

Cables that provide Power!



Mr. Marc Jarrault – MD – Lapp India Pvt. Ltd.

As Managing Director of Lapp India Pvt. Ltd, Marc Jarrault is responsible for spearheading the robust growth and profitability of the business and building the undisputed leadership of Lapp India in the control cables market with over 20 sales offices across India and 2 state of the art manufacturing facilities.

Marc has an in-depth knowledge of the manufacturing industry acquired from senior leadership roles held in MNCs. Prior to joining Lapp India, he was CEO of Lafarge Cement Indonesia where he almost doubled the sales in 5 years while launching an aggressive development roadmap with the construction of 3 cement plants until 2020. He had previously set up from scratch the 33 MUSD Lafarge cement business in Vietnam in only 3 years and in a very competitive market and participated to large acquisitions of Lafarge, cement world leader, in Asia including Tata and Raymond cement plants in Chattisgarh, India.

He held also senior leadership roles for Vinci, a world leading Construction Company, in Mexico and South Africa. Marc has overall 15 years of in-depth experience of business practices and an extensive network across leading players of the manufacturing industry in Asia, and he capitalises on a large experience in leading multicultural teams internationally.

Marc was born in France where he pursued his engineering from a top Engineering school in France and completed his MBA from INSEAD. He is also a French Foreign Trade Advisor and member of Eurocham.

The 2015 Gardner Business Media Survey estimates Indian Machine Tool Industry at 14th in production and 10th in the consumption of machine tools in the world. With emphasis on 'Make in India' and growth in manufacturing, for which the machine tools sector serves as the mother industry, India is all set to become a key player in the global machine tools industry and is likely to see widespread high-end machine tool manufacturing in the next few years.

The Indian machine tool industry has around 1000 units in the production of machine tools, accessories/attachments, subsystems and parts. Of these, around 25 in the large scale sector account for

70 percent of the turnover and the rest are in the SME sector of the industry. Approximately, 75 per cent of the Indian machine tool producers are ISO certified. While the large organized players cater to India's heavy and medium industries, the small-scale sector meets the demand of ancillary and other units. Machine tool industry is inherently complex. The main objective of this industry is to build machines which will work towards reducing operational downtime for its customers. Hence, a wide range of cabling solutions is required for the machine tool industry. According to the Indian Machine Tool Manufacturer's Association (IMTMA), the industry is increasingly moving towards sophisticated CNC machines driven by



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key user segments like automobiles and consumer durables. This calls for increased focus on identifying and sourcing the right quality of cabling solutions which enhances the productivity, precision and reliability of the machine tool.

- The cables should be oil resistant and must also be able to sustain vibrations. As all machines require constant oiling and regular maintenance, oil has a tendency to get absorbed into the cable resulting in swelling and softening. This eventually degrades the tensile property of the cable. Cables should also be able to function with any kind of vibration to ensure no loose connections are caused in the circuitry. The connecting glands must be unaffected by the oil as well.
- The cable glands must be ingress protected. The cabling should be dust resistant and must be protected against temporary/ continuous immersion in liquids. Machine Tool Industry generally requires a significant volume of industrial electrical installations which require a high level of ingress protection.
- It is mandatory that the cables be highly flexible and durable. Most industrial machines consist of at least one moving part. In this context, the cable is required to be sufficiently flexible to cope with the to-and-fro or up-and-down motion. Cables should be flat and highly flexible and durable, making them ideal for high movement applications. They should be highly flexible and capable of withstanding harsh environmental and operational conditions.
- Flame retardant and able to withstand high temperature. Requirements for low smoke emissions, low generation of corrosive and toxic gases and low fire propagation characteristics have produced a rapidly growing market for Halogen-Free Flame Retardant (HFFR) & Fire Survival (FS) cables. These cables come with annealed bare copper or annealed tinned copper conductors. Having a double layer glass mica tape for insulation, these cables come with special linked polyethylene. The inner sheath comes with halogen free

compound with galvanised steel wire which prevents spreading of fire.

These cables are specially designed for optimum cabling solutions under fire mishap by maintaining the circuit integrity for temperatures up to 6500 C, 7500 C and/ or 9500 C as per application requirements. The inner and outer sheaths are specially designed with halogen free compound which reduces emission of fumes and acid gases in the event of fire.

Cable requirements of this industry vary from machine to machine depending on the type of equipment their clients need. Each type of machine will demand numerous types of cables. Some can be ordered right off the catalogue while others have to be custom-made for the client. To address this, issue a range of power, control and data cables specific to machine tool industry is required. Given the demanding applications of the machine tool industry, specialized cables that sustain high mechanical and chemical stress are required.

About Lapp India

Lapp India is a 100% subsidiary of the LAPP GROUP Germany, is a leading supplier of integrated solutions and branded products in the field of cable and connection technology. Having started its operations in 1996 with a manufacturing unit in Jigani, Bangalore Lapp India provided in 2014 about 120,000 km per year of control, instrumentation, power and data cables along with connectors, accessories and End to End Systems to over 3000 customers pan India spread across different industry segments such as automation, textile, automotive, machine tools, oil and gas, renewable energy, process industries, as well as in the infrastructure and building sectors.

- 23 Sales offices close to customers all over India
- 300 employees committed to best serve customers
- Strong Network of 146 dealers
- 2 top of the notch manufacturing units - Bangalore and Bhopal
- State of the Art Laboratory
- Fully fledged Technology and innovation

center

In 2012, Lapp India completed phase 1 of its second manufacturing plant in Pilukedi, Bhopal which produces more than 216,000 kms of single core cables per annum, catering mainly to the Building Cable Segment. The production area at Jigani was also doubled in 2014 and a new multi core line was commissioned in Bhopal with a total investment of over 5 Million Euros.

Lapp Brands –

ÖLFLEX®, UNITRONIC®, ETHERLINE®, HITRONIC®, EPIC®, SKINTOP®, SILVYN®, FLEXIMARK® – are some of the best-known in the cable technology field and have earned an outstanding reputation as premium products. All over the world, they stand for the values which Lapp and their customers consider paramount: quality, precision and reliability.

About the Lapp Group:

Headquartered in Stuttgart, Germany, the Lapp Group is a leading supplier of integrated solutions and branded products in the field of cable and connection technology. The Group's portfolio includes standard and highly flexible cables, industrial connectors and screw technology, customized system solutions, automation technology and robotics solutions for the intelligent factory of the future, as well as technical accessories. The Lapp Group's core market is in the industrial machinery and plant engineering sector. Other key markets are in the food industry as well as the energy and the mobility sector.

The Lapp Group has remained in continuous family ownership since it was founded in 1959. In the 2013/14 business year, it generated consolidated revenue of 820 million euros. Lapp currently employs approximately 3,200 people across the world, has 18 production sites and over 40 sales companies. It also works in cooperation with around 100 foreign representatives.



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For more information

Web: www.lappindia.lappgroup.com