

Noida glass Inc. warms up to energy saving

Energy efficient glasses are increasingly becoming the in thing for the Delhi-NCR glass industry. Despite the slowdown in the country's economy and the real estate sector in last half decade, the manufacturers, processors and traders are laughing their way to the banks.

The focus has shifted to energy efficient glasses not only to meet the increasing energy requirements, but to improve balance sheets of the company. "In India, energy costs have risen by more than three fold in the last decade," said Somasundaram Senthilkumar, North India head, Asahi India Glass Limited. Senthilkumar added, "Typically the heat gained or lost through glazing in a normal building in India is anywhere between 40-50 per cent and using the right type of glass can bring down the energy consumption by 30-40 per cent."

The Rs 300 crore industry in Delhi-NCR is a brimming with orders and Kumar who is also a member of All India Glass Manufacturers' Association (AIGMA) gave some details about the industry. The industry has witnessed a whopping growth of 400 per cent in last 4-5 years. By 2030 more than 66 per cent of the total buildings will be equipped majorly with glass. This means twice the stock is to be constructed. So there is huge opportunity." Out of the Rs 2000 crore of the countrywide turnover, contribution of Delhi-NCR alone is Rs 90 crore said Senthilkumar.

Karan Singh, director of Gurind Glasses, a Noida based players in the industry said that the launch of the ECBC codes (Energy Conservation Building Codes), has made it mandatory THOUGH he conceded that slow economy has impacted business and company's turnover has dwindled by 25 per cent, he still does not find the situation alarming. "There is still a lot of positives and energy efficient glasses are the future."

Meanwhile Senthilkumar too agreed that gain in popularity of the green building practices, users alike, builders & architects started looking at ways to reduce energy consumption in buildings. Demand has led to increase in prices of such glasses but Senthilkumar said that it should be seen as a long term investment.

"Also the fact that price of energy has gone up several folds. Moreover, the incremental cost for high performance glazing can be recovered in 3-4 years." "Demand for toughened glass is immense," said Tarun Arora, managing director of Sai Glass Company, a Faridabad based trading company. He added, "Industry is growing by 30-50 per cent be it a manufacturer or a trader." Arora further said that demand has forced many players to open multiple units indicating towards the growth.

There are some who have not witnessed any slowdown whatsoever. Sunil Shah, director of Surbhi Glass Private Limited, a Gurgaon based company said, "Situation is such that most manufacturers are unable to meet it. Industry is working on a very tight deadline. We have seen a surge of 20 per cent demand year-on-year." The 35-year-old company's average monthly demand is worth Rs 10 crore pointed the director.

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