



Cutting Profits to Remain on Top

JINDAL
PE-X TUBES

“The input costs are growing day-by-day and to sustain in this market we are cutting our profits so that the position of products in the market remains same”, says Sahil Jindal, Director, Jindal Pe-x Tubes Pvt. Ltd. Mr. Jindal recently introduces MLC pipe, a new generation environment friendly pipe system of world class quality to replace traditional piping.



Sahil Jindal,
Director, Jindal Pe-x Tubes Pvt. Ltd.

Jindal Pex Tubes is one of the largest manufacturers of Multilayer Composite Pipes. Please brief us about the recent performance of your company.

JINDAL PE-X TUBES (P) LTD, a company belonging to D P Jindal Group a 4000cr group; India’s largest Steel Pipe conglomerate with a strong work force more than 2500 personnel and the pioneer in India for the manufacturing of Seamless and ERW pipes. The well-diversified D.P. Jindal Group has a major presence in other sectors such as Oil Well Drilling, Power Generation, and Finance & Leasing. Jindal pipes are being exported to many countries across the globe such as USA, Africa, Middle East, Bangladesh & Myanmar. Jindal now introduces Multi Layer Composite (MLC) pipes.

What is your opinion about the Indian industry as far as your business is concerned?

As far as our business is concerned, India is a huge market, as India is a developing market and lot of construction is taking place and people



need pipe line for water supply. So, the size of the market is huge. In pipes, a consumer has an option of steel and plastic these days. People are now moving towards plastic pipes for a longer life of the pipes. We foresee that in the coming time MLC pipes would be the market leaders in its industry.

Can you brief us about your products segments?

Over the past decades composite pipes have been used throughout the North Americas and Europe. In the last decade Indian homebuilders also have realised the benefits of composite pipes and the demand continues to grow as people become increasingly aware of its benefits. In India, many of the reputed builders are today using composite pipes in their projects. Applications of Jindal MLC Pipes are:

- Cold & hot water Plumbing & distribution
- Under floor heating System
- Solar Water Heating System
- Jet pump piping, submersible pump piping
- Pneumatics, compressed air in textile, automotive industry.
- Medical, Foodstuff & Chemical Industry's Pipe System
- LPG & Natural gas distribution
- Vacuum Systems
- Insecticides spraying
- Radiator Central heating
- Cable conduits
- Diesel, petrol & Petroleum products
- Central air conditioning and blower
- Refrigerant systems
- Data transmission and Telecom

Why is it called MLC Pipes?

Jindal MLC Pipe, an aluminium core tube bonded by adhesive to the interior and exterior tube layers of polyethylene, manufactured with the latest German technology in the most modern and state of the art facilities. Jindal MLC pipe is a new generation environment friendly pipe system of world class quality with ISI Mark gradually being accepted all over the World as a substitute for traditional piping such as G.I, M.S, Copper and PVC for

cold and hot water systems in the construction and housing sector as well as Gas and fuel oil lines.

What are the types of fittings does Jindal makes for its MLC Pipes?

We offer 3 types of fittings. They are:

- Brass Compression Fittings (Brass)
- Com-Fit, the innovation from Jindal for its Multilayer Composite Pipe is a new generation plastic composite compression fitting system made from NSF approved Glass filled material for potable water supply. These high quality nylon fittings combine the advantages of both metal and plastic yet prove to be very cost-effective. Recommended for both hot and cold water supply as well as Chemicals & Foodstuff, these fittings are designed for easy handling and fast connections.
- Crimp-Fit, the new innovation from Jindal for its Multilayer Composite Pipe is a new generation plastic crimp fitting system made from NSF approved grade of Nylon Glass Filled Material suitable for potable water supply. These high quality nylon fittings combine the advantages of both metal and plastic yet prove to be very cost-effective. Recommended for both hot and cold water supply as well as Chemicals & Foodstuff, these fittings are designed for easy handling and fast connections.

What are the major advantages of pipes products being offered by you?

With 50 years long working life, temperature range from -40⁰ C to 95⁰ C, 30% higher water flow, rust and scale free inside, non-reaction to chemicals and virtually without any leakage, coupled with easy bendability, handling and installation, Jindal PE-AL-PE Pipes have found wide acceptance in plumbing systems worldwide for Residences, Group Housing Societies, DG MAP Projects, Hotels, Hospitals and domestic gas piping distribution systems. All this is backed by a team of professional and qualified engineers and technicians and the "JINDAL" mark of assurance and quality.

Tell us about your manufacturing facilities in India.

Jindal MLC pipes being produced with IS: 15450 standards and as per ASTM Standards at its state-of-the-art manufacturing unit at Dehradun, Uttarakhand, our factory is equipped with latest German technology machines with trained personnel. We have installed injection moulding machines also at our factory to make our com-fit and Crimp-fit Fittings. We have the World's best injection moulding from

Ferromatik Milacron India Ltd (formally Cincinnati). We procure raw material from the industry best like Reliance, Hindalco & DuPont (USA).

What is your annual production capacity?

Our annual capacity is over 50 Lacs Meters and it depends upon the size of pipe that is manufactured the most. Even for fittings it depends upon the size that are manufactures as brass inserts are involved in it. We are looking for more expansion is near time for both pipes and fittings.

Do you have any expansion plan in pipeline?

We are planning to increase the capacity of MLC Pipes, and at the same time we are in process to procuring more injection molding machines. We are in process of manufacturing UPVC Pipes in future with production of min



200MT/month in the beginning and expand it according to the demand in the market.

Can you discuss the impacts of 'increasing inflation' over your business?

India is a very competitive market with various types of steel and plastic pipes available in the market. The market is getting tough with increasing prices of the raw materials and manufacturers are facing the impact as the prices cannot be increased very often. We are trying our best to face the inflation in the market and passing the maximum benefits to the end users.

What are the strategies being followed by your company to counter this challenge?

The input costs are growing day-by-day and to sustain in this market we are cutting our profits so that the position of products in the market remains same.

We are at the same time providing our customers with cost effective fittings. Our R&D teams are constantly working together with our sales and marketing team to ensure the customer is benefited the most. ■

