

It's now been over 10 days since this historic lockdown of the country which is unprecedented.

Similarly the after effects of this are also unpredictable.

We will still use some facts and some guess work to understand where we as an industry stand in the coming time.

Literally the whole world especially every advanced country or countries where the maximum paper waste is generated is affected due the Corona Virus and most of them are under complete or partial lockdown.

Collection and export of waste from Europe is nil and from the USA its negligible.

Whatever imported waste was in the pipe lines has already reached the ports of India and are waiting to be released.

During this lockdown the essential services and goods manufacturing companies are working and so are units that support them. Some of the corrugators like us who could manage to get permission have been operating one shift with skeletal staff and available stocks of Raw materials so that the supply chain does not dry up.

Knowing that with without support of supply of paper from the mills we would end up exhausting our RM stocks and ultimately shutting down, the government has heeded to our request and given permission to the paper mills to start operations.

Now the challenge the mills face is the availability of their raw materials which is waste paper. Mills having stocks of imported waste are wary of using up all the waste today as they are aware that waste is going to be in short supply for the next 3-4 months. With literally zero collection of local waste the incoming from that source too has dried up.

With limited number of customers or consumers of boxes operating at present the circumstances even out the shortage as the demand is limited.

What happens when the the country opens up.

Every industry will start production if not at 100% capacity but at lower capacities as demand will be slow but the overall demand vis a vis the availability of paper for the next 3-4 months is going to be unique situation.

As on date the price of kraft paper has increased by Rs 4000 PMT and when things open up we can't even imagine the increase.

If we see another Rs 3-4000 PMT increase it won't be surprising.

The most important part to note will be choosing the right supplier. With new situation come new challenges.

Reputation of your box supplier with his paper vendor. His cash flows as mills might start demanding payment in advance or on delivery as they might need to pay the same way. The capability of the box manufacturer to retain his employees especially the migrant workers who will want to go back to their families after the opening of the lockdown.

What we are trying to say here is that price alone is no more going to be the deciding factor in choosing a vendor. All of us need to start taking a holistic approach in evaluating them especially for times like these.

We will keep updating you on the ongoing situation and assure you the best of our service during all times and every time.

Warm Regards.

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