



“A successful project is the outcome of an efficient and effective system design and configuration”

- Kamlesh Sancheti, Head Project Sales, Racold Thermo Private Limited



**W**hat is your emphasis on domestic manufacture?

For our flat plate collector based projects, 100 per cent material used is indigenous; for evacuated tube collector, 90 per cent material used is indigenous. As far as domestic items are concerned, Racold has a prominent set-up supported by a state-of-the-art manufacturing facility located at Pune.

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For the period of Jan-June 2016, we have a healthy pipeline around 30,000 sq mts of collector area from different applications and segments, completing almost 60 per cent projects. Our cumulative installation base is more than 500,000 sq mts.

**What government projects are you working on?**

West Bengal Medical Services Corporation Limited (through principle contractor - Shapoorji Pallonji Engineering and Construction)

for 12 hospital projects, at different locations spread all over West Bengal.

**What sets you apart from your competition?**

We offer end-to-end solution from concept to commissioning. This comprises in-depth understanding of customer requirement from the envelope stage, system configuration and design, layout planning, 3D modeling, shadow analysis, structural consideration, etc. Emphasis is simplified solutions that deliver the highest value proposition with minimum maintenance post installation. Our expertise and experience of handling projects in different segments complements to this. A major differentiator: Doing right things at every stage.

**What are the trends you've adopted?**

Hybrid solutions like solar water heaters integrated with energy efficient heat pump water heaters is catching up. Racold offers hybrid solutions for new

projects as well as retro-fit projects. This type of solutions assures hot water in all seasons (particularly in rainy season), installation space is minimum, 75 per cent saving in auxiliary heating and so on. Smart features like Auto time and temperature setting reduces manual intervention; monitoring of different data points like quantity of water used (flow), pressure, temperature, consumption of different fuels in hybrid solutions (electricity, diesel, gas etc), saving simulations etc is also expected in some of the application. Recirculation system to avoid stagnant water wastage (overnight temperature loss in pipeline) and automated fixed time hot water supply. Racold has successfully implemented new trends in different applications across segments like townships, hospitality, healthcare, industries, educational institutes and swimming pools.

- JOCELYN FERNANDES