BUSWORLD INDIA 2016
Suppliers impress with new tech

By Rajesh Rajpar

Busworld India 2016 witnessed enthusiastic participation from several ancillary suppliers who presented new developments and futuristic solutions across a range of product categories such as AC systems, lightings, seat fabrics, wiper systems, tooling and fabrication, harness and connectivity, etc. We bring you some of the most interesting ones in this exclusive report.

Efficiency through power saving

Bustec, a Czech company, showcased an innovative surface mounting device (SMD) LED sign. This latest technology, according to Mr. Arun Kumar H.C., Director, Bustec, "has low power consumption but provides high illumination of 1300 MCD (milli-candies) with a life of one lakh hours." Considering Busworld India as the best launching pad, the company, which has a base in Bengaluru for its India operation, has completed all the mandatory certifications from AIKTC two months prior to the show. He said, "Globally recognized as a market leader in SMD LED signs with a long history of more than 20 years, we have supplied around 60,000 LED signs across the world. We have been able to localize most of the mechanicals in Bengaluru, PCB boards come from the Czech Republic. We are confident that within two years we will be able to manufacture even PCB boards in India and look at exporting from India."

Bustec aims to achieve 1,250 vehicles in a year, and going forward as India moves towards accepting electric buses, the number of vehicles can grow up to 5,000. "Our product with a new technology offers low power consumption of 3 amps for all the set against the standard 8.5 amp which can save up to 65 per cent of power," he added.

The Indian bus AC market has witnessed exponential growth in the school bus, staff transport and tourist segments in the last three to four years. There has always been very good acceptance for new technologies with customers demanding hi-tech products. In order to offer affordable AC units and grow rapidly, PKN Moulders started manufacturing bus AC units for its tourist customers using Tempo Travellers. Having established them as a brand to go far in the Indian market due to the Korean technology, copper tubes for condensers, aluminium fins for condensers and blowers from SNU, Italy, PKN now looks to expand in South India. "We encourage our customers to visit us to see our operation as well as the product. In this way, they could know us better. This is important for long-term business relationship. They can also understand that our reputation is only as good as the reputation of the materials that go into our products and thus we work closely with our customers' requirement," explains Mr. B.S. Arora, General Manager, PKN Moulders Pvt. Ltd.

The company, located in Bhilwara in Rajasthan, has the capacity to produce around 150 bus AC units per month and did around 800 units last year. "We plan to grow by 50 per cent CAGR as we have done around 3,000 vehicles in the last five years," states Mr. Satish Sharma, Managing Director, PKN Moulders Pvt. Ltd. Upholstery fabric

Reliance's textile division debuted at the show and impressed one and all with its finest fabrics. Although Reliance has been a pioneer in the field of branded upholstery and textiles since 1998, it started supplying for buses only since 2007. "We have technology to make different fabrics and produce a variety of woven and knitted fabrics with moisture control, fire-retardant, water-repellent and anti-microbial properties with fragrance," the company says.

Bus seating, our range of jacquards and dobby are available in a variety of designs and colours. We have got two plants, one in Haryana and the other in Gazibad. The former can produce one lakh metres and the latter around 25,000 metres a month."

Rubber, components and fabrication

ALP Overseas Private Ltd., along with Nishikawa Rubber Company, Japan, provides sealing solutions to major automobile manufacturers in India. ANCO, as it is known, is the market leader for supplying EDPM, PVC, TPE and TPO sealing to bus seatings, our range of jacquards and dobby are available in a variety of designs and colours. We have got two plants, one in Haryana and the other in Gazibad. The former can produce one lakh metres and the latter around 25,000 metres a month."

OEMs "We help the OEMs bring out better products for front and rear windshield, glass run, bootnet seal, door seal, and have approximately 50 per cent marketshare in India and contribute to 30 per cent globally," says N.K. Gauda, DGM - Sales, ALP Overseas Pvt. Ltd.

The show even hosted suppliers like Besant Overseas offering aluminum doors, roof hatchets, head lights, tail lamps, rear view mirrors, wiper systems and almost all auto components.
NORMA acquires Parker Hannifin's Autoline business for quick connectors

The NORMA Group, a global market leader in engineered joining technology, has successfully completed the acquisition of the Autoline business from Parker Hannifin. Autoline produces quick connectors for fluid lines in motor vehicles and has more than 200 employees at locations in France, Mexico and China.

"The acquisition of Autoline strengthens our market position with new products in the area of quick connectors and by gaining new customers, including in Asia," says Werner Zagam, CEO of the NORMA Group. "The decades-long experience of Autoline and the expertise in the development and manufacture of joining products fit perfectly with the NORMA Group. We look forward to working with our new colleagues."

The consolidation of Autoline is effective immediately. The business is expected to generate global sales of around EUR 40 million for fiscal 2017. Autoline has developed, manufactured and marketed plastic quick connectors for more than 20 years. The products connect, among other things, fuel-line systems, tank ventilation, cooling, brake vacuums and selective catalytic reduction (SCR) in all vehicle types. Autoline is headquartered in Guichen, France. The business was part of the Fluid System Connectors Division of Parker Hannifin Corporation and previously a division of Legris.