

RAW MATERIALS

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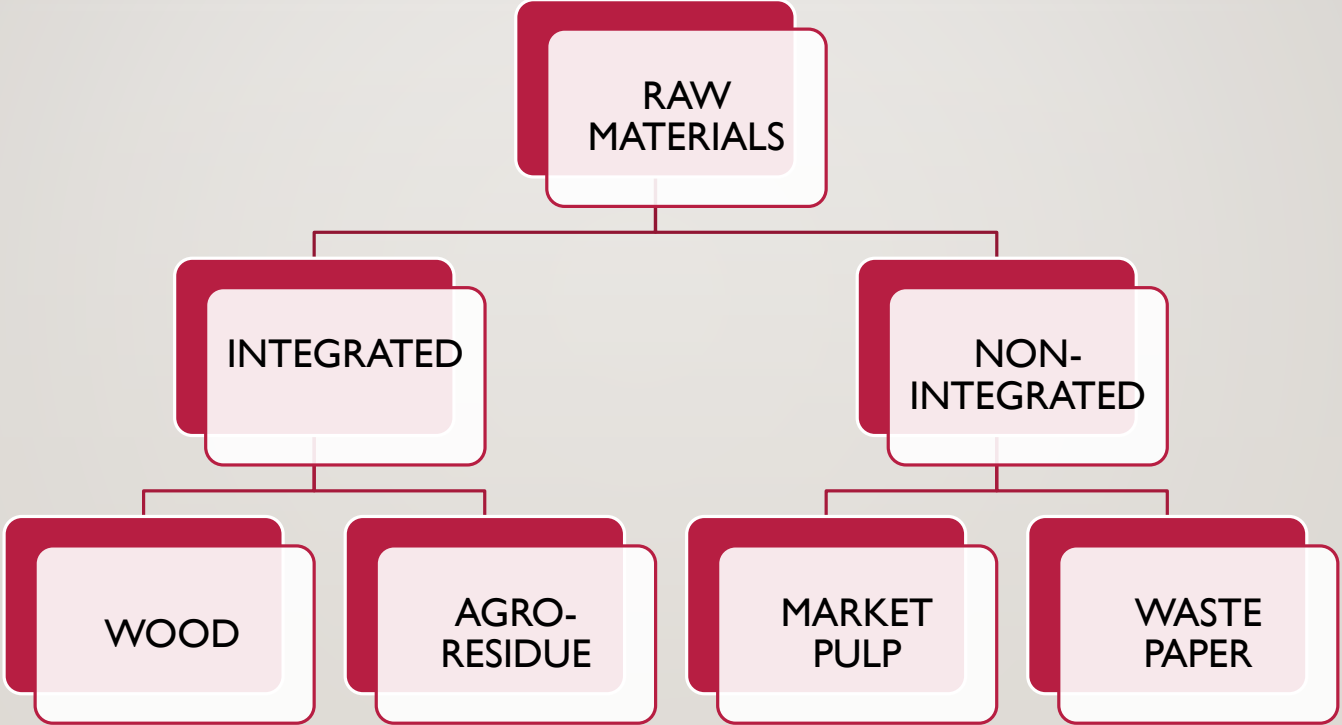
PAPER IS MADE *FROM* ??



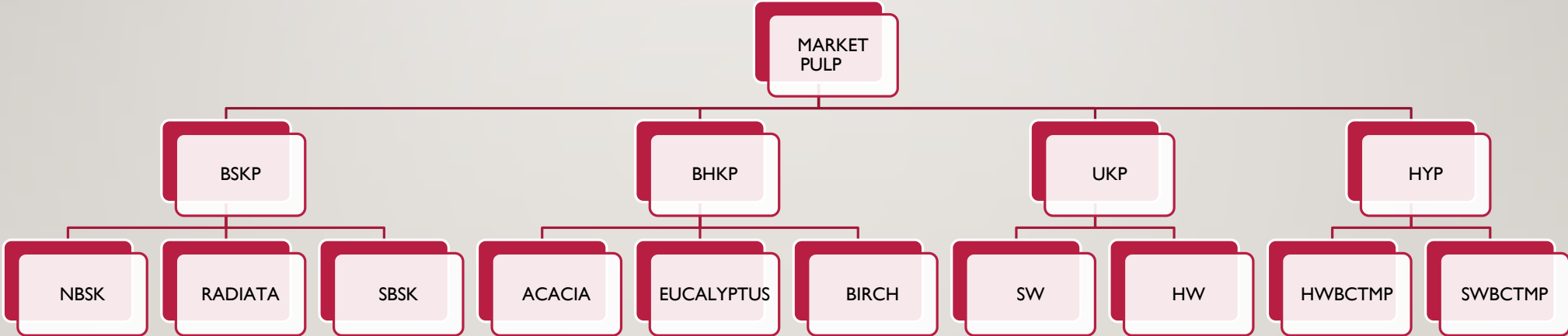
ARE WE GUILTY OF
DESTROYING OUR FOREST



RAW MATERIAL CATEGORIZATION



MARKET PULP- GRADES



MARKET PULP- CONT.

BLEACHED SOFTWOOD KRAFT PULP

- NBSK- **NORTHERN BLEACHED SOFTWOOD KRAFT PULP** IS TYPICALLY SOURCED FROM CANADA AND SCANDINAVIA.
- RADIATA- THIS VARIETY OF **BLEACHED SOFTWOOD PULP** IS TYPICALLY SOURCED FROM CHILE AND IS PRODUCED FROM RADIATA PINE
- SBSK- **SOUTHERN BLEACHED SOFTWOOD KRAFT** PULP IS TYPICALLY SOURCED FROM NORTH AMERICA AND RUSSIA. IT IS PRODUCED FROM NATIVE SOFTWOOD PINES.



MARKET PULP- CONT.

BLEACHED HARDWOOD KRAFT PULP

- ACACIA BHKP – THIS VARIETY IS PRODUCED MAINLY IN INDONESIA AND IS PRODUCED FROM ACACIA TREES
- EUCALYPTUS – THIS VARIETY IS LARGELY PRODUCED IN SOUTH AMERICA FROM DIFFERENT SPECIES OF EUCALYPTUS
- BIRCH – THIS VARIETY IS FROM SCANDINAVIA AND RUSSIA AND IS PRODUCED FROM BIRCH TREE



MARKET PULP- CONT.

UNBLEACHED KRAFT PULP

- SWUKP- SOFTWOOD UKP IS KNOWN FOR ITS HIGH STRENGTH PROPERTIES AND IS USED FOR MANUFACTURE OF VERY HIGH STRENGTH PAPERS OR WHERE RECYCLED FIBRE CANNOT BE USED
- HWUKP – THIS IS NOT A VERY COMMON MARKET PULP. IT IS USUALLY FOUND IN INTEGRATED MANUFACTURERS OF PRODUCTS LIKE KRAFT LINER BOARD / WHITE KRAFT LINER



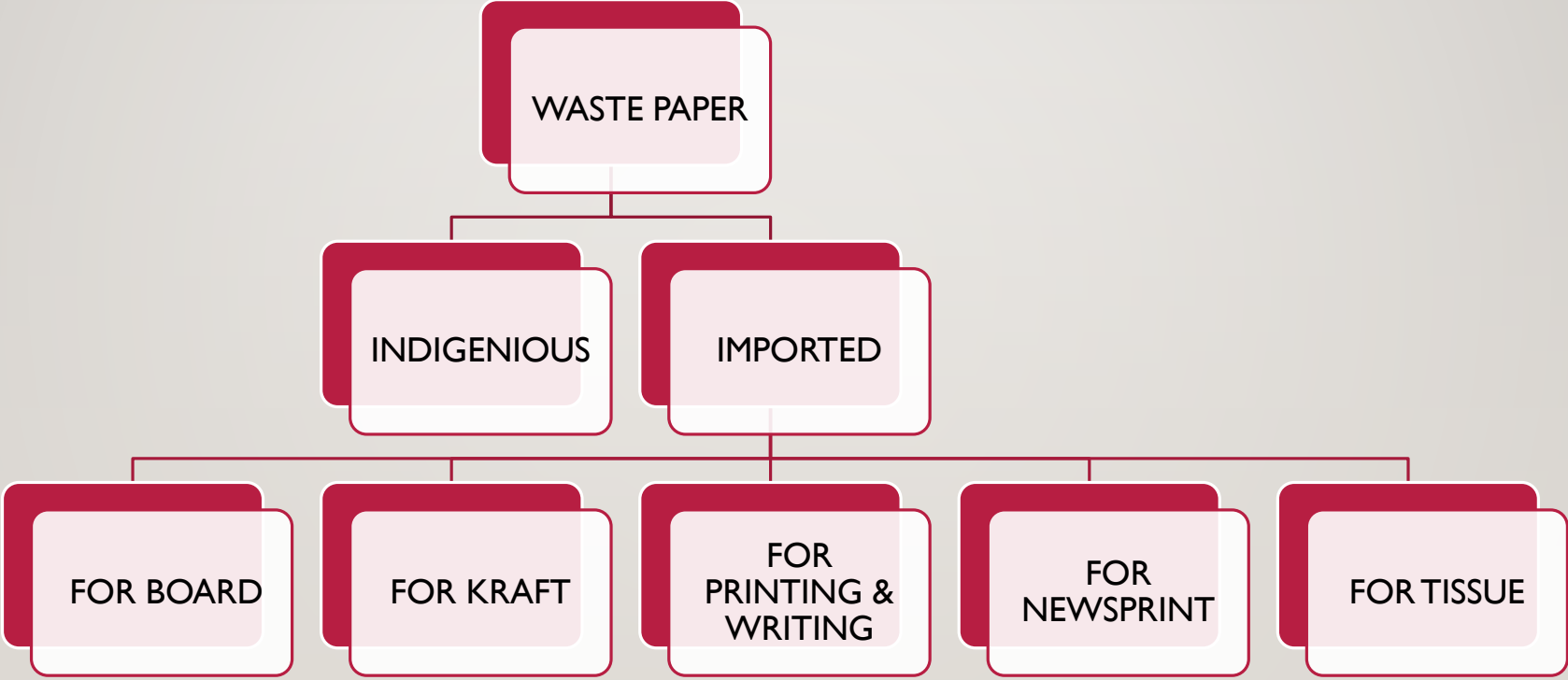
MARKET PULP- CONT.

HIGH YIELD PULP

- HWBCTMP- **HARDWOOD BLEACHED CHEMI-THERMO MECHANICAL PULP** IS AVAILABLE FOR PRODUCTION OF BOARD. THIS VARIETY IS USUALLY 70* TO 80* iso bright. IT IS ALSO AVAILABLE FOR PRODUCTION OF PRINTING & WRITING PAPERS WITH A BRIGHTNESS BETWEEN 83* TO 85* iso bright. THIS VARIETY IS USED FOR ITS HIGH BULK PROPERTIES
- SWBCTMP – **SOFTWOOD BLEACHED CHEMI-THERMO MECHANICAL PULP** IS TYPICALLY USED FOR PRODUCTION OF BOARD. THIS PULP USUALLY HAS BRIGHTNESS FROM 70* TO 74* iso.



WASTE PAPER CATEGORIZATION



MAJOR SOURCE OF WASTE PAPER

- NORTH AMERICA
- EUROPE
- MIDDLE EAST
- AUSTRALIA & NEW ZEALAND
- SINGAPORE
- SRI LANKA
- VARIOUS OTHER SMALL SOURCES

LOGISTICS

- LOGISTICS PLAYS AN IMPORTANT COMPONENT IN COSTING OF IMPORTED WASTE PAPER, FOR BOTH BUYER AND SELLER. OCEAN FREIGHT AND INLAND FREIGHT TOGETHER COULD END UP BEING ALMOST 60% TO 70% OF TOTAL COST OF WASTE PAPER.
- BECAUSE OF THIS REASON IT IS IMPORTANT TO LOAD WASTE PAPER IN HIGHLY COMPRESSED BALES IN ORDER TO OPTIMISE THE LOADING PER CONTAINER.
- IT IS IMPERATIVE TO ENSURE ALL DOCUMENTATION IS COMPLETED IN A TIMELY MANNER TO AVOID ADDITIONAL COSTS TOWARDS DETENTION AND DEMURRAGES

SELECTION OF SUPPLIERS

- FOR WASTE PAPER IT IS ADVISABLE TO WORK WITH A LOCAL AGENT WHO HAS AN OPERATION IN INDIA.
- DISTRIBUTE YOUR BUYING BETWEEN 2 TO 3 GOOD SUPPLIERS
- IDEAL TO PROCURE 80% OF YOUR WASTE PAPER REQUIREMENT ON A REGULAR BASIS AT ALL MARKET PRICES. YOU MAY CHOOSE TO SPECULATE ON OPPORTUNITIES FOR 20% OF YOUR PROCUREMENTS
- IT IS ADVISABLE TO BUY CONSISTENTLY SO THAT SOURCE OF YOUR RAWMATERIAL DOES NOT CHANGE FREQUENTLY CAUSING INCONSISTENT QUALITY OF SUPPLY.
- SELECT YOUR WASTE PAPER GRADES BASED ON YOUR STOCK PREPARATION CAPABILITIES

USE PAPER AS MUCH AS
YOU CAN

