

GROWTH PLANS

Omkar Speciality Chemicals moving ahead with capacity expansion plans at new site in Chiplun

Omkar Speciality Chemicals is making fast progress with its capacity expansion plans at its new site in Chiplun in Ratnagiri district, Maharashtra. The first phase of investment involving close to Rs. 16-crore is nearing completion at the site located at Lote-Parshuram MIDC area. This phase involves facilities to manufacture mainly 3-chloro propiophenone (capacity: 15-mt per month), methyl isobutyl acetate (MIBA – 15-20-mt per month) and meta-chloro aniline (20-mt per month). Company officials informed that the plant would be commissioned shortly and full scale production is expected to begin a month after the commissioning.

Omkar Speciality Chemicals' product portfolio comprises more than 90 products which include a mix of inorganic intermediates like derivatives of molybdenum, selenium, iodine, cobalt, bismuth and tungsten; organic intermediates like resolving agents and various other organo-inorganic intermediates like iodobenzene diacetate, Dess-Martin periodinane, vanadyl sulphate etc. The company makes these products at its four manufacturing units at Badlapur MIDC, near Mumbai. 3-Chloro propiophenone and meta-chloro aniline are already being produced at the Badlapur plant. Lack of space for further expansion at Badlapur was a key driver to base its new facilities in Chiplun, said company officials. In February 2011, the company had come out with an initial public offering (IPO) to raise around Rs. 80-crore to fund its ambitious expansion plans and its working capital requirements. Chiplun has been identified as the next expansion hub by the company.



Mr. Omkar P. Herlekar

Omkar Speciality has also recently announced its entry into the active pharmaceutical ingredient (API) business with the acquisition of Lasa Laboratory Pvt. Ltd. located at Mahad in Raigad district. Lasa Laboratory is an established player in the anthelmintic/veterinary API segment. Omkar Speciality is planning to invest around Rs. 15-crore in upgrading and expanding Lasa's capacities.

At the new Lote MIDC site being readied for commissioning, around 17 reactors with capacities ranging from 5 to 15 kilolitres have been set up. Provision for adding six more reactors has been provided to facilitate further expansion as and when necessary, officials said.

Banking on exports

The major chemicals to be manufactured at the plant – 3-chloro propiophenone, MIBA and meta-chloro aniline – find applications as pharma intermediates. Almost 30 per cent of 3-chloro propiophenone produced at

the site and around 10-20 per cent of MIBA will also be exported, while the entire quantity of meta-chloro aniline will be exported to countries in Europe and China, informed Mr. Omkar P. Herlekar, the company's Whole Time Director. He said that the novel processes developed by the company's R&D team ensure that the products can be priced very competitively and in most cases, the firm has virtually no competition in India. "We try to be in niche areas where the competition is minimal," he said. "We already have confirmed orders from our clients for all the new capacities that we are currently setting up," he added.

Close to this facility, yet another production site is being developed on 10 acres of land. The commissioning of this new plant is scheduled for December 2012. The plant will begin with manufacturing of 1,4-dioxane (capacity: 15-20-mt per day). The chemical is used for pharma and cosmetic ingredient.

The company is banking on the expansion at Chiplun to propel its turnover to Rs. 500-crore by 2015, from about Rs. 167-crore reported in the last financial year ended March 31, 2012. At present, exports constitute about 15% of the company's total sales. "We are aiming to raise this to 40%. We can achieve this as soon as the expanded capacities are ready. At present, we are limited by our existing capacities," Mr. Pravin S. Herlekar, CMD, Omkar Speciality had said in an earlier interaction with *Chemical Weekly*. For the FY-2011-12, the company had reported a whopping increase of over 120 per cent in exports to Rs. 26.08-crore from Rs. 11.48-crore in FY 2010-11.

CLEANER OPERATIONS

Ahmedabad based industries to invest Rs. 500-crore to control pollution

Encouraged by efforts to bring down air and water pollution in Vapi and Ankleshwar industrial belt, pollution control authorities and polluting industries have joined hands to replicate the plan in Ahmedabad at cost of more than Rs. 500-crore. The industries will contribute the major share towards building pollution control apparatus while Gujarat Pollution Control Board (GPCB) and Ahmedabad Municipal Corporation (AMC) will chip in funds and land required to set up the infrastructure. The mission involves upgradation of Common Effluent Treatment Plants (CETP) at Vatva, Naroda, Dani Limda and Narol, where most of the polluting in-

dustries are based and setting up an additional CETP at Dani Limda with an investment of Rs. 120-crore.

State environment regulator has already activated an online monitoring system to oversee the progress. A recent study by GPCB and Central Pollution Control Board at Vapi and Ankleshwar found significant drop in levels of air and water pollution post implementation of a Rs. 340-crore action plan. As part of the Rs. 500-crore plan for Ahmedabad, the Naroda industrial estate has already expedited pollution reduction exercise from June 5, the World Environment Day. It has invested Rs. 15-crore for creating

common environment infrastructure. Narol industrial area will see installation of Skada-based common pipeline, setting up of common environment infrastructure with an investment of Rs. 130-crore and installation of a CETP with an investment of Rs. 100-crore. Dani Limda in Ahmedabad is also amongst the areas where pollution control measures have been planned. Ahmedabad Municipal Corporation and Dani Limda Dyeing and Textile Processing Unit will invest Rs. 120-crore for a CETP. Industries in Vatva will invest Rs. 37-crore, while those in Narol, Naroda and Odhav will pump in Rs. 29-crore, Rs. 37-crore and Rs. 37-crore, respectively.

NEW APPOINTMENT

Dorf Ketal names Daniel NG as President-Asia Pacific

Dorf Ketal Chemicals, a leading manufacturer of speciality chemicals used in refining and petrochemical industries, has appointed Mr. Daniel NG as President-Asia Pacific. A veteran in the speciality chemicals industry with over 35 years of experience, Mr. Daniel joins Dorf Ketal from Nalco Chemicals (Singapore, UK, Indonesia and China), Uniglobal Corporation and Silliker Group (USA) etc.



Dorf Ketal manufactures process chemicals and additives for the oil-

field industry, refineries, petrochemical plants, and manufacturers of fuels

and plastics additives. In less than 15 years, the company has emerged as India's largest manufacturer of these products. Dorf Ketal has grown rapidly through acquisitions, beginning with the UOP's chemicals & plastic additive division, Exxon Mobil's lubricant additive business, Intec and Tyzor titanate brands. Last year, the company acquired the patents, trademarks and related intellectual property for Vertec polyester catalysts and Snapcure polyurethane catalysts.

Govt. plans to roll out 3,000-MW solar power projects

The Government is working on a plan to roll out 3,000-MW of grid connected solar power projects in phase 2 of the Jawaharlal Nehru National Solar Mission. "The Government also has plans to set up four solar thermal power projects through the Solar Energy Corporation of

India," Mr. Tarun Kapoor, Joint Secretary, Ministry of New and Renewable Energy (MNRE), said in a statement. He said that the Government will also work on 6,000-MW projects through solar-specific renewable purchase obligation (RPO) scheme, and added that

the renewable energy certificate (REC) scheme is expected to "catch on from next year". Mr. Kapoor was speaking at a conference 'Destination India: Investment opportunities for solar energy' organised by FICCI during Intersolar Europe 2012 conference in Germany.

GAINING MARKET SHARE

Huntsman Textile Effects reports strong sales growth in current year

Leading global textile chemicals and dyes maker, Huntsman Textile Effects (TE), has gained significant market share in India in the current calendar year following a challenging 2011. According to Mr. Rohit Aggarwal, Vice-President-Global Strategy & Marketing, Huntsman TE, there was “limited to no growth” in 2011, but in the last six months Huntsman TE had managed to clock “double digit growth rates” in sales in South Asian countries like India, Pakistan, Bangladesh and Sri Lanka. He was speaking at a press briefing organised alongside the company’s Asia Pacific Customer Conference in Mumbai recently. He did not disclose any India-specific sales figures.

The Singapore-based textile effects division of Huntsman manufactures a broad range of chemical and dye products that enhance the performance properties and colours of finished textiles and materials. It has manufacturing facilities in China, Germany, India, Indonesia, Mexico, Thailand and Switzerland. The business had moved its headquarters to Singapore some two years ago in recognition of the growth and importance of India and Asia Pacific as a future global textile hub.

Speaking at the event, Mr. Paul Hulme, Global President of Huntsman TE, informed that Asia now accounted



Mr. Paul Hulme, Global President of Huntsman TE (left) with Mr. Rohit Aggarwal, Vice-President-Global Strategy & Marketing, Huntsman TE

for around 55% of the total global sales revenue of the textile effects division. Mr. Aggarwal added that South Asia contributed almost 40 per cent of this figure. Huntsman TE had reported global revenue of \$700-mn for the year 2011.

Mr. Hulme informed that the Huntsman group had made investments totalling around \$100-mn in India over the last few years. This included new corporate office of textile effects business coming up in Mumbai.

Banking on innovation

He pointed out that in 2011 the textile industry was impacted by various factors like dipping customer confidence, currency volatility, cotton price volatility and growing environmental

pressure from regulatory authorities. This led to increased operating costs and lower margins across the value chain. Huntsman TE responded by creating innovative solutions, products and technologies with intelligent effects such as built in freshness, sun protection or state-of-the-art dyes to reduce water and energy consumption customers. It focussed on dedicated market expertise and technology that responded swiftly to fast changing market needs, observed Mr. Hulme.

“Given that textile processing is the world’s second most water intensive industry, it is imperative that we work together at all stages of the manufacturing chain to develop and adopt innovative technologies that offer real solutions – not just in terms of environmental impact but also in cost savings as water and energy become more expensive. Huntsman TE believes that innovative technology is the key to offering better service, driving environmental sustainability and making a real global difference,” he said.

Apart from the textile effects business, the US-based \$11-bn (2011) Huntsman Corporation has business interests in polyurethanes, performance products, advanced materials and pigments. In India, the total Huntsman group sales in 2011 were \$356-mn.

EFFLUENT TREATMENT

VA Tech Wabag gets major contract from Reliance Industries

VA Tech Wabag has bagged a Rs. 270-crore contract from Reliance Industries Ltd. (RIL) to set up industrial

effluent treatment plant with recycling facilities at Dahej and Hazira. Reliance chose VA Tech Wabag for con-

structing the 32.4-million-litre a day effluent treatment plant with recycle facility for their proposed purified

terephthalic acid (PTA) and polyethylene terephthalate (PET) Dahej manufacturing plant and tertiary treatment plant for its Hazira complex for an order value aggregating to Rs. 270-crore. The proposed facility will be

the first large-scale recycle plant for PTA wastewater in India. The effluent treatment and recycle facility at Dahej is expected to be executed within a period of 21 months, a company release said.

The order from the petrochemical giant makes Wabag a significant player in water recycling in oil, gas and petrochemical sector. The company had executed the effluent treatment plant for Reliance's Jamnagar refinery in 1999.

MAJOR MILESTONE

Waters India celebrates silver jubilee

Analytical science company, Waters India, is celebrating the silver jubilee anniversary of its operations in India. He fully owned subsidiary of Waters Corporation of the USA, was first analytical science company to incorporate in India.

“What attracted us 25 years ago to India is the same thing that motivates us today; we continue to welcome the opportunity to work with and contribute to one of the most exciting economies in the world,” said Mr. Art Caputo, President of the Waters Division. “We at Waters believe in the science of what's possible – the idea that there is no challenge that science can't help us solve. That belief is realised here in India where we have witnessed the impact science has made on India and its global leadership in pharmaceutical and life sciences as well as food production,” he added.

The company said that it has partnered pharmaceutical companies, contract research organisations and government agencies with the goal of expanding research capabilities, in-



(From L to R) Mr. K. V. Venugopalan, President, Waters India Pvt. Ltd.; Mr. Art Caputo, President – Waters Division; Mr. Rohit Khanna Vice President – Worldwide Marketing; Mr. Mike Harrington, Vice President – European & Asia Pacific Operations

creasing laboratory efficiency, and navigating complex regulatory compliance requirements worldwide.

Mr. Caputo said that the market potential in India is high. “Although cus-

tomers here are price-conscious, they always see value in our products and are quality-oriented,” he said. Waters India is currently expanding its headquarters in Bangalore with improved laboratories and upgraded training facilities.

PROFESSIONAL DEVELOPMENT

Training course on analytical instrumentation at Mumbai college

The Dr. P. S. Ramanathan Advanced Instrumentation Centre (PSRAIC) at Ramnarain Ruia College, Mumbai, has announced the commencement of the 13th 'hands-on' training certificate course in analytical instrumentation

from 25 June 2012. The workshop on spectroscopic and chromatographic techniques of analysis will be useful for students pursuing S.Y.B.Sc., T.Y.B.Sc, M.Sc., Ph.D in chemistry, life-sciences, botany, zoology, biochemistry, micro-

biology, bioanalytical sciences, herbal sciences as also industry personnel. For further details, contact: Dr. P.A. Sathe (+91-9757410112), Ms. Nithya Arun Kumar (+91 9920392551), Email: psraic 2011@gmail.com

PLANT SAFETY

Honeywell forms new group to address industrial cyber threats

Technology solutions provider Honeywell of US has formed a new Industrial IT Solutions group. This group, part of Honeywell Process Solutions, will help industries in the manufacturing and processing space to protect themselves against cyber threats. The integration of a manufacturer's assets to Enterprise Resource Planning (ERP) has, in recent years, exposed the manufacturing sector to a variety of electronic threats. In 2010, for instance, a new computer worm termed 'Stuxnet' was unleashed. The worm was designed to attack a specific industrial control system, exposing the vulnerability of industrial control systems to cyber attacks.

The Industrial IT Solutions group will specialise in the design, performance assessment and protection of networks used in the process indus-



try, including wireless instrument and SCADA platforms. Its offerings will provide a comprehensive range of vendor-neutral technology and services required to assess, remediate, maintain and manage plant automation network performance, vulnerabilities and cyber security measures.

The group will focus on assessing a plant's control systems against

industry best practices as well as regulatory requirements and offer remedies for issues identified in the assessment phase. It will also manage the plant's industrial IT investment with training and support services, besides monitoring the performance and security of the plant solutions.

Vigilance

"Automation network security and performance has become a critical component of plant safety in process industries," said Mr. Jon Lippin, Vice-President and General Manager, Honeywell Lifecycle Solutions and Services for Honeywell Process Solutions. "As control networks continue to expand and integrate to business systems, the risks and complexity of cyber vulnerabilities must be addressed with the same vigilance as process safety risk assessments," he added.

EVENT ANNOUNCEMENT

Chennai to host investor's conference on LNG projects in July

Chennai based Chemical Industries Association (CIA) is organising an investor's conference on liquefied natural gas (LNG) and LNG-based projects at Chennai on July 20, 2012.

In the wake of three new LNG terminals proposed to be set up in Tamil Nadu, the CIA had organised a consultative meeting in May to discuss appropriate strategies for utilisation of LNG in optimal manner. The meeting was attended by representatives from

industry and academia. It was decided at the meeting that it would be necessary to organise an investor's conference to highlight the investment opportunities and chalk out appropriate strategies.

The conference will seek to focus national attention on the proposed LNG terminals in Tamil Nadu and discuss the appropriate investment plans for downstream projects based on LNG and LNG-based power projects. The conference is expected to

be attended by senior executives from chemical and allied industries, power projects as well as corporate planners and investors. Senior executives and research personnel will present papers at the event.

For more details, contact Mr. N. S. Venkataraman, Secretary, Chemical Industries Association, & Director, Nandini Consultancy Centre, Tel: 044-24461346/24916037, E-mail: nsvenkat-chennai@gmail.com.