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Dear Friends,

The most successful organisations understand that the purpose of any business is to create value for customers, employees, and investors, and that the interests of these three groups are inextricably linked. Therefore, sustainable value creation cannot be created for one group unless it is created for all of them.

When broadly defined, value creation is increasingly being recognized as a better management goal than strict financial measures of performance, many of which tend to place cost-cutting that produces short-term results ahead of investments that enhance long-term competitiveness and growth.

As a result, value creation should be the first priority for all employees and all company decisions.

Organisations that emphasize clearly defined cultures that are aligned with company value creation enjoy better performance, greater financial gain and long-term employee commitment. But what is corporate culture?

Curt Anastasio, CEO, NuStar Energy:

Culture is everything. The culture is the number one most important thing about a company. And the success of the company really depends on having the right culture and keeping it strong

Lori Fouché, CEO, Fireman's Fund:

Culture is the glue that holds an organization together. It helps guide all the decisions, how you behave and act. You can pick whatever strategy you want but how you go about doing it is the difference between, oftentimes, success and failure

Steve Kaufer, Founder & CEO, TripAdvisor:

Culture is the style or the method by which the employees are working each day to fulfill the mission of the company

Dan Mead, CEO, Verizon Wireless:

Culture is the very core of what we do. It starts with integrity, earning the trust of customers and following through

Corporate culture is an incredibly powerful factor in a company's long-term success. No matter how good your strategy is, when it comes down to it, people always make the difference. Not paying attention to culture undermines performance.

The most important thing about culture is that it's the only sustainable point of difference for any organisation. Anyone can copy your strategy, but nobody can copy your culture. So don't leave it untended!

With this, I wish you a happy reading ahead! ☺

Happy reading!

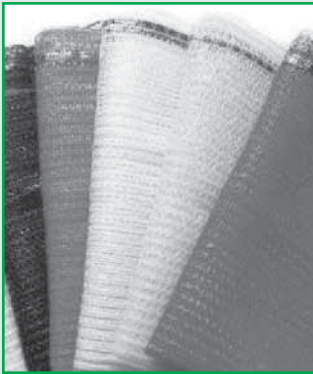
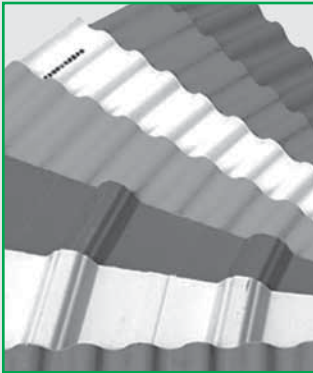
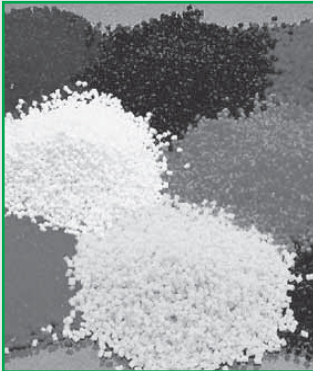
Warm Regards,



**Manish Kr. Bhaia**  
Editor



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## P RESIDENTIAL L ADDRESS



Dear Friends,

A.P. J. Abdul Kalam (15 October 1931 to 27 July 2015) was the 11th President of India from 2002 – 2007. He was an inspiration for millions of people throughout the world. His life history has become a message to the rising generation that it is possible to succeed in life even if one is born in a humble family. He was a complete Indian, one who embodied the best of all the cultural and spiritual traditions that signify India's unity in immense diversity. We pay our tribute and regard to this great soul of India. I was indeed very fortunate to have had an opportunity to meet him during a programme organised by OPPI in the month of August 2014 when we could share our views on various aspects.

A new process has been developed that will greatly simplify the process of sorting plastics in recycling plants. The method that enables automated identification of polymers, facilitating rapid separation of plastics for re-use, has been developed. The researchers has developed a technique which provides for automated recognition of their polymer constituents, thus improving the efficiency of recycling and re-use of the various intrinsic fluorescence induced by photoexcitation.

Plastics emit fluorescent light when exposed to a brief flash of light, and the emission decays with time in a distinctive pattern. Thus, their fluorescence lifetimes are highly characteristic for the different types of polymers, and can serve as an identifying fingerprint. The new technique involves exposing particles of plastic to a brief flash of light which causes the material to fluoresce. Photoelectric sensors then measure the intensity of the light emitted in response to the inducing photoexcitation to determine the dynamics of its decay. Because the different polymer materials used in the manufacture of plastics display specific fluorescence lifetimes, the form of the decay curve can be used to identify their chemical nature. With this process, errors in measurement are practically ruled out; for any given material, one will always obtain the same value for the fluorescence half-life, just as in the case of radioactive decay. Unlike metals, the quality of which often suffers during the recycling process itself, recycled plastics can be processed quite efficiently.

Polymers represent an interesting basis for the sustainable cycling of technological materials. The crucial requirement is that the recycled material should be chemically pure. In that case, bottles made of PET, for example, can be relatively easily turned into synthetic fibre for use in waterproof windcheaters. Contamination levels as low as 5% are sufficient to significantly reduce the quality of the reformed product. The reason for this "down-cycling" effect is that, as a general rule, polymers tend to be immiscible, as they are chemically incompatible with one another. Remelting of polymer mixtures therefore often leads to partitioning of the different polymers into distinct domains separated by grain boundaries, which compromises the quality of the final product. For this reason, high-quality plastics are always manufactured exclusively from pristine precursors - never from recycled material.

The waste problem can only be solved by chemical means, and this process can make a significant contribution to environmental protection, because it makes automated sorting feasible. Indeed, the use of fluorescence lifetime measurements permits the identification and sorting of up to 1.5 tons of plastic per hour. In other words, the method in its present form already meets the specifications required for its application on an industrial scale.

With best wishes,



**Pradip Nayyar**  
*President*

# From the Desk of Hony. Secretary



Dear Members,

I am happy to inform that work on our exhibition Indplas' 15 is now in full swing. With just three months left for start of the exhibition, bulk of the space has already been booked. Indian Oil Corp. Ltd. has become a Diamond sponsor to the exhibition and HMEL and GAIL has also become Gold sponsors. We expect other raw material producers to follow soon.

The first combined meeting of the National Advisory Board and Exhibition Organising Committee along with its various sub-committees was held on 25th July 2015 at the Golden Parkk. Mr. L. K. Singh and Mr. Anil V. Reddy came from New Delhi and Hyderabad to attend the meeting. Convenors from different sub-committees made their presentations on the work done by them and their goals in front of the experts. After hearing the Convenors, NAB members were very impressed with the work done and offered their suggestions for further improvement.

Since most of the Committee members and Secretariat is busy with Indplas' 15 it will be difficult for us to hold our AGM before the exhibition i.e. in September 2015. We have written to the Registrar of Companies to allow us to hold our AGM in December 2015. We are awaiting their reply on the basis of which a final decision will be taken.

In our last Executive Committee meeting it was decided to give our members an opportunity to have their names incorporated in class room of IPF KC by donating a sum of Rs.10 lakh. This is a special Indplas' 15 offer and will be valid only up to 30th November 2015. This donation is exempted from tax u/s 80G(5)(VI) of the IT Act, 1961. You being a valued member of our Federation, we request you to come forward and support our effort by making a donation of Rs.10 lakh. Your donation will serve a very noble cause.

We had a launch function of Indplas' 15 at Ahmedabad on 14 August 2015. Full report is being given in inside pages.

I look forward to support and cooperation from all IPF members to make Indplas' 15 a grand success

With best wishes

A handwritten signature in black ink, reading 'Ashok Jajodia'.

**Ashok Jajodia**  
*Hony. Secretary*

## BERRY LEAPS INTO MEDICAL WITH AVINTIV ACQUISITION

Berry Plastics Group Inc. is making a big acquisition outside its core plastics packaging business – and one big enough to vault the company into the Fortune 500.

Evansville, Ind.-based Berry is buying specialty materials producer Avintiv Inc. in a \$2.45 billion cash deal described as transformational for Berry in terms making it less dependent on packaging, moving it into the fast-growing health and hygiene markets, and giving it a significant presence outside of North America.

The seller is Blackstone Group LP, a private equity firm that combined the products, technologies and services of four portfolio companies focused on infection prevention, personal care and high performance solutions.

The company went by the name PGI Specialty Materials Inc. until June when it was rebranded. The name Avintiv borrows a few letters from the words advanced, inventive and innovative.

Avintiv has sales of \$2.1 billion with 45 percent in hygiene products like diapers and feminine care, 13 percent in personal and industrial wipes, and 12 percent in health care items like medical gowns, surgical masks and wound care. The other 30 percent comes from filtration, building and agricultural products.

“The combination of Berry and

Avintiv creates over a \$7 billion revenue enterprise with over \$1.2 billion in adjusted EBITDA, easily placing us in the Fortune 500,” Berry Plastics CEO and Chairman Jon Rich said in a July 31 conference call.

“Most important is the synergies that get created with this acquisition. First there are complementary customers, technologies and product offerings. Nine out of the top 10 Avintiv customers are also substantial Berry customers today,” Rich said.

The combined companies will be able to help those shared customers, which includes 3M, Clorox, Covidien, Kimberly-Clark and Procter & Gamble, to reduce their processing and assembling times, Rich said.

“If you think about the fact they’re making absorbents and we make the back sheet, those have to get together somehow,” he explained. “If you think about disinfectant wipes, where they have a big position, we’ve got some really innovative dispensing technologies. And, that’s just the edge of it. I think while we haven’t put a number on it, the ability to create really differentiated, innovative product solutions for our customers is probably what excited [Avintiv CEO] Joel Hackney and me the most.”

The sourcing scale and procurement of resins will be another benefit with both companies using a lot of polypropylene. Rich said Berry is among the largest molders of PP in

the world and Avintiv is the industry leader in PP non-woven fabric. PP makes up 70 percent of Avintiv’s spending on raw materials.

“Combined we will source and convert nearly 2 billion pounds of polypropylene per year,” Rich said.

The deal also expands Berry’s global footprint and reach into emerging markets. Avintiv has 23 locations in 14 countries. Fifty-six percent of Avintiv sales are in Europe, the Middle East, Africa, South America and the Asia Pacific regions compared to 44 percent in North America.

Rich said Berry is expanding its products and international presence at a time when the \$30 billion global non-woven fabric industry is expected to grow 9.1 percent in Asia Pacific, 5.4 percent in North America, 4 percent in South America and 3.8 percent in Europe.

Berry is paying a purchase multiple of 6.9 times adjusted EBITDA, including achievable synergies put at \$50 million, according to a company presentation about the deal. The transaction is scheduled to close by the end of 2015.

“We will generate significant value for our shareholders and truly transform Berry into the world leader in plastics packaging and engineered specialty materials,” Rich said. “We’re excited to grow with customers we already know and serve. This is truly a transformational day for our company.”

## Quarterly results

The agreement was announced July 31, ahead of a quarterly conference call in which Berry reported record operating earnings before interest, taxes, depreciation and amortization (EBITDA) of \$219 million for the quarter ended June 27.

That's a 17.6 percent margin, compared to 16.3 percent margin in the same quarter of 2014.

Berry had net sales of \$5 billion in 2014, doing 52 percent of its business in rigid packaging followed by 29 percent in engineered materials and 19 percent in flexible packaging.

For its fiscal third quarter, Berry officials said sales of its insulated Versalite brand cups remain strong and the company continues to add capacity in a sprint mode. Designed as an alternative to expanded polystyrene, the cups are being used by more than 500 Dunkin' Donuts stores, Subway, 7-Eleven, Princess Cruise Lines and Cumberland Farms stores.

*Source : Business Standard*

## MILACRON RETURNS TO PET PREFORM MOLDING WITH M-PET

Milacron LLC is back in PET preforms, with the new M-PET injection molding machine.

The M-PET debuted at NPE 2015, but it was overshadowed in Milacron's booth by another press which was molding the Klear Can, designed to replace metal food cans. NPE marked the first time the Klear Cans have been molded at a

trade fair, and people lined up to check it out.

The M-PET side of the exhibit was more low-key – but is an important step for Milacron, according to Rich Sieradzki, vice president and general manager of PET systems.

It's a well-known story in Milacron circles, that Milacron was a pioneer in PET packaging, but got out of that sector.

“Around 1975, they were the original inventors of the injection molding machine and blow molder for PET,” Sieradzki said. “They collaborated with another company at that time on tooling. And they pretty much led the industry up until the late 1980s.”

Robert Schad's Husky Injection Molding Systems Ltd. was coming on strong, as his Canadian company focused on high-speed injection presses for packaging. Milacron, a broad-line machinery maker, took an early position in all-electric molding machines, promoting the technology in North America. The Cincinnati-based company knew a lot about electric motors through its business in machine tools, a sector that was one of the first to adopt electric technology.

“Well, we're back!” Sieradzki said.

The M-PET also signals how Milacron will work with its Mold-Masters unit, to design hot runner systems for the preform equipment, and Kortec, which specializes in coinjection molding.

Sieradzki explained Milacron's PET preform strategy and technology in

separate interviews at NPE 2015 in Orlando, and in Madison Heights, the headquarters of the company's DME business.

Milacron is pitching M-PET as a flexible system that can run any preform molds, and be set up to run a variety of preforms – monolayer or coinjection for a barrier layer – using expertise from Kortec. The M-PET has a transfer station for cooling of the preforms, and can be fitted out with additional stations to do in-line neck-finish crystallization, for hot-fill products, and other processes.

Milacron sold its NPE show press to Bomatic Inc., a custom blow molder in California and a partner in the development of the M-PET.

Bomatic President Kjeld Hestehave said he likes the ability to use anybody's molds in the press. “We're a custom molder and we have everything from a small preform of 14 grams up to 100 grams,” he said.

Hestehave said he is impressed with the balanced hot runner system. Bomatic plans to run 48-cavity preform molds in its M-PET. “To make a good preform you've got to get the plastic to run the same length on every one of them,” he said.

Sieradzki said machinery manufacturers like to work with processors to develop new equipment. “Customers like Bomatic are in front of the market more than we are. When they see an application they attempt to determine whether or not they can



do that in-house. Or they have to hire an OEM to develop a machine apparatus to do what they want it to do,” he said.

Hestehave said Bomatic contacted Milacron about getting a preform press. He explained that, in the early 1980s, Bomatic bought a PET preform injection press from Milacron. Fast forward to 2013. “We contacted our Cincinnati guy and he came out and we told them what we were looking for, and he told me that Milacron was not in that business anymore,” he recalled.

Hestehave, of course, knew about Husky, the PET preform leader. Netstal and other press brands also build preform machines.

“We looked at them all and we were trying to narrow down which one we wanted to go with. Service is very big for us,” he said.

They went with Milacron. Bomatic officials appreciated the fact that Milacron had a technical center nearby in Irvine, Calif. (Bomatic is moving its headquarters plant from Ontario, Calif., to Temecula, in an expansion move.)

Hestehave also likes the fact that Milacron owns Mold-Masters.

“They’ve got a good group of people. They’re all together so there’s only one person to call if I have problems,” he said.

The M-PET is Bomatic’s third preform molding press.

### Geared toward custom molding

Sieradzki said M-PET uses conformal technology for both

mold cooling and hot runners. The Mold-Masters cooling system uses less energy and water, and boosts cycle times by 5 to 10 percent, the company claims. “We take a multi-piece approach, and are able to increase the surface area of cooling up to 50 times more,” he said.

Mold-Masters’ iFlow hot runner technology uses two machined pieces of steel with cooling channels following the shape of the mold, then uses furnace brazing to bring them together. “So what you get, essentially, is a very streamlined, hot runner melt channel, that has very good balance characteristics and very good thermal uniformity and excellent performance,” Sieradzki said.

The technology gives M-PET a larger molding window and a faster fill rate, which cuts cycle time, he said.

Milacron engineers designed the press to be modular.

“Our approach here is not to duplicate. We take a different approach by putting in the transfer stations,” Sieradzki said. “We’re more interested in providing other value services in manufacturing preforms.”

A robot takes preforms out of the mold and moves them to one or more transfer stations for cooling, inspection, gate cutting, or special in-line finishing operations like neck-finish crystallization.

Normally, Sieradzki said, preforms for hot-fill beverages like juices and teas are stored off-line, then returned

back to a crystallization station. That method gives production flexibility, but the preforms can retain moisture. “To be able to do it in-line is beneficial to achieve a higher degree of crystallization,” he said. “We want to make sure we deliver more of a finished product before it blows.”

The M-PET uses a parts handling system called mCool Plus. The “plus” stands for “being able to take tertiary operations like neck-finish crystallization, and other preform treatments like that, and do it all within one molding cell,” he said.

“Normally that stuff is done off-line, and we’re integrating it into that system.”

*Source : Business Standard*

## DELPHI BUYS ELECTRICAL SYSTEM SPECIALIST ELLERMANNTYTON

Amidst the growing complexity of automobile electrical and electronic systems, Delphi Automotive plc will boost that part of its business and expand in similar markets through the acquisition of HellermannTyton Group plc.

Delphi said July 30 that it agreed to pay 1.07 billion euros (\$1.18 billion) for HellermannTyton, a 45 percent premium on the stock price at the previous day’s close and 14.7 times earnings before interest, taxes, depreciation and amortization (EBITDA).

Delphi is a global producer of cable-management solutions with U.S.

operations based in Troy, Mich., and a head office in Gillingham, England. The deal should close in late 2015.

“With consumers now demanding more connectivity in their vehicles, electrical architecture is the enabler to that added vehicle content,” stated Delphi President and CEO Kevin Clark in a news release. The combined businesses will broaden Delphi’s offerings in engineered and customized connection systems and cable management solutions. Along with increasing complexity of vehicle electrical systems, metal replacement by plastics continues in the sector.

Delphi spokesman Chris Euss indicated in a phone interview that there is a lot of synergy in the combination but that HellermannTyton also brings significant non-auto business to the table in markets such as industrial, aerospace, defense, alternative energy and mass transit.

HellermannTyton, based in Crawley, England, recently expanded its U.S. operations in Milwaukee, where it injection molds and extrudes components such as fasteners, mounts, connectors and clamps, for cable management and product identification. It supplies Tier 1 suppliers and OEMs such as Navistar International Corp., Ford Motor Co., Deere & Co, Caterpillar Inc. and Daimler Trucks North America LLC. Three years ago Milwaukee employed about 275.

HellermannTyton had 2014 sales of \$596.9 million, up 11 percent over

the year earlier. In comparison, about 53 percent of Delphi’s \$17 billion in 2014 sales were booked in electrical/electronics architecture products such as cable management components and connectors. Auto markets account for about 50 percent of HellermannTyton sales with general electrical markets such as mass transit, defense and alternative energy, representing about 42 percent of revenue.

Delphi recently made a related acquisition when last December it bought Antaya Technologies Corp of Cranston, R.I. Antaya specializes in wire harnesses that connect with automotive glass for heating, antennas and remote keyless entry, an area in which Delphi was a minor player. Antaya does its injection molding in house.

Euss said no big changes are expected at HellermannTyton.

“The business is well managed and there are synergies of about \$50 million initially through supply chain management and other areas,” Euss said.

Delphi makes E/EA components in Warren, Ohio, but the business unit is based in Shanghai.

Vehicle electrical management systems are becoming more critical for safety, convenience, energy efficiency and connectivity. HellermannTyton has been growing 3 to 5 percent faster than its markets, especially in automotive, Delphi pointed out in documents related to its purchase announcement. It is strong in Asia, where it has been growing at 15 percent a year

or more, where it will enhance Delphi’s stake. HellermannTyton has 12 main global production locations and is highly automated and vertically integrated. It employs about 3,800.

*Source : Business Standard*

## INVISIBLE SHED CATCHES THE EYE

A plain garden shed has been transformed into an amazing hideaway using a Plaskolite acrylic mirror.

Signage and point of sale specialists Floreeda Fabrications were invited by Manchester School of Art to create an invisible exhibit for the RHS Tatton Flower Show, held on 22-26 July.

Using a Plaskolite Mirror supplied by Perspex Distribution, the firm took on the challenge to transform a garden shed.

The original design was thought up by Manchester School of Art outreach manager, Clare Knox Bentham, and uses a Plaskolite acrylic mirror to reflect its surrounding environment.

Handpicked by BBC presenter Joe Swift, and featuring on BBC2, the invisible shed scooped the top prize in the ‘Shed of the Year’ competition at the show.

Bentham said: “It’s certainly not the sort of thing you would expect in the middle of a garden show. An invisible shed make it the perfect secret place to escape the world.”

*Source : Plastics & Rubber Weekly*

# GLIMPSES

## LAUNCH FUNCTION OF **Indplas'15** AT AHMEDABAD

Indian Plastics Federation , Kolkata organised a launch function of the upcoming "INDPLAS'15" Plastics Exhibition at Hotel Hyatt Regency , Ahmedabad on 14th August 2015. The Function was addressed by Mr.Pradip Nayyar , President- IPF, Mr. Ashok Jajodia - Chairman -Indplas'15, Mr. Ramesh Kumar Rateria -Co Chairman Indplas'-15 and Mr. K.K. Seksaria- Past President -IPF along with Mr. Nitin Shah, President-GSPMA and Mr. Rajiv Raval, Treasurer, Plastindia Foundation, Mumbai. The function was well attended by approx 100 distinguished guest from Gujarat Plastic Industry.

While addressing audience, Mr. Rataria extended sincere thanks on behalf of IPF to all invitees who made the ceremony successful by sparing their valuable time on a working day and attending the same. Mr. Pradip Nayyar shared his experience with GSPMA teamwork as a whole & on individual basis of all committee members which he had during last Plast India-15 .He requested GSPMA team & associations members to exhibit/visit upcoming event of Indplas 15 and make it a grand success. Mr. Ashok Jajodia - Chairman Indplas'15 in his key note address , displayed AV film of the exhibition and informed about the importance of Indplas 15. He informed audience about potential for business & growth pattern in eastern region with major favouring factor for exhibitors to be a part of Indplas 15.

We have got over whelming response from domestic & foreign players. With Industry support , almost 85% stall booking has been done which consists of Polymer producers, machine manufacturers, master batches, mould, dies and ancillary , additives , traders and finished products.. Exhibition area size been increased to 40,000 sq.m. from earlier designed 30,000 sq. m. Indplas is the only and largest Plastic Exhibition in the East . Visitors from all over India and specially West Bengal, Odisha, Jharkhand, Chattisgarh, Bihar, 7 North Eastern states beside neighbouring countries of Nepal, Bangldesh, Bhutan and Myanmar. Percentage of Exhibitors from Gujarat are always higher in every exhibition and they help in making any exhibition successful. Large number of exhibitors from Gujarat have already booked and he requested all the exhibitors who have still not booked their stalls , to do so at the earliest. For exhibitors -Online access,all under one roof ,starting from booking,payment ,booth selection & any additional facility expected. For,visitors -Online free Visitors registration will close one week prior to event (spot registration will be chargeable). IPF committed to deliver level best results to all exhibitors /visitors by providing latest infrastructure & quality visitors. IPF is aggressive by all means for promotion of Indplas in neighbouring states.





## IPF PARTICIPATION AT PETROCHEM ODISHA

On 3rd July 2015 IPF delegation had been to Bhubaneswar to participate in a Petrochem Odisha-Entrepreneur Meet for promotion of Petroleum, Chemicals & Petrochemicals Investment Region at Paradeep. Shri Pradip Nayyar, President of IPF presented a paper on the theme “Exploring the market dynamics of petroleum products and plastics” that was well received by the gathering. With the objective to promote investment both domestic and foreign, in Petroleum, Chemicals and Petrochemicals segment, Dept of Chemicals & Petrochemicals, Govt of India has a formulated a policy to set up Petroleum, Chemicals and Petrochemicals Investment Regions (PCPIRs). The PCPIRs would reap the benefits of co-siting, networking and greater efficiency through the use of common infrastructure and support services. The Paradeep Petroleum, Chemicals and Petrochemical Investment Region (PCPIR) is one of the PCPIRs approved by Govt of India under the PCPIR Policy of the GoI. Each PCPIR is supported by an Anchor Unit which provides feedstock support to the downstream industries in the value chain. Indian Oil Corporation Limited (IOCL) is the Anchor Tenant for Paradeep PCPIR.



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## The King's Yatra

*Dr. Devdutt Pattanaik*

In many places across India, the deity is located deep inside a room located right at the middle of a vast temple complex. Often, foreigners and until recently, members of the 'lower' castes, did not have access to see the deity. So once in a year, the deity travelled out on his grand chariot or palanquin and paid a visit to every street in the city, ensuring even those excluded could see him. Since priests would not let the devotees see the deity inside his grand residence, the deity had to step out to check out the living conditions of his devotees. The 'field trip' is something akin to that. When a CEO or manager or a director actually travels to see the grand reality of the market, which is invariably different from what is revealed in excel sheets and power point presentations in the comfort of the boardroom.

If the temple priests – or middle management – is powerful, they will ensure that the king's route is known in advance and a cleanup job is done before the arrival of the deity, so that the deity only sees shops full of shops and distributors who have no complaint about payment cycles. However, if the temple priests are weak, then the devotees will exaggerate their problems so much that the every following excel sheet and power point presentation will appear as propaganda.

If the CEO is a one who believes in team work, he will listen to what the devotees have to say and check if the market reality matches the market research and where the lacunae is. He will be careful not to turn a single anecdote into a consumer insight. If a CEO is manipulative, he will turn the 'temple priests' into oppressors and himself as the savior. So he will tell the sales people how they are the real workers and motivate them by publicly abusing the middle

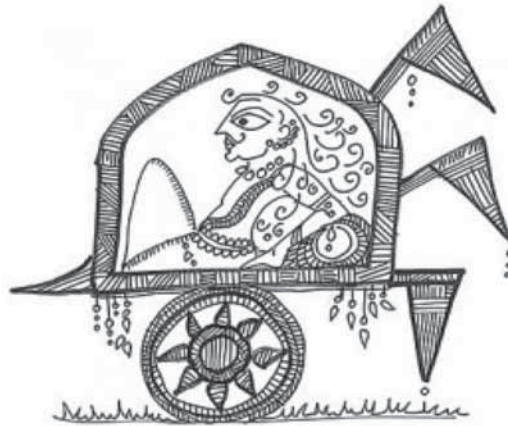
management who sits in air-conditioned offices while they walk the streets. He will not challenge the numbers they show. He will motivate them and so become the 'good cop' while the middle management turns into 'bad cop', creating adequate tension to get the numbers the CEO desires for his bonus.

The most important field trip is one in which a new CEO establishes himself as leader. It usually takes place within a month of his joining, when actually travels from department

to department, market to market, some major, some minor, some in crisis, and some in success. It's the time when he presents himself to people and they make their first impression of him. A critical impression. It is the time when they realize whether they can have direct access to him, openly or covertly, or only via temple priests. Is he genuinely interested in knowing what actually happens

in the field or he works through excel sheets?

In a world where companies are growing larger and larger, customers and markets are becoming numbers in a excel sheet. As we are becoming more and more technological, processes are becoming so important that somewhere along the line people are no longer important. The only people who matter are the customers, who sign the deal. Conversations with customers take precedence over conversations with partners and employees. A good field trip ensures a more holistic journey across the 'corporate caste hierarchy'. Yes customers need to be met. They will come to your temple. But there are many who are not allowed into your temple. Will you travel and ensure you meet them?



# C I R C U L A R

## TO ALL MEMBERS OF THE FEDERATION

MEMBERS ARE REQUESTED TO SEND THEIR GRIEVANCES / PROBLEMS FACED ON VAT / CST / ENTRY TAX ETC. IN DETAILS ALONGWITH SUPPORTING DOCUMENTS TO THE IPF SECRETARIAT SO THAT WE CAN PUT THE SAME TO THE CONCERNED AUTHORITY.

PLEASE SEND THE SAME TO THE HONY. SECRETARY, INDIAN PLASTICS FEDERATION  
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## FREE CONSULTANCY OFFER TO IPF MEMBERS

MEMBERS WANT TO SET UP NEW PLASTIC INDUSTRY AND TO AVAIL SUBSIDY AND OTHER GOVERNMENT BENEFITS AVAILABLE FOR MSMES' MAY CONSULT WITH **MR. PINAKI SINHA ROY, EX-PROJECT MANAGER, DIC AT IPF SECRETARIAT, 8B, ROYD STREET, 1ST FLOOR, KOLKATA – 700 016 ON EVERY WEDNESDAY FROM 3.00 P.M. TO 5.00 P.M.** WITH PRIOR APPOINTMENT. INTERESTED MEMBERS MAY CONTACT DIRECTLY WITH THE IPF SECRETARIAT AND FIX AN APPOINTMENT AT LEAST 2 DAYS BEFORE THE SCHEDULED MEETING. MR. ROY WILL PROVIDE THE KNOWLEDGE REQUIRED FOR SETTING UP PLASTIC INDUSTRY UNDER MSME POLICY 2013 ISSUED BY DEPT. OF MSSE & TEXTILE, GOVT. OF WEST BENGAL.

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# IPF NEW MEMBERS & CIRCULAR

## IPF WELCOMES TO NEW MEMBERS TO ITS FAMILY APPROVED IN THE EXECUTIVE COMMITTEE MEETING HELD ON 23/07/2015

| Name of the Company            | Class of Membership   | Membership No. |
|--------------------------------|---|----------------|
| M/s Prince Plastic             | Life Dealer member  | LDR – 109      |
| M/s M. R. Plastics             | Conversion from Dealer member to Life Dealer member             | LDR - 108      |
| M/s Shankar Plastic            | Conversion from Dealer member to Life Dealer member             | LDR – 107      |
| M/s Maansarovar Distributors   | Life Dealer member  | LDR – 106      |
| M/s Century Plastic Industries | Life Manufacturer member  | LM – 360       |
| M/s S. R. Industries           | Life Manufacturer member  | LM – 359       |
| M/s Vedika Polymers            | Conversion from Manufacturer member to Life Manufacturer member | LM - 358       |
| M/s Ramkumar Rajkumar          | Life Manufacturer member  | LM – 357       |

### CIRCULAR NO. 41/2015

20th August 2015

The Federation has received the following applications for membership of the Federation :

1. a) Name & Address of the Applicant Firm : **M/S. SANHIT POLYMER**  
Kali Mohan Pally  
P.O. + P.S. - Bolpur  
Dist – Birbhum – 731 204.
- b) Class of membership : **Manufacturer member**
- c) Proposed by : M/s Jupax Vanijya Pvt. Ltd.
- d) Seconded by : M/s Hind Polyfabs Pvt. Ltd.
- e) Name of Representatives : 1. Mr. Himanshu Mukherjee – Partner  
2. Mr. Santanu Majumder - Partner  
3. Mr. Tarak Nath Dey - Partner
- f) Items of manufacture : Manufacturer of LD/LLDPE Polythene Sheet, Liner, Cap Cover etc.
2. a) Name & Address of the Applicant Firm : **M/S. SHREE PACKAGING**  
29/41, J. N. Mukherjee Road  
Bandaghat  
Howrah – 711 106.
- b) Class of membership : **Manufacturer member**
- c) Proposed by : M/s Uma Cosmoplastics Pvt. Ltd.
- d) Seconded by : M/s UCP Polymers Pvt. Ltd.
- e) Name of Representative : Mr. Paresh Kumar Agarwal - Proprietor
- f) Items of manufacture : Manufacturer of Vacuum formed products for packaging and industrial use.

3. a) Name & Address of the Applicant Firm : **M/S. FLEXIBLE HOSE INDUSTRIES**  
Chatterjee International Centre  
12th Floor, Room No. 11  
33A, J. L. Nehru Road  
Kolkata – 700 071.
- b) Class of membership : **Manufacturer member**
- c) Proposed by : M/s Ventilation Engg. Co. Pvt. Ltd.
- d) Seconded by : M/s Shree Krishna Industries
- e) Name of Representatives : 1. Mr. Bulbul N. Shah – Partner  
2. Mr. Tejash B. Shah - Partner
- f) Items of manufacture : Manufacturer of various types of light weight Flexible Hoses.
4. a) Name & Address of the Applicant Firm : **M/S. A-ONE POLYPIPES & FITTINGS PVT. LTD.**  
16, Netaji Subhas Road  
Kolkata – 700 001.
- b) Class of membership : **Life Manufacturer member**
- c) Proposed by : M/s Barai & Turakhia
- d) Seconded by : M/s Rajda Chem Pvt. Ltd.
- e) Name of Representatives : 1. Mr. Abhishek Goyal - Director  
2. Mr. N. K. Goyal - Director
- f) Items of manufacture : Manufacturer of PVC Pipes and Fittings.

*(Circulated in terms of Article 15 of the Articles of Association of the Federation)*



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