

FORMPOLY NEWS



Dear Business partners,

Despite the challenges presented by raw material scarcity and price increases, FPL reported good results for last year ending March 2006. Growth has been substantial in line with Business plan.

This success is attributed to our customers, who appreciate and acknowledge our combination of customer proximity, technical competence and personal service.

Recent survey done among customer indicates that customers are very satisfied and happy with our web based order processing which provides all the required tracking about the order. We are also happy to inform that our customer satisfaction index has gone up by 11% in a period of six months.

We have opened branches at west and North to serve the customer in JIT environment which we expect to increase the satisfaction level of our customers.

Lab line erected last year has started paying as the speed of first sample for customer is reduced substantially. Also this has helped FPL to service its preferred customers with small lots to become the most comprehensive supplier to them.

We look forward to continuing this good business relationship and wish both sides success in the future.

With warm regards

V Sekar
Director Development

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PLASTINDIA 2006

As expected, there was an increase in the number of visitors to the fair, spearheaded by the much larger contingents from Europe and US.

FPL was very satisfied with meeting all its existing business associates & consolidate existing relationships and also in establishing the contacts required for creation of a denser global network.

The effort of **Plastindia 2006** has started paying off and has made us busy with orders and developments both in India and from outside India. Thanks to **Plastindia** contacts & enquiries and also due to Indian economy boom, it is expected the business is all set to double in short span.

Exports have started looking up and major breakthrough has been done at Europe and United States of America.



FPL crosses 200 MT production of Nylon 66 for railways application



FPL has touched the 200 MT mark in **33% Glass Fiber reinforced Polyamide 66** production for this calendar year for railway application alone. A good land mark to celebrate considering the late entry that FPL has made into this field. These products are well accepted in the industry and FPL has won loyal customers in this field.

FPL is committed to this market and has taken initiatives required to achieve greater market share.

Quality Appreciation from Spain

FPL received Gold star quality appreciation for its product quality from Business Initiative directions Madrid Spain. It is shot at the back of FPL team which is committed to quality. FPL exports products to Spain for over a year now.

In the current year FPL has launched **AGQC** program at FPL – **Achieve Global Quality and Consistency** by bench marking global quality and efficiencies across the company.

Massive investments and training are planned to make FPL a Global player.

FPL crosses 500 MT mark in mPPO production



FPL has crossed its 500 MT production of mPPO grades which it started last year. FPL has technical collaboration with **Romira GmbH, Germany**. Due to continuous commitment to this market, FPL is the first company to certify for **Potable Water** as per IS 14997- 2001. FPL also offer products tested and approved at Hygiene- Institut des Ruhrgebiets, Germany as per international standards. Apart form Pump industry, FPL has penetrated in to electrical and auto industry where mPPO is used. Now FPL offers the complete range in mPPO.



Offering FPL expertise to pump Industry

FPL expertise of designing material for application specific is expected to help this industry which is caught with wear problem in mPPO impeller application. Product of Wear Protected grades developed by FPL is under testing and expected to offer longer product life in these applications. Product is expected to be offered to the market after few more validation shortly



FPL product for Indian Defense

FPL has developed product for Indian Defense for Rifle Butt application - a nylon 6 product with high impact strength in leaf brown color. The product has been tested and approved by defense vendors. FPL has started its commercial sales to this application. Also products for pistol grip is available from FPL range

Systems at FPL

FPL successfully went through the surveillance audit with **TUV** in April 2006 for **ISO 9001: 2000** and **ISO 14001: 2004**. Phase one audit of **ISO/TS 16949 -2002** has been completed.

FPL also has put through web based ERP and CRM in this year for making effective business decisions and to serve the customer with more ease



POLYMERS OFFERED BY FPL

- POLYPROPYLENE - HOMO & CO POLY
- POLYAMIDE -6 & 66 [NYLON 6, 66]
- POLY PHENYLENE ETHER [mPPO]
- ACRYLONITRILE BUTADIENE STYRENE [ABS]
- POLYACETAL -HOMO & COPOLY [POM]
- STYRENE ACRYLONITRILE [SAN]
- ALLOYS AND BLENDS



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with
FORMULATED POLYMERS

New Arrivals from FPL

- **FORMPOLY SPP122MA** a Styrene based compound with Maleiation for surface modification has been launched with auto industry as focus. Offer excellent stiffness, warp free molding and easy paint / texture adhesion.
- **FORMPOLY SPP27** an impact modified mineral reinforced special compound of PP for extremely demanding wheel cover applications. Easy paint with good impact.
- **FORMPOLY N6GF30M** a 30% special glass fiber reinforced PA6 for extra torque strength. Offers up to 50% extra torque strength to self tapped bosses
- **FORMPOLY N6FR28NH** a non halogen flame retardant of Polyamide 6 with ROH compliance. Offer high Limiting oxygen Index with VO rating.

Reaching to customer Branch Warehousing at West and North India

In order to serve the customer well who are in to JIT operation, FPL has opened its Branch with warehouse at Pune and Gurgaon, the centre of auto component industry in India. With this it is planned to increase the market share in these areas and to delight FPL customers

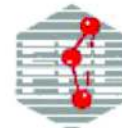


This is part of FPL's first phase Long Range Plan to starts its manufacturing operation in these areas

This news letter is published by **Pudaranjan.R** Sr. Manager Market Development on behalf of **FORMULATED POLYMERS LIMITED** for their business associates for private circulation only.

Any comments may please be forwarded to info@formulatedpolymers.com

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