



## Leading Indian Sugar companies choose Danfoss Drives

### Danfoss Drives in New Delhi, India, has won orders for two major sugar projects.

The first order is for Upper Ganges Sugar and Industries Ltd. (UGSIL), which is setting up a 24 megawatt bagasse-based cogeneration plant at its Seohara location. The order amounts to DKK 1.1 million, and was delivered to the Seohara site the first week of November.

The second order is for Ramgarh Chini Mills (RCM), which is setting up a 25 megawatt bagasse-based cogeneration plant at its Ramgarh location. This order amounts to DKK 1 Million and was delivered to the Ramgarh site during the last week of November.

Danfoss VLT® frequency converters are already working in two other Indian projects at Uttam Sugars and Prabhulingeshwar Sugars respectively.

#### Improved ROI in co-generation plants

The by-products of sugar cane after the sugar production is used as fuel in cogeneration of power and heat. The produced power is purchased by the Government electricity boards.

In these power plants, VLT® drives operate fans, boiler feed water pumps and increase manufacturer's ROI (return on investments).

#### VLT® a strong brand

"We have created a brand name by numerous marketing activities at National Sugar Federation, sugar consultants and end users", says Bhadresh Dani, Business Area Manager, Food & Beverage.

#### Prompt pre- and post-support

"The sugar industry chooses VLT® because we provide complete engineered panels, create customer satisfaction through prompt pre- and post-support and good application knowledge.

Immediate competitors are considering us as a major threat in the sugar segment with 300 sugar mills.

Danfoss strives to become the number one player in this segment in India by 2008, says Bhadresh Dani.