

# E&P Info

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**ERA FAME**  
MEDIA GROUP

Interviews



Varad Joshi  
Schneider Electric India



Yoshiaki Inayama  
Toshiba, JSW Power  
Systems Pvt Ltd



Babu T K  
EMeasure India  
Private Limited

## Cable Industry is Growing, Consolidating, and Diversifying...

Special Feature  
**Switchgear and  
Control Panel**

Industry Review  
**Capacitors**



# Content

June-July 2015 ▲ Vol. 6 Issue 3

## 20 Switchgear



## 32 Control Panel



## 40 Wire & Cable



## 62 Capacitor



## INTERVIEWS



26

**Varad Joshi**  
Schneider Electric India



36

**Babu T K**  
EIMeasure India  
Private Limited,  
Bangalore



56

**Yoshiaki Inayama**  
Toshiba JSW Power Systems Pvt Ltd

## Product Line

DEIF India Pvt. Ltd.....	76
EIMeasure India Pvt Ltd.....	30
Geissel India.....	50
IEEMA.....	60
K-Lite Industries.....	78
Neptune (India) Ltd.....	74
Stanley Black & Decker.....	80
Strom Energie Pvt. Ltd.....	82
Thermo Cables Ltd.....	52

## And....

Editor's Note.....	2
News.....	6-18
Index to Advertisers.....	86
Subscription.....	87

**“ We aim to provide our customers with safe and reliable products, services and systems, and we are working to ensure superior quality as perceived by our customers ”**



**Yoshiaki Inayama**

MD, Toshiba JSW Power Systems Pvt Ltd

**What are the types of products/solutions being offered by your company and what are their application areas?**

Toshiba JSW Power System Pvt Ltd. (TJPS) has already established itself as a dominant player in the Indian Power Sector business. Now, we are expanding our business further in the Renovation & Modernisation and Technical Advisory Services areas of the Power Plant.

TJPS would be offering complete solutions from turnkey supply to renovation and modernization for Indian power sector and also through Engineering, Manufacturing, Procurement, Construction and Service (EMPCS) related activities. By optimizing the productivity of our equipment and customized services to realize more economical and efficient power generation systems that could support the needs of the Indian society, we aim to become **“One Stop Solution Provider for Power in India”**.

When it comes to new technology, Indian customers are highly demanding and have an appetite for the latest and proven technologies. This is very encouraging for Toshiba, to serve in this market and gives an opportunity for introducing its know-how and technology in the areas like Ultra-Supercritical and Advanced Ultra-Supercritical technology based power plants.

**What is the role of quality standards in TJPS and also tell us what are the quality systems placed for Power Generation for the development of India?**

Based on Toshiba Group Quality Control Policy, we aim to provide our customers with safe and reliable products, services and systems, and we are working to ensure superior quality as perceived by our customers. By increasing our sensitivity to

potential risks and dealing with them swiftly, we strive to eliminate product accidents and provide unrivaled customer satisfaction.

**Toshiba Group's Basic Policy on Product Assurance: Standards of Conduct**

- We engage in quality assurance from the customers' point of view.
- We observe relevant laws and contracts and respect the rights of customers and third parties.
- We maintain quality systems aimed at achieving 100% quality.
- We ensure that all of our departments and all of our employees act on this Quality Control Policy.
- We aim for essential improvement by investigating the root causes of process failures.

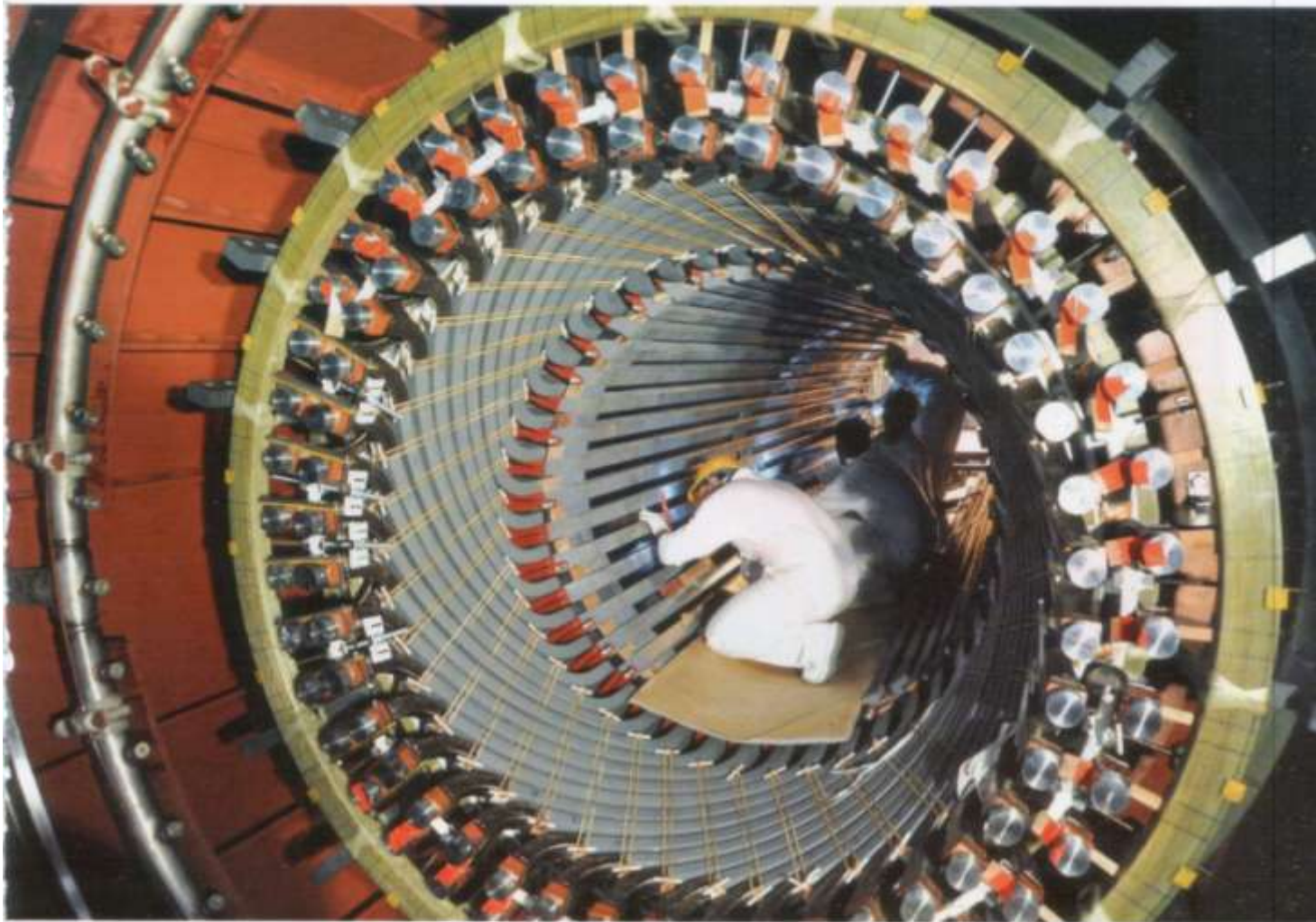
Experienced engineers from our Japan team frequently visit India to evaluate vendors with our Indian team and train our members to meet Toshiba's quality standards. We also send our employees to Keihin Product Operations, Toshiba's power equipment production facility in Yokohama, Japan, to get trained for at least six months. They learn Toshiba's manufacturing and quality standards there and lead the work here.

**What are the current technological trends in the Indian energy savings industry?**

Toshiba has many experiences for Supercritical and Ultra Supercritical thermal power plants and combined cycle thermal power plants.

In India first 800MW class Supercritical steam turbines and generators have been provided by Toshiba and TJPS is manufacturing three project and seven units of Supercritical turbine and generators in its Chennai factory.

Coal thermal is most important power



source in India. Considering environmental issue such as global warming, Clean Coal Technology is very important. TJPS has been fully technology transferred for Supercritical and Ultra Supercritical technology from Toshiba Japan. TJPS can contribute Indian society utilizing Toshiba's state of the art technology.

**As the Government has identified Power sector as a key sector and initiated huge investment plans for power development, how well are you prepared to take advantage of this oncoming demand?**

We are investing a lot of our time and resources in developing our factory in Chennai, Engineering Center in Gurgaon and strong vendors in India for super-critical equipment to ensure that our products are the most competitive and reliable in the market. We are planning to ramp up the

turbine and generator manufacturing facility in Chennai from the existing 3000 MW/year to 6000 MW/year in the future. We are also investing in developing human resources for engineering, project management and manufacturing capabilities. We have a vision of becoming the world's no. 1 EMPCS company by optimizing the performance of our equipment and customized services to realize more economical and efficient power generation systems that could support the needs of the Indian society. Toshiba Corporation also looks at India as a strategically ideal location for a global manufacturing and engineering base. We have full support from the Toshiba headquarters and TJPS will soon become a global supplier for power systems. Toshiba intends to contribute in the stable supply of electricity and is committed to travel a long way with India.

**We have a vision of becoming the world's no. 1 EMPCS company by optimizing the performance of our equipment and customized services to realize more economical and efficient power generation systems that could support the needs of the Indian society.**



**Yoshiaki Inayama**  
Toshiba JSW Power Systems  
Pvt Ltd

**“Single point responsibility gives us better control on the complete project schedule and cost and also enables us to deliver the best of our learning to Indian customers”**

**What value added services does TJPS offer to its customers in India?**

Single point responsibility gives us better control on the complete project schedule and cost and also enables us to deliver the best of our learning to Indian customers. TJPS' competitive edge is **“Supplying Reliable Power Plants”** that are built on Top of the Line technology. We believe that the intrinsic value of Power Plant equipment should be determined only by the life-cycle cost of the equipment which includes opportunity cost due to outage, maintenance required, efficiency etc. and not only by its initial capital investment. We are the company where the majority stake is held by the technology provider. We at TJPS, are backed by the technology know how and extensive R&D by Toshiba Corporation which includes more than 174,000 MW installed capacity and six decades of experience across the globe have an edge over other.

We observed that in India, Power Plant

Owners, especially the first time IPPs and SEBs prefer EPC contract to have “Certainty of Project duration and Cost”. An EPC contract binds the Contractor to deliver the project as per the pre-determined schedule, quality and cost.

With the recent integration of Toshiba's fully owned subsidiary, Toshiba Thermal & Hydro Power Systems Company, Delhi with our manufacturing facility, we have positioned ourselves to provide complete turnkey solution in India and neighbouring countries.

**Being a leader, your message to the industry?**

We believe India has huge possibility of growth and electric power supply will be one of the key factors for its growth. We would like to contribute to Indian society and its sustainable growth utilizing Toshiba's cutting edge technologies, its quality control system and Indian talented employees in tie-ups with Indian partners.