



Merchants' Chamber of Commerce & Industry

# MCCI DESTINATION HALDIA FORUM 2018

Spearheading Sustainable  
& Inclusive Growth



Friday, 25 May 2018 • at Satish Samanta Trade Centre Auditorium, Haldia





## MCCI Destination Haldia Forum 2018

"Spearheading Sustainable & Inclusive Growth"

■ A Report

The Chamber organized MCCI Destination Haldia Forum 2018 on 25th May 2018 at Satish Samanta Trade Centre Auditorium, Haldia, starting from 11.30 AM. This Forum was a part of the Outreach programmes of the Chamber, with a mission to reach out to Tier II & Tier III towns in the districts of the state.

The objective of the Forum was to deliberate with all relevant stakeholders

together, on the prospects and challenges of Haldia as a major industrial and petrochemical hub in the eastern region, with significant investments in the downstream industries, generating huge employment opportunities in the state.

The Forum was addressed by **Shri Suwendu Adhikari**, Hon'ble Minister for Transport, Govt. of West Bengal & Chairman, Haldia Development Authority as the Chief Guest.



Shri Suwendu Adhikari, Hon'ble Minister for Transport, Govt. of West Bengal & Chairman, Haldia Development Authority lighting the Inaugural Lamp amidst applause from [from L to R] Shri C K Tiwari, Executive Director, Indian Oil Corporation, Haldia Refinery; Shri Vishal Jhajharia, Senior Vice President, MCCI; Shri G Senthilvel, Deputy Chairman, Haldia Dock Complex and Shri V Solomon Nesakumar, IPS, Superintendent of Police, Purba Medinipur.

## The sessions of the Forum were :

- Inaugural Session : **“Spearheading Sustainable & Inclusive Growth”**
- Session II : **“Growth Churners for Haldia : Oil, Petrochemicals, Downstream Industries & MSMEs”**

- Session III : **“Smart City of Haldia : Education, Health & Services Sector”**

The Chamber organized the 1st Seminar titled “Destination Haldia : The Road Ahead” on Friday, 28 April 2017 at Hotel Golden Retreat, Haldia, which was a runaway success.

## “Spearheading Sustainable & Inclusive Growth”

### Inaugural Session

#### Session Focus :

■ A symbol of industrial resurgence in West Bengal, Haldia has emerged as an important industrial and petrochemical hub in the eastern region, with significant investments in the downstream industries, generating huge employment

opportunities in the state.

■ The Chamber feels that Kolkata centric model of development needs to be dispensed with and the policies and programmes should be percolated at the ground level in Tier-II and Tier-III towns, which will act as the catalytic agents of development for the State.



Shri Vishal Jhajharia, Senior Vice President delivering the Welcome Address. Seated from L to R : Shri Souvik Banerjee, DG MCCI; Shri V Solomon Nesakumar, IPS, Superintendent of Police, Purba Medinipur; Shri C K Tiwari, Executive Director, Indian Oil Corporation, Haldia Refinery; Shri Suwendu Adhikari, Hon'ble Minister for Transport, Govt. of West Bengal & Chairman, Haldia Development Authority; Shri G Senthilvel, Deputy Chairman, Haldia Dock Complex and Shri Lavesh Poddar, Chairman, Standing Committee on Infrastructure & Logistics, MCCI.



## The Inaugural Session was addressed by the following speakers :

- **Shri Suvendu Adhikari**, Hon'ble Minister for Transport, Govt. of West Bengal & Chairman, Haldia Development Authority as the Chief Guest
- **Shri G Senthilvel**, Deputy Chairman, Haldia Dock Complex
- **Shri C K Tiwari**, Executive Director, Indian Oil Corporation, Haldia Refinery
- **Shri V Solomon Nesakumar**, IPS, Superintendent of Police, Purba Medinipur

### Shri Suvendu Adhikari

Addressing the Forum Shri Suvendu Adhikari spoke about the growth potential of Haldia, in which more than Rs 50,000 cr. had already been invested by the private investors.

He referred to the industry friendly atmosphere in Haldia where strikes were not allowed. He mentioned about increasing



use of industrial safety measures, including helmets. He also spoke about the recent initiatives in Haldia, like setting up of a Central Bus Terminus, a Rs. 4 cr. project and a 50-bed trauma care centre.

The Hon'ble Minister expressed concern that Haldia Dock Complex had been





The Hon'ble Minister sharing a lighter moment with the Senior Vice President

earning profits, which was being taken out of this area to be given to Kolkata Port Trust. He felt that Haldia Dock Complex, the profit earning entity, should be separated from Kolkata Port Trust and given a separate identity in the name of Haldia Port Trust.

Shri Adhikari mentioned about further development of Haldia, including availability of land of about 600 acres. He referred to 200 acres of land allotted to IOCL, Haldia. HDA had received 8 new proposals from different organizations including IOCL and East India Packaging Pvt. Ltd.

## Shri G Senthilvel



Shri G Senthilvel referred to the huge roles played by Haldia Development Authority (HDA), Indian Oil Corporation (IOC) & Haldia Dock Complex (HDC), virtually making it one single family. In case of problems, HDA, IOC and HDC would sit together and sort out problems.

The Dy Chairman, said that due to huge modernization programmes at HDC, there had been a significant growth in total volume and value. HDC had experienced a growth of 18.62% in total volume last year.

He said that Haldia Dock had been aiming big to increase the volume to 50 million tonnes (mt). Last year it was 34 mt while this year it would be around 40.5 mt. 14 jetties were operational in HDC, as also the Floating Jetty, which was commissioned in March 2018. This would enhance the capacity by another 3–5 mt. Liquid Terminal would be commissioned soon, which would increase the capacity by another 2 mt. He also referred to the night movement in the Oil Jetty.

## Shri C K Tiwari



Shri C K Tiwari observed that in this huge growth story of Haldia, the need of the hour would be to join hands together involving the districts, for further development.

He said that tremendous opportunities existed in Haldia and complimented MCCI for bringing in industry, Government and administration on a common forum and for providing a platform to all stakeholders.

He mentioned about IOC initiatives in various areas including partnering with the local authorities on domestic waste management; creation and development of a common greenbelt, land could be



taken from HDA or HDC; Skill Development programmes for imparting training and others. On supply of BS by 2020, he said that the Phase I had been completed.

He mentioned that IOC was ready for departure from routine schedule to take up new ventures.

## Shri V Solomon Nesakumar



Shri Solomon Nesakumar observed that Haldia and its outskirts had always been a safe and crimeless area with adequate security arrangements, with no industrial dispute, no loss of mandays and no lawlessness.

He spoke about adequate availability of land, electricity, water, skilled manpower, excellent connectivity with roads & railways, active banking system for having industry & business here. He also referred to Haldia Dock being the 5th largest port in the country, with a huge hinterland to cater to.

Regarding to the development of twin cities of Kolkata & Haldia, he requested MCCI to contribute meaningfully towards this concept.

Earlier, in his Welcome Address, **Shri Vishal Jhajharia**, Senior Vice President of the Chamber said that the Chamber strongly felt that the development activities should be percolated to the ground-level in Tier-II and Tier- III towns, which would act as catalytic agents for holistic growth in the State. Striving towards a sustainable and inclusive growth, the Chamber had spread its wings towards interactions at the ground-level in the districts with local Chambers of Commerce, local administration, local business community and entrepreneurs.

The Inaugural Session ended with a hearty Vote of Thanks by **Shri Lavesh Poddar**, Chairman, Standing Committee on Infrastructure & Logistics, MCCI.



## "Growth Churners for Haldia : Oil, Petrochemicals, Downstream Industries & MSMEs "

### Session II :

#### Session Focus :

- Industrial activities based on chemicals, petrochemicals and downstream industries have been growth churners towards development of Haldia.
- With about 400 industrial units, Haldia has an estimated investment of over Rs. 112 billion and currently provides direct employment to about 12,000 persons

and indirect employment to over 50,000 persons.

- Growth story of Haldia has seen development of a huge number of MSME units along different industry verticals.
- Haldia is in the process of being transformed into the most coveted industrial destination in eastern India, and also the "gateway to south-east Asia."



from L to R : Shri Ananda Gopal Maity, President, Confederation of Purba & Paschim Medinipur District Chamber of Commerce & Industries; Shri Chandan Sengupta, Senior Vice President & Head – Marketing & Commodity Business, Haldia Petrochemicals Ltd; Shri C K Tiwari, Executive Director, Indian Oil Corporation, Haldia Refinery – Session Chair addressing the Session; Shri N N Mishra, Vice President & Deputy Plant Head, IVL Dhunseri Petrochem Industries Pvt. Ltd.

#### Speakers :

- **Shri C K Tiwari**, Executive Director, Indian Oil Corporation, Haldia Refinery – as Session Chair
- **Shri Chandan Sengupta**, Senior Vice President & Head–Marketing & Commodity Business, Haldia Petrochemicals Ltd.

- **Shri N N Mishra**, Vice President & Deputy Plant Head, IVL Dhunseri Petrochem Industries Pvt. Ltd.
- **Shri Ananda Gopal Maity**, President, Confederation of Purba & Paschim Medinipur District Chamber of Commerce & Industries;



## Shri C K Tiwari



Shri C K Tiwari said that 4th in the chain of 10 operating Refineries of IndianOil, Haldia Refinery is one of the two refineries of IndianOil Group Companies producing Lube Oil Base Stocks (LOBS). The Foundation Stone was laid by Late Prof. Triguna Sen, Hon'ble Petroleum Minister in Dec 1969, the Refinery was commissioned in January 1975

Refining capacity of the Refinery had increased from 2.5 to 7.5 MMTPA in phases from 1975 to 2010 and last revamp done in Jan 2010. In 2017, the FPU (LOBS Feed Preparation Unit) produced 650 TMTA.

This Fuel & Lube refinery has 7.5 MMTPA crude capacity having an approx. 600 Acres area and its own township and Hospital at 8 km distance with 24 X7 OHC facility

On new technologies, he referred to INDMAX : a breakthrough in Technology for Indane gas for high LPG yield and premium quality gasoline.

The ED, IOC Haldia spoke about the excellent relationship with nearby people and state government and a safe working environment with 2063 fire free Days (as on date).

On environment protection, he referred to Indane NANOCUT : an innovation for a high therm Indane cutting gas. He also mentioned

about monitored & controlled emissions and adoption of modern technologies for waste water management.

## Shri Chandan Sengupta



Present in all major sectors of economy like agriculture, food preservation & packaging, pharmaceuticals, infrastructure, textiles, automobiles, appliances, & household items, the Petrochemical industry had been an indicator of economic development & growth of a country, and a major engine for employment generation providing direct employment to over 2 million persons, Shri Chandan Sengupta observed. The downstream chemicals, polymer and textiles downstream processing units also served as major contributors of entrepreneurship & employment, he noted.

Consumption of Plastics in the Eastern region had been about 10% of the all India figure although more than 25% of the Indian population resides in the Eastern states, he mentioned.

He spoke about significant Growth opportunities in the Eastern States as the East is growing at a higher rate in terms of GSDP and Per Capita Income. He also mentioned about significant end-product inflow into West Bengal & the East to cater to existing demand

He pointed out that plastics had a huge role in agriculture, as West Bengal had been a major agrarian state. He said that adoption of Plasticulture would address the



problems of irrigation piping, Pond & canal lining, drip irrigation, sprinklers, mulch film, nursery bags, green Houses / Shade houses, crop protection nets, leno bags and crates & bins for storage & transportation.

On the role of plastics in other sectors, he said that sand filled HDPE bags would be a low cost solution to prevent river bank erosion.

He informed that Haldia Petrochemicals had been the Biggest petrochemical unit in East India, being the largest manufacturer of High-density polyethylene (HDPE) in India and the largest exporter of HDPE Exporter from India. With a capacity of 1.5 million MTA polymers & chemicals, a 3000+ domestic customer base and spread over an area of around 1350 acre, the manufacturing unit at Haldia, had a Turnover of Rs. 12,000 Cr. in FY `17 and had exported to 63+ countries, he added.

On HPL Downstream Opportunities for MSMEs, he spoke of Plasticulture : Shade net, Green House film; Infrastructure : PE pipe, Geotextile; Packaging: Flexible, BOPP; Retail : Household item, Crate & Transportation : Tarpaulin, Ropes

## Shri N N Mishra



Shri N N Mishra mentioned that the 4,80,000 TPA bottle grade PET resin plant of IVL Dhunseri had been one of the largest in

the world with state of the art technology.

Referring to the PET Global scenario, he said that the total consumption of PET had registered a rise of 8% from 2012 to 2016, the corresponding figure for Asia was 11%.

In India, the consumption of PET had a CAGR growth of 35% in 2010 the highest in the decade, which fell to 9% in 2015, the projection being 9% growth in 2020.

Regarding market segment for PET in India, non-food items accounted for 37%, while water/ hotfill/ other drinks accounted for 30%, CSD for 22%, food items 10% and Sheet 1%. The global figures : non-food items 4%, Food 8%, Water/Hotfill/ others 41%, CSD 38% and Sheet 9%.

He mentioned that PET had been safe for consumer packaging as per FDA, EU, and other global specification including BIS and had been one of the most recycled product yielding high recycling value, 100 % recycled to different applications. PET recycle had been extensively used in textiles. The washed flakes are melted and spun into fibres of various grades, and used to make PET sheets, monofilament, strap etc.

## Shri Ananda Gopal Maity



Shri Ananda Gopal Maity spoke about the immense potential of the MSME sector in and around Haldia, as also in the adjoining areas of Purba & Paschim Medinipur.

He observed that in addition to being an industrial hub, Haldia had become an educational and health hub with good educational institutes and medicare institutes, supplying trained and skilled manpower to the industries, including the MSME sector.

He pointed out that the micro & small units in the district were generally confined to either trading units or very small firms, which

needed to change. He spoke about providing a sense of direction to these units for setting up manufacturing units and stressed on the need to connect with them for more awareness programmes.

He complimented MCCI for organizing such a Seminar and requested for more interactive sessions.

## “Smart City of Haldia : Education, Health & Services Sector”

### Session III :

#### Session Focus :

■ Haldia was declared as a Smart City by the Department of Urban Development, Government of India to drive economic growth and improve the quality of life of people by enabling local development and harnessing technology as a means to

create smart outcomes for citizens.

■ There are good educational institutions in Haldia covering the fields of engineering, law and plastics maritime studies, as also state-of-the-art hospitals & medical care units catering to myriad needs.



from L to R : Dr. Gouri Shankar Keshari, Professor, ICare Institute of Medical Sciences & Research and Dr. B C Roy Hospital, Haldia; Shri Lavesb Poddar, Chairman, Standing Committee on Infrastructure & Logistics, MCCI – as Moderator; Prof. M N Bandyopadhyay, Director, Haldia Institute of Technology & Shri Udayan Mukherjee, Director & Head, Central Institute of Plastics Engineering & Technology (CIPET), Haldia.



## Speakers :

- **Shri Lavesh Poddar**, Chairman, Standing Committee on Infrastructure & Logistics, MCCI – as Moderator
- **Prof. M N Bandyopadhyay**, Director, Haldia Institute of Technology

• **Shri Udayan Mukherjee**, Director & Head, Central Institute of Plastics Engineering & Technology (CIPET), Haldia

• **Dr. Gouri Shankar Keshari**, Professor, ICare Institute of Medical Sciences & Research and Dr. B C Roy Hospital, Haldia

## Prof. M N Bandyopadhyay



Prof. M N Bandyopadhyay observed that a smart city should be based on the right mindset of the people with an intention of knowledge updation and sharing of the same.

He felt that Education had a huge role in developing the right mindset and creating the right ambience for a smart city.

Referring to smart education to adopt the new, he said that the objective of an educational institute would be to create people capable of doing new things, not only to replicate the old ones.

He was of the opinion that industry and institute should join hands towards creation of this smart education, required for a smart city.

## Shri Udayan Mukherjee



Shri Udayan Mukherjee spoke about the role of CIPET in plastic industry towards creation of the smart city of Haldia.

Keeping in view the rapid growth of Plastics & its Allied Industries in and around Haldia, and the ever increasing need of trained and skilled manpower, CIPET had been conducting various long term and short term courses at Haldia.

CIPET had contributed to the human resource development of Haldia through its Skill Development & Job Oriented Training programmes on Plastics, Diploma courses in Plastic Technology, and thereby by rendering services to the small and medium scale plastic industries, Shri Mukherjee noted.

## Dr. Gouri Shankar Keshari



Stressing on the need to have a sound healthy system in a smart city, Dr. Gouri Shankar Keshari felt that cleanliness was of utmost importance in Haldia. He observed that open defecation had been under control in the city, like most part of the country. He felt that smoke and dust should be controlled to make the city green.

Speaking on the primary responsibility of the doctors for providing medicare, he felt that prevention of diseases was more important than medical treatment. He said that 2 batches totaling 90 students come out as doctors each year from Icare Medical Institute. In the coming years, more & more doctors would be created to cater to the health needs of the smart city.

He requested the industrial fraternity of Haldia to enhance their CSR activities towards further development of the hospitals.

## Key Take Aways from MCCI Destination Haldia Forum 2018 :

- Haldia calls for more investment : More than Rs 50,000 crores have so far been invested in the industrial and port town of Haldia during the past few years by the industrialists and private investors. Haldia is ready for further investments for its all round growth.
- The petrochemical and the downstream industries are keen to move into the next level of development by offering a wide variety of options to the entrepreneurs & investors.
- Haldia has an excellent industry-friendly atmosphere with infrastructural facilities like availability of land, electricity, water from 3 rivers close by, skilled manpower, good connectivity with roads & railways, active banking system and other resources. A peaceful area with full security for installations/ pipelines for industries, there has been no oil theft, no loss of mandays, no strikes and no lawlessness, providing good Return on Investment (ROI) for the prospective investors.
- In addition to being a port city and a petrochemical hub, the region is keen to create investment opportunities in the emerging sectors like Education, Healthcare, Small Manufacturing, Real Estate as also in beautification and other CSR projects to keep the township green and clean.

The Chamber intends to organize the forum every year to enhance the potential of the region as an industrial and economic hub.

*Report written & compiled by **Smt. Munmun Banerjee**, Assistant Director General, MCCI*



পরাশরীয়া ব্রহ্মদেশে ইতিমধ্যে ১১৯  
একর জমি সেওয়া হয়েছে বিভিন্ন শিল্প  
সংস্থাকে। নিম্নলিখিত ১০ একর একর  
স্বায়ত্ত্বাধীন। বিনিয়োগের প্রকল্পে ৪০০  
কোটি টাকা তা ছাড়া আরও আটটি  
সংস্থাকে জমি সেওয়া হয়েছে। তারা  
তখন বিনিয়োগ করছে হলদিয়ায়।  
মাইওসি পাইপ লাইন ভিত্তিশন ও নতুন  
জমি নিয়েছে। হলদিয়ার এগিয়ে চলার  
কক্ষে হলদিয়া বন্দরের বড় ভূমিকা  
য়েছে। আন্তর্জাতিক বাজার কেন্দ্র  
হিসেবে হলদিয়া বন্দর পূর্ব ভারতের  
ট্রাফিক লাইন। সেই হলদিয়া বন্দরের  
সহায়তা নিয়েই বিভিন্ন বিনিয়োগের

পরামর্শ দিয়েছেন পরিবা  
রিক ও জানিয়েছেন, বর্তম  
আরও প্রকল্পে হলদিয়া  
সেন্ট্রাল বাসস্ট্যান্ডটির ও  
চার কোটি খরচ করা হচ্ছে  
বাস্তব পরিবহণের জটিল  
উন্নয়ন পর্যন্ত দু'কোটির  
করছে। হলদিয়া শিল্পের  
উন্নয়ন পর্যন্ত এবং হাল্  
সর্বসেবাভাবে সরবরাগিত  
বসে জানান শুভেচ্ছা। এদিকে  
সভায় হাজির ছিলে  
রিফাইনারির এক্সিকিউটি





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