

HPL to launch 'Smart' solutions



Gautam Seth,
Joint Managing Director,
HPL Electric & Power Ltd

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At ELEC RAMA 2018, HPL will present its product categories in four verticals: Smart and prepaid meters, specialty cables, new generation lighting products and solar products

Gautam Seth, Joint Managing Director, HPL Electric & Power Ltd informs, "HPL plans to introduce smart and prepaid meters, solar specialty cables and distribution boxes, energy efficient lighting products, switchgears range and our brand new MCB range 'Osafe'."

About HPL

HPL Electric and Power Ltd an established electric equipment manufacturing company in India, manufacturing a diverse portfolio of electric equipment, including, metering solutions, switchgears, LED lighting and wire & cables, catering to consumer and institutional customers in the electrical equipment industry. HPL manufacturing capabilities are supported by a large sales and distribution network with a pan-India presence. The company currently manufacture and sell its products under the umbrella brand 'HPL', which has been registered in India since 1975.

The company has one of the widest portfolios of meters in India. It has a whole range of metering solutions with advance communication interfaces like LPRF (low power radio frequency), GSM/GPRS, IrDA, Modbus, Ethernet. In addition, HPL supply their products to power utilities, which primarily includes supply of meters under direct contractual arrangements to electricity boards

and power distribution companies, as well as through project contractors.

Smart meters market

The market for meters in India was estimated to be at ₹ 3,000 crore in fiscal 2015, with organised participants contributing to over 80 per cent of the total market. There has been a continued and visible shift from demand for traditional meters to demand for metering solutions, which helps in energy management as compared to mere monitoring and billing functionalities. During 2016-2020, the overall market for electricity meters is expected to grow at a CAGR of 11.5 per cent, with prepayment meters expected to grow more than the overall growth rate, at a CAGR of 15.1 per cent, and smart meters expected to grow at a CAGR of 5.3 per cent. However, the market for meters is expected to witness explosive growth subsequent to 2022, when the proposed civil works for smart cities and smart grids will near completion, paving way for a robust demand for smart meters. Particularly smart meters are expected to see a double digit growth once bottle-necks surrounding the smart grid projects are cleared.

The market for electricity meters is growing in India and initiatives of the Government such the Deen Dayal Upadhaya Gram Jyoti Yojna and Integrated Power Development Scheme are expected to give impetus to the meter market.

Opportunities for HPL

Gautam says, "Government run projects are extremely good platforms for companies like ours and are on growth trajectory and we assume is an opportunity to grow with. Also, with short term disruptions like demonetisation and GST set to reduce, we believe to enhance our opportunities to establish our reach in the market."

He adds, "We see a high potential in electrical metering category in coming years, where we have a range of smart and prepaid meters. Government run projects are extremely good platforms for companies like ours and are on growth trajectory and we assume is an opportunity to grow with."

For more details, visit www.hplindia.com

LV Switchgear market: An overview



The market for LV switchgear is expected to grow at a CAGR of 6.1 per cent during 2016–2020 and is expected to reach ₹ 7,609 crore by 2020.

Switchgear is defined as an assembly of switching and interrupting devices, providing control, metering, protection, and current regulating applications. The primary components of a switchgear include switching and interrupting devices that are used for turning the power on or off, control devices, used for checking and/or regulating the flow of electric current, metering devices, used for measuring the flow of electric current and protective devices, used to protect power service from interruption and prevent or limit damage to equipment.

Primary types of LV switchgears

- Air circuit breaker: These are circuit protection devices with air as the insulating medium. They are used when there is a need for high ampere ratings
- MCCBs: These are circuit protection devices, whose current carrying components, mechanisms, and trip circuits are completely enclosed within a moulded case of insulating material
- Changeover switches: These are meant to move a circuit from one set of connections to another
- Contactors and relays: A contactor is a type of relay that can handle high power required to directly drive an electric motor and a relay is an electrically operated switch, used where it is necessary to control a circuit by a low-power signal or where several circuits must be controlled by one signal
- MCB: Is a small trip-switch operated by an overload and is used to protect an electric circuit, especially, in a domestic circuit as an alternative to a fuse
- Residual current devices: They monitor residual current and switch off the circuit quickly if it rises

to a preset level and can be broadly classified into earth leakage circuit breaker and residual current circuit breakers

- Distribution board: it is a component of an electricity supply system, which divides an electrical power feed into subsidiary circuits, while providing a protective fuse or circuit breaker for each circuit in a common enclosure with a main switch

Innovation in switchgears is primarily in terms of the aesthetics and customized features offered by the products rather than technological changes in the product, such as improving the product life cycle, tamper-proofing, increasing safety and handling, improving user-interface and focus on multi-functionality and niche functionality. Multinational companies and established manufacturers usually spend more on product improvement and the frequency of updating product features is usually two to three years.

The market for LV switchgear

LT or low voltage (LV) electrical equipment is a rapidly evolving industry segment, traditionally driven by demand from the industrial segment. The LV switchgear market primarily depends on the growth of end-user segments. The segment comprising residential and commercial development are expected to witness positive growth, whereas the segment comprising industries and power utilities are expected to show resilience on account of low capital expenditure and investment in the near term.

Continued to 138 →

The market for LV switchgear is expected to grow at a CAGR of 6.1 per cent during 2016-2020 and is expected to reach ₹ 7,609 crore by 2020. Market players catering to the industrial segment have expanded their product portfolio to include modular switchgear devices increasing their reach to capture the residential market. Further, manufacturers of wires and cables continue to enter the market for modular switchgear devices enabled by sales and distribution synergies.

Key growth drivers

- Revival of the industrial segment
- Growth in the residential segment
- Government initiatives and reforms for expansion and development of the transmission and distribution
- network and power capacity augmentation
- Increased demand from the renewable energy segment

Raw material constitutes around 70 per cent of the aggregate cost of production of LV switchgears and copper, steel and silver are the key raw materials used therein, constituting almost 75 per cent of the total

raw material cost. Manufacturing cost includes factory expenses, power and fuel, repair and maintenance.

HPL Portfolio- LV Switchgear

HPL Electric & Power Ltd has further strengthened its switchgear range by bringing a new and upgraded line of its Electrical Operated Switches, AV ATS- Advance Version Automatic load Transfer Switch. The new variant is a highly sophisticated and technologically advanced which is simple and easy to use and has been designed keeping the safety of the customers in mind. In terms of application, AV ATS is relevant for healthcare, Internet data centres, commercial buildings, industrial buildings, telecom central office, process manufacturing, distribution power or load management, HVAC, telecommunications and BMS.

At nearly 50 per cent share of the entire market for the manual changeover switches, HPL Electric is one of the oldest manufacturers of LV switchgear in India. Over the years, HPL Electric has increased its presence across switchgear products in the industrial and residential segments. ⚡

(Source: HPL Electric & Power Ltd.)

CG Power bags ₹ 350 Cr order for power transformers from Indonesia

Avantha Group Company, CG Power Systems Indonesia, a wholly-owned subsidiary of CG Power & Industrial Solutions Ltd, has bagged an order from Indonesian state utility PT PLN (Persero) for manufacturing and supply of 64 units of power transformers valued at ₹ 350 crore. This project is the first of its kind to be funded by Islamic Development Bank to support PLN's ambitious goal to enhance its transmission grid performance. The project will be completed by December and is going to play a critical role in its ongoing 35 GW fast-track program. CG Power plans to complete the supplies against the order by December 2018.

The order was secured through an open book process participated by six established bidders, including four multinational companies, where CG got the highest award of 37 per cent of the total value. This is the 8th tender won by CG as a leader which comprised of eight different ratings in a wide capacity and voltage range. The scope of work includes site survey, design, manufacturing, supply and installation of 64 units

(4400 MVA) of Power Transformers in PLN regions spread from Aceh to Papua over Sumatra, Java, Kalimantan, Sulawesi, Papua and Maluku Islands of Indonesia.

The award of the order to CG re-enforces its successful track record, global recognition of its technical expertise and CG as the preferred supplier for power utilities in manufacturing state-of-the-art products and solutions. CG received a high Qualitative Ranking Score based on evaluation conducted by one of the big four worldwide management consulting firms, appointed by PLN leading to higher allocation to CG.

Commenting on this prestigious win, Avantha Group Company, CG's CEO & Managing Director, K. N. Neelkant said, "CG always believes in manufacturing world class quality products and solutions as per the Global standards. We thank PT PLN Indonesia for this significant win which reinforces their trust in CG. This win further endorses our commitment towards making world class products for global markets." ⚡