

Quippo to enter foreign mkts

The equipment rental co is also planning an SEZ in Maharashtra

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Quippo Energy Rental, a subsidiary of Quippo Infrastructure Equipment Ltd, is planning to enter Bangladesh and Indonesia by next year. The firm will offer energy equipment on rent. The division currently services 12 clients, most of which are in Gujarat.

Quippo is India's largest infrastructure equipment rental company. The energy subsidiary offers gas-based power generation equipment to users who have low capital for captive power plants, with access to natural gas.

At present, the company supplies equipment from its assembly plant near Ahmedabad, but is also planning another unit in Andhra Pradesh. The firm, which has an asset base of Rs400 crore, has a 20% market share in the product size it offers. However, it is the sole play-



■ Hemant Pincha —Dhawal Bharwad

Borrowed power

Company has 12 clients as of now, the majority of which are in Gujarat

It is also making headway for Clean Development Mechanism (CDM) projects

er in India's gas-based equipment market.

The firm relies on combined heat and power cooling (CHPC) system to ensure effective electricity supply at competitive costs. CHPC is an efficient, clean, and reliable approach to generate electricity and heat energy from a single fuel source. Also called cogeneration, the system is has a high efficiency.

"We have succeeded in building our business on the CHPC system, through which we supply electricity at lower costs to our clients, who can save their capital for investing in their core competence," said Hemant Pincha, CEO, Quippo Energy Rental. He was addressing clients and vendors at the Quippo's annual conference in

Ahmedabad on Tuesday.

Pincha added his client companies would also earn certified emission reductions (CERs) as CHPC could help reduce greenhouse gas emissions, thus boosting revenues from the next year.

The firm has rented out power equipment capable of generating 27mw using natural gas as fuel.

According to Pincha, the domestic market has the potential of 1000mw of rental power in the next four years, of which Quippo plans to garner a 50% share. "We plan to invest Rs1,500 crore in the next four years, and are also planning an engineering special economic zone (SEZ) in Maharashtra, where our third assembly unit will be set up," Pincha said.