

Energy trade fair in Hannover reveals great potential for Nilar's high voltage solutions

From April 25-29 2016, Nilar participated at the Group Exhibit Hydrogen + Fuel Cells + Batteries in Hannover, Germany. The exhibition – located at the heart of the renowned Hannover Messe – gave Nilar a chance to showcase the company's NiMH technology to a global audience. Special interest was directed at Nilar's high voltage solutions for smart grid and telecom applications.

The Group Exhibit Hydrogen + Fuel Cells + Batteries is Europe's most important H2+FC+BAT trade show. The 5 000 m² exhibition area is placed at the centre of the Hannover Messe, which puts the visitors in the middle of the world's largest event for industrial technology. For Nilar, this year's exhibition proved to be very favourable.

"As a supplier of cutting-edge industrial batteries, the show was a perfect fit for us. We did really well and gathered about 150 leads, which is 50% more than last year. The quality of the leads was also much better due to the fact that the market seems more mature now. This is also something we have noticed in the Netherlands, where we are currently live testing our technology in some really interesting projects", says Jan Lundquist, Sales Manager at Nilar.

The need for a secure and uninterrupted power supply is rising, and batteries are becoming an increasingly attractive option for storing energy within a variety of application areas. Two such areas are smart grid and telecom.

"High voltage energy storage for smart grid applications is a clear trend right now. The advent of alternative energy sources such as wind and solar power has forced a transformation of the electrical grid. Our batteries can help harness much of the electricity that the grid cannot absorb, and then release it back to the grid over a longer period of time. The batteries are also modular and can withstand deep discharges, making them especially well suited for smart grid and telecom applications. This year's exhibition made it evident that these are two market segments where our high voltage systems have a great potential, and I believe we will make great progress here", Lundquist concludes.