



Established in 2010, Rajasthan Powergen Transformer Pvt Ltd is a young enterprise that has witnessed significant growth in a brief period of time. RPTPL, through its modern facility in Rajasthan, caters to both the Indian and foreign markets. In this interview, we have **Arvind S. Jain** discussing his company's current operations and future plans. While dwelling upon industry issues, Jain strongly feels that state power utilities should have uniform transformer designs—a move that can bring in tremendous cost and time efficiency.

## Transformer industry needs a “One India, One Product” policy

— **Arvind S. Jain**, Director - Marketing & Business Development, Rajasthan Powergen Transformer Pvt Ltd

**Please orient us with your Sanchore manufacturing facility in Rajasthan. What are the various transformers that you produce and what is your indicative annual capacity?**

An ISO 9001, 14001 & 18001 certified company established in 2010 with in-house facility to produce transformer for diversified application, our manufacturing facility is spread over 8 acres of land and employs 140+ professionals. The state-of-the-art facility has latest machinery that are second to none in the industry. We are equipped to produce various ratings of transformer ranging from 10kVA to 8000kVA with highest voltage class of 33kV. Our products comply with international standards like IEC, IEEE, etc.

**We understand that RPTPL also has in-house testing facilities for transformers. Tell us more.**

For confirming the performances of

transformer as per specification, it has to go through routine tests. All routine tests are carried out on each transformer as per IS2026 and every instrument is calibrated through NABL accredited laboratory. Heat run test is also carried out in factory premises.

**Given the boost in demand for distribution transformers coming from Central schemes like DDUGVY, Saubhagya, etc, are you planning any capacity expansion at the Sanchore unit?**

Eight years back, while venturing in this industry, our aim was to create a unit which could cater to our expansion vision for the next 10-15 years. Hence there seems to be no need for a capacity expansion at this moment. However, I must say that as and when there is any technological development, we immediately adopt it.





**Speaking of industry issues, it is believed that India has the highest failure rate of distribution transformers. What is your view?**

There are various internal and external reasons that can initiate transformer failure. Poor workmanship cannot be a major reason as all varieties are type-tested and also 100 per cent inspection is done by utilities before dispatch. Many factors like line surges, electrical disturbances, overloading and sometimes even sabotage, impact the life expectancy of the transformer. So, it is not always a manufacturing issue but the external issues that degrade the capacity of the transformer to withstand the daily stress.

**We understand that distribution transformers manufacturers have to get dual certification from BEE and BIS. What is your opinion?**

Broadly speaking, this is a voluntary depletion of resources. Dual certification, adding to the fact that every state utility has a different specification, consumes a lot of time, energy and cost. It is sometimes not practically possible to reach out to various states due to additional tests. Initiating a policy like "One India, One Product" makes sense in reducing these hassles as well as conserving vital resources. And

a direct benefit can be made as it would trigger a healthy competition throughout the country.

**What is your overall view on the alleged use of non-prime grade CRGO in India, especially in the case of distribution transformers?**

Utilities should use effective procurement policies based on standard quality procurement, not on the L1 mechanism. Estimated cost decided by procurement entity should be based on healthy design of transformer as low cost ultimately directs to use of unhealthy design, substandard materials, leading in to increase in electrical losses. Thus, alleged use of non-prime grade CRGO and unhealthy design adversely affecting the quality and disturbing the standard industrial practices.

**Do you feel that Indian testing laboratories (CPRI, ERDA, NHPTL, etc) have adequate capability and capacity to cater to the Indian demand for testing high-voltage equipment?**

Not really. Understanding Indian demand for next 10 years and the way India is progressing, its testing capacity should be enhanced. There should also be more branches of testing labs so as to cut down waiting time, which sometimes is as high as three months. Further, KEMA type of facilities should be introduced so that our type-tested products are acceptable globally.



**We understand that most utilities still use the L1 mode of procurement. This, as we understand, causes sub-standard equipment to be inducted into the grid. What is your overall view on this subject?**

Highlighting the same point made earlier, till utilities do not have in-house design and evaluation process of minimum cost of any product, following L1 model might give onetime benefit but will reduce the life of system and also add pressure on system. System losses would be proportionately more, which in turn will increase tariff burden. Ultimately, the consumer will always carry this burden. This is a vicious cycle.

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**Does RPTPL cater to the exports market? If so, which countries are your prime export destinations?**

Yes, we are presently exporting in Africa and more actively looking forward to cater to the requirement of Middle East and other ASEAN countries.

**Please summarize your growth plans for RPTPL for the next say 5-7 years.**

Looking at India's overall plan of infrastructure development we see good potential in Indian market. At the same time, developing countries like Bangladesh, Nepal and African countries are also showing promise. So, being optimistic and maintaining consistent growth for RPTPL, we expect an annual sales turnover of Rs.250-300 crore in the coming years. ■