



# THE HIMATLAL GROUP

*A Constant in a World of Change*

# COMPANY PROFILE

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The Himatlal Group is a professionally managed family business. Founded by Mr. Himatlal Shah in 1943, today the business is managed by dynamic young professionals with zeal and commitment to customer service and a pragmatic approach to marketing with the active participation of the concerned team members.

Over the last seven decades, the Himatlal Group has established a reputation in indenting, offering products in markets where they were unavailable or expensive or not the right quality.

In 1977, the group diversified from paper into raw materials for the electronics and electrical industries. In 1979 the group further diversified into providing market related data for chemicals and polymers. In the year 2000 the group further diversified into Telecom Infrastructure Products space with the establishment of TollfreeIndia Technologies.

Today the Himatlal Group's services in the field of marketing activities encompass products in five diverse categories: petrochemicals & polymers, specialty chemicals, bulk chemicals, raw materials for the pharmaceutical industry, and components for the electrical industry as well as telecom products. We undertake the study of market potential, customer acceptance, product familiarisation; we also study consumption patterns and consumer buying behaviour which in turn drives increased sales for our foreign counterparts. Our market research has helped our international customers develop and parallelly introduce new products into the local ecosystem at much faster pace compared to other peers / competitors. Our statistical analysis includes information on markets vis-à-vis economic, industrial and technical data on products, their markets, trends and outlook together with similar information with regards to the competitive landscape in the territory. Our ability to adapt combined with the experience and expertise of over seven decades makes Himatlal Group a constant in these times of change.





## ACRYLATES

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- 2 Ethyl Hexyl Acrylate (2EHA)
- Acrylic Acid (Glacial)
- Butyl Acrylate Monomer (BAM)
- Ethyl Acrylate Monomer (EAM)
- Methyl Acrylate (MA)



## CHEMICALS

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- Acetonitrile 99.9% pure (ACN)
- Epichlorohydrin (ECH)
- Methacrylic Acid (MAA)
- Polyvinyl Alcohol (PVA)
- Hydrogen Peroxide 50% w/w



## MONOMERS

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- Methyl Methacrylate (MMA)
- Vinyl Acetate Monomer (VAM)







## RESINS

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- Brominated Epoxy Resin
- Epoxy Resin Liquid grades
- Epoxy Resin solid grades
- PBT Resins
- Polyvinyl Butyral (PVB) Resin



## BULK CHEMICALS

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- 2 Methyl 1,3 Propanediol (MPO)
- Acetone
- Glacial Acetic Acid (GAA)
- Iso Propyl Alcohol (IPA)
- N-Butyl Acetate (NBAC)
- Phenol
- Vinyl Acetate Monomer (VAM)



## PCB RAW MATERIALS

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- Copper Clad Laminate
- Prepreg
- Copper Foil
- Dry Film Photoresist





## SOLVENTS

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- 1,4 Butanediol
- 2 Methyl 1,3 Propanediol (MPO)
- Acetone
- Allyl Alcohol
- Glacial Acetic Acid (GAA)
- Iso Butanol 99% (IBA)
- Iso Propyl Alcohol (IPA)
- Methyl Acetate
- N - Propanol (NPA)
- N-Butyl Acetate (NBAC)
- N-Propyl Acetate (NPAC)
- Phenol
- Tetrahydrofuran (THF)



## SPECIALTY & PERFORMANCE CHEMICALS

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- Bisphenol A - PC grade
- Ethylene Vinyl Acetate - VA content 18 %
- Ethylene Vinyl Acetate - VA content 28 %
- Ethylene Vinyl Alcohol (EVOH)
- EVA Emulsions, EVA VC Emulsion
- Hexahydrophthalic anhydride (HHPA)
- Paraformaldehyde 92%
- PTMEG (Poly THF)
- PVB Film
- Re-dispersible Powder
- Tetrahydrophthalic Anhydride (THPA)



## BEYOND CUSTOMER SERVICE

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Our commitment to customer satisfaction is manifest in more ways than one. It undoubtedly encompasses the high quality of goods, on-schedule deliveries, and competitive prices but going beyond the bare business details are the personal touches for which clients have come to trust the company. The Himatlal Group even provides financial assistance to customers by way of Letter of Credit, Bill Discounting and so on. Today our clients rely on our up-to-date knowledge of international as well as local markets, the hidden advantages of imported vis-a-vis domestic products and our in-depth understanding of tariffs and import policy. Moreover, our moral responsibility remains with the buyer as well as the seller, clinching a deal that has both interests at heart. This makes us instrumental in client's buying and selling decision.

## RESPONDING TO THE CHANGING GLOBAL MARKETS

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One of the chief objectives of the Himatlal Group is to provide our customers with well-integrated packages and services in its core fields. This has led to a high degree of research backed marketing plans, product introductions, and sales, creating a market for products, which were hitherto unavailable. As service providers for our clients, we can source any required product, hold negotiations with suppliers, inspect goods and provide services that will enable our customers to obtain what they are looking for. Over and above this, the company endeavors to provide peripherals for the product or line of products that the customer requires. This makes the company a convenient one-window source for all its suppliers as well as its buyers. Not only that, but when the need arises the Himatlal Group can also assist in new product development. This approach has led to several new introductions in various applications resulting in market expansion. A catalyst in a dynamic global market, the Himatlal Group today, is making a significant difference to its customers and principals, the world over.







# THE HIMATLAL GROUP

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