



The priority area to focus on for the cable and panel sectors should be sustainable and inclusive development of infrastructure growth reaching every corner of rural India too

says **Mr. Dylan D'Souza**

Managing Director - Flucon Components Pvt Ltd

in an interview to *Electrical Line*

Q-1. Can you elaborate to us, about Flu-con Components, its operations and presence in India?

Ans. Flucon Enterprises was founded in the year 1972 in the name of "Nylo-plast" by Mr F B Pinto who was then a pioneer in the field of Industrial Polymers, such as Nylon. Nylon was just being introduced in the Indian market in India at that time. He was extremely committed in terms of his dedication and the quality of the product was superior in terms of each and every product manufactured and it was sold at Flu-con Enterprises.

The same Flu-con Enterprises is being run today by a team of highly skilled young professionals who believe in hard work as well as adhering to the values instilled in the company by its founder and fulfil the vision of

the founder. Today Flu-con is an ISO 9001 2015 certified organisation and the company has grown leaps and bounds since its inception. Many products are in the process of product certification which are in conformation to the accepted industrial standards. Flu-con Enterprises is known today as Flu-con components Pvt Ltd. The focus has been on electrical segment from manufacturing accessories to complete products.

We are proud to make effectively engineered products for the electrical and switchgear, measuring and control panel industry, machineries and equipment manufacturers and railway equipment.

Our strength has been to manufacture articles and components in the range of 5gms to 1200gms with a varied range of

high quality machinery and equipment. We are equipped with in-house tool and die machine shops maintained and operated by technically competent personnel.

We are also equipped with a laboratory for delivering quick response to customer queries, complaints etc. We believe in delivering high quality products leading to total customer satisfaction.

Q-2. What are the priority areas that must be addressed to achieve the development agenda in the Cable and Control Panel sector in India?

Ans. The priority area to focus on for the cable and panel sectors should be sustainable and inclusive development of infrastructure growth reaching every corner of rural India too.

Quality has to be given utmost importance for long term growth. In the urban areas the concentration should be on redevelopment and overhauling of old infrastructure which in return will give a thrust to the industry with increased demands.

Q-3. What are your recent innovations for the cable and control panel accessories?

Ans. We are happy to state we have increased our manufacturing capacity for panel accessories and recently have bagged a contract from Indian Railways for supply of cable harness, cable conduits and its adaptors, cable ties in both high and low temperatures, metal detect cable ties, wheel sets and Earthing equipment for bogies, air blowers for exhaust and ventilation in railway toilets, etc

We have also implemented an efficient industry 4.0 methodology for being ready for the future to meet the increased demands from the cable and panel industry.

Q-4. What are your special green initiatives?

Ans. We are in talks with various industry suppliers to manufacture bio degradable plastic products from new and innovative raw materials as available in the industry.

Q-5. Can you share with us your future growth strategies?

Ans. Our focus is on sustainable growth and the future strategy is for addition of more high value products from new and challenging innovative materials.