





WELCOME

There are many opportunities at any given point of time.

Know some of them from us.

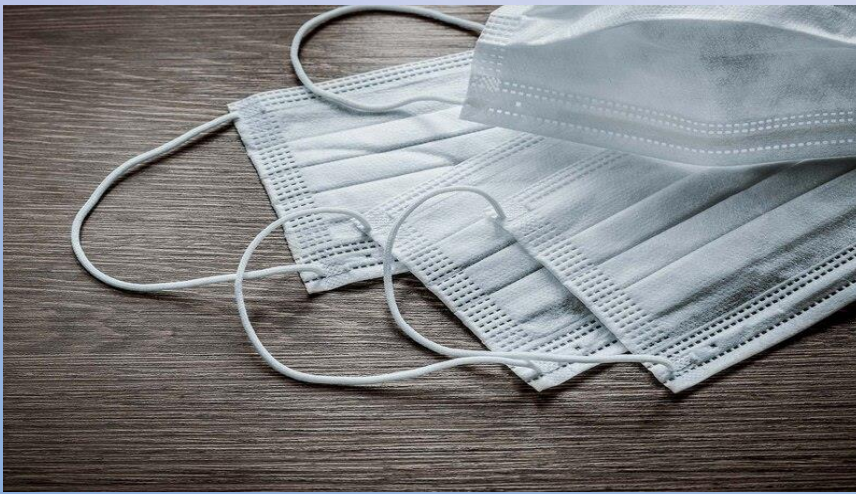
By Kamal Shah : BE-Mechanical, DMSM, DBM, DIRPM  
An Experienced Techno-commercial professional



- New projects for INDIA
- Huge Market potential
- Higher Margins.
- Substitutes to the present material.

# Face mask making business

- Why someone should think of this business?
- Is this business good enough to make reasonably good money?
- Volumes
- Potential to export
- Can be pushed the casual or general demand in to 'need' and 'want' ?







Epidemic: Are common occurrences in our country and African kinds of countries

PANDEMIC: SARS, H1N1, COVID-19 (CORONA) ... God knows how many more can follow. **China will ensure gifting such new surprises.**

General Hospitals and dispensaries need to show they are better and also at times better people use this.

Habitual staff at foreign airports are observed to have been used to Use masks.

Pharmaceutical companies always need them

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## Data on usage / market size?

- This question is asked always by most common, skeptical, cautious beginner.
- In fact such data is not available. This product is not new but now the demand is to sky-rocket.





## Applications

### Healthcare:

- Hospitals: Operations:
- Doctors : while consultation
- Nurses and ward boys and girls: Must use for always.
- Entire staff must be advised to use permanently while at Hospitals.



HOW to promote?: Make special educative programs for al the above.

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## Applications:

### Healthcare:

- For all private sector, individual practicing doctors and their staff.
- Ask the doctor to give masks to the coughing / sick patients.
- Educate the families, people accompanying the patients to use masks.

HOW to promote?: Make special educative programs for all the above



## Applications:

### Pharmaceutical companies:

- The entire staff must use masks.
- Many GOOD companies use them.
- Visitors must be given masks to use while visiting any place of the company as also show covers.
- Most rest companies need to be educated on the usage of Mask.





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## Applications

- Mining
- Construction
- Electronics
- Chemicals
- Testing Laboratories
- Veterinary hospitals



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## Applications... unlimited

Pollution, courtesy:

- Industry
- Automobile
- Culture [ spitting here and there ]
- Worst habits [ pan masala and the likes ]
- Illiteracy and nuisance creation account bad habits [ spitting, infecting just anywhere ]

The market for anti-pollution masks in India is likely to increase to USD 16.86 million (about Rs 118 crore) by 2023 due to deteriorating air quality and rapid urbanization, a report by industry body Assocham said in 2019.





## Opportunities unlimited

India still has tuberculosis and asthma kinds of diseases on account of :

- the dirt shown in above slide,
- no safety measures at industry,
- conventional means of fuels being used at rural sectors,
- population density and willingness to remain still densely populated
- Uncontrolled infiltration from borders...

# Push the sales

Our ancestors were monkeys? Charles Darwin, a Biologist & naturalist said so.

We imitate a lot. Almost everything.

People get influenced and follow some shitty film stars at times.

There are more lot of people below average I.Q. levels.

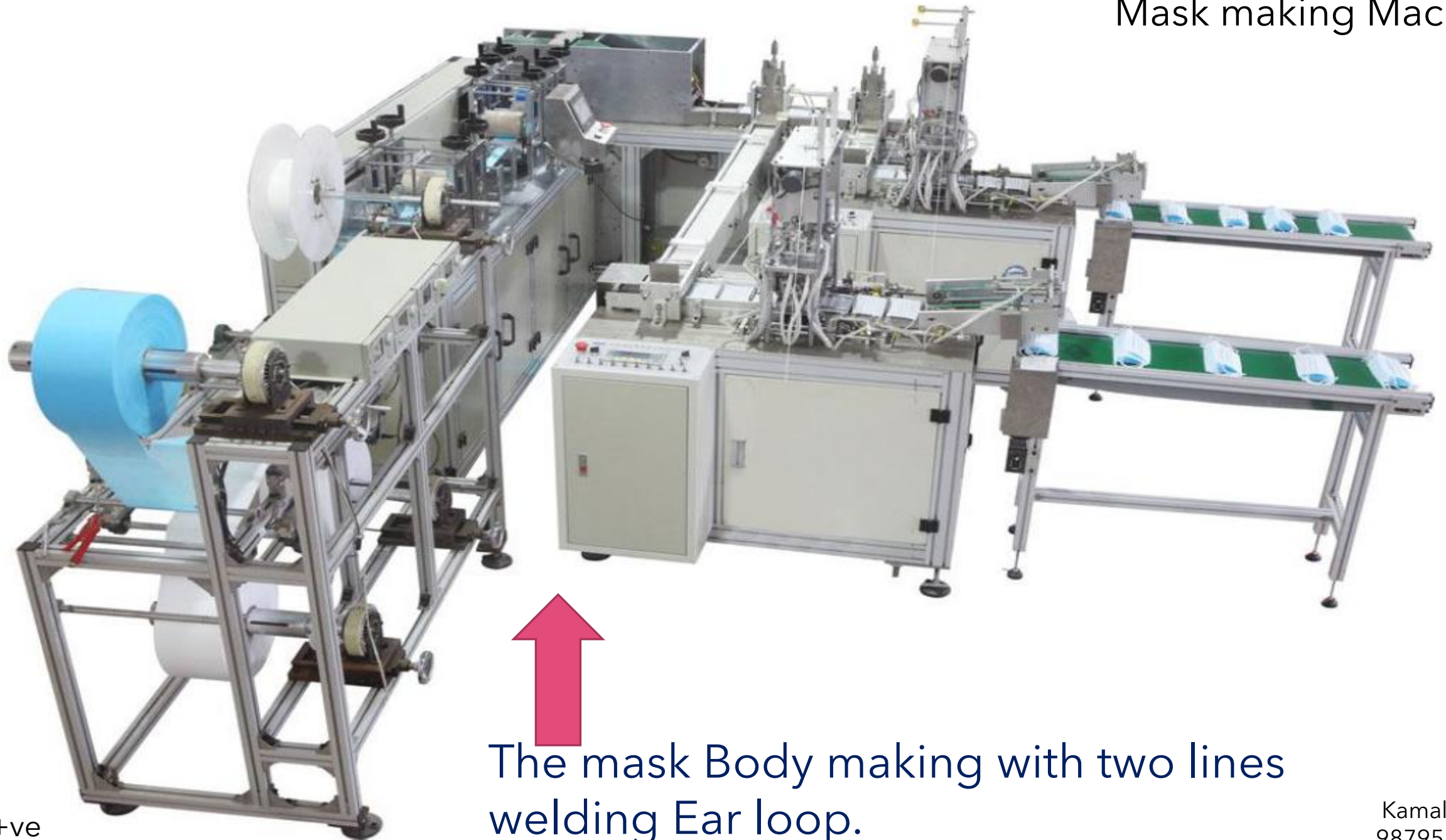
It is easy to sell to such lots, as they simply follow.

And so when one monkey throws cap, all do. Simple.

It is just a matter of making one / first monkey throw the cap! Such behavior is prominent in A/B/C grade cities.



# Mask making Machine



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The mask Body making with two lines  
welding Ear loop.

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Mask making line with ear-loop  
welding on-line

Mask body construction:

Standard face mask construction is as below:

The top layer : spun-bond non woven 17.5cm width  
20gsm

The middle layer(filter layer):melt-blown 18cm width  
20gsm

The bottom layer: spun-bond non-woven 19.5cm  
width,25gsm

Plastic nose piece:3\*0.8mm(width\*thickness)

Round elastic earloop:3mm(diameter)

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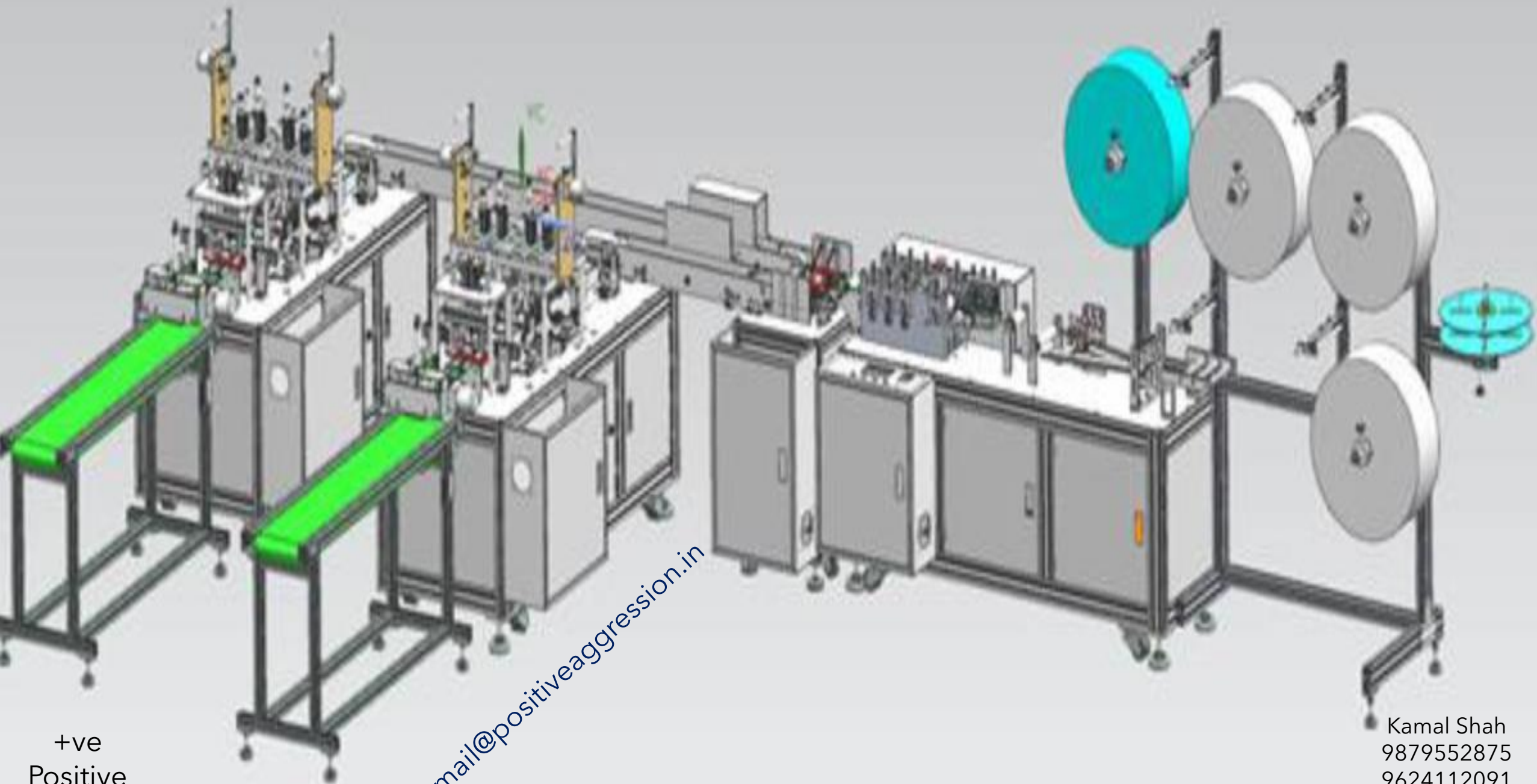




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## Market & opportunities

The **india** surgical **mask market** accounted for \$58 million in 2017, and is projected to reach \$95 million by 2025, registering a CAGR of 6.1% from 2018 to 2025.

## Key market players in INDIA

Thea-tex healthcare (india) pvt. Ltd.,  
Z plus disposable,  
3M company,  
Plasti surge industries pvt. Ltd.,  
Premium health care disposables private limited,  
Salus technologies pvt. Ltd.,  
Good health inc.,  
Jullundur enterprises,  
Masmed medical devices.

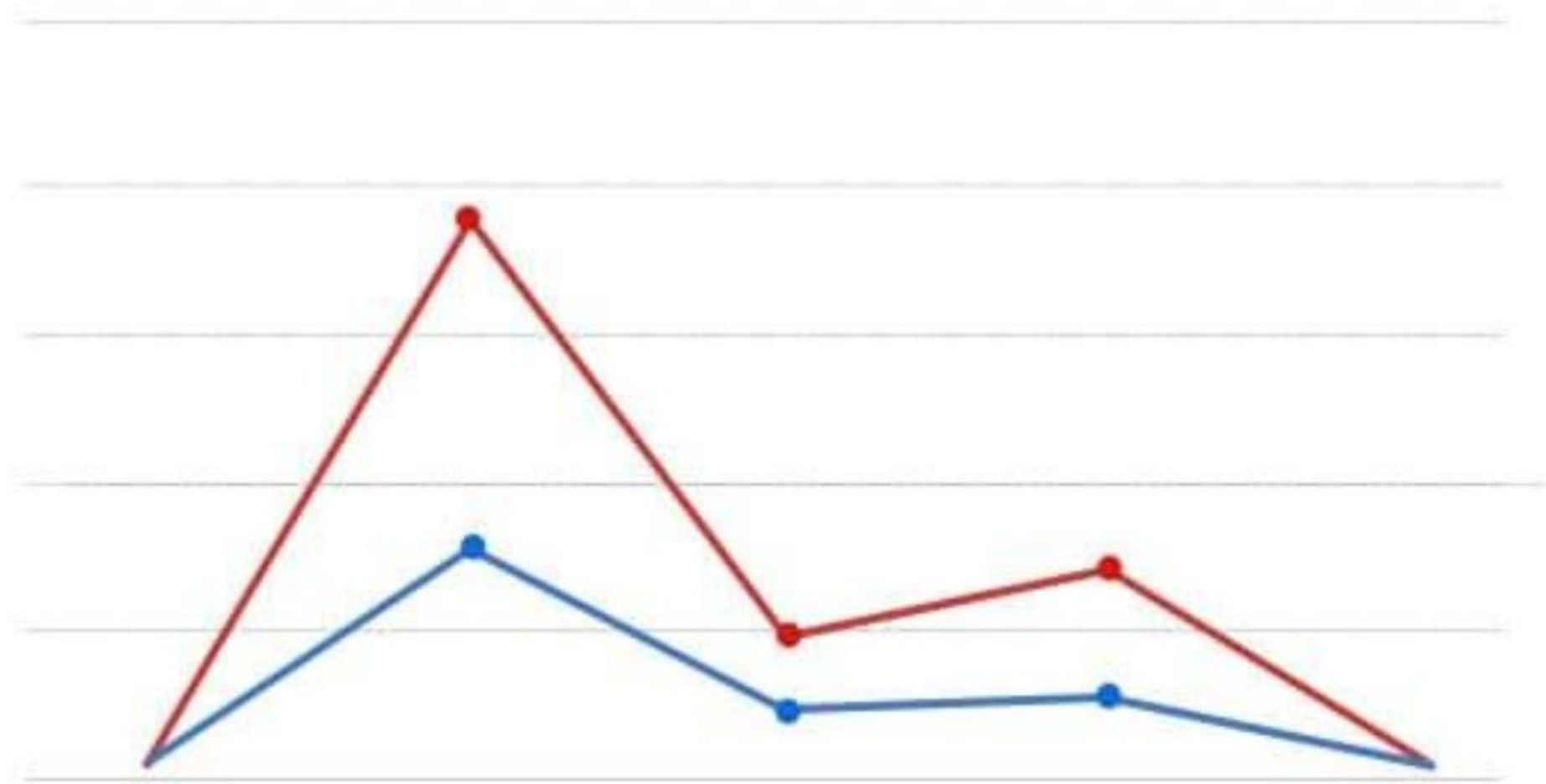
Medicare hygiene limited,  
Cartel healthcare pvt. Ltd.,  
Mediblu health care private limited.,  
Medline industries inc.,  
kwalitex healthcare private limited.  
Shree medicare products,  
Gaurav sanjivani technicals,  
Neelkanth healthcare (P) ltd.



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## One and two layer masks:

One layer mask is just spun bond polypropylene hydrophobic material.

Two -layer mask has outer layer as hydrophobic polypropylene spun bond and inner layer as hydro-filled spun bond non-woven





## Three layered mask

- Outer layer is made from hydrophobic non-woven polypropylene spun bond
- Middle layer is melt blown polypropylene non woven
- Innermost layer is hydro-filled polypropylene spun bond non-woven

Such masks assist high level static filtration.

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### **OUTER LAYER**

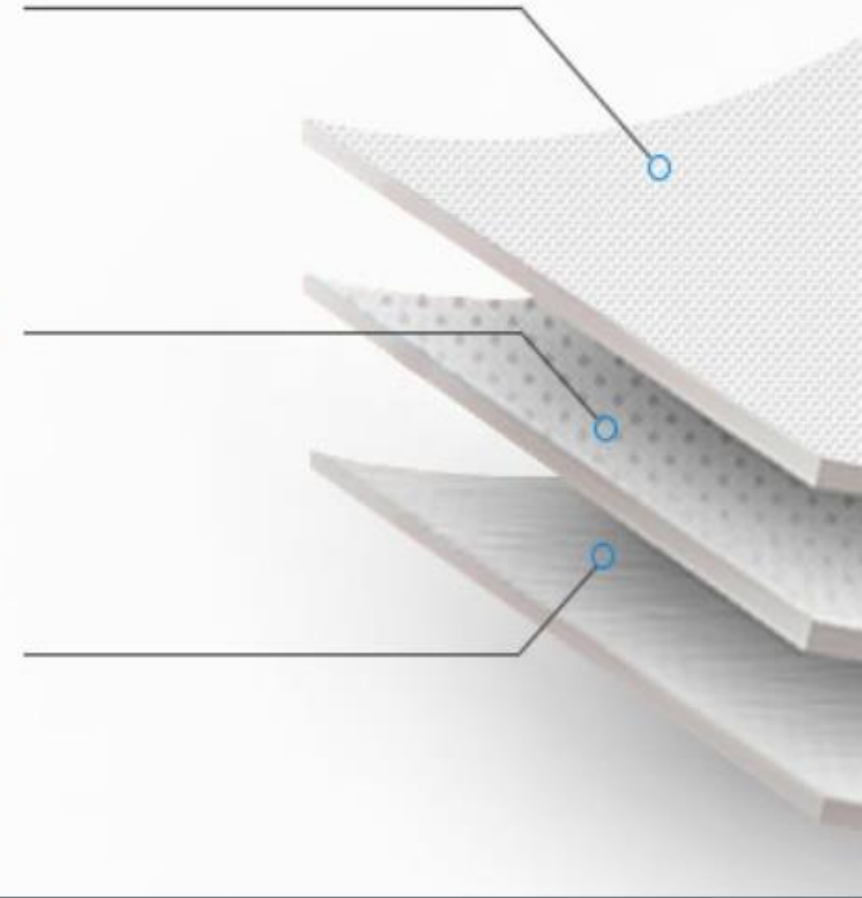
*Hydrophobic  
non-woven layer*

### **MIDDLE LAYER**

*Meltblown filter*

### **INNER LAYER**

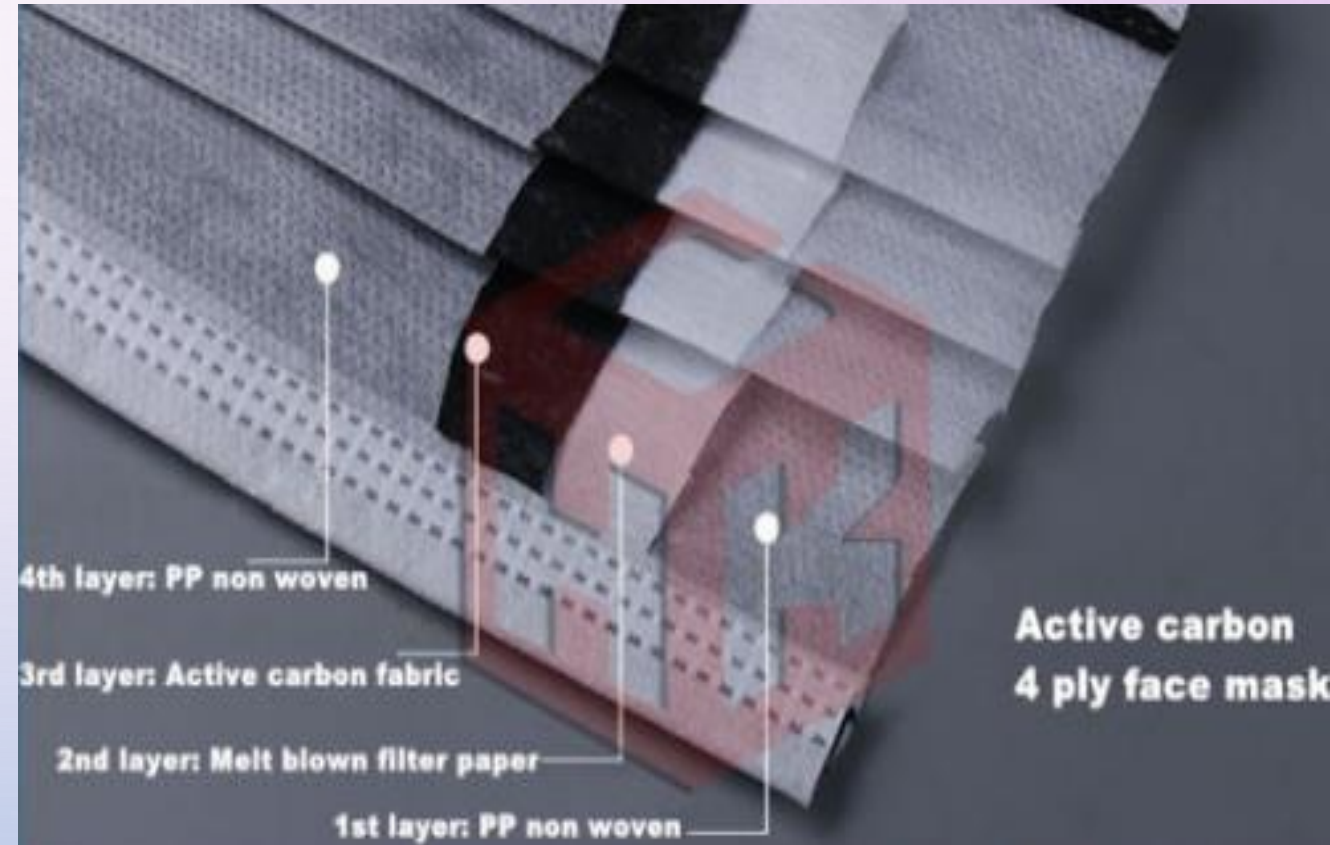
*Soft absorbent  
non-woven layer*



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## Four layer activated carbon filter added mask

- Non-woven, super soft material to absorb fumes from the adhesive and dust particles which may cause irritation.
- - 4 layer materials are Outer most Hydrophobic Spun bond Polypropylene, Second layer as Active carbon, Third layer as Melt Blown and innermost forth layer as Hydro-filled non-woven spun bond polypropylene,
- The active carbon filter adsorbs odour and organic gases
- - Bacterial filtration efficiency of 99%





- N95 = NOT resistant to solids and liquids which contain oil and provides 95% efficiency).
- N95 or P100 respirators can help protect your lungs from smoke or ash. Straps must go above and below the ears.
- N95 respirator masks, are designed to protect the wearer from small particles in the air that may contain viruses.
- A virus is an infectious agent of small size and simple composition that can multiply only in living cells of animals, plants, or bacteria. They range in size from about 20 to 400 nanometers in diameter (1 nanometer =  $10^{-9}$  meters). By contrast, the smallest bacteria are about 400 nanometers in size.
- For Disinfection EO is used which is Ethylene oxide or Oxygen Ethane.

## Production possibility on plants from various companies

Production calculations	Pcs.	Pcs.	Pcs.
Capacity in Pcs/ Min	100-120	120-140	120
Assume Minimum Pcs/ Min	100	120	
Assume further Efficiency at 80%	80	96	100
Production per hour	4800	5760	6000
Per day of 20 Hours	96000	115200	120000
Per month of 26 days	2496000	2995200	3120000
Per year of 12 months = 312 days	29952000	35942400	37440000



## Space

Space calculations:	Sq Feet
Feet Square space for the M/C	190
Space for the raw material stock	500
Space for the finished goods	1000
Space needed surrounding the mahcine	200
Space needed for the Utilities and movement etcetera	1000
Total Space in Sq Feet needed	2890
SO Assume that minimum space needed at minimum can be in Sq. Feet	3000

# High potential business.

Can simply go for this.

No pollution

No de-forestation

Assistance for the better and benefits of the society.

Jai HIND.

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# The prospective Business solutions with Honest Data and figures.

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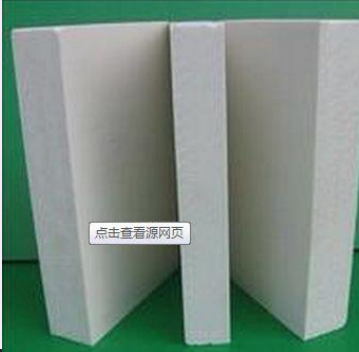
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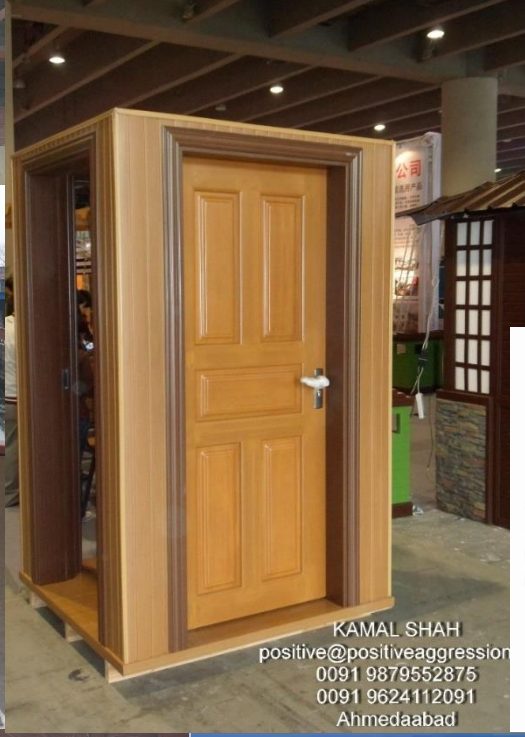


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