



Manufacturer

TLV CO., LTD.

Kakogawa, Japan

ISO 9001
ISO 14001

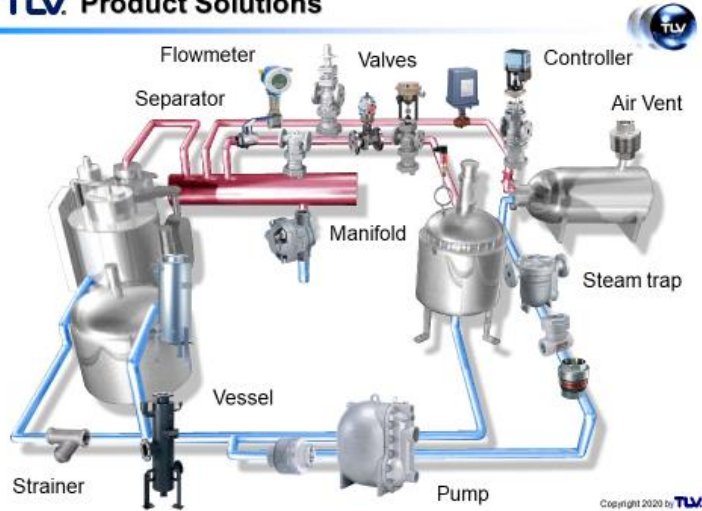


TLV PTE LTD (India Liaison Office)

Peush Jaitly
GM – India Operation

Founded : 1950, Manufacturing in Kakogawa Japan, Global Operations, 700+ employee, 100+ Distributors, Revenues of \$ 100 million, Steam Engineering Devices (Energy Conservation, Process efficiency & equipment protection)

TLV Product Solutions



MISSION is to Help
Build a Low Carbon Society
and Create “Peace of Mind” in plants through

SSOP
Steam System Optimization
Program

A Sustainable Asset Management Program

which Improves Safety, Reliability & Profitability
by Continuously Optimizing Performance of
the Entire Steam System through Visualization based on
“Condition Monitoring and Timely Consulting & Engineering Services”
to Minimize Condensate Problems, Energy Losses and CO₂ Emissions

TLV SteamWorld

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Applications in all Industries using Steam (F&B, Textile, Paper, Chemicals, Oil&Gas, Power, Metal, Steel.. Etc), Hotels, Hospitals & centralised Heating Systems etc



TLV India Liaison Office,
3 Direct employees,
8 Distributors, Plans for expansion

Catering to Indian Steam Users in various industries by Consultative Approach to improve Steam Systems by delivering unique technology.

The past major activities:

<IGES/TERI and TLV joint activities>

Mainly, 3 types of activities:

- Steam using plant walkthrough (Quick energy audit)
- Cooperate head office approach (Quick seminar and open discussion)
- Workshop or seminar for public

<Steam using plant walkthrough>

- Big steam using plants (State owned and private companies)
- Middle or small steam using plants (Private companies)

<Cooperate head office approach>

- Both state owned and private companies

<Workshop or seminar>

- Both for general audience and specific

Key: Purpose, Targeting, Strategy and Planning

Basically, 1 week visit per 1 time, 1 or 2 times visit per year.

“Productivity” is the key of efficiency.

For “Productivity”, targeting, strategy and planning is the key.

Purpose and Targeting:

- If the goal is “to achieve a quick result”, the target steam using plants are better to be “private” and “middle / small size” – decision making process is simple so quick implementation could be expected.
- If the goal is “to promote the concept widely”, the target steam using plants are better to be “private” and “big size” – decision making take time, but wider influencing effect could be expected.
- State owned companies are not appropriate – “Open Tender” and “L1” restriction chokes solution implementation.

Strategy and Planning:

- PAT scheme – like an India domestic carbon footprint trade – there are already listed companies which has to improve the energy efficiency. Any synergy?
- Precise targeting and preparation before visit is the key – kick off meeting, data collection, exchange opinion, etc many of them can be done before the visit. With IGES/TERI- and the target steam users.
- Logistics efficiency – Limited time should be used not for driving, but for plant walkthrough and workshop/seminar.

Lesson & learn from the past “Technology Collaboration” activities **TLV**

Key: Workshop target should be the Plant Managers, Energy Managers and Energy Auditors

- Within 1 week limited time in India, making seminar / workshop at individual plants / cooperate head office is not efficient. Basic messages are the same, and driving time loss.
- Seminar target should be decision makers and influencers, not junior members for their basic training.

One of the best case – Collaboration with State level Meet of BEE Certified Energy Auditors & Managers
If any workshop available , Plant Manager with Energy Auditors & Managers?



Way forward

Start:
Up front agreement to the budget for solution implementation

Kick Off

<Targeting>

- Region, industry, size of steam user, PAT score, private company, logistics, etc.
- Consensus between IGES/TERI and TLV

<Initial approach / Narrow down the target>

- By interest and motivation the steam user has.
- Size of expected potential savings.
- Before the visit, initial data collection and consultation has been done in remote basis.

PO

<Onsite walkthrough / Proposal>

- Energy study and solution implementation initial study together.
- Reporting with ROI projection.
- To the decision maker.

<Report / Workshop>

- To proof “energy saving, it works”!
- For open dialog for next action.

<Implementation supervise / Result confirmation>

- To make sure the solution implemented properly.
- To confirm the expected ROI if achieved

