCG authorization by the RA.

The RA, while considering requests of discharge of export obligation 'EO' will ensure that in case of shortfall in EO fulfilment, the Policy Circulars earlier issued in terms of Para 5.11.2 of HBP 2009-14 and Para 5.19 of HBP of FTP 2015- 20 are also considered before issuance of demand notice, EODC etc. This stipulation should also form part of Check Sheet for the purpose of EODC.

Members are requested to take note of the same and make of use of this opportunity to regularise their EPCG cases, if any, accordingly.

The circular is available on https://plexconcil.org/public/custom/files/circulars/1583226921.pdf

Regarding Online filling and Issuance of Preferential Certificate of Origin under India Korea Comprehensive Economic Partnership Agreement (IKCEPA) for India's Exports to Republic of Korea w.e.f. 06th March 2020

This has reference to our earlier circulars Ref. no. Plexh/cir/570 dated 23.09.2019 regarding Online filing & Issuance of Preferential Certificate of Origin through the Common Digital Platform & Issue of CoO for India- Chile PTA will be started from 25th September 2019 and Ref. : Plexh/cir/882 dated 18.12.2019 regarding Online filling and Issuance of Preferential Certificate of Origin under SAFTA & SAPTA for India's Exports to Nepal w.e.f. 18th December 2019. It is informed that the new online platform for issuance of Preferential Certificate of Origin has been live since 19.09.2019. The platform is designed as a single-point access for all FTAs/PTAs, for all designated Certificate of Origin (CoO) issuing agencies and for all export products. The platform is accessible at the following URL: https: //coo.dgft.gov.in

We further wish to inform you that O/o DGFT, New Delhi has issued Trade notice no. 53/2019-2020 dated 02.03.202 regarding Online filling and Issuance of Preferential Certificate of Origin under India-Korea Comprehensive Economic Partnership Agreement (IKCEPA) for India's Exports to Republic of Korea w.e.f. 06th March 2020. Similarly, for exports to Republic of Korea under India-Korea Comprehensive Economic Partnership Agreement (IKCEPA), the Preferential Certificate of Origin shall be applied and issued only from this platform with effect from 06th March 2020.

TN No. 53 available at https://dgft.gov.in/sites/default/files/Trade%20Notice%2053%20e- oO%20IKCEPA.pdf
All agencies are required to issue preferential CoO for exports to Korea under IKCEPA through the platform URL: https://coo.dgft.gov.in. It is requested that exporters to Republic of Korea intending to take benefits under IKCEPA may register on the new platform immediately.

Following may be taken note of by exporters with regard to the CoO portal/application process:

- Digital Signature would be required for the purpose of electronic verification. The digital signature would be the same as used for other DGFT applications;
- The digital signature to be used may be Class II or Class III and should have the IEC number of the firm embedded in the DSC;
- On registration at the portal, a password would be sent on the email link to the JEC holder. In case the IEC holder desires to update email on which communication is to be done with the portal, the same may be done by using the 'Online IEC application' module on the DGFT website.
- Once registration is done, all directors/partners' details and branch details would be auto-populated in the certificate of origin as available in the DGFT-IEC database. Please ensure that latest updated IEC details are available in the DGFTIEC database and necessary steps taken to modify the IEC details online, whenever required;
- For further guidance, registration and application help manual & FAQs may be seen on the main page of the CoO platform.
- For any assistance any of the following channels may be used:

i. Raise a complaint/suggestion ticket through Contact@DGFT service available on the DGFT website.
ii. Call the Helpline at the Toll Free number 1800-111-550
iii. Send an email to coo-dgft@gov.in

This is for your information and necessary action

The circular is available on: https://plexconcil.org/public/custom/files/circulars/1583322495.pdf

Regarding Union Cabinet approval scheme for "Remission of Duties and Taxes on Exported Products (RoDTEP)" to boost exports Ref.: Press Release - Cabinet Committee on Economic Affairs (CCEA)

We wish to inform you that the Cabinet Committee on Economic Affairs, chaired by Hon'ble Prime Minister, has given its approval for introducing the Scheme for Remission of Duties and Taxes on Exported Products (RoDTEP) under which a mechanism would be created for reimbursement of taxes/ duties/ levies, at the central, state and local level, which are currently not being refunded under any other mechanism, but which are incurred in the process of manufacture and distribution of exported products. This scheme will give a boost to the domestic industry and Indian exports providing a level playing field for Indian producers in the International market so that domestic taxes/duties are not exported.

Under the Scheme an inter-ministerial Committee will determine the rates and items for which the reimbursement of taxes and duties would be provided. In line with "Digital India", refund under the Scheme, in the form of transferable duty credit/ electronic scrip will be issued to the exporters, which will be maintained in an electronic ledger. The Scheme will be implemented with end to end digitization.

The refunds under the RoDTEP scheme would be a step towards "zero-rating" of exports, along with refunds such as Drawback and IGST. This would lead to cost competitiveness of exported products in international markets and better employment opportunities in export-oriented manufacturing industries. In line with the vision of Prime Minister, various export-oriented industries are being reformed and introduced to better mechanisms so as to increase their productivity, boost exports and contribute to the overall economy.

Salient features:

- At present, GST taxes and import/ customs duties for inputs required to manufacture exported products are either exempted or refunded. However, certain taxes/ duties/ levies are outside GST, and are not refunded for exports, such as, VAT on fuel used in transportation, Mandi tax, Duty on electricity used during manufacturing etc. These would be covered for reimbursement under the RoDTEP Scheme.
- The sequence of introduction of the Scheme across sectors, prioritization of the sectors to be covered, degree of b e n e fit t o b e given on various items within the rates set by the Committee will be decided and notified by the Department of Commerce (DoC).
- The rebate would be claimed as a percentage of the Freight On Board (FOB) value of exports.
- A monitoring and audit mechanism, with an Information Technology based Risk Management System (RMS), would be put in to physically verify the records of the exporters. As and when the rates under the RoDTEP Scheme are announced for a tariff line/ item, the Merchandise Exports from India Scheme (MEIS) benefits on such tariff line/ item will be discontinued.

This is for your information.

The circular is available on: https://plexconcil.org/public/custom/files/circulars/1584352485.pdf

Regarding electronic sealing – Deposit in and removal of goods from Customs Bonded Warehouse. Ref. : Circular – 16/2020 – Customs dated 16.03.2020

We wish to inform you that the implementation of Circular – 10/2020 – Customs dated 07th February 2020 i.e the Implementation of Electronic Seal for Deposit in and removal of Goods from Cust om Bonded Warehouse has been deferred till 30th April 2020.

New date of implementation will be 01.05.2020.

Members can download the above refereed circular by using below link: http://www.cbic.gov.in/resources/htdocs-cbec/customs/cs-circulars/cs-circulars-2020/Circular-No-16-2020.pdf
This is for your information.

The circular is available on: https://plexconcil.org/public/custom/files/circulars/1584442079.pdf

Regarding DGFT Help Desk for Import/Export related issues

We wish to inform you that a Helpdesk has been operationalized by DGFT for export/import related issues being faced in the current situation. All issues related to Department of Commerce/DGFT may please be forwarded herewith. In this regard, please find attached the proforma spreadsheet for the purposes of listing and forwarding the 'Covid-19 related Import/Export Issues'. You may please send the filled proforma to dgftedi@nic.in

In addition to the given sheet, exporters/importers may directly flag their issues through any of the following channels -

Contact@DGFT Platform (http://rla.dgft.gov.in:8100/CRS_NEW/). A ticket may be raised here with Concerned office: DGFT(HQ) and Subject: COVID- 19

Email as per proforma at dgftedi@nic.in. You can call at Toll free number 1800-111- 550
The circular is available on https://plexconcil.org/public/custom/files/circulars/1585210987.pdf

Battling COVID 19

An Industry in Turmoil

The extended lockdown is set to cost the Indian economy up to Rs 17.78 lakh crore and mount the woes of almost every sector. The world's biggest lockdown that shut a majority of the factories and businesses, suspended flights, stopped trains and restricted movement of vehicles and people may have cost the Indian economy Rs 7-8 lakh crore during the 21-day period say analysts and industry bodies. A Barclays research estimates India's loss of economic activity could be as high as $234 billion in the lockdown period, resulting in zero per cent GDP growth this fiscal. ICRA, however, expects GDP to shrink by 1% in FY21. Exports in March saw a steep decline of 35%, a phenomenon almost not witnessed since May 2009 while 70 per cent of economic activity, investment, exports and discretionary consumption came to a standstill.

The pandemic comes at the most inopportune time for India whose economy was showing signs of recovery after bold fiscal/monetary measures, and now once again the country stares at the possibility of low single-digit growth for FY2021 (April 2020 to March 2021).

While each day we hear of the severe impact across a variety of industries, the Government's stimulus package with various sops and measures to help crumbling sectors came as a short wave of relief. The industry now looks forward to Stimulus 2.0 that could bring much-needed relief to especially the MSME sector that has taken the worst hit in recent times.

Note of Thanks

The Council for some time, and especially over the last 4 weeks has been vigorously pursuing various industry related grievances with the relevant Government authorities. While various submissions to the Government including DoC, DGFT, MSME Ministry, etc to emphasize the industry's challenges that have been accentuated by the lockdown situation have been made, our Chairman, Mr. Ravish Kamath has also been part of four video conferences with CIM, DGFT, along with FIEO and other EPC Chairmen to highlight the numerous trade concerns. At the meetings, the Chairman very emphatically raised issues such as deferment of collection of term loans to 1 year without NPA provision, reduction in margins in working capital limits, de-link interest rates to credit ratings, GST Refund on purchase of Capital goods that is applicable only on domestic sales and not exports, issue of Interest Equalization Scheme for MSME sector, rollback of MEIS support for FIBC that was withdrawn in August 2019, amongst others. The various challenges have been creating extreme pressure on financial health of the exporters, threatening a thriving industry. During a video conference with the Hon'ble Commerce & Industry Minister, Shri. Piyush Goyal, the Hon'ble Minister assured the Council of Government's support and requested the DGFT to advise both the Finance Ministry and Textile Ministry to look into the industry's grievances and consider industry concerns suitably. We would like to thank our Chairman for his unrelenting efforts in the pursuance of the industry issues and now look forward for a favorable resolution.

Exports – A ray of hope

On the export front, the Centre's move to allow manufacturing across Special Economic Zones (SEZs), Export Oriented Units (EOUs) and units operating from rural areas is being seen as part of the strategy for a gradual exit from the lockdown. While many companies engaged in manufacturing are exploring the possibility of opening their factories, they are discussing the plan with other players in the supply chain. Nevertheless, for operations to be truly effective, whether in manufacturing or exports, unless the entire supply chain works, it would render efforts ineffective.

Meanwhile the good news for exports is that export-oriented plants may restart as most international markets have not blocked exports and ports of entry and exit continue to function with some restrictions. Especially so for continuous process manufacturers whose plants have least human intervention. Confederation of Indian Industries (CII) said that existing export orders and opportunities should be met to retain India's export market share in the post-COVID period.

Plexconcil – ensuring your rightful representation

At Plexconcil, we are your partners in good times and bad. The lockdown situation has only made our resolve stronger and we have been in constant communication with all our members to understand the issues faced by them, resolve problems where we can, collect information and data from our members and share members' business afflictions with the relevant Government departments. Through this article, we would like to bring you an update of the issues that have been brought up with Government authorities and we look forward to continued support from the Government in helping our industry overcome the current crisis. Needless to say, the efforts need to be sustained by all stakeholders and over the long run, we are sure to come back stronger. Representations have been shared with MSME Ministry, Ministry of Chemicals and Fertilizers, Ministry of Commerce, DGFT, etc. via email and constant communication has been ensured via video conference, as and when required. It may be noted however that as directed by the Ministries, we have been asked to communicate all export related issues to the DGFT, which we have been duly following. It may also be noted that some of relief measures requested for have been announced by the Government by the time of release of this magazine.

Date of Communication: 04.03.2020
Regarding Steep hike in sea freight rates both for export & import cargo

Following a meeting regarding disruptions in Chemicals & Petrochemicals sector due to Corona Virus & consequent shutdown of vast segments of Chinese industry, Plexconcil, sent a communication to the DCPC highlighting the challenges faced by exporters in steep hike in sea freight.

It was informed that due to shutdown of production in China, export shipments from China came to a standstill which reportedly resulted in container imbalance leading to steep hike in export & import cargo.

As Indian exporters continued making efforts to capture new markets and that large importers based in Europe & USA have also been looking for an alternate source of supply, there lies an opportunity for Indian exporters to encash the situation provided they can offer competitive export prices. Steep hike in sea freight rates is one of the impediments in this regard. Scanned copies of sea freight rates charged 3-4 months prior and being quoted in recent times showing the steep increase were shared. The Ministry of Shipping was requested to issue directives to shipping lines to not fleece exporters & importers on a/c of sea freight rates and unreasonable trucking & allied charges.

Sea Freight Rates Comparison			
Date	Direction of trade	Destination	Sea Freight rate in US$
21 Oct 2019	Export	Dammam	356
4 Mar 2020	Export	Dammam	556
18 Feb 2020	Export	Jebel Ali,Dubai	180
4 Mar 2020	Export	Jebel Ali, Dubai	225
1 Nov 2019	Import	Busan, Korea	500
26 Feb 2020	Import	Busan, Korea	800
3 Feb 2020	Import	Gdynia, Poland	1200
4 Mar 2020	Import	Gdynia, Poland	2449
25 Jan 2020	Import	Qingdao, China	574
4 Mar 2020	Import	Qingdao, China	1260

Date: 18.03.2020
Regarding Disruption in global supply chain and their impact on India due to Corona Virus and the meeting held on 12th March 2020

Following a meeting with stakeholders at Ministry of Commerce, Department of Commerce to discuss the recent disruptions in global supply chains and their impact on India due to Corona Virus, the Council represented by our Vice Chairman and Regional Chairman made the following submissions and suggestions:-

1. India imports approximately USD 11.5 Billion of Polymers each year but imports from China is around USD 1.3 Billion only, which is around 10%. Hence, India's plastic processors are not highly dependent on China.
2. India imports USD 6 Billion worth of processed plastic goods out of which USD 2.6 Billion worth is being imported from China. Any slowdown in imports of such products from China will greatly help the domestic processing industry as they were unable to compete with the Chinese imports. Chinese products are cheaper in price mainly due to the reason that Polymers are 7 – 10% cheaper in China than Indian prices (without taking into effect the import duty charged in India).
3. Confidence of both large and small importers of plastic goods based in developed countries importing from China has shaken and they are searching for competitive suppliers from other countries. Indian plastic processors are also receiving several new export enquiries. They have a chance to convert these enquiries to export orders which can greatly boost India's exports of processed plastic goods. However, these importers are looking at very competitive price and they find Indian export prices to be higher than Chinese prices. The main reasons of uncompetitive pricing are:

a) Higher Energy / Electricity costs in India.
b) Higher Transportation and Port charges in India.
c) Polymer raw materials are more expensive in India.
d) Also, CFR offers for Polymers to India is higher than the offers made to other South East Asian Countries which makes export prices also non-competitive.

Request: Government should direct relevant department to ensure that the above issues can be tackled. Govt should introduce incremental exports scheme whereby a manufacturer is lured to export his goods, even at very competitive rates.

4. Container Sea Freight Rates: Due to China shutting down for a very long period, their exports and imports were disrupted which has led to a huge container imbalance in Europe and in South East Asian Countries. Containers are not available at several exporting countries due to which sea freight for imports into India has increased. This in turn has led to steep increase in sea freight rates for export cargo. A detailed mail was sent to DCPC recently along with annexure showing the comparative quotes. Increase in sea freight is also making Indian exports more expensive and uncompetitive.

Request: Government should set up a regulatory body wherein shipping, sea freight, haulage charges, CFS charges, etc are monitored and exporters grievances can be addressed constantly.

5. For several organic and inorganic chemicals like TiO2, Pigments etc., China is one of the major suppliers to the world as their prices have been very competitive. Although India is not highly dependent on China, other sources are more expensive. If Government can reduce import duty for a period of 12 months on following HS Codes for imports from all countries except China, it will greatly enable the plastic processors to establish supplies from alternative sources and reduce dependency on Chinese raw materials. Specifically, the HS codes for Pigments & Tio2 are:

TiO2 - HSN 282300
Pigments - HSN 320417

6. Import Duty on Polymers:- During the meeting, via video conferencing from Mumbai, one of the associations representing polymer producers mentioned that they fear large cargo parcels of Polymers being diverted to India at lower prices from China and requested for a rise in import duty on Polymers. Such an action would be highly detrimental to the survival & growth of plastic processors in India due to the following reasons:

- India has insufficient production capacity of polymers and processors are dependent on imports. For example, the current domestic consumption of PVC resin is 3.2 MTPA and production is only 1.5 MTPA wherein to additional capacities have added in the last 10 years.
- Specifically, in the case of PVC Resin, processors have been facing an inverted duty structure. The import duty on PVC Resin was raised from 7.5% to 10% in 2019 but neither in 2019 nor in 2020 the import duty on finished goods made from PVC was increased and it remains at 10% (excepting one HS Code).
- Several finished goods of plastics are being imported under SAARC & ASEAN FTA's at NIL or 5% import duty.

The above reasons have led to a complete erosion of margins for the plastic processors due to which they are not confident in adding capacity or modernising the machines and techniques, leading to a vicious cycle wherein imports of finished goods are increasing and exports are not growing at desired rates.

Requests:

- To not increase import duty on Polymers.
- To increase duty on processed plastics, keeping a duty difference delta of at least 10%.
- To negotiate FTA's with SAARC & ASEAN countries so that it becomes favourable for Indian exporters to export their processed plastic goods as currently the FTA's are negotiated in such a manner that they are favourable for imports of processed plastic goods into India from the FTA partner countries.

A copy of import duty rates applicable in India and in SAARC and ASEAN countries which clearly shows that rates under FTA's are favourable for imports into India and not for exports from India was shared.

Date: 18.03.2020
Request for support of plastic trade under the prevailing volatile market situation due to outbreak of Coronavirus made to the Governor of Reserve Bank of India

Plastic trade which is deeply integrated with the global value chain has been impacted by the disruption in both Imports and Exports. It is also expected and evident that the prevailing uncertainties will impact the order position as well as the response time to meet the orders. Further, this is going to impact the working capital condition of the plastic exporters.

Hence, anticipating the adverse impact on export realisations, working capital for the industry and more specifically the vast majority of the MSME sector, a request for the following immediate relief to the industry: -

1. Facilitate faster clearance of Banking and Packing credit to the industry.
2. Further, given the postponement of order by 3 to 6 months, the Packing credit period for existing loan, may be extended accordingly.
3. RBI is requested to extend the remittance period from 9 months to 15 months in view of the liquidity challenges.
4. Banks may be asked to delay declaring Company accounts as NPA for minimum of 1 year as the lack of business coupled with fixed cost will make the accounts NPAs.
5. Exemption from caution listing of exporters by RBI may be extended from 31.03.2020 to 31.03.2021.
6. The existing limits for Advances of exporters may be automatically enhanced by 25%.
7. Collateral free lending upto Rs. 2 crore may be implemented in the MSME sector and collateral requirement may be capped at 35-40% for lending beyond Rs.2Cr.
8. Interest Equalization Scheme has been enhanced by Government from 3% to 5% for MSME's. To support the non MSME units which contribute to 70% of exports, the enhanced 5% interest equalization schemes may also be extended to all the Plastic exporters (and not just MSMEs).
9. The Interest Equalization Scheme may be extended for a period of 2 years upto 31st March 2022.

The communication was also sent to State Bank of India the Hon'ble Finance Minister, Smt. Nirmala Sitharaman

Date: 18.03.2020
Regarding exemption of Tax Collection at Source for exporter sent to Central Board of Indirect Taxes and Customs

The recent amendment in Income tax act brought in by Budget 2020, wherein para "206C(1H) states that Every person, being a seller, who receives any amount as consideration for sale of any goods of the value or aggregate of such value exceeding fifty lakh rupees in any previous year, other than the goods covered in sub-section (1) or sub-section (1F) or sub-section (1G) shall, at the time of receipt of such amount, collect from the buyer, a sum equal to 0.1 per cent. of the sale consideration exceeding fifty lakh rupees as income-tax:

Provided that if the buyer has not provided the Permanent Account Number or the Aadhaar number to the seller, then the provisions of clause (ii) of sub-section (1) of section 206CC shall be read as if for the words "five per cent.", the words "one per cent." had been substituted:

The said provision on sale of goods does not distinguish between domestic sales and export sales. This means that Tax is required to be collected when sale consideration is received from export of goods.

Further, while referring to the above highlighted para it is understood that the said provision is made for local buyers only (within India) because the documents required are PAN or Aadhar number. But there is no clarity whether it is applicable to exporters or not as the Exclusions from Buyer list does not reflect "Exporter".

In view of the above, Plexconcil requested for a passing of necessary clarification exempting exporter from TCS.

Date: 18.03.2020
Appeal from The Plastics Exporting Community to the Ministry of Labour and Employment

Plastics trade which is deeply integrated with the global value chain has been impacted by the disruption in both Imports and Exports. It is also expected and evident that the prevailing uncertainties will impact the order position as also the response time to meet the orders. Further, this is going to impact the working capital condition of the Plastics exporters. Uncertainties are developing over timely deliveries of imports of raw materials like Polyvinyl Chloride, Polypropylene, High Density Polyethylene and other intermediates, as per buyer nominations. On the demand side, communication has been received from buyers on postponement of orders or shipments. Such uncertainties, coupled with weak demand position in major markets like EU and increased bargaining power of buyers amid intense competition have started impacting the order position, inventory pile up, working capital and export realizations.

Hence, anticipating the imminent adverse impact on export realisations and working capital for the industry and more specifically the vast majority of the MSME sector, who are finding it very difficult even to pay wages, Plexconcil requested the following immediate relief to the industry.

1. Defer the payment of employer Provident Fund (EPF) for a period of six months from date till we tide over this unusual situation.
2. Defer the payment of contribution towards ESI (Employer state Insurance)
3. To kindly oppose and reject the private member bill of Rajya Sabha (The Terminated Employees Welfare) 2020, Bill No. V 2020 introduced by Sh. Rakesh Sinha on 07.02.20

Date: 18.03.2020
Appeal from the plastics exporting community - exemption from restriction to function at only 50% staff capacity made to the Hon'ble Chief Minister of Maharashtra State, Shri. Uddhav Thackeray

An overview of the India plastics exports was shared with the Hon'ble Chief Minister along with export figures as well the Hon'ble Prime Minister's ambitious target to make India a USD 5 trillion economy by 2025. The impact of the COVID situation on plastic exports was also highlighted.

Subsequently, and in light of the directive issued by Brihanmumbai Mahanagar Palika due to COVID-19 wherein it is mentioned that certain containment measures including "Restricting of all non-essential service providing offices to function at only 50% staff capacity" be implemented immediately in the City of Mumbai and that failure to obey these orders would result in penalization under section 188 of IPC", Plexconcil, on behalf of its members appealed that the plastics exporting community in the City of Mumbai be exempted from following this directive as it could hurt our exports. The Plastics industry that predominately labour oriented, cannot function without the physical presence of the staff in order to carry out the production process.

It was stated that since COVID-19 outbreak in China, the Department of Commerce, Government of India, had held several stakeholder meetings in order to assess the situation and to identify growth opportunities for exports from India to markets which were being served by China. While our exporters were in the process of capturing this opportunity, the above directive issued by Brihanmumbai Mahanagarpalika would simply derail their efforts.

Given the above context, the Council requested the Hon'ble Chief Minister to consider allowing the industry to operate our manufacturing units as usual with the assurance that utmost care of employees would be taken.

Date: 26.03.2020
Regarding problems being faced by plastics exporters due to COVID-19 and lockdown situation in the country to the Department of Chemicals and Petrochemicals

In view of the recent outbreak of COVID-19 (Coronavirus) and subsequent measures taken by the Central and State governments to safeguard the citizens, Plexconcil highlighted the problems being faced by our member exporters. Meanwhile, the Govt had issued directives to businesses & factories to not lay off any contractual or permanent workers & staff and pay full salaries. In order for businesses to sustain themselves, relief & sops were requested for the industry. However, in the package of Rs. 1.7 lakh crore announced by the Finance Minister the manufacturing industry was left out except for paying the employer's share of EPF for small businesses. Plexconcil compiled issues & suggestions received from members and same were submitted for the consideration and approval by the respective ministries / departments.

Reserve Bank of India

- Companies are unable to submit their export documents to their AD bank for negotiations as banks are working half days with minimum staff
- Huge blockage of working capital in the business due to non receipt / delay of export payments
- Export realisations are being delayed due to lockdown in several countries across the world
- Interest on existing terms loans and working capital loans taken earlier continue despite lockdown in the country

Suggestions:

- Reduction in interest on working capital rates by 25% for 6 months starting 1st April, 2020.
- Automatic increase in working capital limits in the form of term loan (both fund based & non fund based) by 25% for 6 months starting 1st April, 2020 repayable in 3 years.
- Deferral of all term loan instalments due by 6 months to all units

Customs & DG Shipping

- Companies are unable to collect Bill of lading from shipping lines due to lockdown situation because of which shipping lines staff are unable to attend office
- Due to closure of courier services, companies are unable to send documents to the buyers and also unable to make telex release as offices of shipping lines are closed
- Exporters are under the fear that shipping companies may seek container detention charges from them during the lockdown period

- Ports / CFS / ICD / Airport Authorities may seek demurrage or ground rent even during the lockdown period
- Both import and export shipments at ICD are stuck
- Sea freight charges in the past two months have gone up quite significantly
- Despite assurance from Hon'ble FM that customs shall remain operational 24 x 7 to enable continuity of imports and exports, members have mentioned that their shipments are lying at the port waiting to be exported.
- Apart from the Customs, export process relies on multiple parts of the value chain, like CHA, CFS, Local transport by road, manpower for loading and unloading, and port authorities, and most of them are not functioning
- Vessels which have called from Singapore and/or Port Kelang etc. are being subject to 14 day quarantine which is delaying the export shipment
- Vehicles in transit to Nepal / Bangladesh / Bhutan crossing Indian states are not being allowed to reach the respective destinations
- Some of the major ports including Nhava Sheva are partially locked down as the local authorities including gram panchayat are not allowing movement of trailers to the port

Suggestions:

- Along with Sea Ports & Inland ports, shipping line offices & CHA's should be allowed to open office with max 50% attendance and allow clearance of goods.
- Similarly, factories to be allowed to continue with loading & unloading of above cargo.
- Transporters to be allowed to ply from factory to port & vice versa to enable movement of ready cargo at factory and also deliver import cargo to destination.
- Courier services should be operational as long as cargo flights can carry documents to foreign & domestic destinations.
- Zero detention & demurrage charges on a/c of delay in clearing of cargo. This should be valid for all charges levied from 24th March, 2020 until for 3 weeks after the lockdown is lifted.
- CONCOR had announced reduced haulage charges on export cargo from various ICD's until 31st March, 2020. This should be extended until 6 months after lockdown is lifted.
- For those ICD's where CONCOR is not operating, similar benefit should be provided by custodian & freight company.
- It is important for loaders to be available in order for CFS, ICD, CHA to function. There should be no restriction and possibly even an incentive for such labourers to come to work.

GST

- Despite the huge blockage of working capital, GST is still payable leading to further financial crunch for exporters
- GST refunds and settlement of Duty Drawback on exports have been held up for the past three months, with Government asking the Customs and GST authorities to seek and verify export details of many companies selected at random through a computerised system, vide Circular No. 131/1/2020 -GST dated 23.01.2020 issued by Central Board of Indirect Taxes and Customs - GST Policy Wing. This is a time-consuming process, it needs to be deferred and refund of IGST should be released immediately to all those companies where there is no specific investigation on bogus claims has been initiated. Because of this general circular, many genuine exporters are affected, as exhaustive information is sought for two years and it would take many weeks and months for the Department to verify and clear the same. The government can seek and verify all the necessary information without withholding the IGST refunds and where necessary, the department can ask their officials to visit the units concerned and get the genuineness of exports verified in a time bound manner.

Suggestions:

- GST 2 A and 3 B matching to be waived and taken up with non-paying units instead of penalising the units which have taken input credit.

DGFT

- Companies fear that they may not be able to meet export obligation period under Advance Authorization and EPCG

Suggestions:

- No advance authorisations licences should expire before 31st March 2021.

Others

- Exporters (particularly MSME) have been severely affected by loss of production, sales, failing commitments on shipments, fear of losing some of the customers, etc.
- Staff and workers' salaries (including PF and ESIC) have to be paid even during the period of business closure due to COVID-19. Expecting MSMEs to pay workers without work will add to their already stretched financial woes. The Government should bring about a method of making a sustenance pay which is equally shared by the government and the employee instead of penalising the employer.

- State Electricity Boards are likely to levy Monthly Minimum Charges on factory and commercial establishments despite closure
- Export Inspection Council which issues both preferential and non-preferential COO is non-operational and is closed due to the lockdown which is hurting exporters

Suggestions:

- Electricity rates to be reduced by 25% until 6 months after lockdown is lifted.
- Employer's share of PF & ESI should be waived off irrespective of whether unit is employing 100 workers or more and paid by the GOVT for 6 months after lockdown is lifted

A subsequent letter was also sent to the DGFT on the same day. Highlights of the same are as follows:

DG Shipping Issue: Inability to send original Bill of Lading by courier due to lockdown

Suggestion: Government may issue directive to all shipping lines having offices or agents in India to extend free period at port of destination. Alternatively, Government may issue a directive to the Shipping Lines for telex release of their cargo at destination port of countries in the absence of original BL. For security purposes, the same mails bearing Telex release of cargo request may be verified by CHA, Shipping agent & respective trade bodies like EPCs' or FIEO.

Reserve Bank of India

Issue: Appeal to stop auto-debit / ECS of Loan Instalments

Suggestion: MSMEs maintain only one account, Current or CC. It is from this account that the Entrepreneurs issue ECS / Auto-debit authorisation for various loans- Home loan, Car Loan, LAP, Unsecured Loans or any other. If instalments for these are auto-debited through ECS or PDCs, there would be hardly any money left in the account for disbursal of Salaries and Wages of employees. It is therefore suggested that all Lending Institutions/ Electronic Clearing be asked to hold presentation and clearance of all ECS/ PDCs for a period of three months so that MSMEs can use their scarce funds for priority spending like: Wages & Salary Distribution.

Issue: While RBI has permitted/ allowed Lending Institutions to defer collection of Interest and Instalments for a period of three months, they have, in a way, left it to the discretion of these Lending Institutions and not made it mandatory moratorium. There are possibilities that some of these Lending Institutions may present the EMIs through ECS/ Auto-debit facilities/ PDCs and sweep away the meagre funds in the accounts of MSMEs, thereby making it difficult for such MSMEs to revive their businesses and meet with priority area spending life wages to employees.

Suggestion: RBI should issue clear directions asking non-presentation of any PDCs/ ECS/ Auto-debit of any EMIs and Interest, and immediate refund of any such debit if done.

Issue: State Bank of India has announced on 20th March 2020, a Special Scheme, COVID 19 Emergency Credit Line (CECL) offering immediate fund (demand Loan) upto 10% of Working Capital Limits subject to maximum of Rs. 200 crore to all its borrowers maintaining Regular account. The rate of Interest is 7.25% fixed, No Processing fee, No Prepayment Penalty and to be re-paid in 12 instalments. Some other banks also have announced similar Schemes.

Suggestion: RBI should ask all Banks and Lending Institutions to introduce similar Schemes for their regular customers on most urgent basis. Additional Loans on demand be granted or existing limits be enhanced to help MSMEs meet with temporary liquidity mismatch arising out of Covid-19.

Other Issues:

Issue: Due to the complete lockdown, Indian exporters have been approaching their buyers for deferment of shipment. In some cases, buyers have been accepting the deferment of shipment upto 15-20 days more. However, exporting community is in fear that if there is any further extension the buyer may not be able to wait and could accept alternate suppliers from China and Vietnam who are rushing to fill this void.

Suggestion: It is imperative that we put an end to this uncertainty by resuming skeletal operations of ports and export orders.

Issue: Packaging industries that manufacture plastic bottles, caps, various types of polyester films, etc have been under a lock down since 22.03.2020. Packaging is an important part for all commodities including essential goods like bottles of hand sanitizer, caps/closures, food packing material etc. Despite the order that such industries may apply for permission to run factories, due to lockdown local police is simply not allowing them to travel out.

Suggestion: Such manufacturers may kindly be given (a) E - permission to run the factory, (b) some identity E-card system for employees / workers so that they can commute to work, and (c) local transport support to ferry input and output materials from respective suppliers and customers, and (d) clear information on any rules/ conditions to operate.

Issue: For import consignments, though transporters are allowed to carry import containers from port to factories, the local police continue to demand permission from importers for transporting containers, making them fear that their vehicles will be impounded.

Suggestion: Permission to allow manpower in factory to load/ unload is also required.

Issue: Hon'ble FM has announced some relief on EPFO. Govt shall pay the EPFO Contribution of Employers as well as Employees for three months, but only for establishments that have less than 100 employees and where 90% of employees are below Rs.15,000/- per month. This is a relief, but not for all SMEs.

Suggestion: We request that this may be extended to all Micro, Small and Medium Enterprises, many of which are manpower intensive and employ more than 100 people. Scheme should benefit all employees upto Rs 25,000 remuneration.

Issue: Different State Governments are issuing different orders to operate the manufacturing units. Punjab has issued orders to operate but in case of other states like Karnataka and West Bengal the orders are quite stringent hence it is difficult for the manufacturing units to operate.

Suggestions: There should be uniformity of instructions among all the states and center for smooth operations of Units.

General suggestions:

- For exporters seeking waiver of Shipping Line's Export Container Detention Charges for containers stuck at CFS due to lockdown - Shipping lines are giving free period upto 7th April 2020 only which is not sufficient.
- Exporters also seek waiver of CFS Rent Charges for export containers stuck at CFS due to lockdown.
- Exporters also seek protection from any other charges, fees or penalties by any organisations or authorities due to delay during lockdown.

Date: 01.04.2020
Regarding an anomaly in Notifications sent to DGFT

Plexconcil wrote to the DGFT regarding the notification no 48/2015-20 dated 25.2.2020 and further amended vide notification no 52/205-2020 dated 19.3.2020 about the prohibition of exports of Personal Protection Equipment and items specially under ITC (HS) Code 392690 (Surgical Masks/Disposable masks etc.). While the intended purpose of the notification is obviously to bar exports of products related to manufacture of PPE the wording of the notification issued above has been understood to bar exports of " all other items not listed above ".

In this connection, our members raised the point that several articles falling under this General HS Code heading 392690 were not being allowed by the Field formations and Customs. One such example was the item which is PP Woven fabrics/PP Woven fabrics laminated/coated) falling under ITC(HS) code 39269080 (8-digit code). These fabrics are used solely for the purpose of manufacturing PP woven bags and other Industrial packaging items.

It was informed that under 392690 – ITC(HS) Code-6-digit level there are many items which are not at all pertaining to personal protection equipment category. However, due to the effect of the aforesaid notifications, Custom Authorities were not allowing all other items of exports pertaining to ITC(HS) Code 392690 although it has no connection with the personnel protection equipment/items.

A request was made to correct this anomaly and allow exports of all items which are not connected to the Production or manufacture of PPE.

The Council reiterated that Chapter 392690 is a classification for "others" and stopping exports of all items in this category will do immense harm to exporters for no fault of theirs.

The Council also requested for a clarification stating that exports of PP woven fabrics / PP woven Fabrics Laminated / Coated falling under 39269080 may be allowed immediately.

Date: 03.04.2020
Regarding FIBC Industry Relief Recommendations during COVID – 19 Pandemic sent to DGFT

Plexconcil wrote to the DGFT on behalf of Indian Flexible Intermediate Bulk Container Association, the nodal association for India dealing with Integrated Manufacturers & leading bulk packaging companies in India, engaged in manufacturing and exporting 'Flexible Intermediate Bulk Containers' – FIBC worldwide.

The Council informed the DGFT that most of the members of the Association were also members of the Council and engaged in exports of FIBC products. Due to the COVID-19 pandemic, the industry segment was also going through the challenging times and requested us to take up their following issues for immediate redressal. FIBC industries are highly labour intensive and employ a much larger work force and consequently have more liabilities and commitments to the government and the people working for them.

To mention a few of the current challenges being faced by this sector:

1. More people with higher salary and wages structure – FIBC Companies typically employ 300 – 500 people workers and administrative, accounts, marketing & sales team, etc of another 100 people. Wages & salaries contribute to 25-30 percent of their sales price. The Government has come out with a guideline that all workers are to be paid during the COVID – 19 pandemic even when they are not working. There has to be a time frame for payment of wages / salaries and this cannot be open ended.
2. In the present economic scenario it may not be reasonable to require the employers to pay salary/ wages to their employees. The Govt. or Govt. agencies alone may be able to provide any relief to the employers and employees. We earnestly believe that the ESI Corporation, which is established with a noble objective of providing security to the employees, should extend a helping hand to the insured person who has been contributing to its fund. Section 19 of the ESI Act has empowered the ESI Corporation to provide measurers for the improvement of the health and welfare of Insured Persons. Further, in pursuance of the said provision the ESIC in its 175th meeting held on 18.9.2016 had formulated a Scheme christened as Atal Bimit Vyakthi Kalyan Yojana (ABVKY) to provide unemployment allowance to insured persons. As per this Scheme the Insured Persons with at least two years valid ESI Coverage will be entitled to unemployment allowance up to 90 days @ 50 % of their average daily wages. Despite the Scheme being very attractive, apparently for want of adequate publicity, nobody has so far availed any benefit under this Scheme. As per the latest annual accounts the ESIC has got a huge reserve to the tune of Rs. 91000 crores. The Scheme will expire on 30.6.2020. Our humble request is that taking into account the predicament of employees and employers, the Government may kindly instruct the ESIC to extend the benefit of unemployment allowance to the employees under the said Scheme up-to 50 % of such employees.
3. Banks loans - Banks may do the Bill Discounting for the LC/ Usance LC shipments which are covered by ECGC, without asking for any collaterals from the exporter. This is sought as many buyers have been delaying payments for shipments made. Banks may honour the payment for the Letter of Credits opened towards import of inputs/raw materials/ components/machinery by exporters, by providing deferred payment facility to the exporter for a period of 3 months.
4. Longer payment cycle - 5% equalisation on rupee export credit for all exporters (MSME and non-MSME) may be implemented for the next 3 years from April 1, 2020. There is an urgent need to reduce the cost of credit to exporters to ensure revival of exports.
5. Cancellation & Delay of Orders - There is cancellation of export orders and buyers are not paying for shipments made. Besides Europe and the USA (which contribute for 70% of our exports) have locked down which is significantly affecting the FIBC industry. This has resulted in huge loss of capital for exporters. The Ports and Transportation sectors have been forced to use Force Majeure clauses.
6. More compliance's bound - The 24% EPF of the Government for next 3 months, may be extended to establishments having more than 100 employees, by removing the condition of salary earnings of less than Rs.15, 000 per month. The statutory payment ESI may kindly be waived off for another 6 months. FIBC sector is a labour intensive sector. Government handholding is required on the EPF and ESI payments, in these challenging times.
7. Power cost – The Government may advice State Governments to waive off fixed charges on discom electricity bills for 6 months.

Plexconcil stressed that implementing the above requests was extremely crucial for the FIBC industry at this critical stage and hence consideration & relief of the Government was sought. If some immediate relief / relaxation is not given many companies would land in financial distress and eventually shut down due the excessive burden.

All companies have been impacted by COVID 19 pandemic in the 1st quarter and have started the year on a bad note. Export payments were not being received and over and above, companies are faced with the burden of payment in full amount towards unused resources like Power, Salary/ wages, GST, Taxes, Interest, Loans etc. Proposing further loans/ deferred payments will only increase the liabilities of the Companies.

Total uncertainty and fear await the industry at the restart of production. Companies that have permission to start production now or after 15th April 2020 have to be wary that even if 1 COVID confirmed case of a worker / employee is detected they will be forced to shut down the production facility for 2 months or more. Council shared these concerns on behalf of the FIBC industry and requested the Government's consideration and intervention.

Date: 07.04.2020
Regarding Reforms to be initiated in policy during lockdown period

In reference to some of the reforms suggested by the Department of Commerce and that may not have had much acceptability in normal times but may be an imperative under the current circumstances on international trade, commerce and industry, Plexconcil suggested the below mentioned for the Department's perusal and rec-

ommendation.

Issue	Details of suggestion
Merchandise Exports from India Scheme (MEIS)	MEIS to be increased by additional 3 per cent. Further MEIS should be given without realization of payment (like DBK) with an undertaking from exporter as realization will be delayed in such tight liquidity globally. MEIS should also be given to the FIBC industry (HS code 630532) with retrospective effect from August 2019, as the said industry is also not getting ROSCTL.
Value addition	Value addition under advance authorisation to be reduced to "positive" from minimum 15 per cent.
Interest equalization	Indian exporters were given 3 per cent interest equalization for their working capital needs. This facility was till 31st March, 2020 and may be extended for one more year.
Interest free working capital term loan	No additional collateral or paperwork to all industrial units who have a clean record with the bank before lockdown. The repayment should be in 18 equal instalments after six months initial moratorium.
CONCOR haulage charges	Discounted rates for CONCOR haulage charges may be continued for next six months.
Subsidy on air shipments	Provide 50% freight subsidy on air freight to encourage exporters to use air freight to compensate for time loss.
Import duty	Import duty on finished goods of plastics may be increased by 50 per cent including those under FTA's for atleast one year to support the domestic industry.
Time bound exports refund in 15 days	All exports related refund and statutory refunds like Duty Drawback, GST etc should be paid to exporters, including risky exporters, within 15 days so as to ease liquidity at their end. A bond may be taken from Risky exporters so as to recover it if so warranted.
International Courier	We request activation of international courier services to facilitate clearance of goods at importers end which are stuck due to not receipt of original documents (like Bill of Lading). If this is not possible, we request that any type of E-Service which will be authenticated by the AD bank may be devised.

Date: 08.04.2020
Trade Issues pertaining to Plastic sector in the wake of COVID- 19 shared with DCPC

Following a meeting with the Council's Vice Chairman – Plexconcil to discuss the various issues being faced by the plastics exporters in the wake of COVID-19 and lockdown situation in India, on behalf of members, Plexconcil shared the following submission with a request that the following measures may be taken to protect and safeguard the exporting community at the earliest.

Suggestions for the short term:

- Minimum Import Price: Although, the exporting fraternity opposes any kind of trade barriers against free import of raw materials at internationally competitive price, but if MIP is fixed on imports of polymers & intermediaries, a MIP should also be fixed for the processed plastics to safeguard the domestic processing industry which are mainly MSMEs. Since imports of finished goods are also assessed on weight basis, MIP of processed plastics could be 1.8 to 2.0 times the cost of its basic raw material. For example, for HDPE, if MIP is USD 1000, processed plastics of HDPE would attract USD 1800

MIP. [Authority: CBIC]

- Deemed Exports: In case MIP is fixed as per above, it should not affect the prices under deemed exports. Polymer producers should continue to supply at international prices based on PLATTS prices to actual users in India under the deemed export category so that exports of finished goods remain competitive in the International markets.[Authority: CBIC]

Suspend Free Trade agreements: The India- ASEAN & India-SAARC FTA should be suspended for six months as they only offer concessions for import of plastic finished goods into India but do not provide for concessional imports of polymer raw materials and neither provide for any favourable import duties on finished plastic goods in foreign markets. These FTA's are detrimental to growth of Indian plastic processors & exporters and should be suspended temporarily until it is negotiated favourably in near future. [Authority: Ministry of Commerce]

Letter of Credit: Since Inland & Foreign LC's are getting due, banks are debiting the Cash Credit accounts. As no collections are being received, these CC accounts are getting overdrawn. Due to this situation, manufacturers will not have finances to start their factories whenever the lockdown is lifted. Therefore, we suggest that banks should finance the LC which were due between 20th March & April month and not debit the CC accounts. They may recover it in instalments over a 12 month period. [Authority: RBI]

Bank Guarantees: Where ever the banks have taken Fixed Deposits as margin for issuing BG, they should free at least 50% from that fixed deposit or they can give loan up to 50% of the fixed deposit to enhance liquidity. [Authority: RBI]

Buyer's Credit: Several banks are not extending the buyer credit facility from last year. RBI may direct them to do so which will help industry import the required raw materials at competitive prices. [Authority: RBI]

Repo Rate: RBI announced a lower Repo Rate but since interest rates on CC limits are MCLR linked, this reduction is not being passed immediately as all working capital limits sanctioned have a "reset clause ". The rate is reset only when the limits are renewed or after one year of the original sanction. So this reduction offered by RBI is not available immediately in the normal course to existing loans. We suggest that banks should be asked to pass it on immediately to borrowers in view of the novel coronavirus pandemic. [Authority: RBI]

Forward Contracts: Banks should automatically roll over the forward contracts at same rates and not book the losses at the end of 3 month period in wake of novel coronavirus pandemic. This is very important as exporters have covered with hedging and exports have not taken place and remittances have not come in. [Authority: RBI]

Working Capital: Although RBI announced additional funds to the extent of 10% of fund based working capital limits, but it will not be enough. Therefore, we suggest that RBI should direct banks to reduce margins on existing working capital limit and provide additional liquidity. This will free up valuable cash for the companies. This may be done for a one year period and then again reset to original levels as per sanctions letters. [Authority: RBI]

IGST receivables: Huge amounts of refunds are due. The process of refund of IGST is very slow. Government may direct banks to look at the possibility of giving loans against IGST receivables for industry to manage its funds requirement at this time of need. [Authority: GST Council, RBI]

Term loans: Government may direct banks to defer collection of term loans by one year without NPA provisions. This will result in a moratorium on repayments for one year and will greatly improve cash flow for the companies that are highly leveraged. [Authority: RBI]

Credit Rating: The Government may direct banks to delink interest rates to the credit ratings for the time being. [Authority: RBI]

Labour Wages: The Government should step in and provide financial assistance to all MSMEs & other factories in footing the wage bill of labourers and staff, fixed charges on electricity, bank interest etc. during the lockdown period and for a reasonable period after that so that they can limp back to business. Govt can do so by waiving off Employers share of PF & ESI for six months, reduction in electricity rates by 25% for six months, increase MEIS rates, etc. A detailed letter in this regard sent to Ministry of Commerce is reproduced below for your ready reference. [Authority: Ministry of Finance]

Suggestions for the Long Term:

- Port Parity Pricing: Port Parity Pricing means that cost of freight is calculated based on the distance from the Port even if the Plastics processor is located close to the Plant providing raw material. This adversely impacts manufacturers located at a distance from the Port and greatly adds to the cost of manufacturing. This specially affects export business as processors located away from ports buy raw materials at an expensive price and also pay trucking charges on finished goods upto seaports, making them highly uncompetitive as compared to factories located near ports. There should be a level playing field and actual freight should be calculated on the distance from the Plant supplying the raw

material and not from the Port. [Authority: DG Shipping]

- Boost domestic supplies: India is dependent heavily on China and other countries for certain raw materials which are critical for producing finished goods, but is in short supply in India. Therefore, domestic raw material production needs to be incentivized to help source these raw materials locally. For example, India is highly dependent on imports to meet its demand of PVC Resin. Domestic demand for this is twice the production capacity. Reduction in anti-dumping duties and in import duties for PVC Resin is needed to help the sector become competitive. Currently, products from India are uncompetitive and China dumps finished PVC goods in the country. [Authority: DGTR]

Shipping Regulator: The cost of inland haulage by private shipping lines for import of raw materials is not regulated and the shipping lines charge exorbitantly, sometimes almost double the usual freight cost. This should be regulated through CONCOR just as it does for exports. Currently, payment for exports is made directly to CONCOR without involving the shipping line through PDA (Pre-Deposit Accounts). But CONCOR has not provided this facility on imports and the high freight costs add greatly to the cost of finished goods making exports uncompetitive in the international markets. [Authority: DG Shipping, Jt. Secretary-Logistics]

Develop favourable trade agreements: An inverted duty structure and lack of reciprocal benefits to India have adversely impacted the Plastics industry. ASEAN FTA (ASEAN-India Free Trade Area-AIFTA) is a classic case wherein India's exports to ASEAN have risen at a slower pace than India's imports from ASEAN over the period 2009-10 until 2018-19. Trade agreements need to be re-evaluated and consideration for the domestic sector should be kept in mind. [Authority: Ministry of Commerce]

The above submission was also sent to the DGFT as directed by the Department of Commerce.

COVID 19 – Managing Business Risks

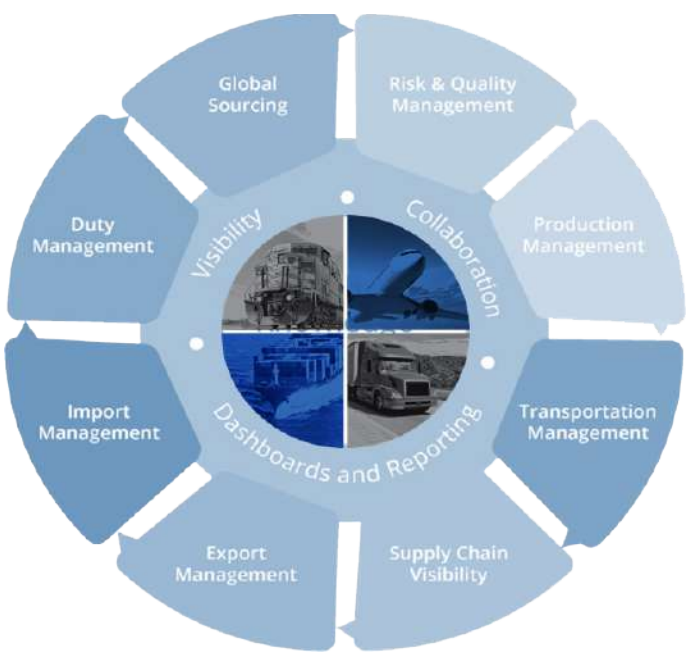
The impact of the coronavirus has had far reaching impact on economies across the globe and businesses need to relook at their business strategies and manage risks within the new dynamics of times to come.

A solid strategy for risk management is perhaps the single most important tool that businesses need to have in their toolbox for times like this. A strategy that requires more proactive measures rather than reactive. Pre-empting risks and planning for it has become ever more crucial if one needs to survive these trying times.

Risk Management

A risk management strategy can be broken down into four key areas:

- Risk avoidance. Do you have a Plan B? If you outsource manufacturing, are you planning ahead, so you can manufacture locally? If you're selling internationally, do you have a diverse set of buyers or are you putting all your eggs in one basket? Given the currency fluctuation, do you have a good foreign exchange strategy in place?
- Risk sharing. Are you outsourcing? Are you partnering? Are you only focusing on one product line or do you have multiple product lines, so that if one side of your business is impacted, it may not affect the other. It's basically reducing the negative impact on your business.
- Risk reduction. Look at your contracts. Are you seeking proper legal advice for your contracts? Do you have the proper clauses in there to protect you in case you can't perform on a contract or situations like this arise? Do you have a contingency plan for the funds or for your working capital as well?
- Risk transfer. What this means is insurance. Are you protecting your accounts receivable, which is the biggest asset on your books? If you're a company that's working with customisable goods, do you have contract cancellation insurance in case your contracts get cancelled and you've already incurred all those costs? If your goods are transported through marine, do you have marine cargo insurance? Depending on the industry you're in, some-



times your contracts have letters of credit or bonding needs – performance bonds, advance payment bonds – are you protected? Do you have wrongful call insurance?

Protection from payment default

Risk of non-payment as a result of Covid-19 is top of mind for many exporters making credit insurance essential to protect your business. Here are four tips to ensure you're getting the right coverage:

- Risk specific. The policy should be structured or tailored to your business needs and make sure the risks that are covered are the ones you need protected.
- Credit risk appetite. If you're dealing in high-risk markets or with riskier buyers or sectors, you need to ensure the credit risk appetite of your insurer will support you in those times.
- Best bang for your buck. Value for your dollar is important. Make sure you understand what value you're getting for the cost you're paying.
- Clear understanding. You need to know what your obligations and responsibilities are as an insurer in terms of proper documentation and protection.

Running your export business remotely during the COVID-19 pandemic

While operating remotely may seem challenging in the short term, any steps you take today to improve your ability to run your business remotely will ultimately help you be more collaborative and productive overall—and better prepared for any future business challenges.

Exporters today have a whole host of other challenges to contend with. With international travel suspended, global centres of commerce almost completely shut down and foreign governments implementing strict new regulations, exporting and marketing your goods and services in markets abroad just got a lot harder.

For the foreseeable future, doing your part to protect your employees and "flatten the curve" means conducting your operations remotely. While this is a daunting prospect, there are benefits. With the extraordinary range of technology solutions at our fingertips, we're set up to collaborate and be productive remotely like never before. We also have instant access to the latest information from markets around the world from our many connected devices.

Leverage technology to boost remote collaboration and productivity

Many exporters are already taking advantage of the latest web-based and mobile collaboration and productivity tools in their day-to-day operations. And if you're already using these kinds of tools in an office environment, the transition to remote work for you and your team will be that much easier. But make sure you're using your technology to its fullest.

- Video conferencing: Having remote meetings using a video-conferencing app is a great way to collaborate and connect on a more meaningful level. There are many options for video conferencing, including Apple's FaceTime, Skype, WebEx, Microsoft Teams and Zoom.
- Cloud storage: Consider using cloud storage solutions, like Dropbox or Google Drive, to upload and share documents and files, so your team can readily access them.
- Messaging: When you can't walk over to a colleague's desk to chat, take advantage of team messaging applications, like Slack. Many of the leading video-conferencing applications also include messaging tools.
- Project management: Web-based project management tools such as Wrike, Basecamp and Asana can help simplify and improve team collaboration for remote workers.
- Consult trusted online resources for the latest information

There are many online resources providing timely information about COVID-19 and its global impact. For data on the spread of the virus itself in specific countries where you export your goods and services, WHO is the go-to resource. Its interactive dashboard provides up-to-date information about the status of COVID-19 in every country currently reporting cases. You may also consult the relevant country-specific websites for border services, chambers of commerce, trade organizations, etc.

Ramp up your communication with export markets

While there's a wealth of information available online, to get a more complete view of what's going on in other markets, you need to connect with your network on the ground in each export market.

For example, you need to understand the impact the pandemic is having on demand for your products or services in your target countries. It's also critical to get a handle on any new border regulations that could prevent your products from getting to market. On the positive side, your contacts may also be aware of new opportunities for your products as a result of the pandemic, or regulatory changes that could benefit your sales. The U.S., for example, has already announced tariff exemptions for certain medical supplies and related products currently in high demand.

To get access to this level of information, leverage your relationships and ramp up communications with your trusted business partners. Seek out the opinions of customs brokers, freight forwarders, importers, distributors, supply chain and channel partners and customers. With travel restrictions making face-to-face meetings all but impossible, ensure that you communicate with your network as often as possible to make sure you're doing everything you can to mitigate the impact of COVID-19 on your exports.

Look to the future

While operating remotely may seem challenging in the short term, it's important to remember that the pandemic won't last forever. Any steps you take today to improve your ability to run your business remotely will ultimately help you be more collaborative and productive overall—and better prepared for any future business challenges.

Industry Speak

Arvind Goenka, Vice Chairman – Plexconcil & Managing Director, RMG Polyvinyl India Limited.

Some of the global sentiments to keep away from China due to the way the pandemic was handled & reported by them gives India a great chance to become a world supplier in the current dynamics and India's plastics exports itself has the potential to grow at a CAGR of 25%.

India has adequate PP & PE polymer production capacities and if polymer producers support exporters by offering a very competitive price, it can greatly help in boosting value-added plastic exports. The Government should discourage PP & PE polymer exports and encourage them to offer at rates comparable to CFR SEA & CFR NEA rates on deemed export basis to Indian exporters which will reduce imports of polymers and increase exports of value-added goods. There also lies great opportunity to set up petrochemical complexes to produce polymers like PVC & others for which India is import dependant. The Government should encourage setting up of such units by offering financial incentives but should not introduce trade barriers for imports as it will stunt the downstream industry's growth.

Indian processors should strive to offer right quality at the right price so that Indian plastic goods become sought over in the world. This is possible if raw materials, logistics costs & energy are available at international rates to exporters. India can become a production hub as factories owned by foreigners in China would like to shift out and set up factories in other countries or return back to their own country. If India can offer plastic parks with plug & play facility for electricity, effluents, infrastructure and most importantly the land is available on a yearly rental, it will attract such foreign companies instantly. Foreign companies or even Indian businessmen do not want to block money in real estate now.

With changing dynamics, consumer preference is likely to shift from expensive & luxurious items to more utilitarian products and Plastics can play a very important role here as it can replace almost anything with a cost-effective alternative. Indian manufacturers need to sense the opportunity and offer the desired product.

As India has built capacities and demand will be muted in the initial months, businesses should keep factory & production expenses under check so as to offer competitive prices. Liquidity from banks can be constrained and business will have to manage with low inventory & discourage sales on credit terms. Human resource is the most important asset of an organisation. All efforts should be made to retain the team & keep them contented.

Businesses will have to learn to live without Government incentives like MEIS etc. as the focus would now shift to the healthcare sector. Thus, plastic processors should target the healthcare segment and offer products for that sector.

Prasan Lohia, Regional Chairman – Eastern Region, Plexconcil & Director, Merino Industries Limited

Export opportunities for the Indian plastic products are very high. India may emerge as a prospective alternative choice for the world importing nations mainly on account of our cost-efficient and quality products. However, exporters need to be regularly in touch with their overseas buyers and assure them that they are open to business and meeting requirements, thereby gaining the confidence of international buyers. Businesses need to have adequate set up to ensure successful implementation of a remote work policy and have the infrastructure in place for more virtual meetings to reduce travel as the near future could still be quite unpredictable due to the nature of the COVID 19. It is also imperative that businesses focus on online sales strategies and a greater use of digital tools. Despatch of pending export shipments and commencement of manufacturing activities in accordance to the Government guidelines is of paramount importance too.

Hemant Minocha, Panel Chairman (Raw Materials & Polymers) – Plexconcil & Director, Rajiv Plastics Pvt. Ltd.

The opportunities are very good because India is being looked as an alternative to China. There are also great opportunities in Medical packaging, food packaging, non-wovens, injection moulding for food transportation and bulk packing for detergents, sanitizers etc. There would greater interest in materials having antimicrobial / antivirus properties besides materials that can be sterilised. Post lockdown we must look at opportunities in countries where India does not have a foothold especially for commodity items where China has always had the upper hand.

In the renewed business scenario, sanitation will be of prime importance, companies will have to abide by social distancing norms and good health practices. Besides these, to be able to support newer markets and demands, the industry may have to ramp up their production capabilities if they have to look at displacing the huge capacities that China has built over time. Businesses will be cash strapped and there are chances of a large number of businesses going bankrupt. Banks will be stressed and business will have to be done more carefully. Reduced credit terms could challenge overall business as well. On the one hand overall business opportunities could be increased but there is also the risk of bad debts. Insurance would be of prime importance as well as a system of global credit control and rating.

Amit Pal, Member – Plexconnect Editorial Advisory Board – Plexconcil & Director, Kolor Impex

There lies immense potential for India's export of Plastic goods as our global share is only about 1%. We are very optimistic that India will be a reliable supplier for the world market within the renewed global dynamics. Moreover, as the international crude oil price has become negative, and I am sure this is likely continue for some time, Indian companies presumably could procure plastic raw materials at a much cheaper cost and that would help to procure overseas orders at a low cost and the manufacturers of finished goods, especially those in the disposable consumer products segment.

On the other hand, it is time to reduce company overhead cost in order to become competitive and survive in the market. There is a need to concentrate on the less COVID 19 effected overseas market especially Africa, LAC countries etc. to secure immediate orders in order to run the factories. Apart from identifying new customers, companies also need to be in regular contact with their existing buyer and assure them of their services. Manufacturing facility must be resumed by maintaining government sops. There is a need to develop remote working infrastructure and companies must also promote their product through social media and participate in virtual trade fair in order cut down travelling. Post lockdown, immediate attention must be given to shipping out of pending orders.

Lastly, a big windfall in business will not just happen and we should have a realistic approach about it. Some diversified business activities or products can be targeted and with limited human resources and one needs to explore innovative ways of managing and functioning. Cutting down on unnecessary overhead expenditures will be the need of the post COVID 19 scenario. Extending credit to buyers is going to pose a risk and immediate payment must be insisted upon for decent cash flow within the business.

G S Anil Kumar, COA Member – Plexconcil & Managing Director, Jumbo Bag Ltd.

Opportunities in post lockdown period are most likely to be sectoral based and companies which are able to shift product lines to demand oriented products will have greater chance of survival. For instance, non-woven industry which was in doldrums is reaping huge profits. Opportunities could emerge in segments where global buyers which are currently dependent on China. There would be a natural push to buy from countries like India and Vietnam due to the prevalent sentiments against China. While it is significant to explore and capitalize on opportunities that will come our way, one also needs to note that cost control measures would become important. Employees and entrepreneurs have to be open minded to adapt and adjust to change in dynamics, diversify into new products with current infrastructure and optimise production to ensure sustainability.

Shyam Tibrewal, COA Member – Plexconcil & CMD, Mayur Wovens Pvt. Ltd

There is no doubt that India has immense opportunities with shifting of global dynamics and arising sentiments against China. However, it is equally important to overcome prevailing internal challenges to take advantage from the new opportunities. In the current situation, there is lack of clarity on policies. For example, export shipments face bottlenecks at Customs where consignments get delayed for weeks due to bureaucratic processes & subsequent hurdles. Not only does this increase the cost of shipment, but also creates unnecessary delays. The industry has made several representations and submissions highlighting their issues to the Government through industry bodies, trade organizations and even directly but yet to get any clarity yet. The lack of clarity on policies has been the cause for severe constraints for the industry and many exporters are trapped with inventories and unable to meet export demand.

Another critical issue being faced by manufacturers is related to migrant labour & it will likely to continue for long. Post lockdown, there is likely scenario of migrant labour leaving for their villages and many have already managed to migrate, not expected to return in the near future. Availability of skilled labour is critical to production efficiency & quality product. Hence, managing availability of a quality workforce will be critical in the coming months.

Product quality and On-Time delivery are critical aspects of maintaining export orders. To meet future demands, all stakeholders, including the industry, Government, society at large, etc; to simply put it, every part of the value chain, needs to work in complete sync and seamlessly. It is going to be a test of time and we can overcome these challenges only if we collectively work with strength & commitment.

International News

Addmaster's antimicrobial technology helps it score Queen's Award hat-trick

A company that champions the use of antimicrobial technology to protect products from bacteria and viruses has completed a hat-trick of Queen's Award for Enterprise wins.

Addmaster UK, a leading developer of performance-enhancing additives for the plastic, paper, textile, paints and coatings industry, has secured its first win in the 'Innovation' category after using its Biomaster-branded antimicrobial technology to improve hygiene and preserve the environment by encouraging safer use of reusable products.

The Stafford-based business says the win is a "perfect 20th birthday present", along with posting record sales from supplying hundreds of clients including Dulux, Dyson and Marks and Spencer.

'Bag for Life'

The Award also recognises the firm's contribution to eliminating plastic waste and improving public hygiene by creating a range of reusable plastics, including an antimicrobial coffee cup and its work with global retailers on creating the first antimicrobial 'bag for life' attracting specific attention.

Around 30 million bags have now being treated with Addmaster's Biomaster technology, proven to inhibit the growth of bacteria and reducing the likelihood of contamination from repeated use.

Paul Morris, Addmaster Founder & CEO, commented: "We are extremely honoured to have had our Biomaster antimicrobial technology recognised with another Queens Award for Enterprise. "This prestigious accolade recognises our commitment to developing innovative solutions that are ahead of the curve and meet real life needs in healthcare, retail and industry."

He continued: "Our most established technology is Biomaster and this has been joined by Verimaster (additive insertion for authentication and tracing), Scentmaster (fragrance and deodorising technology) and Masterpiece for creating bespoke additives. "Our Biomaster reusable 'bag for life' and the antimicrobial reusable coffee cups are just two examples out of hundreds of antimicrobial products we have developed. They all demonstrate the important role our technology plays in giving the public additional hygienic protection when reusing plastics and textiles."

Use in Covid-19 fight

The importance of hygiene is firmly in the public narrative at present, with Covid-19 presenting society with unprecedented times and a new 'temporary' way of life for people across the world.

Addmaster has been providing Biomaster protected items such as coatings, screens, nurses scrubs and PPE equipment to support social care and the NHS, including the new Nightingale Hospitals. Its technology is also exported around the globe to help other countries fighting the pandemic.

The Queen's Awards for Enterprise is announced annually on 21st April, the Queen's birthday. Winners in the Innovation category have benefited from outstanding commercial success by developing a unique product or service.

Addmaster has previously won the Queen's Award for Enterprise in the International Trade category in 2011 and 2018.

Source: britishplastics.co.uk

Duo UK has been awarded with a Queen's Award for Enterprise.

The Manchester-headquartered packaging specialist is one of 220 organisations nationally to be recognised with a prestigious Queen's Award for Enterprise. Announced today (Tuesday 21 April), the business has been recognised for its excellence in innovation for the DuoOptipac mailing bag.

The DuoOptipac was created and developed by a team at Duo UK's Manchester site. Together, they developed and built a new packaging innovation that would provide ecommerce retailers with a parcel bag to create fulfilment efficiencies and convenience for both customers and retailers.

Launched in May 2016, the DuoOptipac mailing bag features an integrated handle which lies snug against the body of the bag maintaining the original capacity but reducing the volumetric dimensions of the package. DuoOptipac's compact design maximises space on the conveyor belt system, increasing throughput by 28 per cent.

The tac-down handle reduces the overall size of the package, reducing delivery costs on volumetric pricing without the requirement for any changes to the pick, pack and ship operation. To date, over 257,000,000 DuoOptipac mailing bags have been manufactured and sold by Duo UK.

Anthony Brimelow, Commercial director, said: "We invented the DuoOptipac mailing bag based on feedback from customers on the escalating ecommerce fulfilment costs along with demands from ecommerce shoppers for increased delivery options when there was a clear need for a new parcel style to fulfil this demand."

"We pride ourselves on our ability to adapt and innovate, now more than ever, and the honour of receiving a Queen's Award for Enterprise is testament to the transformation that the DuoOptipac mailing bag has delivered to fulfilment warehouses and ecommerce businesses. We're all extremely proud to receive such a prestigious accolade - it's given us a real morale boost in these truly challenging times."

Source: britishplastics.co.uk

Make UK expands online training and learning services to help manufacturers through Covid-19 crisis

Manufacturers' organisation, Make UK, has expanded its online training and learning services for companies to ensure they can adapt their businesses to operating through the Covid-19 pandemic, as well as safeguard the future of their workforces.

As well as operating a Coronavirus 'hub,' which gives companies access to the official Government advice and support schemes, Make UK has also transferred all its HR & legal, health and safety and apprentice training online, whilst continuing to introduce new services to help companies such as remote cyber security protection for individuals working from home.

As a result of its focus on helping manufacturers with business continuity, Make UK is now training a record number of almost 2,000 apprentices online. The interactive training is being delivered remotely with a smart assessor being used to support online assessment while mentoring and coaching is also available to students.

Make UK's HR and Legal team has also been providing substantial help to companies - taking upwards of a thousand calls a day on issues ranging from the Government's Job Retention Scheme to staff wellbeing advice. The organisation is also offering virtual online classrooms for its health & safety courses.

To enable companies to address the severe threat to cyber security due to the increased numbers of people working from home, Make UK has also teamed up with ACP (Assured Cyber Protection) to help protect business operations and mitigate against risk.

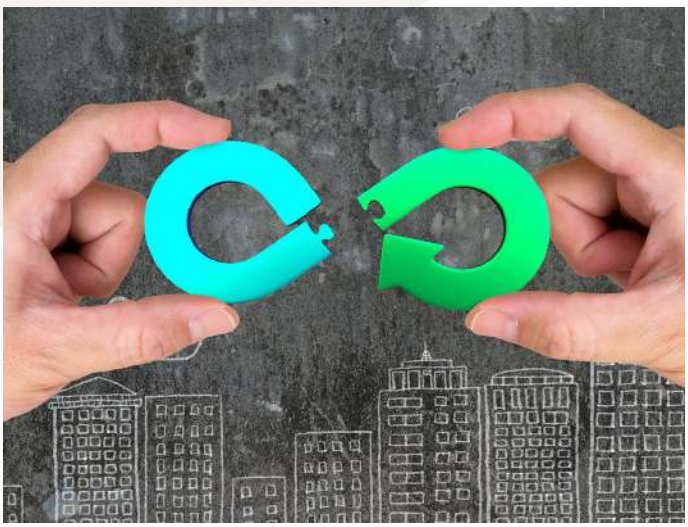
Commenting, Make UK Chief Executive, Stephen Phipson, said: "Manufacturers are facing a massive challenge right across the board and we are making every possible effort to provide them with support through this difficult period. "Business continuity is vital for the next few months and I'm proud of the way Make UK has pivoted so quickly as a standard bearer to the new ways of working and learning."

Source: britishplastics.co.uk

BASF and Security Matters create new value for plastics to tackle global challenge

BASF and Security Matters have signed a binding joint development agreement to develop solutions for plastics traceability and circularity. Security Matters will contribute its technology to enable physical and digital tracking of closed loop recycling, authenticate sustainability claims and improve sorting of plastic waste.

The partnership leverages BASF's extensive experience in plastic additives, regulatory know-how, and understanding of the plastics value chain.



Security Matters will provide its track and trace solution that marks physical objects with a unique and unalterable chemical-based barcode and connects them to a digital twin. The barcode withstands manufacturing and recycling processes, without altering the appearance or performance of the object. Using proprietary technology, the barcode captures a wide variety of information embedded in the plastic and can be used for closing the plastic loop.

"To tackle the global challenge, we have to rethink plastic applications with their end of life in mind. It is essential to progress towards a circular economy approach that closes the loop on end-of-life resources and allows us to recover and recycle plastics as efficiently as possible," said Achim Sties, Senior Vice President, Performance Chemicals Europe, BASF SE.

"We are jointly developing this game-changing technology that could capture information of the polymer and how the plastic moves through the entire production and distribution process. We will be able to devise an appropriate additive package for our customers and other players in the value chain using recycled material to capture more material value and increase resource productivity."

Haggai Alon, Founder and Chief Executive Officer, Security Matters, Ltd, added: "By providing transparency of product lifecycles, we can create an entire technology-driven ecosystem that promotes circularity and sustainability for plastics. Together we can accelerate the progress of the plastic industry towards a more innovative, resilient and productive economy."

Source: britishplastics.co.uk

Coronavirus crisis boosts flexible packaging demand in US and Europe

Wood Mackenzie has said it expects flexible packaging consumption in both Europe and the US to see a material uplift in the short-term, due to stockpiling, lockdowns, and the increased needs for medical supplies. Wood Mackenzie forecasts US demands for consumer flexible packaging to increase by up to ten per cent this year, compared to three per cent in 2019.

In Europe, demand growth fell back to under 1.5 per cent in 2019 but could climb to above five per cent this year. Rob Gilfillan, Wood Mackenzie's Head of Fibres, Films, and Flexible Packaging, said: "New restrictions on daily life have had a huge impact on how we consumer FMCG goods. The speed at which governments have introduced these measures is unprecedented, with many sectors of the food processing industry struggling to adapt. This rapid change has caused a wave of panic buying and stockpiling across Europe and North America. In addition, the sudden lack of choice around how and where we consume food has forced huge volumes of food consumption away from the food service sector, such as restaurants and cafes. This has been pushed through the retail sector instead, which naturally favours pre-packaged food in smaller consumer-sized packaging."

Source: British Plastics and Rubber Magazine

Lubrizol, Nike Just Do It and Produce Needed PPEs for Healthcare Workers

As the spread of COVID-19 exposes shortages of personal protective equipment (PPE) in healthcare facilities across the country, manufacturers continue to step up and donate their time, equipment and expertise to help fill the gaps. Today, we learned about a project spearheaded by specialty chemicals company Lubrizol and Nike, who are collaborating to produce full-face shields and powered air-purifying respirator (PAPR) lenses. They are donating the products to hospitals in U.S. cities as part of an effort to protect frontline medical workers battling COVID-19. So far, the face shields and lenses have been shipped to healthcare providers

in Oregon, where Nike has its headquarters; Cleveland, where Lubrizol's headquarters sit; as well as several other cities.

Lubrizol donated its Estane thermoplastic polyurethane (TPU) polymers for the project; the materials are used to manufacture both pieces of PPE.

In a press release, Lubrizol said that its innovation team quickly evaluated materials, provided insights to optimize performance and re-orchestrated its production and supply chain to produce and donate the necessary material to Nike.

In addition to the full-face shields, the Estane TPU will be used to produce lenses for PAPR helmets, which are used when medical professionals face airborne pathogen exposure as they provide critical care to infected patients.

"We are grateful for the generosity of companies around the country as we build up our supply levels in anticipation of a surge in COVID-19 patients," said Lara Kalafatis, Chair of Cleveland Clinic's Philanthropy Institute. "This collaboration between Lubrizol and Nike demonstrates ingenuity applied alongside compassion and a sincere interest to help thousands of our caregivers."

"These face shields will allow us to treat patients while keeping our front-line medical providers safe," said MetroHealth President and CEO Akram Boutros, MD, FACHE. "We appreciate this generous donation. It's another example of the community coming together to care for each other."

Estane is a versatile TPU that bridges the gap between flexible rubber and rigid plastics, Lubrizol explained in the press release. It is used across a range of applications in addition to the full-face shields, including medical gowns, hospital mattresses, tubing, hoses and other medical equipment and devices.

"We are thrilled to collaborate with Nike to improve lives and support those in need during COVID-19," said Rick Tolin, President, Lubrizol Advanced Materials. "Every day our employees enable products used across the world, and our team is fully committed to enabling our science and applications expertise to deliver even greater impact during this global crisis."

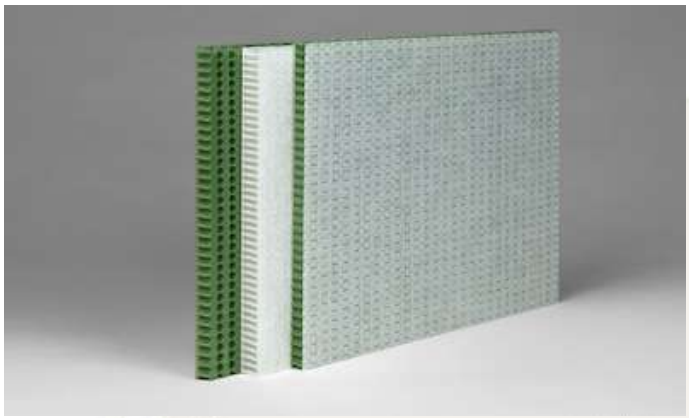
Earlier this month, Lubrizol announced a $2 million donation commitment to support COVID-19 needs globally. The company has contributed critical supplies to hospitals across the world, donated to food banks where Lubrizol has major operations, and supported local restaurants by purchasing meals for hospital workers, among other efforts. The company also has challenged its employees to contribute 2,020 virtual or at-home volunteer hours to assist organizations providing support in this environment.

Source: Plastics Today

Recycled PET Used in Honeycomb Core

Recycled polyethylene terephthalate (rPET) honeycomb is now commercially ready and available to license from EconCore. The company successfully conducted two years of research, learning how to optimally process the reusable resource-based polymer into its continuously produced honeycomb core.

The benefit is a substantial fall in CO2, along with the already established CO2 reductions from the honeycomb technology in many transportation applications, due to the fuel and energy savings during the in-service use of lower weight products.



Recycled PET honeycomb cores, with the widespread availability of collected plastic, including bottle grade rPET flakes, offers excellent potential using an eco-alternative core material. It also has superior temperature resistance and mechanical properties compared to conventional thermoplastic core materials.

The company's rPET honeycomb core is typically made from more than 95% recycled PET from a variety of sources such as bottles and food packaging. It is a cost-effective solution as it does not require much pre-production processing to achieve stable, temperature and strength performance outperforming PP honeycombs.

Wouter Winant, technical manager at EconCore said: "Our technology is very flexible and has proven to work with many thermoplastics already. Adapting the technology to successfully use PET and rPET honeycomb is another great step forward. By adjusting the content of additives or fillers, we can optimize the performance characteristics.

"One key aspect of the development journey was the optimization of the processing methodology and adapting the equipment in order to increase the efficiency of the continuous honeycomb production process. We worked closely with our partners at MEAF who developed and adapted the machinery to achieve the results we were looking for." MEAF designs, develops and builds extrusion machines for the global packaging and plastics processing industry, based in the Netherlands.

Ardjan Houtekamer, technical director at MEAF said: "We worked closely with EconCore's technical team over a number of months to refine the machine to achieve an optimum production speed. With EconCore's high throughputs, extruding up to 1,200 kg per hour while using only 0.20 kWh per kg, the sheet extruders we developed are currently among the most efficient in the market."

There are many applications that stand to benefit from using a honeycomb core with better heat and strength properties than a PP honeycomb.

Winant said: "That's a really attractive proposition to licensees of our technology. When you consider the global problem of plastic waste and the urgent need to take better care of the environment, using a honeycomb core based on recycled PET could, without a doubt, be a sustainable solution for markets of large volume production, including automotive, general ground transportation, packaging and furniture."

The ThermHex technology plays an essential role in enabling the use of honeycomb materials in cost sensitive applications. Applications include the sidewalls of delivery trucks and trailers, vehicle interiors such as parcel shelves, headliners, boot/trunk floors and other interior panels. It can also be used for concrete casting molds and façade panels in the commercial construction and building sector. There are countless other potential applications that could take advantage of this technology that would reduce costs and weight while maintaining or increasing strength.

PET is one of the most widely used plastics in the world, particularly with bottles and food packaging. The bottle industry now re-uses transparent bottles, but that leaves an enormous amount of coloured waste PET globally. For some products, how it looks is important. With EconCore's technology, aesthetic considerations of the inner honeycomb core of sandwich panels are unimportant.

Winant said: "Everyone at EconCore is hugely supportive of finding ways to recycle and reuse plastic waste products. It is a massive global issue. EconCore can play a small role in solving part of that problem, through research and innovation, producing a cost efficient, better, stronger product, that we know will be attractive to many industry sectors."

The rPET honeycomb cores from EconCore are set to be used in a project by Eindhoven University of Technology who will design and build a road legal car completely made from waste, recyclable and biodegradable material by June 2020. EconCore are a gold sponsor of the project and its product will be used for the chassis. The project is called Luca and is part of a project called TU/ecomotive.

While companies are now able to license the EconCore technology to produce honeycomb core sandwich panels and parts using rPET, the development work does not end there.

Winant concluded: "We will continue to push the boundaries, for more demanding applications. The research never ends, and we are constantly learning how to adapt our technology for lower volume, high-specification applications such as rail transport and aerospace where strength and low weight are important and CO2 reductions with materials from renewable resources are needed."

Source: Plastics Today

Medical Tubing Demand for Ventilators Soars amid COVID-19 Pandemic

The urgent need for medical products stemming from the COVID-19 pandemic has caused some companies to enter uncharted territory. Carmakers from Ford Motor Co. to Mercedes suddenly are tasked with producing respirators and 3D printing medical components. Lego has retooled some of its injection molding lines to make visors for medical personnel. The list goes on. For companies with a medical manufacturing pedigree, the issue is not the learning curve, but suddenly ramping up production to meet soaring demand. That is the case for extruders of medical tubing, many of which are looking to add capacity, according to Graham Engineering Corp. Headquartered in York, PA, the company offers medical extrusion systems through its American Kuhne product line.

"In the past three weeks we have seen a strong uptick in orders and inquiries from businesses in North America and Asia-Pacific looking to add capacity for ventilator tubing," said David Madar, Strategic Medical Market Manager for Graham Engineering, in a prepared statement. "We are responding by validating available inven-

tory, turning quotes instantly, and committing to extruder supply through accelerated delivery. Now more than ever we are here to support the needs of our medical device customers globally, at a time when demands on the medical supply chain have never been greater."

Ventilator demand in the United States alone could be 10 to 15 times greater than before the pandemic, significantly outpacing the strategic stockpile and current production capacity, according to Graham Engineering. Ventilator tubing kits are supplied to hospitals as single-use breathing circuits, explained Graham Engineering, a key component of which is corrugated tubing, typically made of medical-grade polyethylene or EVA.

Source: Plastics Today

Plastic Film Market Outlook Remains Positive Despite Short-Term Impact of COVID-19

Plastic film is getting a lot of attention, as awareness grows of the need for safety in packaging. The U.S. stretch and film market, like the manufacturing sector overall, is seeing a major short-term impact, both in terms of sales and production during the ongoing pandemic, said the Freedonia Group's latest study on the stretch and shrink film market.

Opportunities and challenges for this sector caused by the pandemic include:

- More than 60% of stretch and shrink film sales are for the storage, bundling, and transport of goods seeing heightened demand, including hygiene products, medical devices, and drugs.
- Stretch and shrink film is also widely used to package e-commerce orders, which are rising as a result of shelter-in-place efforts, as well as grocery items, including meats, cheeses, dairy, bottled water, and frozen meals and vegetables.
- Reduced manufacturing as a result of stay-at-home directives, which is shuttering production of items such as motor vehicles that are not considered essential, and an associated drop in shipping activity will restrain demand for stretch and shrink film.
- The reduction in construction activity will limit demand for specialized films used in building construction and landscaping.

Despite these short-term disruptions, the trends outlined in the study seem to hold, and we are not anticipating a significant change in our long-term outlook, said Freedonia. Key market trends through 2024 include continued down-gauging by film producers, which will drive demand for multi-layer films. Multilayer films are increasingly favored, as they require less material to achieve required strength. Linear-low-density-PE-based multilayer stretch films for pallet unitization and bundling applications will offer the best opportunities because of increased demand for stronger, thinner films. Consequently, film manufacturers will continue to replace single- and three-layer film lines with five-layer lines.

Another key market trend, Freedonia noted, is shrink labels remaining one of the fastest growing product types through 2024. Shrink labels appeal to users because they are scuff resistant, conform tightly to a variety of shapes, and can be printed using a range of techniques and inks. Additionally, demand will be boosted by the development of new polyolefin-based shrink labels that can be more easily recycled along with PET bottles than PVC and PETG labels.

Low-density PE market exhibits steady growth

Ceresana, a global market research institute specializing in chemicals, plastics, packaging, and industrial goods, also released a market study on polyethylene, one of the "top-selling standard plastics." Its consumption continues to increase despite all environmental discussions, noted Ceresana. It is classified into different grades according to its density and the branching of its polymer chains: low-, linear-low-, and high-density PE. Ceresana's third comprehensive analysis of the world market for low-density polyethylene (LDPE) focuses on this material that has been produced since 1939. LDPE is soft, tough, and flexible, and is therefore used for numerous consumer goods. The most popular applications today are films that are used to produce carrier bags, pouches, packaging materials, and cover films for agriculture.

The current market study expects global LDPE revenues to grow by an average of 3.2% per year until 2026. One of the most dynamic growth markets is construction products. With a share of around 41%, the Asia-Pacific region is by far the largest consumer of LDPE.

Overall, the packaging market accounts for 58% of demand. In terms of demand volume, construction presumably will achieve the highest percentage increase through 2026 with an average growth of 2.7% per year. The pipe, profile, and cable segment will achieve the highest percentage increase during the next eight years with growth of 2.5% annually, according to analysts at Ceresana.

Source: Plastics Today

India News

SIDBI gives life support to credit-deprived MSMEs; offers loan to NBFCs, MFIs for onward lending

Credit and Finance for MSMEs: Small Industries Development Bank of India (SIDBI) has announced offering 90-day term loans to NBFCs, MFIs, scheduled commercial banks, and small finance banks for onward lending to MSMEs to provide them 'special liquidity support' amid Covid-19 crisis. The announcement was made by SIDBI through a circular to NBFCs MFIs, and banks on Wednesday. The loans to be disbursed would be out of the Rs 15,000 'special liquidity facility' that SIDBI received from the Reserve Bank of India recently to help MSMEs meet their credit needs. "The schemes would cover all eligible entities having investment-grade ratings irrespective of the size of the organization to ensure wider coverage," the circular read.

"We are pretty confident that the entire money will be disbursed to them (NBFCs, MFIs, banks) because they are already under stress. Their funds inflow is affected because of the RBI three-month moratorium and even if the moratorium is not extended, we are not sure to what extent the ultimate beneficiaries they would start paying. Post moratorium also there will be some stress in inflows. So everything has gone haywire. Hence we feel Rs 15,000 crore will be lapped up by them, however, it is very difficult to estimate the number of MSMEs benefiting out of this," a SIDBI official told Financial Express Online.

Source: Financial Express

Govt asks major ports to defer rentals, waive charges, penalty in view of EXIM cargo drop

Noting a drop in export-import (EXIM) cargo due to supply chain disruptions on account of the COVID-19 pandemic, the government has asked India's all 12 major ports to defer the lease rentals and licence fees-related charges for April, May and June.

They have been asked to waive rentals in proportion to the cargo drop and not to levy penalties.

In a letter, the shipping ministry has asked the ports to provide relief in the form of exemptions/ remission of charges to the shipping liners, exporters, importers, logistics providers and other stakeholders hit by the coronavirus outbreak. The relief measures are aimed at boosting EXIM cargo by supporting and rebuilding the logistics chain.

"The logistics chain-related businesses including traders, importers, exporters, port operators, shipping lines and transporters are facing a huge challenge in maintaining their businesses due to a lower trade volume as well as cash flow issues. Therefore, it is required that some relief measures are taken to support and rebuild the logistics chain," the Ministry of Shipping said in directives to chairpersons and chairman & managing directors of all the major ports.

Due to the COVID-19 pandemic and lockdown measures in several countries, the logistics chain has been severely disrupted and the associated production and consumption centre has been affected, it said. It added that the logistics chains are going through an unusual and massive shock from disruptions on the supply side as well as the demand side.

Source: ET

Lockdown effect: CBIC extends facility of import, export without furnishing bonds to Customs till May 15

The apex indirect tax body had earlier set end April as the date for import and exports by issuing undertaking. In view of the extension of lockdown till May 3, the trade facilitation measure has now been extended till May 15. India's services exports rose just over 4% year-on-year in FY20 to $214 billion, while merchandise exports contracted by close to 5% to $314 billion, according to a quick estimate by the commerce ministry.

The Central Board of Indirect Taxes and Customs (CBIC) on Tuesday extended the deadline to import and export goods without furnishing bonds to the Customs authorities by a fortnight till May 15, a move aimed at facilitating trade during the COVID-19 lockdown. In a circular, the CBIC said businesses will, however, have to furnish proper bond to the Customs authorities by May 30 for import and exports done through undertaking till May 15.

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Source: Financial Express

Govt procures over Rs 400 crore of Covid-related items so far from this many small sellers, others

Government's public procurement portal — Government e-Marketplace (GeM) has facilitated the sale of Covid-19 related medical and auxiliary items worth Rs 431.1 crore in 45,645 orders between March 1 and April 22 through direct purchase from sellers, sellers having the lowest price of goods (L1), bidding and reverse auction, according to the data available on the GeM portal. The portal had created a dedicate page late last month for public procurement of medical and auxiliary equipment from small businesses and other sellers to fight Covid-19. To enhance supplies, the government had also urged MSMEs earlier in manufacturing or supply of such equipment to register as a supplier on GeM. The government listed 39 medical items such as ventilators, N95 masks, disposable thermometers, alcohol-based hand sanitizer, protective gowns etc and 61 auxiliary items such as soap, chairs, tables, bedsheets, computers, extension boards etc.

The sale for medical items stood at Rs 182.7 crores in 16,805 orders while auxiliary supplies worth Rs 248.4 crore were sold in 28,840 orders during the said period. The number of sellers for 28,875 medical items was 10,158 while for auxiliary 92,803 auxiliary items, the number of sellers was higher at 15,998. The data shared by GeM also stated that hand sanitizers or hand rub followed by air pollution masks, ICU ventilator, disposable surgical drapes, and surgical masks were the top five categories of medical items as per order value while desktop computers, waste containers or bin, computer printers, plastic moulded chair, and sanitary napkins were top auxiliary products as per order value sold on the GeM portal by sellers to the government.

Source: Financial Express

Govt aid sought: Coronavirus raises spectre of export decline

The coronavirus outbreak has threatened a nascent recovery in India's exports, which had risen almost 3% year-on-year in February after a sixth straight month of fall and now stare at a contraction in FY21.

The EU, the US and China alone made up for 40% of the country's merchandise exports in the April-January period of this fiscal.

The coronavirus outbreak has threatened a nascent recovery in India's exports, which had risen almost 3% year-on-year in February after a sixth straight month of fall and now stare at a contraction in FY21. Exporters say although the current rupee depreciation can potentially help exports, given the subdued economic activity worldwide, external headwinds will far outweigh this gain.

The exporters that FE spoke to warn of a 10-15% drop in merchandise exports in FY21 if the situation persists until the first half of the next fiscal. Global supply chain has been hit hard, cargo movement has been affected, shipping lines altered and warehouse capacity stretched, they say. As such, exports up to February

have dropped 1.5% y-o-y to $293 billion and may fall just short of the FY19 level of $330 billion this fiscal.
Source: Financial Express

India's competitors in export markets aided by fiscal bounties

India, which was among the last set of nations where the Covid-19 spread its tentacles, has announced a Rs 1.7-lakh-crore (0.8% of GDP) relief package for the poor and the vulnerable and is planning to calibrate its re-ponses to help the economy over the coming weeks.

Competitors, including China, Vietnam, Bangladesh, Indonesia Malaysia and even Hong Kong, already announced a series of fiscal packages — some up to 3% of GDP.

As Indian exporters await a package from the government to tide over the Covid-19 crisis, a look at the fiscal stimuli extended by its Asian competitors suggest time may be running out for New Delhi for a meaningful intervention. Around a half of outbound shipment orders has already been cancelled and key markets — the US and the EU — are badly bruised by the pandemic.

Competitors, including China, Vietnam, Bangladesh, Indonesia Malaysia and even Hong Kong, already announced a series of fiscal packages — some up to 3% of GDP — by the first week of April. Of course, not all measures are meant for exporters but they benefit from accelerated spending to get the economy back on foot at the earliest. Also, enhanced expenditure on social and healthcare sectors has helped the country get its massive pool of workers back to work at the earliest, helping exporters resume shipments swiftly.

China has rolled out a massive RMB 2.6 trillion (or 2.5% of GDP) worth fiscal measures or financing plans.

China's fiscal package includes tax relief, increased spending on Covid control, disbursement of unemployment insurance and waiver of social security contributions. Overall, fiscal expansion will be much higher, factoring in proposed additional measures, including an increase in the ceiling for special local government bonds of 1.3% of GDP, according to an IMF assessment.

Apart from fiscal stimulus, China central bank injected liquidity into the banking system via open market operations, including RMB 3 trillion (roughly 2.9% of GDP) in the first half of February and another RMB 170 billion in late-March, expansion of subsidised re-lending and re-discounting facilities by RMB 1.8 trillion to support medical device manufacturers, MSME and the farm sector and credit extension to MSMEs (RMB 350 billion).

Vietnam, which is emerging as another export hub of Asia, has introduced a fiscal support package of VND 226 trillion (3% of GDP), according to the IMF data. Already a low-tax destination for industries like electronics and garments, it announced tax cuts to the tune of 2.2% of GDP and deferred land rental payment for 5 months to support affected entities.

To support firms and households, it also approved temporary cut in electricity tariff by up to 10% for 3 months. Firms and workers are allowed to defer their contribution (up to 12 months) to the pension fund and survivorship fund without interest penalty. Other measures include tax exemptions for medical equipment, first 3-year exemption of business registration tax for SMEs; streamlining of tax and custom audit and inspection at firms and preferential tariffs on key items. In addition, it adopted a cash transfer package worth 0.5% of GDP for affected people and entities for 3 months from April to June.

Indonesia has offered stimulus packages totalling 2.8% of GDP. Its support includes a cut in the corporate tax rate from 25% to 22% in FY21 and further to 20% from FY22. It has also extended relief for tourism, among the worst-hit sectors, and increased social and healthcare benefits.

Bangladesh, which has emerged as the world's second-largest garment exporter, beating India, has announced a $588-million package (0.2% of GDP) for exporters. It is also extending subsidised working capital loans of $588 million, apart from offering relief to the social and healthcare sectors.

Hong Kong, seen as a proxy for China, has announced fiscal measures worth about 10% of GDP. These include tax and fee reliefs (2.8% of GDP), cash payout to people (2.5%), employment subsidy (2.8%), a new anti-epidemic fund (1%) and sector-specific relief (0.7%) and temporary job creation (0.2%).

Malaysia has already declared three packages worth 2.8% of GDP. These include tax relief, enhanced healthcare spending, cash transfer to affected people, temporary pay leave, discounts in electricity tariff. It is also front-loading certain investment spending for this year. The country has also declared grants for MSMEs, higher wage subsidies, and a 25% discount on foreign workers' fees, which will also help exporters.

India, which was among the last set of nations where the Covid-19 spread its tentacles, has announced a Rs 1.7-lakh-crore (0.8% of GDP) relief package for the

poor and the vulnerable and is planning to calibrate its reponses to help the economy over the coming weeks. However, more than a half of its last package, announced on March 26, included funds meant for state governments and those available under existing programmes. Separately, it has announced `15,000 crore to boost medical response to the Covid-19 crisis and other healthcare spending over four years. But it's still preparing an economic package, although the central bank has already initiated a raft of measures to improve liquidity in the system.

As for exporters, no meaningful dole-out has been announced so far, apart from the continuation of old schemes and certain procedural relaxations. For instance, the government recently extended the validity of the Foreign Trade Policy (FTP) for 2015-20 by a year to March 2021 and relaxed certain other norms. The FTP extension will enable exporters to continue to get incentives under existing programmes — including the Merchandise Exports From India Scheme (MEIS), interest equalisation scheme and transport subsidy scheme (for farm exports) — without disruption for one more year. However, a decision on extending the Services Exports Promotion Scheme is yet to be made.

India's merchandise exports collapsed by almost 35% year-on-year in March, with exporters warning a further deterioration in April and job losses to the tune of 15 million if the government doesn't step in swiftly with a package.

Source: Financial Express

Cabinet approves major export scheme to replace MEIS

The MEIS, exporters have persistently complained, doesn't offset all the taxes, so the new scheme will be beneficial to them when it's implemented.

The government had earlier decided to launch the RoDTEP scheme from January 1, 2020, but it deferred the roll-out to the next fiscal, as exporters cited operational challenges to seek more time for the transition.

The Cabinet on Friday approved a major export programme that will reimburse all taxes and duties paid on inputs consumed in exports, and replace in phases the government's flagship – but WTO-incompatible – Merchandise Exports From India Scheme (MEIS) to help reverse a slide in outbound shipment.

Commerce and industry minister Piyush Goyal said the Remission of Duties or Taxes on Export Products (RoDTEP) scheme will cover levies that are not reimbursed currently and make exports zero-rated, in sync with the best global practices. These imposts include duty on electricity charges; VAT on fuel used in transportation, captive power generation and the farm sector; mandi tax and stamp duty on export documents; CGST and compensation cess on coal in power generation; central excise duty on fuel used in transportation; and CGST and any other levies that still remain unrebated. The new scheme is consistent with the World Trade Organisation (WTO) norms, the government has stressed.

Source: Financial Express

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Understanding Minimum Import Price (MIP) & its Impact

In a recently submitted representation by FICCI, polymer producers have had requested the Department of Chemicals and Petrochemicals (DCPC) for the imposition of a Minimum Import Price (MIP) on Polymers. MIP is the price at which processors may import polymers for processing and imposition of the same, essentially means that if the landed price is lower than the MIP, the product cannot be imported at all. Such practice will have a huge impact on polymer processors across the country who are largely dependent of polymer imports. The Polymer industry pricing is a very dynamic one and with the MIP being imposed, large polymer and chemical producers would have the advantage of liquidating their inventory by creating tariff barriers and by not passing the fall in international prices to the domestic consumers, they would safeguard their margins.

Addressing this grievous concern of the polymer processors, Plexconcil has sent representations to the Hon'ble Minister of Commerce and Industry, Shri. Piyush Goyal as well as the DCPC, outlining in details the reasons why the MIP should not be implemented. Below is a synopsis of the same:

Reasons why MIP should not be implemented:

1. Domestic production of several polymers in India is insufficient and as processors need to meet the country's growing demand, they inevitably resort to importing the same. In such case, foreign polymer producers would be paid higher than prevalent international rates from India leading to drainage of foreign exchange, higher profits to foreign polymer producers, higher raw material cost for exporters that eventually results in making our exports uncompetitive in the global market and hence a steep decline in exports.
2. Although, duty free imports under Advance Authorization (AA) will not be affected by MIP, several plastic exporters belong to the MSME sector and do not avail AA as they cannot afford to import container load quantities in one go. The MSME businesses usually only avail MEIS & Drawback benefits. If the MIP is implemented, their raw material cost will increase and render MSME exporters uncompetitive in the export market.
3. Polymer producers have linked Deemed Export prices with Domestic prices for the exporting fraternity. They offer a small discount on the domestic prices so as to offer processors raw materials at the closest international rates within India. Exporters can avail deemed export prices by surrendering the AA license in favour of the polymer producer. If MIP is implemented, the Deemed Export prices would also increase. This will result in either the exporter being forced to import raw materials or pay higher cost to domestic sources making them uncompetitive.
4. Several qualities/ grades are not produced by the polymer producers in the country and processors are dependent on imports. Considering the lack of a seemingly large demand for specialty grades in the

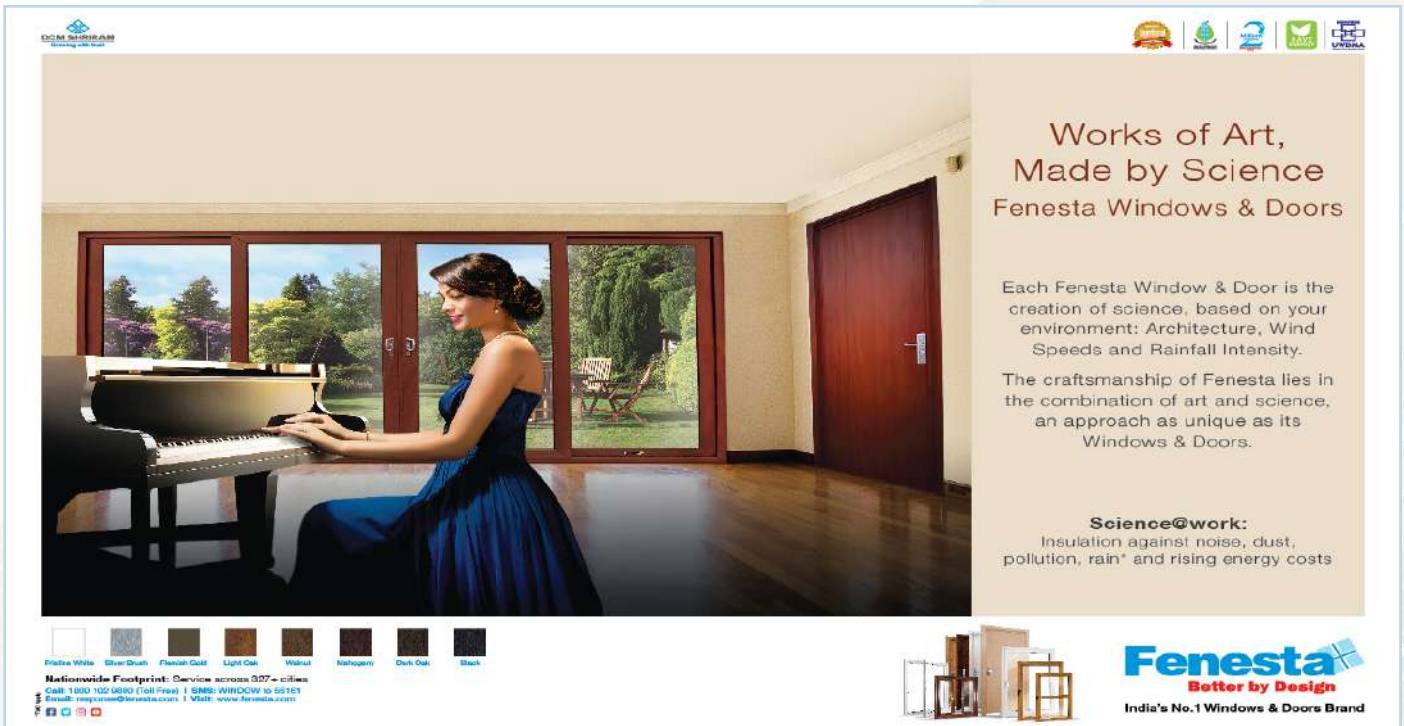
country, domestic polymer producers prefer to produce the general grades only as these make up for the bulk of the demand. Even if producers do produce small quantities of special grades, they charge an exorbitantly high price making it unattractive to buyers in the country.

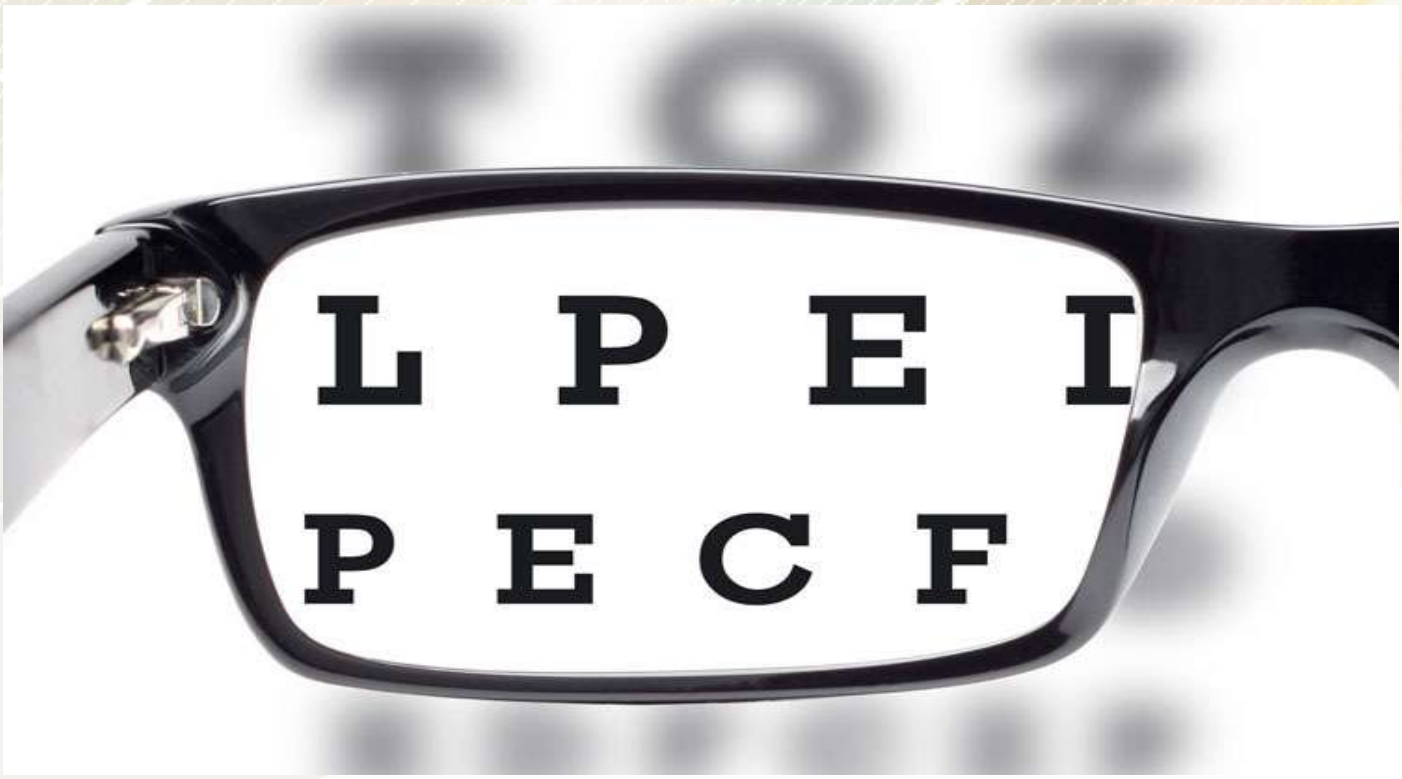
5. In the representation by FICCI, all HS codes of several polymers have been included under MIP. Like for PVC resin, HS codes of Paste PVC, Suspension PVC, Blending resins, PVC Granules, PVC Compounds, etc all have been included. It seems the intention is to choke the supply of polymers to the industry. It may be noted that the polymer producer is producing only general grades in India and they should have asked for MIP only for those specific qualities and not for all grades covered under a certain HSN.

   For example, PVC resin (Suspension) was under ADD since the past 10 years and while import from China & USA attract ADD, polymer producers still insist on MIP. ADD on Paste PVC has been applicable for the past 15 years and is still in force. Despite the ADD from nearly all countries in the world for the past so many years, since 2008, no polymer producer has added any capacity for the production of PVC Resin. However, they now are insisting for a MIP.
6. Similarly, finished goods of plastics are already being imported in India under inverted duty structure under various FTA's. The import duty on finished goods is lower and duty on polymers is higher. After MIP is implemented, it will severely affect producers of such plastic goods as their raw material cost will further increase and they will be forced to shut their business leading to widespread unemployment.
7. In the Budget 2019, import duty on PVC resin was raised from 7.5% to 10% on the request of the polymer producers. Import duty on their raw materials was reduced to NIL. No protection or support was provided to PVC resin processors. There was no increase in import duty on plastic/PVC finished goods (except only one HSN).

The inference drawn from current imports suggest that while India mostly imports specialty grade polymers and some commodity grade, overall imports have been stable or even reducing to some extent. This demonstrates a considerable switch to domestic polymer sources (commodity polymers) and the marginal increase in imports is merely a reflection of buoyancy in the global markets.

The key drivers of growth of the plastic industry are availability and affordability, especially more so when competing in the global market place. In order for the industry to maintain its competitive advantage, and to ease the price pressure of polymers on processors, duties must be in fact reduced to 5% and allow domestic producers to compete on global scale. This would in turn trigger demand and exercise a restraint on domestic producers to refrain from unfairly increase polymer prices and facilitate a faster recovery of the industry, especially after the challenging past months. The need of the hour is to facilitate mutual trust and understanding between producers and processors, as well as create an environment of transparency and mutual progress.





Product of the Month – Ophthalmic Lenses

Evolution of the Industry

Until the 1960s, growth in the ophthalmic goods industry had occurred at a steady, predictable rate, largely dictated by the rate of population growth and was further propelled by an increased demand for optical products and a greater availability of eye examinations.

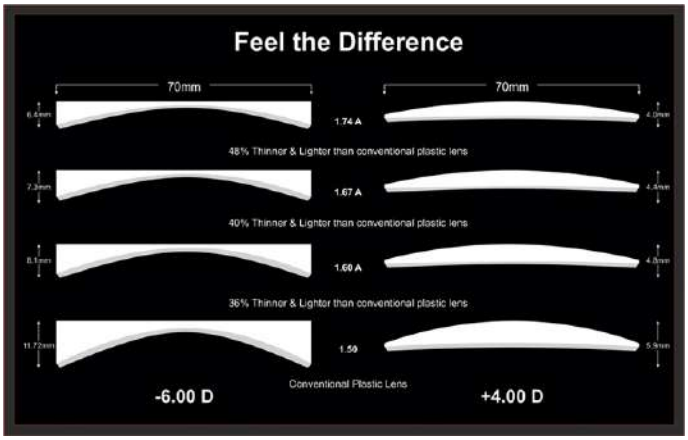
The successful development of lightweight, high-quality plastic lenses helped revolutionize the eyeglasses segment, particularly for consumers with stronger prescriptions. In the past, glass lenses tended to be heavy, and if a person's eyesight was worse than average, glass lenses quickly grew thick and were regarded by many as unaesthetic. Plastics, by nature lighter than glass, allowed a typical pair of glasses to be lighter and offered more dramatic reductions in weight and thickness for stronger prescription wearers. Plastic lenses could also be made to better resist breakage than glass and, when treated with coatings, could help reduce the glare associated with traditional glasses. These enhancements helped drive strong sales of the newer technologies, although in large part these sales came at the expense of reductions in demand for older materials.

Key Drivers

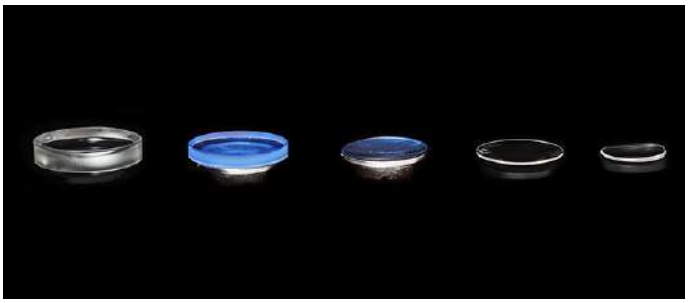
The global ophthalmic lens market is expected to post a CAGR of close to 5% during the period 2019-2023, according to the latest market research report by Technavio. The spectacle lens segment will account for the highest ophthalmic lens market share. The increasing adoption of high definition (HD) spectacle lenses and high-tech plastic spectacle lenses are among the major factors responsible for the growth of this segment in the ophthalmic lens market.

Continuous technological advances in terms of materials, designs, manufacturing methods, and solution formulations help eyeglass lenses in providing sharp image quality, improved contrast sensitivity, superior peripheral vision, and nominal glare at night.

Advanced manufacturing processes are used to make HD eyeglasses (called wavefront lenses) making these lenses more precise. These lenses also provide sharp image quality, superior peripheral vision, improved contrast sensitivity, and nominal glare at night.



The adoption of 3D printing technology for manufacturing ophthalmic lenses is the other major advancement especially as 3D technology eliminates the multiple steps involved in traditional subtractive manufacturing technology.



Product Insights

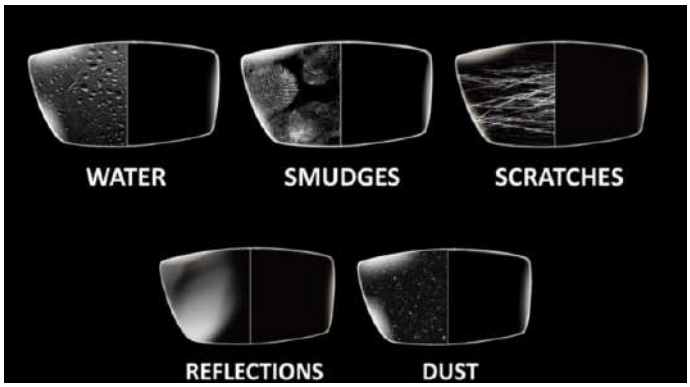
Spectacles dominated the global eyewear market share, accounting at over 55% of the global volume demand in 2018. Spectacles segment is expected to register a significant growth owing to the high replacement rate of lenses due to constantly changing prescriptions. Further, transformation in the spectacle lenses technology including development of lenses with resistance to fog, smudge, scratch and UV rays are generating new growth opportunities.

By type, spectacle lenses can be categorized as:

- Single Vision
- Bifocal
- Trifocal
- Progressive

By Coating Type, these are classified as:

- Anti-reflective Coating
- Scratch-resistant Coating
- Anti-fog Coating
- UV Protection
- Other Coatings



In 2019, the spectacle segment dominated the eyewear market in terms of revenue share. The technical improvements have added new levels of comfort and durability in the spectacle manufacturing and reforms in the spectacle lens making technology have enabled manufacturers to produce lenses with higher indexes for wider ranges of spherical power (SPH), which improves the functionality and aestheticism of the spectacles.

Prescription glasses refer to spectacles whose lenses have been made specifically to match the wearer's defects of vision. The purpose of prescription glasses is to correct or improve the vision of people with nearsightedness (myopia), farsightedness (hyperopia), presbyopia, and astigmatism.

Aging is considered to be a factor that significantly impacts the eyewear industry and in recent times, excessive use of digital devices and poorer eating habits have also found to impact vision among the younger generations. With increasing awareness of vision impairment conditions and available vision correction solutions, the demand for the product has been steadily increasing.

Even in developed regions do the world, the trend seems to be still increasing due to growing vision correction, and factors like growing geriatric population.

Industry by Region

Geographically, the spectacle lens market is present globally in all the major regions of the world namely, North America, Europe, Asia- Pacific, Latin America, Middle East and Africa. North America and Europe are the leading regions globally that are reported to use the maximum number of spectacle lens. Other regions like the Asia-Pacific, Latin America, Middle East and Africa are adopting the culture of using contact lens but are still on the flex of using the lens with a pair of spectacles, especially with countries such as China and India that observe an increasing count of people suffering from eye defects such as myopia and hypermetropia. Premium quality lens are highly priced but are preferred more if they have longer durability.

The major players dominating the spectacles lens market are Essilor International SA, Carl Zeiss Meditec AG, Novartis AG(Alcon), Hoya Corporation, Rodenstock GMBH, Valeant Pharmaceuticals (Bausch+Lomb), Seiko Optical Products Co. Ltd, Johnson and Johnson, Cooper Companies, Inc. (CooperVision) and GKB Ophthalmics Ltd are a few among other leading producers in the world.

India's Exports of Spectacle Lenses

Spectacle lenses are generally of two types – glass and other than glass. Over the years, preference has moved away from glass lenses to plastic lenses as they are light weight, more comfortable, and break resistant. Spectacle lenses of all types, other than glass, are classified as 900150 under Harmonized System (HS) of Coding. These spectacle lenses could be of plastic (CR-39), polycarbonate, trivex, and high index plastic.

World-wide import of Spectacle lenses, of materials other than glass is USD 6.0 billion.

- In 2019, top-5 exporting countries of Spectacle lenses, of materials other than glass were: China (16.9%), Thailand (15.7%), Mexico (7.6%), United States (7.0%), and Germany (6.9%).
- Likewise, top-5 importing countries of Spectacle lenses, of materials other than glass were: United States (14.6%), France (8.9%), Germany (8.2%), China (5.3%), and Netherlands (4.7%).

India happens to be among the top-15 exporters of Spectacle lenses, of materials other than glass in the world. In 2019, India exported nearly 20 million Spectacle lenses, of materials other than glass valued at USD 139.85 million to the world. Major destination countries for export from India during the year were: France and Germany.

Destination Country	Value (USD Mn)	Destination Country	Quantity (Mn)
France	46.84	France	6.33
Germany	39.36	Germany	4.62
United Kingdom	13.71	Netherlands	2.18
Netherlands	12.91	United Kingdom	1.53
Canada	6.47	United Arab Emirates	0.82
United Arab Emirates	2.26	Canada	0.58
Poland	2.21	Russia	0.48
Russia	1.48	Israel	0.46
Malaysia	1.41	Poland	0.33
Israel	1.17	Nepal	0.30

Source: Ministry of Commerce & Industry, Plexconcil Research

India is also a notable importer of Spectacle lenses, of materials other than glass. In 2019, India imported nearly 232.07 million Spectacle lenses, of materials other than glass valued at USD 135.07 million from the world. China and Thailand were the major source for imports by India.

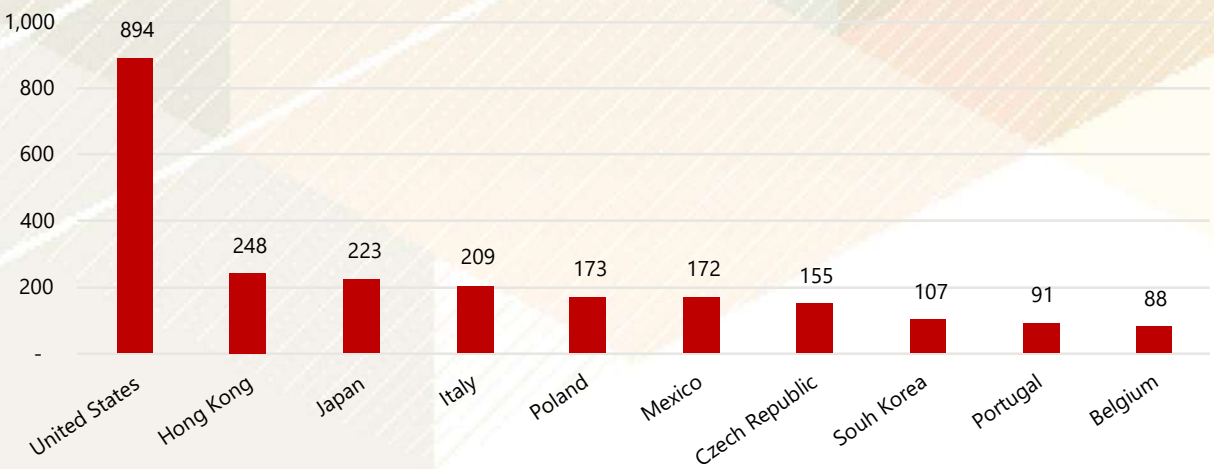
Source Country	Value (USD Mn)	Source Country	Quantity (Mn)
China	63.42	China	212.43
Thailand	19.96	Thailand	6.70
United States	12.49	Philippines	3.33
Philippines	10.78	United States	3.20
Czech Republic	6.00	France	1.58
France	5.59	Singapore	0.93
Singapore	3.35	Vietnam	0.80
Japan	2.49	South Korea	0.64
Ireland	2.28	Czech Republic	0.51
South Korea	1.91	Ireland	0.38

Source: Ministry of Commerce & Industry, Plexconcil Research

Product of the Month

Our internal research indicates that India's spectacle lenses, of materials other than glass has immense export potential in destinations like United States, Hong Kong, Japan, Italy, Poland, Mexico, Czech Republic, South Korea, Portugal and Belgium.

Import of Spectacle lenses of materials other than glass in USD Million – 2019



Source: Trade Map, Plexconcil Research

Essilor Manufacturing India Private Limited is the top exporter of spectacle lenses, of materials other than glass in India. In India, Essilor started its innings through a joint venture with SRF Group and later bought out the share of Indian partners. Over the last 20 years, it has bought out most of its competition and witnessed strong growth in the business.

In the last Annual Report of GKB Ophthalmic Limited, the management stated that "As there was lack of demand for glass lenses, the Company had to switch totally to manufacture of Plastic Lenses. As far as manufacturing of Plastic Lenses is concerned, the competition from Chinese Plastic Lens market has become stiffer due to ongoing US – China Trade War. China is pushing their lenses fiercely in Indian market at lower than cost price."

Lens Guide*

Composite

Benefits: Varied materials; thin, durable lens

Composite lenses incorporate polycarbonate, Trivex®, and other ophthalmic materials.

Designed to accommodate most eyeglass wearers, lightweight composite lenses are compatible with most protective treatments, including no-glare, photochromic and scratch-resistant coatings.

Trivex® lenses are virtually weightless—an attractive quality for those who wear glasses all day long. They are similar to polycarbonate varieties in durability, but outperform the competition when it comes to clarity. They also block UVA and UVB rays, and hold up to abrasives, such as household cleaners.

Standard Plastic

Benefits: Lightweight, impact resistant, widely prescribed

Plastic lenses are much lighter than glass lenses and widely prescribed for their comfort, durability, and impact resistance. Many factors contribute to their popularity, including affordability, safety, and a myriad of design options.

A scratch-resistant coating can be applied to prevent unwanted scuffs and marks.

Mid-Index Plastic

Benefits: Light, slim; compatible with most treatments
Mid-index lenses are slimmer and lighter than standard plastic types. A variety of protective treatments can also be applied, including photochromic and no-glare coatings.

Slightly stronger prescriptions for farsightedness typically require a thicker lens. Mid-index lenses minimize thickness in these prescriptions and are generally more affordable than high-index plastic materials.

High-Index Plastic

Benefits: Thinner, lightweight lens for stronger prescriptions

Eyeglass wearers are no longer limited to thick, heavy glasses. High-index plastic lenses are slim and sleek, providing an alternative option for strong prescriptions.
High-index lenses are typically more expensive than standard plastic and mid-index varieties, but offer a wider choice of frames for people with stronger prescriptions, since the lenses are not bulky. Wearers benefit from a crisp, clear field of vision and comfort, even during prolonged use. When treated with a no-glare coating, high-index lenses sharpen sight considerably—especially at night.

Polycarbonate

Benefits: No-distortion, shatterproof lens for kids, active adults

Polycarbonate lenses are thinner and lighter than standard plastic varieties, and also much more durable. Polycarbonate is ideal for strong prescriptions because it corrects vision without adding thickness, which can distort the wearer's appearance. Best of all, polycarbonate lenses are virtually unbreakable, making them a great choice for children and active adults.

High-Definition (HD)

Benefits: Digitally customized lenses for all prescriptions

HD, or digital lenses as they are also referred to, have been described as the most important improvement in prescription eyewear in the last 100 years. The improvement wearers see in moving from traditional lenses to digital lenses has been compared to the difference in using an old, analog television compared to a new high-definition television, or an early cell phone to today's digital smart phones. A recent study by the University of California at Berkeley confirmed consumer preference for HD lenses over conventional progressive lenses, in part because they reported being able to adapt faster to using the lenses and a wider field of vision when viewing objects nearby.

Unlike traditional lenses, HD lenses are manufactured using digital computer technology and diamond-cutting tools that allow the lenses' surface to be customized to an individual's eyes. High-definition lenses can deliver this unprecedented level of customized vision correction because the lenses are engineered based on a digital scan of the eyes. The resulting, customized vision correction improves unique vision problem areas and providers wearers with superior clarity, and sharper, brighter eyesight, whether they are nearsighted, farsighted, or have a mild astigmatism. The lenses are also thin and light, making them ideal for long wear, even with the strongest prescriptions.

Helping to further improve the lenses are various lens materials, treatments, and tints that can make driving at night or on bright sunny days easier, provide protection when playing sports, or enable older eyes to experience more natural vision at all distances. This new technology also results in lenses that are smudge- and water-resistant, and that virtually eliminate glare.

*source: The Vision Council

Industrial Entrepreneur Memorandum Update

IEMs signed in the Plastics segment during February 2020.

IEM No.	Company Name	State / UT	Item of manufacture
221	Glen Industries Private Limited	Odisha	Plastic containers
229	Kandhari Beverages Private Limited	Jammu & Kashmir	PET bottles
235	The Supreme Industries Limited	Telangana	Polyolefin fittings
243	Ashirvad Pipes Private Limited	Karnataka	Plastic pipes & fittings
246	Kothari Agritech Private Limited	Maharashtra	Plastic pipes & fittings
265	LG Polymers India Private Limited	Andhra Pradesh	ABS compounds
290	Ashirvad Pipes Private Limited	Karnataka	Plastic pipes & fittings
291	Tata Autocomp Systems Limited	Jharkhand	Molded plastic components
298	Saint Gobain Industries (India) Private Limited	Tamil Nadu	UPVC windows
330	The Supreme Industries Limited	Telangana	Plastic pipes
333	OSRM Global (India) Private Limited	Madhya Pradesh	Plastic laminated bags
340	ORI Plast Limited	Chhattisgarh	Plastic pipes & fittings
350	Spectrum Electrical Industries Limited	Maharashtra	Molded plastic components
351	National Polyplast (India) Private Limited	Dadra & Nagar Haveli	PET preforms
359	Satyamitra Sales & Trading Company Limited	Madhya Pradesh	Plastic recycling
361	Dev Flexipack Private Limited	Gujarat	Polyester films
364	Caregroup Sight Solution Private Limited	Gujarat	Intra ocular lens
366	Advanced Medtech Solutions Private Limited	Gujarat	Catheters
375	Veekesy Sandals (India) Private Limited	Karnataka	Plastic footwear
380	Commercial Syn Bags Limited	Madhya Pradesh	Plastic sheets and films

Farmers Fruit Box Co	
Name :	Alan Jorgensen
Address :	4 Cardamine St, Kewarra Bch, Qld 4879, Australia
Email :	alan@supercheapimports.com
Phone No :	61402185010
Product Enquiry :	Buyer is interested in importing banana bunch covers, box liners & grip clips.

ASL Trading	
Name :	Richard Waji
Address :	Plot 7, Lumumba Avenue, Nakasero Road, PO Box 7494, Kampala, Uganda
Email :	asltradinglimited@gmail.com
Phone No :	256752446409
Product Enquiry :	Buyer is interested in importing black masterbatch from India.

Playmobil USA	
Name :	Mark Cohen
Address :	New Jersey, United States
Email :	mark.cohen@playmobilusa.com
Phone No :	16094091263
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Phillips Van Heusen	
Name :	John Neely
Address :	New Jersey, United States
Email :	jneely@pvh.com
Phone No :	19086850050
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Pointe International	
Name :	Samuel K Jung
Address :	New Jersey, United States
Email :	samuel@pointe-intl.com
Phone No :	12014026400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Pricesmart	
Name :	Rodrigo Calvo
Address :	Florida, United States
Email :	calvo@pricesmart.com
Phone No :	13058053663
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Ranir	
Name :	Carrie Vosburg
Address :	Michigan, United States
Email :	cvosburg@ranir.com
Phone No :	16166988880
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

RCB Industries	
Name :	Richard Brown
Address :	Oklahoma, United States
Email :	rbrown@rcbiinc.com
Phone No :	14056040836
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Reliatex	
Name :	Dick Miller
Address :	Florida, United States
Email :	dick.miller@reliatex.com
Phone No :	18136216021
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Reynolds Presto Products	
Name :	Paul Johnson
Address :	Texas, United States
Email :	paul.johnson@reynoldspkg.com
Phone No :	19724166500
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Sanden International USA	
Name :	Kumar Coimbato
Address :	Texas, United States
Email :	kcoimbato@sanden.com
Phone No :	19724428941
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Schumacher Electric	
Name :	Patrick Clarke
Address :	Texas, United States
Email :	clarkep@batterychargers.com
Phone No :	19565049790
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Sofidel America	
Name :	Mark Greenberry
Address :	Florida, United States
Email :	mark.greenberry@sofidelamerica.com
Phone No :	18635473920
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Southern Champion Tray	
Name :	Greg Lanter
Address :	Tennessee, United States
Email :	greg.lanter@sctray.com
Phone No :	14237565121
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Pero Family Farms	
Name :	Peter Pero
Address :	Florida, United States
Email :	peter.pero@perofamilyfarms.com
Phone No :	15614984533
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Pactiv	
Name :	Ron Osborn
Address :	Illinois, United States
Email :	rosborn@pactiv.com
Phone No :	18474822000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Oriental Weavers USA	
Name :	Mike Riley
Address :	Georgia, United States
Email :	mikeriley@owrugs.com
Phone No :	17062774725
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Southern Packaging	
Name :	Brad Tuminello
Address :	Texas, United States
Email :	spi@spipallet.com
Phone No :	18174735098
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Straw Studios	
Name :	Robert Luan
Address :	New Jersey, United States
Email :	robert@strawstudios.com
Phone No :	17323292910
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Tarte	
Name :	Sarah Miller-Cooper
Address :	New York, United States
Email :	smiller-cooper@tartecosmetics.com
Phone No :	12126773385
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

The Cato	
Name :	John Howe
Address :	North Carolina, United States
Email :	john.howe@catofashions.com
Phone No :	17045548510
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Tomy International	
Name :	Scott Sampson
Address :	Iowa, United States
Email :	sasampson@tomy.com
Phone No :	15638752000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

One Ton Bag	
Name :	Mark Lombardi
Address :	New Jersey, United States
Email :	mark@onetonbag.com
Phone No :	19172161372
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Omnova Solutions	
Name :	Dwight Graham
Address :	South Carolina, United States
Email :	dwight.graham@omnova.com
Phone No :	18033855181
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Okamoto Sandusky	
Name :	Linda Turley
Address :	Ohio, United States
Email :	lturley@okamotosandusky.com
Phone No :	14196261633
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Mocap	
Name :	Tom Heckert
Address :	Missouri, United States
Email :	theckert@mocap.com
Phone No :	15737608998
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Mississippi Polymers	
Name :	Leigh Green
Address :	Mississippi, United States
Email :	lgreen@mississippipolymers.com
Phone No :	16622871401
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Michaels Stores	
Name :	Shawn Hearn
Address :	Texas, United States
Email :	hearns@michaels.com
Phone No :	19724091300
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Sabert	
Name :	Joseph Selzer
Address :	California, United States
Email :	jselzer@sabert.com
Phone No :	19513420240
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Ross Stores	
Name :	Deann Kiker
Address :	California, United States
Email :	deann.kiker@ros.com
Phone No :	19259654400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Prime Wheel	
Name :	Cristy Pacifico-Panis
Address :	California, United States
Email :	cpacifico@primewheel.com
Phone No :	13105169126
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Mseafood	
Name :	Roy Nguyen
Address :	California, United States
Email :	roy@mseafood.com
Phone No :	17148427900
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Meijer Distribution	
Name :	Paul Boyer
Address :	Michigan, United States
Email :	boyerp@meijer.com
Phone No :	16164536711
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Mayborn USA	
Name :	Chris Parsons
Address :	Massachusetts, United States
Email :	cparsons@mayborngroup.com
Phone No :	17812697490
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Maxim Flexpac	
Name :	Thomas M Traynor
Address :	California, United States
Email :	thomas.traynor@maximflexpac.com
Phone No :	19495879582
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Master Halco	
Name :	Kit Moffatt
Address :	Texas, United States
Email :	kmoffatt@masterhalco.com
Phone No :	19727147300
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Magna Seating	
Name :	Deepak Nagaraja
Address :	Tennessee, United States
Email :	deepak.nagaraja@intier.com
Phone No :	14168817614
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Maesa	
Name :	Jeff Klein
Address :	New York, United States
Email :	jklein@maesa.com
Phone No :	12126745555
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Limson Trading	
Name :	Gina Griffis
Address :	Connecticut, United States
Email :	gina.griffis@limsontrading.com
Phone No :	16165303110
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Kids Preferred	
Name :	Louis Premselaar
Address :	New Jersey, United States
Email :	louis@kidspreferred.com
Phone No :	17322741144
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Trademark Global	
Name :	Eric Rolnicki
Address :	Ohio, United States
Email :	eric.rolnicki@tmkgl.com
Phone No :	14409606226
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Tram	
Name :	Linn Tanyapongsakorn
Address :	Michigan, United States
Email :	ltanyapongsakorn@tramgroup.com
Phone No :	17342548500
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Triple Accessories	
Name :	Nathan Chawla
Address :	California, United States
Email :	nitin@under1sky.com
Phone No :	12136278886
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States

Tumi	
Name :	Joseph Obligacion
Address :	Georgia, United States
Email :	josephobligacion@tumi.com
Phone No :	19125377852
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

United Legwear	
Name :	Michelle
Address :	New York, United States
Email :	michelle@unitedlegwear.com
Phone No :	12123914143
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Variety Wholesalers	
Name :	Tim Hedgepeth
Address :	North Carolina, United States
Email :	thedgepeth@vwstores.com
Phone No :	12524302600
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Vertilux	
Name :	Jose Garcia
Address :	Florida, United States
Email :	garcia@vertilux.com
Phone No :	13055939494
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Volume Distributors	
Name :	Maria Tovar
Address :	California, United States
Email :	mariat@volumedist.com
Phone No :	13239811400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States

Volvo Trucks and Buses	
Name :	Martin Heiman
Address :	Virginia, United States
Email :	martin.heiman@volvo.com
Phone No :	15406741580
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Waddington North America	
Name :	Bob Choquette
Address :	Kentucky, United States
Email :	bob.choquette@wna.biz
Phone No :	18592928028
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Kidkraft	
Name :	Steven Lampert
Address :	Texas, United States
Email :	steven@kidkraft.com
Phone No :	19723850100
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Keystone Adjustable Cap	
Name :	Vicki Metzger
Address :	New Jersey, United States
Email :	vickim@keystonecap.com
Phone No :	18563562809
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Kaufman Container	
Name :	Roger Seid
Address :	Ohio, United States
Email :	rseid@kaufmancontainer.com
Phone No :	12168982000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Interparfums	
Name :	Michel Bes
Address :	New York, United States
Email :	mbes@interparfumsinc.com
Phone No :	12129801800
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

International Pet Supplies	
Name :	Jenny Wolski
Address :	California, United States
Email	jwolski@petco.com
Phone No :	18584537845
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Intermatic	
Name :	Luis Brun
Address :	Texas, United States
Email :	lbrun@intermatic.com
Phone No :	19158589204
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Imperial Bag and Paper	
Name :	Rich Laurendeau
Address :	New Jersey, United States
Email :	rlaurendeau@imperialbag.com
Phone No :	12014377440
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Huhtamaki	
Name :	Thomas Geust
Address :	Kansas, United States
Email :	thomas.geust@huhtamaki.com
Phone No :	19135833025
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Kellytoy USA	
Name :	Kim Lui
Address :	California, United States
Email :	kim.lui@kellytoy.com
Phone No :	13239231300
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

JC Penney	
Name :	TM Stoller
Address :	Texas, United States
Email :	tm.stoller@jcpenney.com
Phone No :	19724311000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Jada Toys	
Name :	Steven Sandler
Address :	California, United States
Email :	steven@jadatoys.com
Phone No :	16268108382
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

U S Toy	
Name :	Jonathan Freiden
Address :	Missouri, United States
Email :	jfreiden@ustoyco.com
Phone No :	18167615900
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Home Depot	
Name :	Timothy A. Hourigan
Address :	Georgia, United States
Email :	tim_hourigan@homedepot.com
Phone No :	15735812222
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Hoffmaster	
Name :	David Walkowski
Address :	Wisconsin, United States
Email :	david.walkowski@hoffmaster.com
Phone No :	17158233104
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Gibson Overseas	
Name :	Ken Cook
Address :	California, United States
Email :	kenc@gibsonusa.com
Phone No :	13237258381
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Wichita Clutch	
Name :	Terry Mcshan
Address :	Texas, United States
Email :	terry.mcshan@wichitaclutch.com
Phone No :	19407233400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Wismettac Asian Foods	
Name :	La Guardado Senllacett
Address :	California, United States
Email :	senllacett.guardado@wismettacusa.com
Phone No :	15628021900
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Wondertreats	
Name :	Jocelyn Yu Hall
Address :	California, United States
Email :	jocelyn@wondertreats.com
Phone No :	12095218881
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Generac Power Systems	
Name :	Erik Wilde
Address :	Wisconsin, United States
Email :	erik.wilde@generac.com
Phone No :	12625444811
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Game Stop	
Name :	Joey Mooring
Address :	Texas, United States
Email :	joeymooring@gamestop.com
Phone No :	18174242000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Fareva Richmond	
Name :	Olivier Badel
Address :	Virginia, United States
Email :	obadel@fareva.com
Phone No :	18046526700
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Excelligence Learning	
Name :	Cathy Adams
Address :	California, United States
Email :	cadams@excelligence.com
Phone No :	18313332000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Thomas Betts	
Name :	Hubert Liberta
Address :	Arkansas, United States
Email :	hubert.liberta@tnb.com
Phone No :	18709348204
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Spradling International	
Name :	Doug Mcclendon
Address :	Alabama, United States
Email :	doug@spradlingvinyl.com
Phone No :	12059854206
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Waddington North America	
Name :	Bob Choquette
Address :	Kentucky, United States
Email :	bob.choquette@wna.biz
Phone No :	18592928028
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Seattle Textile	
Name :	William Kaczmarek
Address :	Washington, United States
Email :	b.kaczmarek@seatex.com
Phone No :	12062330595
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Michael Kors	
Name :	Portia Andrea Pesaresi
Address :	New Jersey, United States
Email :	apesaresi@michaelkors.com
Phone No :	12014535067
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Medsource International	
Name :	Jason Stieler
Address :	Minnesota, United States
Email :	jstieler@gomedsource.com
Phone No :	19524720131
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Euromarket Designs	
Name :	Nari Sitaraman
Address :	Illinois, United States
Email :	nsitaraman@crateandbarrel.com
Phone No :	18472722888
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Electrocables USA	
Name :	Howard Seiler
Address :	Florida, United States
Email :	howard@electrocable.com
Phone No :	19547261926
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Echo Engineering and Production Supplies	
Name :	Jeff Chew
Address :	Indiana, United States
Email :	jchew@ammexplastics.com
Phone No :	13178768848
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Dynacraft Bsc	
Name :	Kristen Weise
Address :	California, United States
Email :	kweise@dynacraftbike.com
Phone No :	17076031500
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Concertex	
Name :	Samuel Jung
Address :	New Jersey, United States
Email :	samuel@concertex.com
Phone No :	12017848370
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Leviton Manufacturing	
Name :	Bob Becker
Address :	New York, United States
Email :	bob_becker@leviton.com
Phone No :	16318126000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Crosstex International	
Name :	Bill French
Address :	Pennsylvania, United States
Email :	bfrench@crosstex.com
Phone No :	17243470400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Erno Laszlo	
Name :	Avery Tuchman
Address :	New York, United States
Email :	atuchman@ernolaszlo.com
Phone No :	12123734700
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

World Centric	
Name :	Aseem Das
Address :	California, United States
Email :	aseem@worldcentric.org
Phone No :	17072419190
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Conair	
Name :	John Rizzo
Address :	Mississippi, United States
Email :	john_rizzo@conair.com
Phone No :	16622806499
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Colgate Palmolive	
Name :	Henning I. Jakobsen
Address :	New Jersey, United States
Email :	henning_jakobsen@colpal.com
Phone No :	16092396001
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Tricam Industries	
Name :	Andrew Larson
Address :	Minnesota, United States
Email :	alarson@tricamindustries.com
Phone No :	19528970200
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Lippert Components	
Name :	Amber Selking
Address :	Indiana, United States
Email :	aselking@lci1.com
Phone No :	18005519149
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Philips Consumer Lifestyle	
Name :	Alex Tan
Address :	Connecticut, United States
Email :	alex.tan@philips.com
Phone No :	18009347372
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Zak Designs	
Name :	Al Hayes
Address :	Washington, United States
Email :	a.hayes@zak.com
Phone No :	15092440555
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Chateau International	
Name :	Grace Han
Address :	New York, United States
Email :	grace.han@chateauus.com
Phone No :	12129676705
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Buffalo Games	
Name :	Paul A Dedrick
Address :	New York, United States
Email :	bgames@buffalogames.com
Phone No :	17168278393
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

BSH Home Appliances	
Name :	Arthur Kasnitz
Address :	Tennessee, United States
Email :	arthur.kasnitz@bshg.com
Phone No :	14235624948
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Bright Sense	
Name :	Hans Joachim Preiss
Address :	California, United States
Email :	hans@brightsense.com
Phone No :	14088892041
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Bradshaw International	
Name :	Michael Rodrigue
Address :	California, United States
Email :	mike.rodrigue@goodcook.com
Phone No :	19094763884
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

BP Lubricants USA	
Name :	Scott Gibson
Address :	New Jersey, United States
Email :	scott.gibson@bp.com
Phone No :	19736332200
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Berwick Offray	
Name :	Sharon Wilkin
Address :	Pennsylvania, United States
Email :	sharon.wilkin@berwickoffray.com
Phone No :	15707525934
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Base Brands	
Name :	Ken Kreafle
Address :	Ohio, United States
Email :	ken@basebrands.com
Phone No :	13305722780
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Bandai America	
Name :	Jose Vargas
Address :	California, United States
Email :	vargasj@bandai.com
Phone No :	17148169500
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Ball Bounce and Sport	
Name :	Robert Triolo
Address :	Ohio, United States
Email :	triolo@hedstrom.com
Phone No :	14197593838
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

American Mitsuba	
Name :	Tony Schroeder
Address :	Michigan, United States
Email :	schroeder@amc.mitsuba-gr.com
Phone No :	19897794962
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Albertsons	
Name :	Shane Sampson
Address :	Idaho, United States
Email :	shane.sampson@albertsons.com
Phone No :	12083956200
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Akzo Nobel	
Name :	John Roscoe
Address :	Alabama, United States
Email :	john.roscoe@akzonobel.com
Phone No :	12516751310
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Adam Plastics	
Name :	Tom Rolfes
Address :	Illinois, United States
Email :	trolfes@adamsplastics.com
Phone No :	12242488019
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

ACM Technologies	
Name :	Jon Franklin
Address :	California, United States
Email :	jon.franklin@acmtech.com
Phone No :	19517389898
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

J and S Packaging	
Name :	Tony
Address :	California, United States
Email :	tony@jnspack.com
Phone No :	18585652378
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

LM Foods	
Name :	Woody Asuncion
Address :	New Jersey, United States
Email :	wasuncion@lmfoods.com
Phone No :	17328559500
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Qspac Industries	
Name :	Vic Lee
Address :	California, United States
Email :	vlee@qspac.com
Phone No :	15624073868
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

99 Cents Only Stores	
Name :	Ashok Walia
Address :	California, United States
Email :	ashok.walia@99only.com
Phone No :	13239808145
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Continental Western	
Name :	Dan Augustyn
Address :	California, United States
Email :	daugustyn@cwestern.com
Phone No :	15103523133
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

IsochemColors	
Name :	Jeff Zavitkovsky
Address :	South Carolina, United States
Email :	jzavit@isochemcolors.com
Phone No :	18033257640
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Sipa North America	
Name :	Federico Zoppas
Address :	Georgia, United States
Email :	federico.zoppas@zoppas.com
Phone No :	14043493966
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Triad Catalog	
Name :	Stephen Roth
Address :	Missouri, United States
Email :	smroth@softsurroundings.com
Phone No :	13148125200
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

National Cart	
Name :	Paul Mcculloch
Address :	Missouri, United States
Email :	paul.mcculloch@nationalcart.com
Phone No :	16369473800
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Epson America	
Name :	Rick Watkins
Address :	Indiana, United States
Emailc :	rick_watkins@ea.epson.com
Phone No :	13174062600
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Americhem	
Name :	Gary Dale
Address :	Georgia, United States
Email :	g.dale@americhem.com
Phone No :	17062793465
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Cinic Chemicals America	
Name :	Dave Keenan
Address :	Pennsylvania, United Sstates
Email :	dkeenan@cinicamerica.com
Phone No :	14124585569
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Siegwerk USA	
Name :	Sheila Davis
Address :	North Carolina, United States
Email :	sheila.davis@siegwerk.com
Phone No :	18003684657
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Hubergroup USA	
Name :	Daniel Chapala
Address :	Illinois, United States
Email :	daniel.chapala@hubergroup.com
Phone No :	18159299293
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

The Coleman	
Name :	Mark Lester
Address :	Kansas, United States
Email :	mlester@coleman.com
Phone No :	13165542700
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Friedas	
Name :	Karen Caplan
Address :	California, United States
Email :	kcaplan@friedas.com
Phone No :	17147337655
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Merchsource	
Name :	Brandon Gan
Address :	California, United States
Email :	brandon@merchsource.com
Phone No :	19499000900
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Gopher Sport	
Name :	Dale Lapic
Address :	Minnesota, United States
Email :	dale.lapic@gophersport.com
Phone No :	15074465844
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Wirepath Home Systems	
Name :	Edward Bolme
Address :	North Carolina, United States
Email :	edward.bolme@snapav.com
Phone No :	17045049742
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Siegwerk USA	
Name :	Juergen Roth
Address :	Iowa, United States
Email :	j.roth@siegwerk.com
Phone No :	15154712100
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Tecniplast USA	
Name :	Gloria Da Ros
Address :	Indiana, United States
Email :	info@tecniplastusa.com
Phone No :	13177694929
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Nazdar	
Name :	Dixie Miguez
Address :	Florida, United States
Email :	dmiguez@sourceone.nazdar.com
Phone No :	13056815152
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Northern Tool & Equip	
Name :	Tien Chau
Address :	Texas, United States
Email :	tien.chau@northerntool.com
Phone No :	18173753400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

E and E	
Name :	Tim O'Dell
Address :	California, United States
Email :	tim.odell@jlahome.com
Phone No :	15104909788
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Ilapak	
Name :	Liam Buckley
Address :	Pennsylvania, United States
Email :	lbuckley@ilapak.com
Phone No :	12155792900
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

1A Auto	
Name :	Kyle Baker
Address :	Kansas, United States
Email :	kbaker@1aauto.com
Phone No :	19138843316
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Brandt Technologies	
Name :	Marilyn Keith
Address :	Illinois, United States
Email :	marilyn_keith@brandttech.com
Phone No :	16307871800
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

AGFA	
Name :	Peter Mccarthy
Address :	New Jersey, United States
Email :	peter.mccarthy@agfa.com
Phone No :	18005402432
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Vitusa Products	
Name :	David Grande
Address :	New Jersey, United States
Email :	dgrande@vitusaproducts.com
Phone No :	19086652900
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Sika	
Name :	William Bales
Address :	Ohio, United States
Email :	bales.william@sika-corp.com
Phone No :	17403753000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Business Inquiries

Archroma	
Name :	Johanna Diaz
Address :	South Carolina, United States
Email :	johanna.diaz@archroma.com
Phone No :	18035844321
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Universal City Studios	
Name :	Nikki Rocco
Address :	California, United States
Email :	nikki.rocco@nbcuni.com
Phone No :	18187771000
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Frank Winne and Son	
Name :	Brian Null Boyle
Address :	New Jersey, United States
Email :	bboyle@frankwinne.com
Phone No :	18569961400
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

Pro Specialties Group	
Name :	Katy Katy Johnson
Address :	California, United States
Email :	katyj@psginc.com
Phone No :	18585411100
Product Enquiry :	Trade lead received from Embassy of India in Washington D.C. United States.

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

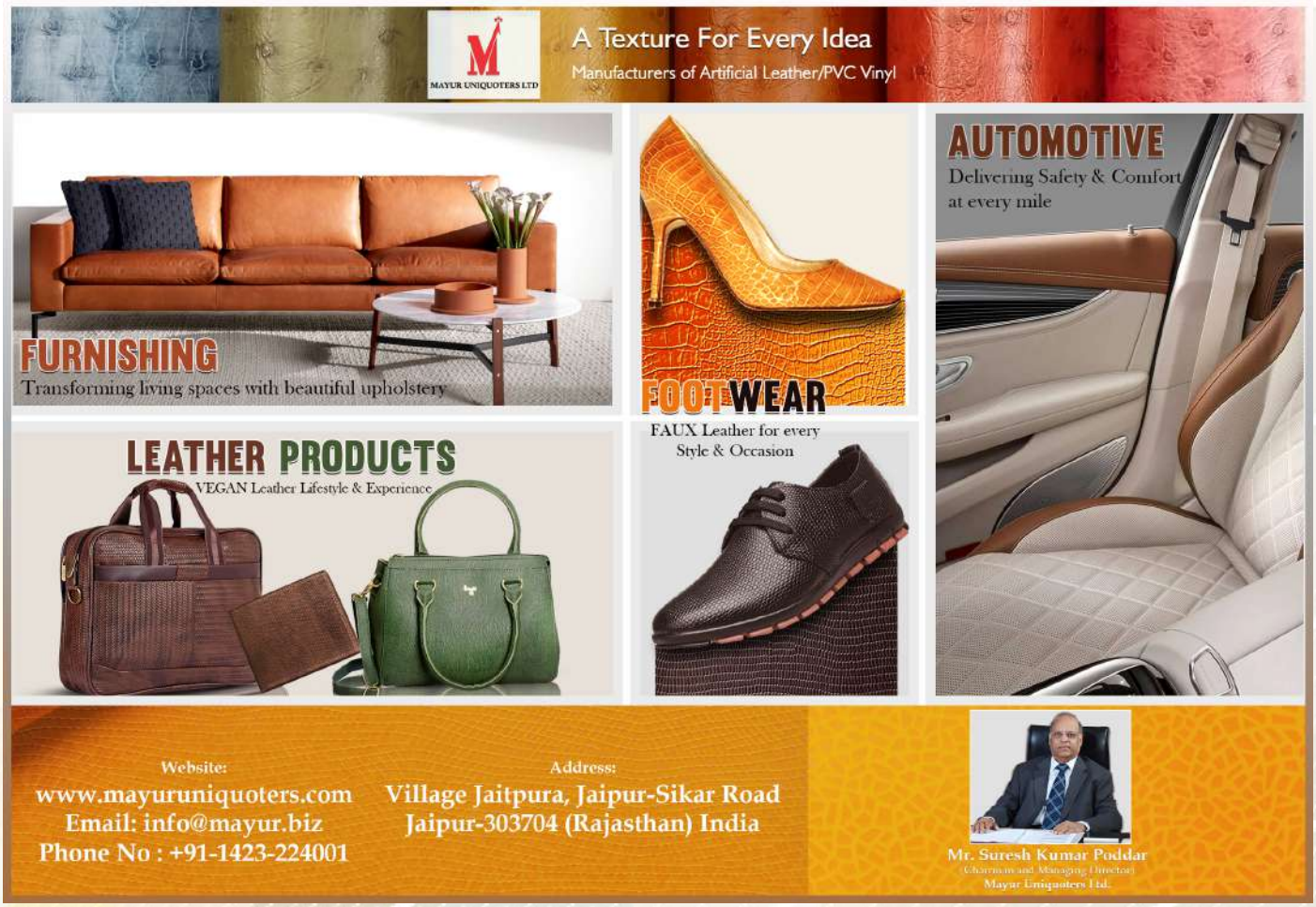
The Council is focused on achieving excellence in exports by undertaking various activities and initiatives to promote the industry. The Council undertakes activities such as participation at international trade fairs, sponsoring delegations to target markets, inviting foreign business delegations to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

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

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

Membership Benefits

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



New Members

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

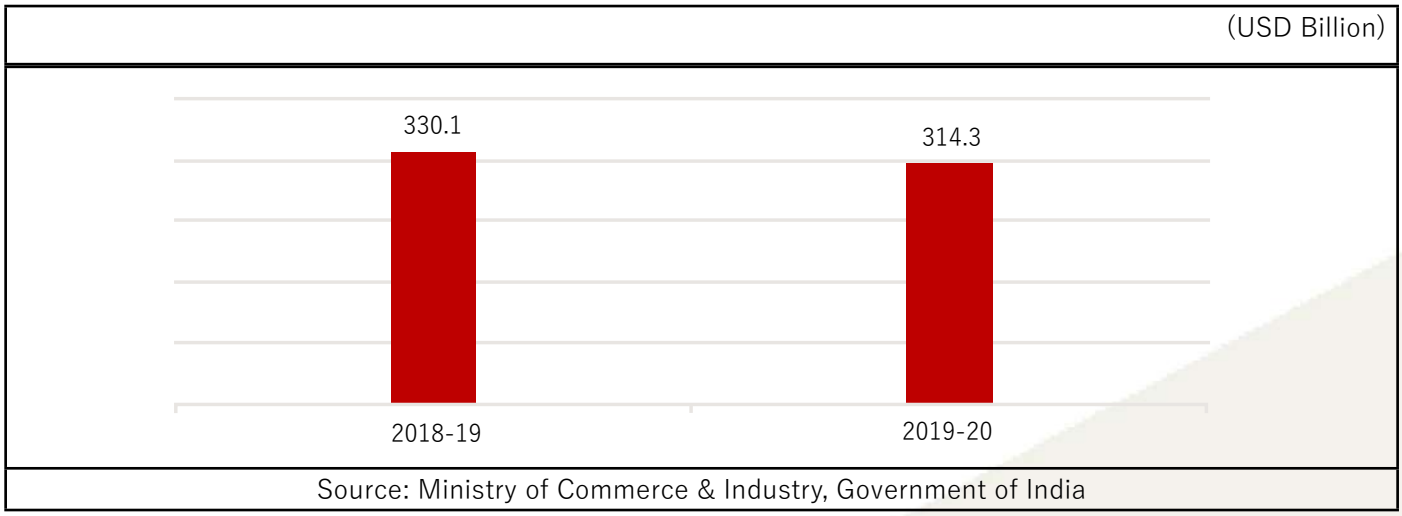
Sr. No.	Company Name	Communication Address	Director	Email
1	SAT AMAR INDUSTRIES PRIVATE LIMITED	P NO F 3 B NO 135,TA borsara, MANGROL, MOTA BORSARA, SURAT 394110, Gujarat	VIJAY H SAVALIYA	info@amarindustriespl.com
2	CLASSIK INFRASTRUCTUR PRIVATE LIMITED	36, SHANTINATH SHOPPING CENTRE, S. V. ROAD, MALAD WEST,MUMBAI,400064, Maharashtra	JATIN H DARJI	kevindarji33@gmail.com
3	PACOLINE INDUSTRIES PRIVATE LIMITED	21/1, HADAPSAR INDUSTIRAL ESTATE, HADAPSAR, PUNE,411013,Maharashtra	SOHAEL R SHAIKH	sohael@pacoline.com
4	PROWESS TECHNOLOGIE	S GAT NO. 624/9/20, NR GABRIL COMPANY, PUNE NASHIK ROAD, VILLAGE KURULI, KHED,410501,Maharashtra	SHRINIVAS V BADE	cma.vinodjadhav@gmail.com
5	PARAS PVC PIPES & FITTI PVT LTD	NS.NO. 191/192/193, 10TH MILE STONE NAGAR-KALYAN ROAD, AT POST BHALWANI AHMEDNAGAR,414005,Maharashtra	PEMRAJ M BOTHARA	bothara@bothara.com
6	G.M. INDUSTRIES	No. 279 D, SANKARANKOIL ROAD, RAJAPALAYAM ROAD VIRUDHUNAGAR,626117,Tamil Nadu	M. SUBBURAM RAJA	gmindia2020@gmail.com
7	ANAND POLYTECH	129 HO CHI MINH SARANI, E/IX/1/3 SHREE RAM ESTATE KOLKATA,700008,West Bengal	NARENDRA KUMAR MISHRA	NKMKOLKATA@GMAIL.COM
8	EXIMIUS INNOVATIVE PVT LTD	BLOCK NO.303, AYODHYA APPARTMENT, JALARAM-4, UNIVERSITY ROAD,RAJKOT,360005,Gujarat	APURVA M ZALAWADIA	apurvazalawadia@yahoo.co.in
9	UNIK POLYPACK	PLOT NO. 2, IND. LAYOUT, GAT NO. 196, DARNA ROAD, VILL-VADIVARHE, TAL IGATPURI, NASHIK,422005,Maharashtra	ATUL V DESHMUKH	unikpoly@gmail.com
10	MEET ENTERPRISE	SHED NO J-282/4, 3RD PHASE, GIDC INDUST ESTATE, UMBERGAON, VALSAD,396717, Gujarat	RMANSUKH S SAVALIA	meetent1988@gmail.com
11	VISHAKHA INDUSTRIES	HADBAST NO. 192, MORPEAN ROAD, THANA BADDI, SOLAN,173212,Himachal P r	JIGISH N DOSHI	cs@vishakha.com
12	EUROAQUA PLUMTEK PRIVATE LIMITED	199/2A EDAPPADI MAIN ROAD KUPPANOO R POSTSANKAGIRI,637301,Tamil Nadu	PALANISAMY MOHAN	info@euroaquappr.com
13	INTFAB	LEVEL 5, TECHNOPOLIS KNOWLEDGE PARK, MAHAKALI CAVES ROAD, MIDC, ANDHERI EAST, MUMBAI,400093,Maharashtra	ARUNA R LALL	intfab.geo@gmail.com
14	MOUNT FAB PACKAGING LLP	23, SHUBH LAXMI INDUSTRIAL ESTATE, NR. RAMDEV MASALA, CHANGODAR,AHMEDABAD,382213,Gujarat	MEHUL MEHTA	MEHUL@MOUNTFAB-PACKAGING.COM
15	SIYALLI POLYMERS	14/29 EAST FIRST MAIN ROAD SHENOY NAGAR CHENNAI,600030,Tamil Nadu	Balamurugan	balamurugan@siyallipolymers.in

Export Performance

TREND IN OVERALL EXPORTS

India reported merchandise exports of USD 314.3 billion in 2019-20, down 4.8% from USD 330.1 billion in 2018-19. India's merchandise exports had witnessed a growth of 8.8% in the previous year.

Exhibit 1: Trend in overall merchandise exports from India

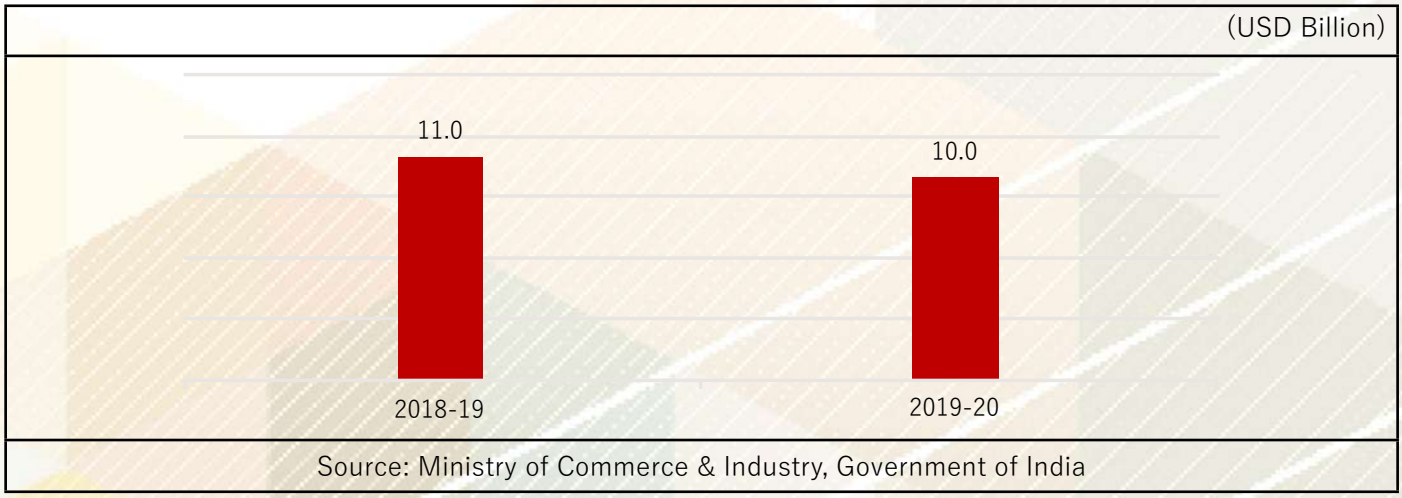


Source: Ministry of Commerce & Industry, Government of India

TREND IN PLASTICS EXPORT

During 2019-20, India exported plastics worth USD 10.0 billion, down 9.1% from USD 11.0 billion in 2018-19. India's plastics exports had witnessed a robust growth of 24.0% in the previous year.

Exhibit 2: Trend in plastics export by India



Source: Ministry of Commerce & Industry, Government of India

Export Performance

PLASTICS EXPORT, BY PANEL

In 2019-20, plastics exports were boosted by higher sales of woven sacks; leather cloth; rigid packaging & pet performs; cordage & fishnets; consumer & house ware items; and human hair products. However, this positive growth was more than offset by lower exports of plastics raw materials; pipes & fittings; polyester films; writing instruments; and composites.

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

Panel	2018-19 (USD Mn)	2019-20 (USD Mn)	Growth (%)
Consumer & House ware	593.65	593.84	0.03%
Cordage & Fishnets	167.88	171.79	2.3%
Composites / FRP products	326.36	324.41	-0.6%
Floor Coverings, Leather cloth & Laminates	414.37	433.75	4.7%
Human Hair & Related Products	253.48	263.84	4.1%
Miscellaneous Products	1,539.00	1,553.12	0.9%
Pipes & Fittings	195.30	182.17	-6.7%
Polyester Films	1,485.28	1,427.40	-3.9%
Raw Materials	4,530.29	3,455.50	-23.7%
Rigid Packaging & PET Preforms	321.17	331.01	3.1%
Woven Sacks/FIBCs	980.63	1,057.13	7.8%
Writing Instruments	212.49	206.18	-3.0%
	11,019.90	10,000.14	-9.3%

Source: Ministry of Commerce & Industry, Government of India

Export of consumer & house ware products was near unchanged. There was a strong growth witnessed in export of products like Toys and dolls of plastic (HS code 95030030), Wallets, purses and similar articles carried in the pocket or handbag, with outer surface of plastic (HS code 42023290) and Bags excl. trunks, brief-cases, school bags and similar containers, handbags and articles carried in the pocket or handbag, with outer surface of plastic sheeting (HS code 42029200). However, a steep decline in sales of Trunks, suit-cases, brief-cases, school bags and similar containers, with outer surface of plastics (HS code 42021290) and Office or school supplies, of plastics, nes (HS code 39261019) restricted the overall export growth of consumer & house ware product panel.

Export of cordage & fishnets was up 2.3% due to increased shipment of two of its main sub-product categories, namely, Twine, cordage, ropes and cables of PP/PE (HS code 56074900) and Made up knotted fishing nets of man-made textile materials (HS code 56081190).

Export of composites fell by 0.6% due to decline in sales of Articles of plastics and articles of other materials of heading 3901 to 3914, nes (HS code 39269099), especially in the month of March 2020 during which trade was impacted by the Covid-19 pandemic and lockdown situation in many parts of the world including India.

Floor coverings, leather cloth & laminates reported a positive growth of 4.7% backed by increased export of leather cloth, particularly Textile fabrics impregnated, coated, covered or laminated with plastics other than PVC or PU (HS code 59039090) and a particular floor covering type with a width of >= 45 cm, consisting of a layer of plastic fixed permanently on a backing of any material other than paper (HS code 39189090). Among the popular sub-product categories, there was a decline in sales of PVC floor coverings (HS code 39181090) and Decorative laminates (HS code 48239019).

Export of human hair & related products was up 4.1% due to increased shipment of Human hair, dressed, thinned, bleached or otherwise worked (HS code 67030010), particularly in the third quarter of the year 2019-20. However, there was a steep decline in export of unworked human hair during the year.

Export of pipes & fittings witnessed a 6.7% decline as shipments of rigid tubes and pipes of polyethylene (HS code 39172110) and tubes pipes and hoses of polymers of vinyl chloride (HS code 39172390) slowed down during the year.

Polyester films export reported a decline of 3.9% on account of lower sales of Flexible plain plates, sheets of propylene (HS code 39202020), Flexible plain plates, sheets of polyethylene terephthalate (HS code 39206220), and Other films of other polyesters, nes (HS code 39206939).

Export of plastics raw materials had a steep fall of 23.7% due to lower shipments of Polyethylene terephthalate, having a viscosity number of 78 ml/g or higher (HS code 39076100), Polypropylene (HS code 39021000), Linear low density polyethylene (HS code 39011010), and various other polymers. Reduction in the prices of most polymers in the international market accentuated the fall.

Rigid packaging & pet performs reported a positive growth of 3.1% as increase in export of Other articles for conveyance or packing of goods, nes (HS code 39239090) and Caps & closures for bottles (HS code 39235010) boosted the overall performance.

The export growth witnessed by woven sacks and fibcs was 7.8% during the year. Growth in this product segment was largely driven by higher sales of woven fabrics obtained from strip (HS code 54072090, 54072030 and 54072040). Sales of fibc dipped 8.5% during the year.

Export of writing instruments fell by 3.0%, mainly on account of a drop in sales of Ball-point pens with liquid ink for rolling ball pen (HS code 96081019).

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

HS Code	Description	2018-19 (USD Mn)	2019-20 (USD Mn)	Growth (%)
39076100	Polyethylene Terephthalate: Having a viscosity number of 78 Ml/G or higher	1,045.32	718.21	-31.3%
39021000	Polypropylene, in primary forms	812.08	510.79	-37.1%
63053200	Flexible intermediate bulk containers	734.94	672.66	-8.5%
39011010	Polyethylene with a specific gravity of < 0.94, in primary forms: Linear low density polyethylene (LLDPE)	543.53	349.19	-35.8%
39012000	Polyethylene with a specific gravity of >= 0.94, in primary forms	479.92	410.57	-14.5%
39232990	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene): Other	359.69	371.13	3.2%
39269099	Articles of plastics and articles of other materials of heading 3901 to 3914, nes: Other	322.74	319.28	-1.1%
90011000	Optical fibres, optical fibre bundles and cables (excl. made-up of individually sheathed fibres of heading 8544)	270.93	232.22	-14.3%
39206220	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of polymethyl methacrylate, self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	240.11	205.13	-14.6%
39076990	Other, polyethylene terephthalate	227.86	155.31	-31.8%
67030010	Human hair, dressed, thinned, bleached or otherwise worked; wool, other animal hair or other textile materials, prepared for use in making wigs or the like (excl. natural plaits of human hair, whether or not washed and degreased, but not otherwise processed): Human hair, dressed, thinned, bleached or	217.51	254.12	16.8%
48239019	Decorative laminates	213.40	205.84	-3.5%

39202020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Flexible , plain	191.82	145.93	-23.9%
39011090	Polyethylene with a specific gravity of < 0.94, in primary forms: Other	191.03	138.75	-27.4%
39232100	Sacks and bags, incl. cones, of polymers of ethylene	172.12	156.07	-9.3%
39269080	Articles of plastics and articles of other materials of heading 3901 to 3914, nes: Polypropylene articles , not elsewhere	149.21	171.80	15.1%
39219099	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Other	146.15	151.03	3.3%
90015000	Spectacle lenses of materials other than glass	139.66	133.86	-4.2%
39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates and similar articles; sacks and bags, incl. cones; carboys, bottles, flasks and similar articles; spools, spindles, bobbins and similar supports; stoppers, lids, caps and other closures): Other	137.23	153.16	11.6%
96081019	Ball-point pens (detailed label not available)	125.18	121.29	-3.1%
39046100	Polytetrafluoroethylene, in primary forms	119.87	103.83	-13.4%
54072090	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Other	114.44	176.36	54.1%
39202090	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	104.14	120.01	15.2%
39241090	Tableware and kitchenware, of plastics: Other	84.38	90.39	7.1%
90183930	Cannulae	82.75	95.38	15.3%
54072030	Woven fabrics of strip or the like, of synthetic filament, incl. monofilament of >= 67 decitex and with a cross sectional dimension of <= 1 mm: Dyed	82.40	138.26	67.8%
39069090	Acrylic polymers, in primary forms (excl. polymethyl methacrylate): Other	81.12	85.03	4.8%
39073010	Epoxide resins, in primary forms: Epoxy resins	80.41	59.81	-25.6%
96032100	Tooth brushes, incl. dental-plate brushes	80.04	86.36	7.9%
39031990	Polystyrene, in primary forms (excl. expansible): Other	79.51	48.67	-38.8%
39206290	Plates, sheets, film, foil and strip, of non-cellular polyethylene terephthalate, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of polymethyl methacrylate, self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Other	78.97	80.12	1.5%
39219094	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , metallised	76.05	66.17	-13.0%

39206919	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes (excl. polycarbonates, polyethylene terephthalate and other unsaturated polyesters, self-adhesive products, and floor, wall and ceiling coverings in heading 3918): Other	73.63	74.79	1.6%
59031090	Textile fabrics impregnated, coated, covered or laminated with polyvinyl chloride (excl. wall coverings of textile materials impregnated or covered with polyvinyl chloride; floor coverings consisting of a textile backing and a top layer or covering of polyvinyl chloride): Other	73.58	76.31	3.7%
56074900	Twine, cordage, ropes and cables of polyethylene or polypropylene, whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics (excl. binder or baler twine)	70.82	77.23	9.1%
39140020	Ion-exchangers based on polymers of heading 3901 to 3913, in primary forms: Ion exchangers of polymerisation or	67.58	67.29	-0.4%
39219096	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products, floor, wall and ceiling coverings of heading 3918): Flexible , laminated	63.88	64.01	0.2%
39095000	Polyurethanes, in primary forms	63.86	54.79	-14.2%
95030030	Tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: tricycles, scooters, pedal cars and similar wheeled toys; dolls' carriages; dolls; other toys; reduced-size ("scale") models and similar recreational models, working or not; puzzles of all kinds: of plastics	62.44	78.53	25.8%
39199090	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls > 20 cm wide (excl. floor, wall and ceiling coverings of heading 3918): Other	60.06	63.33	5.4%
39204900	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride, containing by weight < 6% of plasticisers, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, and floor, wall and ceiling coverings of heading 3918)	56.91	68.00	19.5%
39241010	Tableware and kitchenware, of plastics: Insulated ware	55.82	60.29	8.0%
39100090	Silicones in primary forms: Other	55.81	52.82	-5.4%
39269069	Articles of plastics and articles of other materials of heading 3901 to 3914, nes: Other	49.72	47.85	-3.8%
59039090	Textile fabrics impregnated, coated, covered or laminated with plastics other than polyvinyl chloride or polyurethane (excl. tyre cord fabric of high tenacity yarn of nylon or other polyamides, polyesters or viscose rayon; wall coverings of textile materials impregnated or covered with plastic; floor coverings consisting of a textile backing and a top layer or covering of plastics): Other	49.36	72.35	46.6%
39181090	Floor coverings, whether or not self-adhesive, in rolls or in the form of tiles, and wall or ceiling coverings "in rolls with a width of >= 45 cm, consisting of a layer of plastic fixed permanently on a backing of any material other than paper, the face side of which is grained, embossed, coloured, design-printed or otherwise decorated", of polymers of vinyl chloride: Other	48.46	37.34	-22.9%
39119090	Polysulphides, polysulphones and other polymers and prepolymers produced by chemical synthesis, nes, in primary forms: Other	47.57	49.12	3.3%

Export Performance

39129090	Cellulose and chemical derivatives thereof, nes, in primary forms (excl. cellulose acetates, cellulose nitrates and cellulose ethers): Other	46.57	49.85	7.0%
39233090	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods, of plastics: Other	46.28	46.02	-0.6%
42021220	Trunks, suit-cases, vanity-cases, executive-cases, brief-cases, school satchels and similar containers, with outer surface of plastics or textile materials: Plastic moulded suit cases	45.81	43.71	-4.6%

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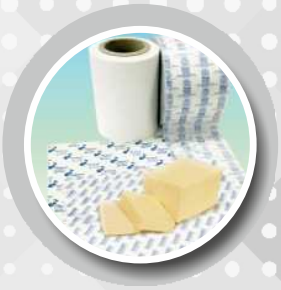

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Telephone : +91 22 256 23479, +91 256 21911, E-mail : bipinjpl@gmail.com
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