

The desk you don't have to build

For Indian and foreign companies, consultancies and banks that need Indian market data and have no team in India to collect it.

You get the data collected to your brief, in your format and on your timetable, and under your name if you wish.

1 What is actually hard about Indian data

It is not analysis. Analysis can be done anywhere, by anyone, and increasingly by a machine. What is hard is the collection: knowing which trader in Kandla will tell you what he actually paid, and being somebody he will tell.

Since 2016

the same desk, the same sources, every working day

6 sectors

petrochemicals, chemicals, fibre, rubber, energy, paper and pulp

Named

one analyst on your work, not a queue

That cannot be bought in for six weeks. A firm flying in for a study has to build the relationships it needs, use them once, and lose them. Ours are used every afternoon for the daily assessment, which is why the same call takes us four minutes and somebody else four days.

Our contacts are buyers, producers and traders across six sectors, and the people who handle purchase at plants across India. Your interviews are done through them.

The arrangement. Work is delivered to your template, on your schedule, under your name if you wish, with the underlying collection documented so your own quality process can audit it. Nothing gathered for you is resold, and none of it goes into our own database. It is the least glamorous thing we do and the most repeatable.

How the work runs

1 Specification	What is to be collected, from whom, how often, and in what form — agreed in writing before anything starts.
2 Collection	Interviews, trade sourcing and price checks by the analysts who do it daily for the price database.
3 Documentation	Method, sample, dates and sources recorded against each deliverable, so your reviewers can audit the collection rather than trust it.
4 Delivery	In your format, on your timetable, with a named analyst reachable for questions.

Time By project, or on a retainer of a quarter or more.

2 How an engagement runs

Retainers run from one quarter. Most of our outsourcing clients renew them, which is the only useful thing we can say about quality without naming the client.

Our contacts	Buyers, producers and traders, and the people who handle purchase at plants across India. The same people our analysts speak to for the daily prices.
Our prices	Daily prices since 2016 across 376 products, 7,601 grades and 200 locations, assessed and published by 6.30 pm every working day. Used to check what the interviews tell us.
Our project records	Our project monitoring software tracks companies, plants, units and projects across India, with capacity, stage and expected start-up. Our engineers keep it up to date through research and regular calls to the companies.
Your ownership	What we collect for you is yours alone. It is not resold and does not go into our database.

About the key contacts. They come from our project monitoring software: names, designations and phone numbers of the people who handle purchase at each facility, by sector, state and company, down to district and PIN code. For upcoming projects, the decision makers at the promoter company, the EPC contractor and the subcontractors who place many of the orders. The list is drawn up by our project monitoring team.

About the vessel line-ups. Every morning we publish the line-up of ships due at India's major ports, from Kandla, Mundra and Sikka on the west coast to Paradip, Dhamra and Haldia on the east. For each ship: cargo and quantity, load port, shipper and receiver, and expected arrival. They cover tanker and bulk cargoes; polymers come in containers and are not in them.

How we handle the work

- A named analyst on every study, from the same desk that assesses our daily prices
- Scope, time and fee agreed in writing before work starts
- Anything a source tells the price desk in confidence is not passed on to you

3 What lands on your desk

- Data collected to your specification, from interviews and trade sources
- Access to our contacts across the industry for the interviews
- Delivered in your format and on your timetable, under your name if you wish
- The method written down for your reviewers: who was asked, when, and how
- What we collect for you is yours alone
- One named analyst throughout, not a queue

What we need from you

The specification, the delivery format and the reporting timetable.

How long it takes

By project, or on a retainer of a quarter or more.

How it starts

A conversation, usually twenty minutes, about what decision the work has to support.

Talk to the desk

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About the figures in this document. Coverage figures are our own: 376 products, 7,601 grades and 200 locations, assessed and published every working day by 6.30 pm since 2016. No market figure is quoted here that we did not assess ourselves. This document describes the position as at September 2026 and is written to inform a commercial decision; it is not legal, tax or customs advice.