

# CHEMICAL INDUSTRY OUTLOOK 2021

Exploring New Horizons of Growth

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DR. MICHAEL JACOB **HEAD OF PROCESS ENGINEERING** GLATT INGENIEURTECHNIK GMBH. WEIMAR

# **FASTER TO** MARKET

Thanks to its technology and process-oriented innovation competence, Glatt is the "one-stop-shop" as the development partner for research institutions and industry

> ndia is no longer an Asian country in the background noise of the world news. It is at the forefront of achievements in the land, water, health, space, and digital segments.

In an environment of global uncertainties, on account of the current pandemic, the way India responded to the crisis and became a major supplier of drugs,

medical devices and now vaccines show how Indian professionals coupled with the government's effective policy measures have ushered the country towards new horizons. It is not surprising that the Indian economy is expected to record lead to near-term and longdouble-digit growth in the next fiscal.

And there is no denying that the chemical industry is going to play a major part in its success story.

Chemical Industry provides the building blocks and raw materials for many industries including dyestuff, textiles, paper, detergent, agrochemicals, and fine/speciality chemicals. With a diversified manufacturing base and a pool of skilled personnel, India is poised to become a consistent value creator, a contract manufacturing hub and an R&D centre for existing and novel technologies.

Global companies seeking to de-risk their supply chain could further lead to near-term and long-term opportunities for chemical companies in India. But for the Indian chemical industry to fulfil its potential, the companies need to benchmark themselves to international quality, safety and sustainability standards.

#### Glatt - Your partner for challenging reauirements

We at Glatt keep our finger on the pulse of the market and seek partnerships in research-intensive future projects. Which properties of raw materials need to be optimized to work for one specific application? How can this quality be achieved and economically adjusted on an industrial scale? How do we bring new ideas faster from the laboratory to the industrial scale? These are the questions that drive Glatt in their technology centres every day. We support the customers from start-up to scale-up.

#### **One-Stop-Shop with innovation compe**tence

Thanks to its technology and processoriented innovation competence, Glatt is the "one-stop-shop" as the development partner for research institutions and industry. Established in 1991, Glatt's Technology Center in Weimar is the hub for particle design.

Process experts at Glatt are always one step ahead when it comes to the processing of powdery substances into attractive, dust-free, easy dosing and easily soluble granules and agglomerates for

Global

companies

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chemical companies

in India

food, feed, fine chemicals and pharmaceutical applications.

> Fast track from laboratory to production scale

In this journey towards excellence, Indian companies will need partners to bring advanced manufacturing processes, the gold standards of research and

technology to their industry and the key term here is "Scalability". What works in the laboratory should be ready for use as early as possible, brought to scale and tested under real conditions.

Among numerous Glatt success stories of "Lab to Market Ready" processes, one such is for the recovery of valuable phosphorus from sewage sludge ash to produce new plant-available fertilizer



granules. The process became industrial in a short time to be brought to the market. That was possible by a smart combination of process steps that have been correspondingly tested and optimized. So far unique. quality requires broad knowledge across the entire process chain.

With the help of feasibility studies, pre-engineering phase and out-of-thebox thinking we aim to get the basics right, from the start, which ends up sav-

### "In India, Glatt has established comprehensive engineering expertise at Delhi and the worldclass manufacturing capabilities at Pune"

## Thinking out-of-the-box for the entire production

But innovations require more than just the mastery of technology to develop tailor-made particles. It is the upstream and downstream process that create a functioning model: these concepts are critical, and we discuss them openly with our customers. The influence of every step to achieve the desired product ing a lot of time later. The integration of upstream and downstream procedure and interaction with Glatt technology, whether fluid bed, spouted bed or powder synthesis, is of particular importance.

#### **Customised and modular concepts**

Drawing on its extensive experience in the process development field, engineering specialist Glatt helps manufacturers take advantage of the cost savings arising from modular plant design. By using proven planning modules and making use of solutions used in similar reference projects, it is possible to shorten the planning phase. Glatt offers a growing number of modular solutions, that can be pre-installed and pre-assembled to save customers an enormous amount of time and money.

#### **Global thinking - local implementation**

In India, Glatt has established comprehensive engineering expertise at Delhi and the world-class manufacturing capabilities at Pune. The Indo-German partnership has already resulted in successful projects in the fields of fine chemicals, agro-chemicals and detergent components to produce quality products.

"Creating the future will be a joint effort."

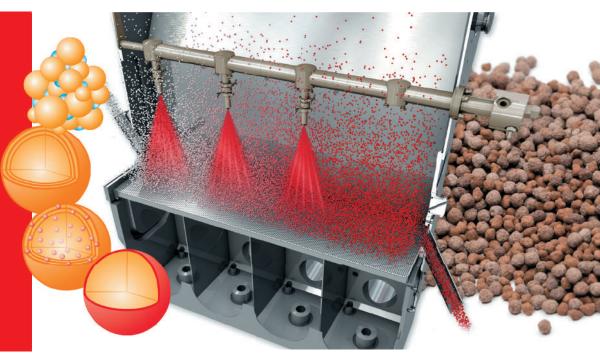
The balancing act of product and process development, from laboratory scale to large-scale production requires experimental sensitivity, material knowhow and procedural expertise. We are highly motivated to think outside the box and work in tandem with the customers, to deliver innovative concepts.

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PROCESS TECHNOLOGY meets PROCESS & PLANT ENGINEERING

Check out the Innovative Fluid Bed and Spouted Bed Technologies for Granules and Pellets



# **Enhancing Granules out of Powders and Liquids**

#### **Better Application and Handling for Your Products**

- » Fertilizers, pesticides, industrial salts, detergent components, cleaning agents and many more.
- » Solutions due to your needs: Customized processes. Minimal risk. Maximum flexibility.

#### **Particle Engineering for Speciality Chemicals**

- » From the product idea to industrial production from one source.
- » Technology transfer, process and plant design and factory engineering for functional powders, granules and pellets.

#### **Glatt Fluid Bed Processing**

- » Drying and granulation of solutions, suspensions, emulsions and melts in one step.
- » Functional, dust-free granules, homogeneous component distribution and adjustable particle sizes.

#### **Glatt Technology Centers**

- » Unique platform for particle design + process engineering.
- » Ultimate test environment for optimum product properties.
- » All fluid/spouted bed processes.
- » Experienced specialists at your side.

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Glatt. Integrated Process Solutions.



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