Issue # 23

State-of-the-Art Technology and India

For competitiveness as well as for climate protection, State-of-the-Art energy efficiency technology is necessary.

Most unfamiliar with the Indian situation have the misconception that a lot of technology transfer is necessary. My pragmatic point of view is that most, but not all State-of-the-Art technology has already entered India, but is only applied by a few companies. It is therefore a matter of transferring from the progressive Indian firms to the not so progressive ones.

On the other hand some State-of-the-Art Technology has not been tested in India for various reasons, including doubtful cost benefits and concern for India being used as a "guinea pig" for untested and unreliable technologies.

Nevertheless there are still new technologies and products which may turn out to be beneficial to India. Therefore, we will occasionally feature on this webpage new technologies which had been offered to or were discussed with BEE and ask our readers to contribute their thoughts as follows:

(i) Is the technology already available in India and with whom? Collect a finder's fee of Rs. 5,000 if you can identify a site in India where the technology is used.

(ii) If the technology is (in your opinion) unavailable, tell us which sector or firm may be most interested and willing to pilot test it.

We start with an offer from the Japan Industrial Furnace Manufacturer's Association (JIFMA) concerning regenerative burner systems. All the technical details are scanned in under www.energymanagertraining.com/kaupp/jif.pdf [1.55 Mb, pdf format] and you may also contact Mr. Nobuya Uryu at e-mail nobuya.uryu@gene.mizuho-ir.co.jp.

As understood from the promoters, the technology is offered free of charge for the first unit under pilot testing conditions in the Indian environment. Conditions apply, and you may inquire from Mr. Uryu by e-mail.

My own encounters with technology transfer and acceptance are a mixed bag. It may be educational to explain some previous experiences.

First, even if equipment is provided for free, it does not mean there are no costs and no risks for the Indian firm. Production may be affected, man hours are spent, and problems always occur in the initial stages.

The scheme to install some State-of-the-Art equipment for free and get paid from promised savings is not new to India. It is occasionally applied with smaller gadgets which monitor and control energy intensive machinery.

There is also a risk for the technology provider, because energy efficient technology does not operating by itself in an efficient manner. The client staff needs to have the right attitude, and dedication. It is therefore worthwhile to agree on duties and responsibilities of the client firm as well.

A certain warning sign not to pilot test is a management or operating staff with the attitude: "What do you want, we have 20 years of experience". In such hopeless cases I usually reply that this often means 1 year experience in making mistakes and 19 years of repeating the mistakes, which obviously adds up to twenty years of experience.

In other words, the best technology fails if tested in the wrong place with the wrong management.

On the other hand some of the State-of-the-Art promoters have tall claims with little to show, or underestimate the problems of adapting their technology to a "foreign" environment.

We therefore make an honest effort to match the technology documented under www.energymanagertraining.com/kaupp/jif.pdf [1.55 Mb, pdf format] with a serious Indian partner, having pointed out some of the pitfalls. Please inform us. The usual conditions apply.