

Lighting is energy management



The lighting and electrical protection sector is so vast that it can confidently tide over the economic meltdown, said **Gautam Seth**, Director **HPL India Ltd.** A Rs.500-crore company, HPL manufactures electrical protection equipment, switchgears, energy meters and energy management systems and is now exporting its products to Middle East, SAARC and European countries. With over 3000 workforce, including 60 strong team of design engineers in its R&D division, has helped HPL produce high quality innovative products and achieve new heights in a short span of time.

HPL has introduced an innovative technology in CFL. What is this new technology all about?

HPL-CFL is brighter, offers long life and eco-friendly & energy saving solutions. HPL has invested over Rs.500 million in the lighting division as we believe lighting is energy management.

The state-of-the art manufacturing facility in Sonapat has a capacity of around 12 lakh bulbs per month. We are enhancing it to 18 lakhs by March 2009. The new technology of Pill System makes HPL-CFL eco friendly. Generally, CFL lamps contain mercury for production of ultraviolet rays, which are converted to visible light through the phosphor coating layer on the glass tube wall. Presently, CFL lamps use only liquid mercury dosing technology, wherein liquid mercury droplet is dozed in the lamp. Due to varying tolerances of metal and inherent characteristics of mercury drops sticking to metal and glass walls, it is very difficult to control the mercury weight per lamp. The Pill system in HPL-CFL uses solid state of mercury balls which allows complete control of mercury weight in the lamp, below 5 mg per lamp HPL CFL is RoHS compliance.

What are your plans in the luminaries segment?

Following CFL and T5-FTL, we are extending luminaries in three segments consumer, commercial and industrial luminaries. In the first phase, we introduced five variants of CFL and 15 variants of T5-TFL based luminaries fitted with

electronic circuits in the consumer range which is commonly used in household, offices, malls and any indoor lighting area. In the second phase, we would be launching the commercial luminaries and speciality light source such as sodium vapour lamps and metal halide lamps and thereafter we will introduce a range of industrial luminaries.

Which are the other segments HPL India is catering to?

Besides luminaries, we have been into switchgears, metering, lighting and now in wires and cables. In switchgears, we have a wide range with inbuilt protection device. Socomec of France which specializes in switchgear & energy management Products in Europe is having equity participation with HPL .

We have tied up with Moeller, a German company headquartered in Austria, for the protection system within the switchgear. With the Moeller technology, we are manufacturing MCCBs, MCBs and the ELCB (earth leakage circuit breakers) which are positioned in a premium



segment. Besides, we also have protection equipment manufactured using indigenous technology.

In the metering segment too, we have a wide range like single phase, three phase or panel metres which are used in industries. We are one of the largest manufacturers of metres in India.

The third vertical, is of course lighting. Our aim has always been energy efficiency and thus we introduced CFLs. We are new entrants in this market. Two years back we launched the product and today, we have covered almost the entire country with our wide distribution network. We have around 11,00 authorised dealers and 9,000 retailers. The networking system was established for the switchgear which has been extended to lighting distribution.

Couple of years back, energy efficient lamps were new to the market but with the government and other organisation supporting the campaign, CFLs have become very popular. The potential is huge in the coming future.

In wires & cables segment we are just launching the domestic wires and would be enhancing the range to LT wires and cables. We will then move on to take the higher end cables. A wire and cable plant has been put up in Rai near Sonapat for this purpose. Two factories in Gurgaon are already operational for electronic energy metres, two factories in Noida are dedicated to switchgears and two plants in Jabli, HP, make meters and circuit breakers.