

HORIZONS

ISCMA Participated in panel discussion in SME InFocus event on 23rd August 2024



From Left to Right- Mr. Pratik Raychaudhuri, Mr. Manish Modi, Mr. Umasankar Mahapatra, Mr. Vinay Patil, Mr. Yashwant Jhaveri, Mr. Rajive Shah, Mr. Manish Agarwal, Mr. Shyam Mani, Mr. Prashant Laxmeshwar

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Tech-Bond Solutions-USA (President & CEO) visited ISCMA office

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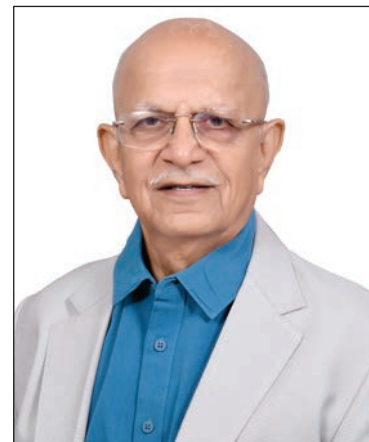
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From The President's Desk

“Patience and diligence like faith move mountains”

Dear All,

I am happy to share the Horizon Newsletter on the occasion of New Year after Diwali and take this opportunity to wish you all a happy and successful new year. Let us focus on sustainability trends in the chemical manufacturing industry and try to achieve the below goals:



1. Energy Efficiency- In order to achieve this goal, we have to implement process optimization, energy efficient technology, variable speed drivers and energy efficient motors. By implementing these things in our manufacturing process, our energy cost will reduce, we will lower greenhouse gas emissions, improve productivity and efficiency, meet compliance and extend equipment lifespan.
2. Carbon Neutrality- Net zero emissions, reduce dependence on fossil fuels and mitigate climate change, focus on transition to renewable energy sources, carbon capture utilization and storage of power. Also focus on supply chain decarbonisation and product design.
3. Digitization- Goal to improve efficiency, reduce waste, enhance sustainability and drive innovation. Implementation of industry 4.0 technology, smart manufacturing and digital supply chain management.
4. Circularity- Reduce waste, promote recycling and reuse, decouple growth from resources consumption. Implement design for recyclability, close loop production, sharing and collaborative economy, biodegradable materials and waste-to-resource systems.
5. Green Chemicals- Develop sustainable, bio-based chemicals reducing environmental impact. Biotechnology, renewable feed stock, catalysis, green chemistry principles and life cycle assessment will become sustainable in our manufacturing process.

Speciality chemical industry is a magnet for investment, it is a power house and has tremendous future capacity to grow.

We need to collaborate with each other and create an ecosystem that will foster the growth of the whole sector, where chemistry meet technology.

We are looking for change makers, who want to do better every day.

Shri. Yashwant Jhaveri
President, ISCMA



**INDIAN SPECIALITY CHEMICAL
MANUFACTURERS' ASSOCIATION**

PAST PRESIDENTS OF THE ASSOCIATION

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18. Dr. Kishore M. Shah - 2007-2012
19. Shri Deepak Bhimani - 2012-2016
20. Shri Kashi C. Murarka - 2016-2018
21. Shri Vinay D. Patil - 2018-2023
22. Shri Yashwant Jhaveri - 2023

Managing Committee Members for the year 2023- 2025



Shri. Yashwant Jhaveri
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Shri. Vinay D. Patil
Imm. Past President



Shri. Umasankar Mahapatra
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Past President (2012-2016)



Dr. Kishore M. Shah
Past President (2007-2012)

Invitees



Shri. J.B.Purohit, Member



Shri. Harshad Shah, Member

ISCMA Annual Award to ICT Students, Best Outstanding professor, Support & Non-Teaching Staff

The ISCMA Merit Cum Means Scholarship awardees for students of ICT along with award for outstanding Professor of ICT, support staff and children of support staff for the year 2022-2023 was conducted on Monday, 22nd July 2024 at 4:30 pm the venue was Prof. K. Venkat raman Auditorium, Institute of Chemical Technology (ICT), Nathalal Parekh Marg, Matunga (East), Mumbai 400 019
The ISCMA Merit Cum Means Scholarship Award at ICT was started in the year 2012 and has been conducted every year since.

ISCMA (Indian Speciality Chemicals Manufacturers' Association) founded in 1952

It is an all India body representing manufactures of Indian Speciality Chemicals dedicated to the growth of Indian Speciality Chemicals Industry. The association members consist of large, medium, small scale, traders and technocrats

The Committee of ISCMA is as follows: -

- 1) Shri. Yashwant Jhaveri - President
- 2) Shri. Vinay Patil - Immediate past president
- 3) Shri. Umasankar Mahapatra - 1st Vice President
- 4) Shri. Rajive Shah - 2nd Vice president
- 5) Shri. Vinit Patel - Hon. Treasurer

Committee members

- 1) Dr. Subhash Udeshi - Committee member
- 2) Shri. Gunjan Yagnik - Committee member
- 3) Shri. Sanjay Nawander - Committee member
- 4) Shri. Hardik Sampat - Committee member
- 5) Dr. Sanjay Sahu - Committee member
- 6) Shri. P. M. Kundalia - Committee member

Following past presidents are Co-opted members on Managing Committee

- 1) Dr. Kishore Shah
- 2) Shri. Deepak Bhimani
- 3) Shri. Kashi Murarka

Invited Members

- 1) Shri. J. B. Purohit
- 2) Shri. Harshad Shah

The association consists of 154 members.

ISCMA has now opened its membership to students of ICT.

The chief guest for the event was Dr Aspi N Patel, Chief Technology Officer of Aditya Birla Group & Birla Cellulose and Chief Executive Officer of Aditya Birla Science & Technology Company Pvt. Ltd.

The Dias comprised of Mr. Yashwant Jhaveri, Dr. Aspi N Patel, Prof. A.B.Pandit, Mr. Umasankar Mahapatra, Dr.Kishore Shah, Mr. Lalit Chadha and Mr. Vinay Patil.

The event was attended by over 80 people.

ISCMA Merit Cum Means Scholarship Awardees List for the year 2022-2023

i) Dyes - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Mr. Kale Kunal Vinayak	-	First Year B. Tech. (Dyes)
Mr. Shinde Tushar Padmaraj	-	Second Year B. Tech. (Dyes)
Mr. Piyush Arun Sarode	-	Third Year B. Tech. (Dyes)
Mr. Devendra Anil Khade	-	Final Year B. Tech. (Dyes)

ii) Oils - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Mr. Yadav Raj Chandrabhan Singh	-	First Year B. Tech. (Oil)
Mr. Rathi Ram Santosh	-	Second Year B. Tech. (Oil)
Ms. Sakshi Kiran Dhutre	-	Third Year B. Tech. (Oil)
Mr. Bhilpawar Om Vijayrao	-	Final Year B. Tech. (Oil)

iii) Textile - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Ms. Deshmukh Nisarga Prajyotrao	-	First Year B. Tech. (Textile)
Mr. Adarsh Prashant Kesare	-	Second Year B. Tech. (Textile)
Ms. Kalyani Ravindrakumar Deshmukh	-	Third Year B. Tech. (Textile)
Mr. Parshant Swarnkar	-	Final Year B. Tech. (Textile)

iv) Surface coatings - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Mr. Shinde Shubham Bhagwan	-	First Year B. Tech. (Surface Coatings)
Mr. Prajapati Ashutosh Shrinath	-	Second Year B. Tech. (Surface Coatings)
Mr. Patil Devendra Shashikant	-	Third Year B. Tech. (Surface Coatings)
No Candidate Available	-	Final Year B. Tech. (Surface Coatings)

v) Polymer - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Mr. Gaherwar Manoharsingh Govindsingh	-	First Year B. Tech. (Polymer)
Mr. More Pushkar Avinash	-	Second Year B. Tech. (Polymer)
Mr. Amol Achyut Rathod	-	Third Year B. Tech. (Polymer)
Mr. Parth Girish Vaidya	-	Final Year B. Tech. (Polymer)

vi) Food - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Mr. Shinde Anurag Popat	-	First Year B. Tech. (Food)
Mr. Kane Virendra Vijay	-	Second Year B. Tech. (Food)
Mr. Raturaj Anandrao Suryawanshi	-	Third Year B. Tech. (Food)
Mr. Kaustubh Naresh Pedhambkar	-	Final Year B. Tech. (Food)

vii) Pharma - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Ms. Mhase Rutuja Ravindra	-	First Year B. Tech. (Pharma)
No Candidate Available	-	Second Year B. Tech. (Pharma)
Ms. Rathod Ashwini Rajendrakumar	-	Third Year B. Tech. (Pharma)
Ms. Ishwari Samir Deshchougule	-	Final Year B. Tech. (Pharma)

viii) B. Pharm. - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Ms. Patil Asmita Satish	-	First Year B. Pharm.
Mr. Dongare Siddhesh Santosh	-	Second Year B. Pharm.
Mr. Nikhil Popat Ghule	-	Third Year B. Pharm.
Mr. Pandurang Balaji Kale	-	Final Year B. Pharm.

ix) Chem. Engg. - 1st, 2nd, 3rd and 4th year - One student each, from 1st, 2nd, 3rd and 4th year total - 4 students (Rs. 5,000/- cash + certificate)

Ms. Agrawal Sejal Kailas	-	First Year Chem. Engg.
Ms. Bhopale Shruti Sachin	-	Second Year Chem. Engg.
Mr. Smit Kashinath Sakpal	-	Third Year Chem. Engg.
Ms. Akanksha Kishor Warade	-	Final Year Chem. Engg.

ISCMA Award for an outstanding professor of ICT - (Rs. 25,000/- cash + Trophy + certificate) - 2022

Professor U. S. Annapure, Director, Institute of Chemical Technology (ICT) Marathwada Campus, Jalna

ISCMA Award to Support Staff (Class III) (Permanent) of ICT - (Rs. 11,000/- cash + certificate) - 2022

1. Shri Akshay L. Kadam, Jr. Typist Clerk, Academic Section

**ISCMA Award to Support Staff (Class IV) (Permanent) of ICT -
(Rs. 11,000/- cash + certificate) - 2022**

1. Shri Santosh J. Rajam, Laboratory Attendant, Department of Food Engineering and Technology

**ISCMA Award of Special Category for the Children of Class IV Support staff working with ICT-
(Rs. 5,000/- cash + certificate) 2022**

i) Merit Holder of SSC - (Rs. 5000/-)

1. Mr. Nihal Santosh Rajam - 81.40%

ii) Merit Holder of HSC - Shared (Rs. 2500/- each)

No application received.

**iii) Merit Holder of Degree from different stream like arts, commerce,
Science, medical and engineering - (Rs. 5,000/- each)**

1. Ms. Vaibhavi Bhikaji Satardekar - Master of Library Science - 98.00%
2. Mr. Chriswell Sanjay (Goretti) Patel - Fourth Year B. Tech. (Plastic and Polymer Engineering) - 95.40%

IV) Merit students from special achievement in sports or any other activity -

No applications received.

The awards to deserving students, best professor for the year, support staff and to children of support staff were distributed by the Chief Guest, ISCMA Committee Members and Mr. Ravi Raghavan from Chemical Weekly.

Glimpse of ICT Award Function



From Left to Right- Mr. Umasankar Mahapatra, Mr. Yashwant Jhaveri (ISCMA President), Dr. Aspi Patel, Dr. Kishore M Shah, Prof. A. B. Pandit, Mr. Vinay Patil



ISCMA President Mr. Yashwant Jhaveri welcoming Chief Guest Dr. Aspi Patel (CEO, Aditya Birla Science and Technology Company Private Limited)



ISCMA President Mr. Yashwant Jhaveri welcoming Prof. A. B. Pandit (ICT)



Mr. Umasankar Mahapatra addressing the gathering during the award function



Chief Guest Dr. Aspi Patel interacting with students at the award function



Professor U. S. Annapure, Director, Institute of Chemical Technology (ICT) Marathwada Campus, Jalna received Best Outstanding Professor award for the year 2022-23.





Heartiest Congratulations to all the awardees on behalf of Mr. Yashwant Jhaveri, Mr. Umasankar Mahapatra, Mr. Vinit Patel, Mr. Kishore M Shah, Prof. A. B. Pandit, Dr. Aspi Patel, Mr. Vinay Patil, & ISCMA Members.

During the ISCMA Award Function at ICT, Dr. Aspi Patel presented on the topic "Foundation of Progress: Embracing Basic Science & Engineering."

Dr. Aspi N Patel
 Chief Executive Officer,
 (Aditya Birla Science and Technology Company Private Limited)

Chief Technology Officer,
 (Aditya Birla Group & Birla Cellulose)



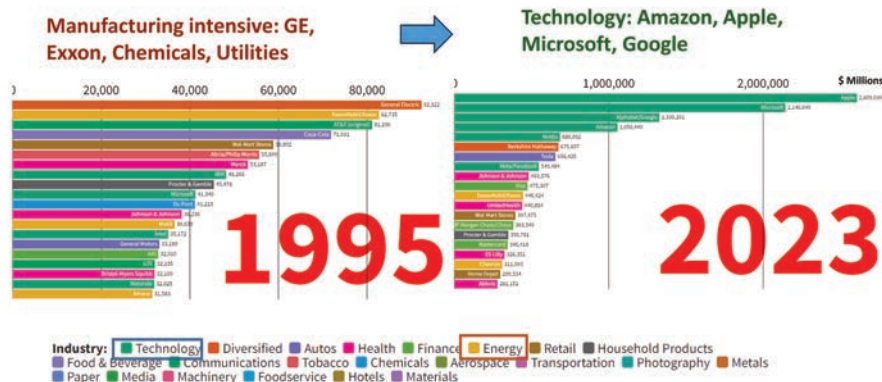
Dr. Aspi N. Patel has more than 40 years of industrial experience building, growing and leading teams in various manufacturing industries. He has held leadership positions with GE/Battelle, DuPont and Invista in the United States, and is currently the CEO of Aditya Birla Science & Technology Company Private Ltd and Chief Technology Officer of the Aditya Birla Group & Birla Cellulose in Mumbai. He has held variety of international business roles during his career. These include managing business P&L, stewardship of global technology and engineering organizations and oversight of manufacturing and technical marketing functions across several businesses including fibers, chemicals, polymers, textiles, aerospace and defense.

Dr. Patel's ability to lead and mentor global cross-functional manufacturing teams with responsibility for technology development and commercialization of new products and processes including engineering, manufacturing, and marketing has earned him an established track record of excellence working with multiple stake holders. He is proficient in developing technology vision and strategy, recognizing emerging industry trends, identifying competitive threats and acquisition opportunities.

Dr. Patel has been the recipient of numerous awards and accolades during his career. Recently at ABG, he was a recipient of the Chairman's Award for Outstanding Leader in 2015 and in 2019, he was conferred the prestigious Aditya Birla Group's Leader of Leaders Award for his tremendous contributions in shaping the Groups' technology strategies and for the depth and lasting impact of his leadership on business innovation.

Foundation of Progress: Embracing Basic Science & Engineering

Industry Shift: 20 most valuable public companies of United States



Industry Shift:

Last couple of decades we are witnessing a pattern where irrespective of training, top segment of engineers switch to information technology, software and banking as a profession



Fundamental Science & Engineering - key to provide robust solutions for major Global Challenges

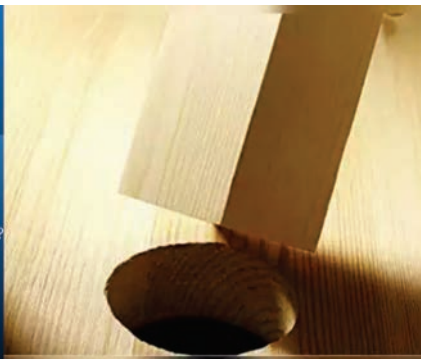
- There is an urgent need to solve technical problems, increase efficiency, and conserve natural resources optimally for human use
- Technology is the tool to make scientific & engineering solutions robust, efficient & economically viable



Engineering is beyond coding and services...it is the application of science, mathematics, and empirical evidence to innovate, design, construct, and maintain structures, machines, devices, systems, and processes.

Am I relevant?

How will I fit in?
How will I make an impact?
Will core engineering matter?



- Sustainability
- Resource Management
- Healthcare
- Social Equality

Clean energy – Renewables, Hydrogen, Nuclear

Efficient energy storage

New materials

diversified feedstocks

Decarbonization technologies

Process Intensification

Circularity

Manufacturing Process Digitalization

Decarbonization

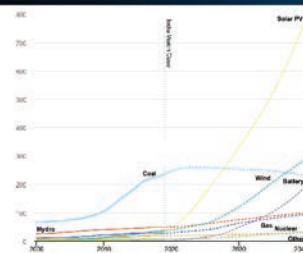
Digital drug discovery

New areas are emerging at the confluence of different streams of science and technology to help humanity for "sustainable growth"

Agenda

- My industrial experience as a material Scientist and Engineer
- Current global challenges
- Emerging areas in context of global challenges
- Examples of development in emerging areas

Clean energy policy initiatives in India



- Clean and cheap energy is the most important resource needed for development, prosperity, sustainability and social equality
- Renewable energy is growing in India at exponential pace
- Adding 35-50 GW renewable capacity every year
- Goal is for non-fossil fuels to cater >50% of India's energy requirements in the coming decade.

How will we store "green solar and wind" energy ?

Major Global Challenges

Climate Change & Environmental Degradation:

- Carbon emissions
- Pollution
- Deforestation, biodiversity loss

Resource Security:

- Water contamination and scarcity
- Fossil fuel concentrated in few geographies
- Material and mineral unevenly distributed

Healthcare crisis:

- Preparedness for pandemic
- Ageing population

Fracturing World (Social Inequality)

- Rising income disparity
- Uncertain Geo-political future

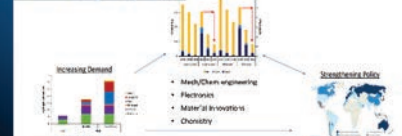


Opportunities to contribute

Clean energy storage - Green Hydrogen: hype or reality

L&T commissions India's first indigenously built green hydrogen electrolyser in Gujarat

Green hydrogen with ongoing investments, policy initiatives, research can become the most feasible green energy storage solution



<https://www.larsen.org/Files/S&S/Office/Files/Hydrogen-ppt.pdf>

ISCMA in association with ICICI Securities Private Wealth Management organized Exclusive session on 7th August

The event began with a welcome address by Mr. Yashwant Jhaveri (ISCMA President), and Mr. Vinay Patil (Immediate Past President). Then all speakers were introduced and welcomed.

The session started by Mr. Abhay Udeshi (Chairman, Chemexcil) & Mrunali Elle, (Deputy Director, Chemexcil) addressed the topic "Market Outlook & Opportunities for MSME's" with an emphasis on export speciality chemicals followed by Introduction of ICICI by Manish Mehrotra (Zonal head - Private wealth management) the discussion was regarding current economic scenario and Indian equity markets, discussion was on equity valuations, global factors, macro & micro economic factors leading to situational market opportunities. Also, the edge of ICICI securities platform for institutional and HNI clients. Specifically, for MSME's. The key of asset allocation and investing across asset classes backed by ICICI research.

The session was followed by Sandip Santdasani (Fund Manager - ICICI Pru asset management) with detailed discussion on Equity market philosophy and cycles. Detailed discussion on data trends and analysis done by research for the last 20 years, forward earnings and market trajectory. Also discussed on product platforms like PMS and AIF from the ICICI pru asset management. Suitable specific strategies for investments across asset classes and importance of asset allocation.

The session was followed by Sandeep Khetan (Zonal Head - ICICI bank)- Discussed on sectorial changes in the MSME space, with specific outlook on the chemical industry and player's policies and suitable programs from ICICI bank for partnering with the industry. Specific services which can add value for MSME's.

Session ended with vote of thanks by Mr. Vinay Patil followed by snacks.

ICICI Speaker's Profile



Manish Mehrotra (Zonal head - Private wealth management) - 22 years plus of experience in capital markets and wealth management business across brands like Standard chartered, Religare and ICICI. Associated with the ICICI group for the last 15 years, currently managing the west zone for ICICI securities private wealth management managing HNI, family office and institutional clients.



Sandip Santdasani (Fund Manager - ICICI Pru asset management) - 17 yrs plus experience in capital markets and asset management business. associated with ICICI group for the last 16 years, currently managing portfolio management services and alternate assets as part of the core fund management team in ICICI, our asset management company.



Sandeep Khetan (Zonal Head - ICICI bank) - 22 years plus experience across different verticals and businesses within ICICI bank, managing MSME business banking across geographies and functions like policy making and credit. Currently managing the west zone for business banking and part of the core strategy team.

Glimpse of the Event



Mr. Yashwant Jhaveri (ISCMA President) addressing the gathering during the event.



Mr. Yashwant Jhaveri (ISCMA President) welcoming Mr. Abhay Udeshi (Chairman, Chemexcil)



Mr. Yashwant Jhaveri (ISCMA President) welcoming Mrunali Elle (Deputy Director, Chemexcil)



**Mr. Umasankar Mahapatra welcoming
Mr. Manish Mehrotra ((Zonal head - Private wealth management)-ICICI**



**Mr. Rajive Shah welcoming
Mr. Sandip Santdasani (Fund Manager - ICICI Pru asset management)**



Mr. Gunjan Yajnik welcoming Mr. Sandeep Khetan (Zonal Head - ICICI bank)



Mr. Harshad Shah welcoming Mr. Sunil Agarwal



Left to Right ICICI Team-Mr. Abhishek Chatterjee, Mr. Shvetank Mishra, Mr. Karthik Subramaniam, Mr. Parvati Soudh, Mr. Manish Mehrotra & Mr. Rajnish Pathak

Spotlight on Speciality Chemicals: CSB Bank partners with CRISIL Market Intelligence, ISCMA & SME Communities for landmark Chemical Industry Conference

CSB Bank
Trusted Heritage Smart Future

In association with
CRISIL
An SAP Global Company

Presents

SME InFocus

An insightful industry meet for SMEs in Speciality Chemicals Industry

23RD
AUGUST 2024
6:00 PM ONWARDS

JW MARRIOTT,
ROYAL BALLROOM,
SAHAR, MUMBAI

ISCMA

RSVP: VINAY D. PATIL – 9820 098 742 | VINAY.PATIL@SAPHARMACHEM.COM
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CSB Bank
Trusted Heritage Smart Future

Presents

SME InFocus

An insightful industry meet for SMEs in Speciality Chemicals Industry

23RD
AUGUST 2024
6:00 PM ONWARDS

EVENT ITINERARY

- 6:00 - 6:30 PM : Registration
- 6:30 - 6:45 PM : Welcome Address by Mr. Shyam Mani, Group Head, Small & Medium Enterprises, CSB Bank
- 6:45 - 6:55 PM : Address by Mr. Vinay Patil, Event Chairperson & Immediate Past President, Indian Speciality Chemicals Manufacturers Association
- 6:55 - 7:05 PM : Address by Dr. Yashwant Jhaveri, Guest of Honour & President, Indian Speciality Chemicals Manufacturers Association
- 7:05 - 7:45 PM : Sectoral Report on Indian Chemicals Sector by CRISIL
- 7:45 - 8:30 PM : Panel Discussion on "Speciality Chemicals: Poised For Growth" featuring Mr. Vinay Patil - ISCMA, Dr. Yashwant Jhaveri - ISCMA, Mr. Umashankar Mahapatra, Vice President - ISCMA, Mr. Shyam Mani - CSB Bank & CRISIL. (accompanied by Q&A)
- 8:30 - 8:40 PM : Vote of Thanks by CSB Bank
- 8:40 PM onwards : Networking Cocktails & Dinner

In association with
CRISIL
An SAP Global Company

ISCMA

RSVP: VINAY D. PATIL – 9820 098 742 | VINAY.PATIL@SAPHARMACHEM.COM
SHARON – 7738 865 186 | INFO@ISCMA.IN

In continuation of its thought leadership initiative 'SME InFocus' targeted at the SMEs across various industry sectors, private sector lender CSB Bank partnered with CRISIL Market Intelligence & Analytics (MI&A), The Indian Speciality Chemicals Manufacturers Association (ISCMA) and SME Communities to organise the Mumbai edition of its knowledge Series 'SME InFocus' on Chemical Industry for the SME entrepreneurs.

The Chemical Industry conference, organised in Mumbai recently, saw a heavy turnout of SME decision makers from amongst the chemical manufacturing segment. The industry participants were particularly enthused with the detailed and insightful presentation by the CRISIL MI&A team, that captured the latest trends in the Chemical Industry with specific reference to speciality chemicals along with the challenges and opportunities and the way forward for the sector.

Mr. Shyam Mani, Group Head, CSB Bank said, "Our aim is to empower SMEs in their journey of growth & stand committed as a preferred and partner Bank. This edition on chemical industry powered by CRISIL MI&A Research focusses on the demand, challenges and opportunities for SMEs in this sector. After successful events in Mumbai, Delhi, Coimbatore and Chennai we will continue to take this event across other locations of the country"

Mr. Sehul Bhatt, Director-Research, CRISIL Market Intelligence & Analytics said, "Indian chemical and chemical products industry, with ~8% share in GVA of manufacturing sector, is a critical part of the economy. Large domestic market, changing consumer preferences, growth in manufacturing sectors and increasing investment in emerging verticals provide long term growth opportunities. Within the sector, specialty chemical segment is likely to witness healthy momentum as companies focus on

increasing research and development spend, value added portfolio and enhancing process adherence to environmental focussed practices.”

Mr. Vinay Patil, Immediate Past President of ISCMA said, 'ISCMA strongly believes that the potential for the growth and opportunities for India in the global speciality chemicals market looks very optimistic. We at ISCMA are helping address the challenges of the industry players by providing a common platform and necessary support in terms of compliance on environmental issues, responsible care, safety and health, technology and skill upgradation and a host of other important issues. We will continue to work with policy makers, financial institutions and academia in the coming days, to make the Indian industry globally competitive.

Key top executives from CSB Bank shared their insights from a banking perspective with the attending industry heavyweights.

Mr. Manish Modi, Head Wholesale Banking, CSB Bank shared his thoughts on how SMEs and large enterprises in the chemical manufacturing segment can cope with a VUCA (volatility, uncertainty, complexity, ambiguity) environment and emphasized the need for a comprehensive risk management policy which will help the industry players to hedge their risks.

Mr. Manish Aggarwal, Chief Credit Officer, CSB Bank, thoughtfully outlined the credit philosophy of the bank to the SME promoters and stressed the need for an ongoing dialogue with the industry to better understand their industry cycles and borrowing requirements.

Mr Sehul Bhatt and Mrs Pooja Manek from the CRISIL MI&A team shared several enriching insights on a host of topics like supply chain de-risking in contract manufacturing, export potential, import substitution, CMO/CDMO and backward integration, rising domestic demand and increase in consumer spending in their presentation. They shared a detailed overview on the industry outlook, highlighting the segmental share of chemicals, production growth of major chemicals and explaining how India has emerged as a preferred alternative for global players as they seek to diversify supply chains. The participants got a broad picture of the growth prospects of surfactants, agrochemicals, colourants, construction chemicals, polymer additives and textile chemicals.

Prominent members of industry body ISCMA formed the bulk of the attending delegates and wholeheartedly participated in the industry dialogue that formed the heart of the evening's discussion. Dr Yashwant Jhaveri, President ISCMA, emphasized the speciality chemicals industry's demand for a highly skilled workforce and enumerated various initiatives undertaken by his association to address this important matter of competent and skilled labour in this era of global competitiveness.

Mr. Umasankar Mahapatra, Managing Director, Pulcra Chemicals Pvt. Ltd., shared his thoughts on how limited market access and distribution networks can hinder the ability of SMEs to reach broader customer bases and what can Indian SMEs in chemical industries do to broaden their client base thereby becoming more competitive in the world's chemicals markets

Mr. Rajive Shah, Managing Director, Sauradip Chemicals Pvt. Ltd., spoke elaborately on how Intellectual property rights (IPR) protection and managing patent-related issues can be challenging, particularly for SMEs with limited legal resources and how Indian SMEs could help increase our nation's competitive edge in the speciality chemicals industry by focussing on innovative research & development.

Mr Prashant Laxmeshwar, Founder, SME Communities moderated a power packed panel discussion on the topic 'Building Manufacturing Competitiveness in the Chemical Industry with Focus on Speciality Chemicals'. He thanked CSB Bank, CRISIL MI&A and ISCMA for coming together for this important industry initiative and mentioned that such knowledge conferences not only help the SMEs understand the bigger opportunities but also prove to be a valuable networking platform for SMEs with lenders, trade bodies, large corporate and industry peers.

The evening's industry discussions were further bolstered with a lively discussion on how rapid technological advancements and digital transformation in the form of automation, Industry 5.0, and robotics are changing the world of speciality chemicals manufacturing. Important global regulations, industry compliance requirements on environmental sustainability and waste management which require SMEs to adopt greener practices were deliberated upon.

The evening ended on a high note, with Mr Shyam Mani, Group Head, CSB Bank pointing out that to ensure manufacturing competitiveness, timely access to capital is an extremely critical issue, often influencing SMEs' ability to invest in advanced technologies, R&D, and capacity expansion and sharing his thoughts on how CSB Bank looks differently at this important aspect.



From Left to Right- Mr. Pratik Raychaudhuri, Mr. Manish Modi, Mr. Umasankar Mahapatra, Mr. Vinay Patil, Mr. Yashwant Jhaveri, Mr. Rajive Shah, Mr. Manish Agarwal, Mr. Shyam Mani, Mr. Prashant Laxmeshwar



From Left to Right- Mr. Manish Modi, Mr. Umasankar Mahapatra, Mr. Vinay Patil, Mr. Yashwant Jhaveri, Mr. Rajive Shah, Mr. Shyam Mani, Mr. Prashant Laxmeshwar



Mr. Manish Modi (Head Wholesale Banking, CSB Bank) presented the memento to Mr. Vinay Patil (ISCMA Immediate Past President)



Mr. Manish Agarwal (CCO-Retail & SME, CSB Bank) presented the memento to Mr. Yashwant Jhaveri (ISCMA, President)



Mr. Shyam Mani (Group Head, SME, CSB Bank) presented the memento to Mr. Umasankar Mahapatra (Managing Director, Pulcra Chemicals)



Mr. Shyam Mani (Group Head, SME, CSB Bank) presented the memento to Mr. Rajive Shah (Managing Director, Sauradip Chemicals Pvt. Ltd)



Left to Right- Mr. Chittaranjan Kumar, Mr. Sanjay Nawander, Mr. V. Rengaswamy, Mr. Vinay Patil, Mr. Sundar Rajan, Mr. Paban Kumar Deka, Mr. Sanjay Sahu

Start Small, Dream Big & Never Lose Hope: Message from Mr Vinay Patil Immediate Past President, ISCMA, on the occasion of National Small Industry Day 2024



Mr Vinay Patil is the Immediate Past President, Indian Speciality Chemical Manufacturers' Association (ISCMA), which is an all India body representing manufacturers of speciality chemicals.

Mr Patil is also the Managing Director of S A Pharmachem Pvt Ltd.

On the occasion of National Small Industry Day 2024, SME Communities met up with Mr Patil and had a fascinating conversation on the intricacies of being a speciality chemicals manufacturer and how MSMEs are poised to play a critical role in harnessing the growth potential of the chemical sector.

As an entrepreneur yourself, how would you describe the journey of the small industry segment players in the overall Indian economy?

I started my entrepreneurial journey in ----, it has been every bit exciting for me and the joy of starting a small business, overcoming obstacles, growing it bit by bit, year on year – that's simply indescribable. According to the Ministry of Chemicals & Petrochemicals, Government of India, there are about 3 lakh MSMEs that represent roughly thirty per cent of the domestic chemical industry with clusters in Thane, Mumbai and Ahmedabad. These entrepreneurs are the risk takers and growth drivers in our economy and I feel that the Indian chemical industry is poised for multi-year growth on the back of these small businesses.

What are some of the challenges facing the small industries in the chemical segment and how are industry bodies like ISCMA helping MSMEs confront these issues?

ISCMA offers its MSME members necessary support in terms of compliance on environmental issues, responsible care, safety and health, technology and skill upgradation, REACH regulation, eco-certification and other capabilities which will help Indian speciality chemical manufacturers compete on a strong footing at the global level. We work closely with policy makers and larger industry bodies to represent the voice of the small industry players at national forums.

What is the composition of the informal sector and unorganised smaller units in the overall Indian chemical industry?

The approximate size of the unorganised sector is comparatively high in certain segments like agrochemicals, fragrances, dyes & intermediates, and certain niche speciality chemicals. Due to

requirements of compliances, regulatory requirements on pollution & water treatment, as well as technology upgradation, research & development and other such capital-intensive segments, the share of the small industry players is far lower in segments like petrochemicals.

How do the MSMEs in the unorganised sector cope with the challenges faced in the recent times like the pandemic, supply chain risks due to geopolitical developments?

Our speciality chemicals industry experienced large scale disruption and sharp contraction during the recent pandemic. However, the recovery was equally quick and consistent especially in cleaning products, basic chemicals, detergent intermediates etc, to begin with, which was then followed by a sharper recovery in the overall sector. I feel there is a need for larger pool of credit capital for the small industry players and a reasonable relaxation in repayment norms for these MSMEs in the informal sector.

Going forward, what is the outlook for the small industry players in the speciality chemicals segment?

The MSME sector will certainly continue to be an important part of the overall Indian economy. ISCMA feels that there is a good potential in the export market, wherein the MSMEs can endeavour to become part of the global supply chain. They can achieve this by direct exports or by supplying inputs to larger domestic players, who cater to the export market. There is a tremendous employment potential that the MSME sector has, and our Government's initiatives have helped in supporting the informal sector from time to time.

Speaking of the Government support, can you highlight certain measures undertaken by regulators and policy makers in recent times to support the small industry players?

There has been a strong willingness on behalf of the policy makers and regulators to help the small industry segment. If you recall, the Reserve Bank of India had introduced a moratorium on interest & principal payments in 2020 for six months, also there were mechanisms which were introduced for resolution framework for the pandemic induced stress. Then there was the Emergency Credit Line Guarantee Scheme (ECLGS), which the government announced to help small industries to confront the mass economic disruptions induced by the pandemic.

Moreover, from an export potential the Government also helps the small industry players by implementing business friendly policies through Free Trade Agreements (FTA) with various trading country partners of India, along with rationalisation of duty structure and anomalies under these FTAs.

What is your parting message to the MSME segment on the occasion of National Small Industry Day 2024?

This day, which has been celebrated from 2001, ever since it was first conceptualised by the Central Government, serves as a reminder for both central and state governments to underscore their commitment to fostering and sustaining these foundational businesses, which serve as the backbone of India's economy.

My message to my fellow Indian entrepreneurs is - start small, dream big, take calculated risks, never lose hope and be consistent in your efforts, only then success will be yours!

Tech-Bond Solutions-USA (President & CEO) visited ISCMA office

ISCMA in association with U.S. Consulate Trade Division organized meeting with Mr. Donald Meyers & Mr. Eric Michael representing Tech-Bond Solutions(USA) at ISCMA association office on 27th August 2024.

Agenda of meeting: "Tech-Bond Solutions (USA) looking forward market in India and possible collaboration.

This company is interested in marketing their products in India and after potential of Indian market they are willing to manufacture in India with local partner.



Mr. Yashwant Jhaveri (ISCMA President) welcoming Mr. Donald Meyers (President & CEO-Tech Bond) & Mr. Eric Michael



Mr. Donald Meyers (President & CEO-Tech Bond) interacting with ISCMA members



Tech-Bond Solutions

Company Profile

TBS's history reflects its culture. From the first day, when a vow to find a way to bond polymers was made, Tech-Bond has been focused on solving problems. Big problems, small problems, Individual problems, industry problems. The first industry problem TBS tackled was that taxidermists hated to sew. TBS eliminated 90% of the sewing in the taxidermy industry.

In a related industry, TBS has virtually eliminated Calvarium clamps in the Funeral Home industry. Our adhesive system quickly reattaches the cap while totally erasing all embarrassing concerns of dislodgment. In both industries, taxidermy and the Funeral Home sector, TBS single handedly changed standard procedures. These changes resulted in greater efficiency and reduced costs increasing profits across the board.

There are dozens of examples of companies being able to turn an idea into a profitable business only because Tech-Bond's patented Polymer Bonding Process allowed the company to bond polymers to solve idea killing problems. The greatest example of this is the Pvilion Company, www.pvilion.com. Pvilions idea was to bond solar cells, polymers, onto poly sheeting and then that poly sheeting onto poly poles. Every glue that Pvilion tried, from every major adhesive manufacture, failed miserably, until Pvilion found Tech-Bond.

Using Tech-Bond, Pvilion bonded solar cells to poly sheeting, then the sheeting to plastic poles. Pvilion was complemented by clients on how strong the bond was. Under stress, substrate failure was the norm. From a manufacturer's point of view, the key questions are how long and how difficult was the learning curve.

In addition to the introductory phone conversation, there were three or four video conference calls where there were walkthroughs and discussion of best practices. Pvilion will tell you that Tech-Bond was a valuable partner in developing an efficient manufacturing process. Many others, check our reviews, will make the same claim.

Donald W. Meyers President and CEO

TBS's culture was established by Mr. Meyers. During his career, Mr. Meyers accomplished a number of goals that "had never been done before." These milestones were achieved in a number of disciplines, training, operations, administration, etc. Why was Mr. Meyers able to consistently reach new heights? Mr. Meyers puts the customer's needs and concerns first. Instead of "What can I sell?" Don's approach is, "What problem can we solve?"

Mr. Meyers' approach to solving problems is asking questions. Problems exist in a client's universe and clients know their problems better than anyone else, Tech Bond brings both an understanding of what bonding, not gluing, but bonding, can and cannot do along with a fresh perspective of the problem. Bonding is a new technology, a more efficient technology than glueing.

Mr. Meyers, and the entire Tech -Bond team, has used knowledge of bonding to consistently solve problems. Importantly, in 2016, Mr. Meyers developed the Polymer Bonding Process. Since then, he has given hours helping clients solve their issues. All solutions were client focused. It has taken time, but Mr. Meyers commitment to solving client problems is why this bio is being written. Mr. Meyers's approach will not change.



The Tech Patch Repair System (TPRS)
Performance, versatility, appearance and price in one package.



A finished “look”.

Any Pipe, Any Size, Any Problem

Steel pipe, HDPE pipe, cement pipe, galvanized pipe, copper pipe, plastic pipe, no problem. TPRS works equally well on all commonly used pipe and tanks substrates Large pipes, small pipes, curved pipe, straight pipe, TPRS handles them all. Gas pipes, water pipes, kick pipes, Tech Patches and Wraps works on them all.

Better Chemistry, Better Results

What sets TPRS apart is the combination of chemistry and physics uses to apply Tech Patches and tech Wraps. Tech- Bond's accelerators, our standard Activator/Accelerator, the first in its class, BSW Accelerator and our Poly Fill all generate an Exothermic Chemical Reaction, which means that the materials are being bonded together, not glued. The advantage of a bond over a glue join is that bonds are far more durable than glue joins.

Always The Right Tool

The Tools of TPRS

Tech-Patches and Tech Wraps

Both Tech Patches and Tech Wraps are made from PTFE coated glass fabric. Glass fabric is a space age material that is impervious to all grades and types of gasoline, most chemicals and most solvents. Glass fabric is corrosion free.



PTFE Mesh

Tech-Bond's PTFE Mesh is a corrosion free solution for the small and large perforations that occur in steel pipes and in steel walls. small hole and large holes. The PTFE mesh maintains the structure of the pipe or wall so that there would not be any interruption of service.

The Poly Fill

There are times when “more” is needed. Our Poly Fill is that “more”. We use the Poly Fill to 3D print a poly sheet onto the Tech Wrap or directly onto a steel wall. Like all other tools of TPRS, the Poly Fill is corrosion free and a great “more”.



Training

The principles of molecular bonding are different than those of applying a glue or epoxy. We can provide experienced technicians or train your staff on “best practices”.



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An Investment Management Company with 30 years track record

Established in 1994, Impetus Arthasutra Private Limited has been a cornerstone in the realm of investment management, offering research-driven services to both institutional and individual investors. With a steadfast commitment to fiduciary responsibility, the firm has evolved over three decades into a comprehensive portfolio management company, catering to high-net-worth clients across India and internationally.

Founder's Expertise and Vision

At the helm of Impetus Arthasutra is P R Dilip, a distinguished figure in the Indian capital market. Holding a Bachelor of Science in Mathematics and an MBA in Financial Management and Asset Management, Mr P R Dilip has been instrumental in integrating modern technology into brokerage firms across India. His profound understanding of financial markets and unwavering commitment to ethical investment practices have been pivotal in shaping the firm's client-centric approach.



Comprehensive Service Offerings

Impetus Arthasutra's suite of services is meticulously designed to address the diverse financial needs of its clientele:

- **Portfolio Management Services (PMS):** Operating under the Securities and Exchange Board of India (SEBI) Portfolio Managers Regulations, the firm constructs focused portfolios comprising 25 to 30 meticulously selected securities. These portfolios are crafted through a rigorous research process, aligning with each client's financial goals and risk tolerance.
- **Wealth Management:** Adopting a holistic approach, Impetus Arthasutra offers integrated wealth management solutions designed to create, grow, and protect wealth. This personalized service encompasses financial planning, asset allocation, and risk management, ensuring clients' financial objectives are met with precision.
- **Mutual Fund and Equity Transactions:** Beyond standard investment avenues, the firm provides expert guidance in mutual fund and equity transactions. Their experienced professionals assist clients in navigating the complexities of financial markets, facilitating informed investment decisions.
- **Philosophy-Based Investment Management:** Recognizing the diverse values of their clientele, Impetus Arthasutra offers investment strategies grounded in ethical and philosophical principles. This includes Sharia-based, Jainism-based, and Environmental, Social, and Governance (ESG) focused investment options, catering to clients seeking alignment between their investments and personal beliefs.

Distinguishing Features

Several key attributes set Impetus Arthasutra apart in the competitive landscape of investment management:

- **Principle-Based Approach:** The firm emphasizes a principle-based methodology in managing

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investments. This approach serves as a "lighthouse" during volatile market conditions, guiding investors toward safe harbours while striving for optimal risk-adjusted returns.

- **Continuous Learning and Technological Integration:** Dedication to continuous learning is a hallmark of Impetus Arthasutra. The firm allocates a significant portion of its working hours to staying abreast of industry trends, technological advancements, regulatory changes, and geopolitical developments. This commitment ensures that their investment strategies are informed and adaptive.
- **Customized Client Profiling:** Understanding that each client's financial goals are unique, the firm conducts meticulous client profiling. This process informs tailored asset allocation and investment strategies, ensuring alignment with individual aspirations and risk appetites.

Client Testimonials

Clients have consistently expressed satisfaction with Impetus Arthasutra's balanced approach, deep research, and proactive team. One client noted, "My 20+ years association with Impetus Arthasutra has been one of the most fulfilling decisions in my personal finance ambit."

Conclusion

With over 30 years of expertise, Impetus Arthasutra is a beacon of trust and excellence in investment management. Under the visionary leadership of P.R. Dilip, the firm's unwavering commitment to personalized service, continuous learning, and ethical investment practices positions them as a preferred partner for clients seeking to navigate the complexities of financial markets with confidence.

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Contract Manufacturing - "Outsourcing"

At 11:00 am, on Thursday, December 19, 2024

Conference Room
Bombay Exhibition Center, NESCO, Goregaon East,
Mumbai - 400063

by

Dr. Hemant S Joglekar
(Management Consultant, Mentor and Coach)

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Vinay Patil, Mob: 9820098742, email id: vinay.patil@sapharmachem.com
Sheetal, Phone :9869459441, email id : info@iscma.in

INDIAN SPECIALITY CHEMICAL
MANUFACTURERS' ASSOCIATION

Cordially Invite you for Interactive Session

On

*Think & Grow Profitable: Unlocking a Success-Driven Mindset
For the Chemical Industry*

At 03:00 pm, on Thursday, December 19, 2024

Conference Room
Bombay Exhibition Center, NESCO, Goregaon East,
Mumbai - 400063

by

Mr. Sidharth Shah
(CEO & Founder of Think & Grow Rich Academy)

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Vinay Patil, Mob: 9820098742, email id: vinay.patil@sapharmachem.com
Sheetal, Phone :9869459441, email id : info@iscma.in

Speakers' profile

Dr Hemant S Joglekar

Dr Hemant S Joglekar is a technologist, management consultant, mentor and coach. He completed his PhD in 1989 from UDCT (now known as ICT) under the guidance of Padma Bhushan Prof J B Joshi. He worked with Asian Paints Limited for 30 years in different areas such as; Technology, Manufacturing, Central Quality and Contract Manufacturing. He is also a certified Six Sigma Black Belt trainer. He is also specialized in coaching for Soft Skills Development and GMP- Good Manufacturing Practices as a Supply Chain Expert. He retired in October 2020 as Country Head- contract manufacturing from Asian Paints Limited as a Senior Manager. He is based out of Mumbai.

He is actively associated as a visiting faculty for MBA students at XIMR, Mumbai so also teach B.A.R.C. and U.D.C.T (ICT) PhD scholars. He is Academic Council member of Kirti College (Autonomous), Dadar.

He is Dr K H Gharda Endowment Chair Professor of Entrepreneurship as well as course coordinator at U.D.C.T. (ICT) for a two-year MBA degree course in Innovation, Entrepreneurship and Venture Development. He is an Advisor and Mentor for many industries and start-ups.

He is actively working with an NGO- Marathi Vidnyan Parishad (MVP) as a member of the Managing Committee and Standing Committee.

He is actively involved in working for another NGO- Garje Marathi Global (GMG, USA) as a Mentor, trainer for various cohorts and start-ups. He is listed in 'Who's Who' by American Biographical Institute (ABI). He is invited by various universities as an examiner for conducting Viva Voce exam of PhD and MTech students.

He has attended many international seminars and conferences and holds internationally published research papers in various research journals. Besides academic and professional rigor, he enjoys travel and tourism and engaging in social causes to create scientific temper in Bharat (INDIA).



Mr. Sidharth Shah

Sidharth Shah is a successful entrepreneur, Ted X Speaker, Best-Selling Author & International Success Coach. He is an Expert on Think & Grow Rich Principles. He has been an entrepreneur since last two decades and is known for the UICmate Success he has created for his clients.

He is the CEO & Founder of Think & Grow Rich Academy- India's Exclusive Licensee representing the Napoleon Hill FoundaCon, U.S.A.

He is a Ranker Chartered Accountant and a Gold Medallist in MBA. He has completed his Executive Education from Indian Institute of Management Ahmedabad (IIM-A).

Sidharth has impacted over 50,000 people across 250 + corporate organizations and over 2500 business owners.

He is a voracious reader, reading almost one book per week, and takes massive & consistent actions which is the key to his Super Success & Achievement.

Today, his company conducts programs and seminars delivered both offline and online all across the world. He is a Visiting Faculty at Ivy League Universities & is booked round the year for key-note speaking engagements.

Sidharth is on a mission to support you to achieve the ultimate success you desire so that you can truly start to think & grow rich.

Sidharth is an 'Action-Taker' and believes there is always a next level no matter who you are or where you come from. He is on a mission to support you to achieve the ultimate success you desire so that you can truly start to think & grow rich.



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ADDITIVES

- Antifoams (Mineral Oil / Organo Modified Siloxane / Polyether Siloxane)
- Antifriction additive
- Antiscratch Additive
- Anti Wear additive
- Castor Oil Oleate
- Dispersing Agent
- Extreme Pressure Additive
- Neutralizing Amine (AMP 95)
- Rheological Modifiers (Viscosity Builder)
- Surface Control Additive
- TBN booster / Overbased Calcium Sulphonate
- Wetting Agent (Organo Modified Siloxane / Gemini Surfactant)

AMINES

- Diethanolamine (DEA)
- Diethylenetriamine (DETA)
- Diphenyl Amine
- Ethylenediamine (EDA)
- Monoethanolamine (MEA)
- Triethanolamine (TEA) 99%
- Triethylenetetramine (TETA)
- Tetraethylenepentamine (TEPA)

ANTIOXIDANT

- Aminic
- Butylated Hydroxytoluene (BHT)

BIOCIDE

- BIT 20
- IPBC 30%
- CMIT-MIT
- Industrial Hygiene & Damaged Material (Quick Kill)
- Dry / Wet Film Preservative
- Methylene Bis Morpholine
- OIT45%
- Triazine 78.5%

CATIONIC REAGENT

- EcoFast Pure
- Quat 188 [N-(3-chloro-2-hydroxypropyl) trimethylammonium chloride]

CORROSION INHIBITOR

- Modified Fatty Acid Diethanolamide
- Modified Fatty Acid Monoethanolamide
- Phosphoric Acid Ester

COALESCENT AGENT

- Ucar Filmer IBT
- Ucar Filmer LV

FUNCTIONAL FINISH

- Water Repellent (Fluorocarbon Free)

ISOCYANATE

- Methylene Diphenyl Diisocyanate (MDI)
- Toluene Diisocyanate (TDI)

PIGMENT & FILLERS

- Barium Sulphate Precipitated
- Bayferrox / Bayoxide / Colortherm / IOX
- Carbon Black (ASTM & Specialty Black Pigment)
- Corax Series
- Inorganic Pigments
- Organic Pigments / Metallic & Fluorescent Pigments
- Printex Series / Colour Black (FW 200) / Special Black / Hi Black / Nerox / Lamp Black

POLYISOCYANATE

- Desmocap
- Desmodur L (Aromatic)
- Desmodur N/ BL (Aliphatic)
- Desmophen

SILANE

- Aminopropyltriethoxysilane
- Aminopropyltrimethoxysilane
- Glycidoxypropyltrimethoxysilane
- Methyl Trimethoxy Silane
- Vinyltrimethoxysilane

MONOMERS

- Allyl Methacrylate (AMA)
- 1,4 - Butanediol Dimethacrylate (1,4 - BDDMA)
- Behenyl Methacrylate
- Behenyl Polyethylene Glycol Methacrylate (BEPEGMA)
- Butyl Acrylate (BA)
- Cyclo Hexyl Methacrylate (CHMA)
- Dimethylaminoethyl Methacrylate (DMAEMA)
- Dimethylamino Propyl Methacrylamide (DMAPMA)
- 2-Ethyl Hexyl Acrylate (2 EHA)
- Ethylene Glycol Dimethacrylate (EGDMA)
- Ethylhexyl Methacrylate (EHMA)
- Hydroxypropyl Acrylate (HPA)
- Hydroxypropyl Methacrylate (HPMA)
- 2-Hydroxyethyl Acrylate (2-HEA)
- 2-Hydroxyethyl Methacrylate (2HEMA)
- Isobornyl Acrylate (IBOA)
- Isobornyl Methacrylate (IBOMA)
- Iso Butyl Methacrylate (IBMA)
- Glacial Acrylic Acid (GAA)
- Glacial Methacrylic Acid (GMAA)
- Lauryl Methacrylate (LMA)
- Methacrylamide (MAAmide)
- Methyl Methacrylate (MMA)
- Methyl Polyethylene Glycol Methacrylate (MPEGMA)
- N-Butyl Methacrylate (NBMA)
- Stearyl Polyethylene Glycol Methacrylate (SPEGMA)
- Tert. Butyl Acrylate (TBA)
- Tert. Butyl Methacrylate (TBMA)
- Trimethylolpropane Trimethacrylate (TMPTMA)
- Ureido Methacrylate

SOLVENTS & INTERMEDIATES

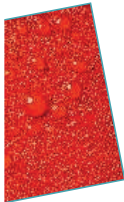
- Benzaldehyde
- Benzyl Alcohol
- Benzyl Benzoate
- Benzyl Acetate
- Benzyl Chloride
- Cinnamic Aldehyde
- Dipropylene Glycol (DPG)
- Fatty Acid
- Ethyl Acetate
- Glycol Ethers E-Series (Butyl Cellosolve, Butyl Carbitol, Butyl Cellosolve Acetate, Hexyl Cellosolve, Propyl Cellosolve)
- Glycol Ethers P-Series (PM, DPM, PMA, PNB, DPNP, PNP, PPH, EPH, DPMA, TPM, DPNP, TPNB, PE)
- Nipar S 10
- Polypropylene Glycol (PPG)
- Propylene Glycol (PG)
- Tripropylene Glycol (TPG)
- Trimethylolpropane (TMP)

SOFTNERS

- Antiozonate
- Antistatic
- Cationic Softner
- Hydrophilic Silicone Fluid

SURFACTANTS

- Alpha Olefin Sulfonates (AOS)
- Ethoxylates (NP/OP/TDA/LA)
- 2 Ethyl Hexyl Sulphate (2EHS)
- Phosphated Ester/ Specialty Emulsifiers
- Sodium Lauryl Sulfate (SLS)
- Sodium Lauryl Ether Sulphate (SLES)





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ABOUT US

Founded and incorporated in 1991 as a limited company, Heetu Chemicals & Alkalies Limited has evolved as one of the leading chemical distribution company in India. Over the last two decades the company has developed core strengths in chemical distribution.

OUR VISION



To become the foremost trusted Chemical Distribution Company in India, by ensuring the highest level of services, increasing the scope of our offering and optimizing the utilisation of resources. To provide our clients with the highest quality products.

HEETU CHEMICALS & ALKALIES LIMITED REPRESENTING



OUR STRATEGY

- Leading brands combining heritage and innovation with some of the most respected names in the industry
- Flexible and agile operating model
- Solution providers for our clients and developers for new products and value added services

WHY US ?

- **30+** years experience of working with **500+** client across industries in Indian and Global markets.
- Long Term sustained clients
- Successfully completed **5000+** installations by Heetu Group
- Provide tailor made solutions
- Key goal is client experience and satisfaction
- **ISO** Certified

WE OFFER

- Chloro Alkalies
- Aluminium Chlorides
- Chloro Methanes
- Biocides
- Silicone
- Solvents
- Amines
- Chloro Toluenes
- Glycol Ethers
- Phosphoric Acids
- Caustic Potash Group
- Hydrogen Peroxide Group
- Cement / Construction Chemicals
- Laundry Chemicals
- Specialty Chemicals
- Oil Field Chemicals
- Water Treatment Chemicals

**Our range of offerings is constantly expanding.*



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INDUSTRIAL WATER TREATMENT

- Raw Water
- Cooling Water
- Boiler Water
- Effluent / Waste Water Treatment
- Reverse Osmosis Chemicals
- Professional Water Technologies, USA
- Pre-cleaning and Passivation
- Pipeline / Equipment Preservation Chemicals



CHLORINE DIOXIDE & DOSING SYSTEMS

- Design, Engineering & Supply
- Manual, Semi & Fully Automated Dosing Systems
- Chemicals
- Operation and Maintenance

WATER TREATMENT PLANTS

- RO and UF Plants
- DM Plants
- Effluent Treatment Plants
- Zero Liquid Discharge Solutions



REFINERY PROCESS CHEMICALS

In JV with **Halliburton Co.**, USA, providing customized solutions on the process side of refinery operations

- Comprehensive Crude Unit Treatment
- Coker Furnace Anti-foulants and defoamer
- Demulsifiers and Corrosion Inhibitors
- FCCU Metals Passivators
- Finished Fuel Additives
- Metals Removals from Oil
- Nephthenic Acid Corrosion Control
- Slop Oil Minimization and Treatments



CABLE CRANE SYSTEMS

Authorized Representatives of **Ludischer Cablecrane systems GmbH**, Austria

- Alternative transport for concrete and equipment in impassable, critical and inaccessible terrain
- Carrying enormous load, suspended in mid air, with absolute precision to their final destination
- Placing of concrete while construction of Dams
- Transport solutions for power station and pipeline construction



CARBON BACKFILL CALCINED PETROLEUM COKE

In Alliance with **LORESCO**, USA

- Providing low resistivity Carbon Backfill material for deep bed anode systems in the field of cathodic protection

