

Topping in Tapchangers

R V Talegaonkar, Executive Director, Group I, CTR Manufacturing Industries Limited, replies to our correspondent Huned Contractor's queries about the company's products, expansion plans and green initiatives

Q. Could you provide a history of the company?

CTR Manufacturing Industries Limited is a leading transformer ancillary manufacturing company in India. In 1965, the company commissioned the first factory in Pune to manufacture flange-mounted tapchangers and radiators for transformers. In 1976, the company set up a plastic film capacitor manufacturing factory at Aurangabad. As a range extension, the company added in 1996 intank tapchangers in collaboration with ELIN, Austria. During 1996 the company also started manufacturing explosion prevention and fire extinguishing systems for transformers and reactors in collaboration with Elin Energieversorgung, Austria. In 2012, the company added a Research and Development Centre at Nashik, which is recognised by the Department of Scientific and Industrial Research, Government of India. The company's electrical test laboratory at Nashik is NABL-accredited. Today, CTR is a multi-product, multi-location company. We also manufacture material handling equipment and provide substation solutions through protection devices. The company also has a marketing agency for products such as rim seal fire protection systems and safety products, including paint.

Q. What are the products that the company manufactures for transformers?

These products are:

- On-load and off-circuit tapchangers
- Radiators
- Explosion prevention and fire extinguishing system
- Monoblock bushings
- Online oil filters
- Epoxy components.

Q. Are there any products manufactured for other applications?

As mentioned above, these can be categorized as follows:

- Safety products
- Material handling equipment
- Electrical and electronic capacitors
- Substation automation systems
- Fire protection system for petroleum storage tanks
- Diagnostic products.

Q. Could you provide details of the company's production infrastructure and capacity?

We have three operational factories at Pune, Aurangabad and Nashik. A major USP of the company is timely delivery with minimum lead time in view of the company's proactive steps to regularly enhance capacities to meet market requirements. Further resource and capacity enhancement are planned for all products in line with energy sector projections up to 2022.



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Reserch & Development Center, Nashik

Q. What is the market size for the company's products in the transformer segment?

The company is a preferred source and has a dominant market share for many of its products.

Q. How does the company plan to acquire a larger market share in the coming years?

The existing product lines with market leadership position are expected to grow further in line with industry growth. New products have been identified, which are likely to expand the company's base in domestic and export markets.

Q. Are there any plans to expand the infrastructure with greenfield or brownfield projects?

The company has already acquired land in the export zone at Aurangabad to cater to the growing export market for new and existing products.

Q. What kind of research & development does the company engage in?

Our research and development centre is headed by a president in charge of technology with a team of highly qualified engineers exposed to the latest design software. The centre has been approved by the Department of Science and Industrial Research, Government of India. Over the years, our extensive R&D has yielded patents for several products in over 90 countries.

The centre has been engaged in the design, development and testing of tap-changers for different kV class, new technologies, assessment of tapchangers' life, alternate materials for tapchangers, protection relay panels, electronics auxiliary switches for relay panels, etc. Extensive experiments were successfully conducted recently on the suitability of an alternate fluid, namely Ester oil for non-vacuum on-load tapchangers, thereby being the first in the industry to offer an economical and ecological alternate solution.

CTR Product Range



Q. What about exports?

Our export division was established five years ago, which now contributes up to 20% of the company's turnover. Our products are currently exported to over 37 countries worldwide.

Q. What kind of quality systems has the company established?

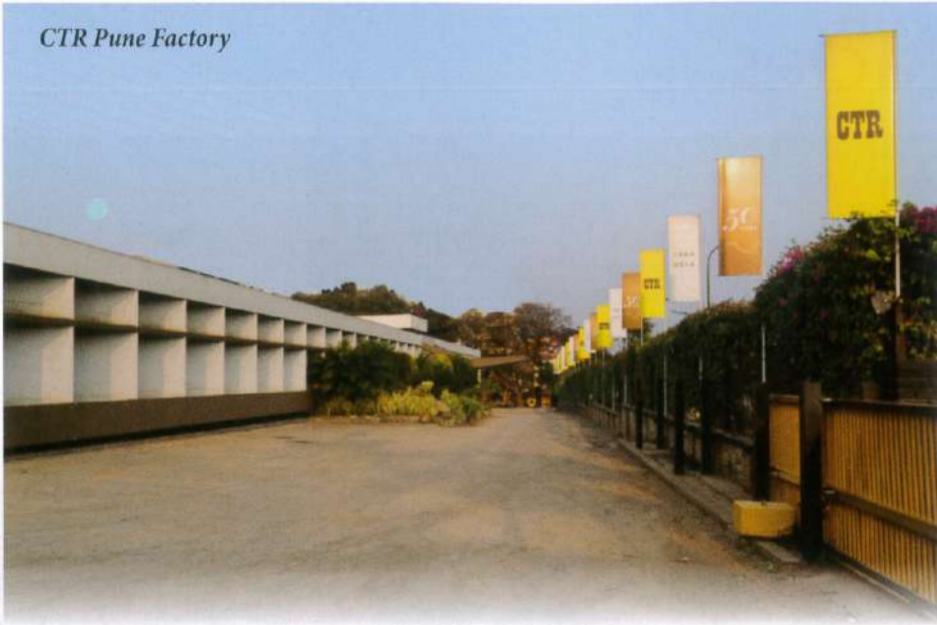
We are an ISO 9001 certified company with strong quality control systems and documentation. We also have integrated computerised systems with the latest

software available in design and QC functions, Six Sigma implementation and well-trained and qualified personnel. We are engaged in continuous improvements through Small Group Involvement Activities (SGIA).

Q. Which factors will drive the company's growth in 2018?

New models are being developed with biodegradable fluids to support the government's initiative of 'Go Green'. Further, what will benefit the company

CTR Pune Factory



is the predicted growth in the power sector on account of the government's initiatives in the field of conventional and non-conventional energy. Above all, our ability to provide incredible solutions will certainly keep us growing.

Q. What have been the company's Go Green initiatives?

There have been projects in this segment, such as:

- We have introduced tapchangers with

Ester oil keeping ecological aspects in mind.

- We have adapted the use of wind turbine generator to help in reducing carbon emission.
- We have installed a solar power system to support the environment.
- We use phytotechnology for efficient waste water treatment. Phytotechnology is an emerging field that implements solutions to scientific and engineering problems in the form of plants. It is dis-

tinct from ecotechnology and biotechnology as these fields encompass the use and study of ecosystems and living beings, respectively. The current study of this field has mostly been directed into contaminate removal, storage and accumulation. Plant-based technologies have become alternatives to traditional cleanup procedures because of their low capital costs, high success rates, low maintenance requirements, end-use value, and aesthetic nature.

- We are also implementing rain water harvesting.
- Biogas generation is used for cooking in villages adopted by us as part of our CSR.
- We have undertaken transplantation of trees in various areas.

Q. What is your company's success mantra?

Incredible solutions through innovation, product development, perpetuity through optimal technology and stakeholder satisfaction – all this put together has defined our success. Another factor is employee engagement and development through regular training activities apart from a bi-yearly vision meet for senior executives and line function employees. ■

CTR Aurangabad Factory

