

Market Segment: Rental Power

POWER PROFILE

Gulfstream Aerospace

POWER NEED

As the largest employer in the Savannah, Georgia area, Gulfstream Aerospace requires continuous power to keep its headquarters and manufacturing campus up and running.

Based on the predicted storm track of Hurricane Matthew in early October 2016, Mark Hopkins, a group assets manager, knew the world's leading manufacturer of private business aircraft would require additional power.

With 6.8 million square feet of facilities and about 14,000 employees in Savannah, Hopkins is charged with providing a safe working environment for all locations. That includes maintaining existing power systems, while providing backup power to critical areas, such as the data center at the headquarters facility.

"We manufacture various components that are very sensitive to temperature and humidity, and we must have power to sustain that," explained Hopkins. "Most importantly, we have facilities all around the world that are dependent upon timely delivery of components."

Gulfstream Aerospace has backup systems in place for critical areas, but not at its aircraft service center that delivers aircraft components globally, and plays an essential role in maintaining Gulfstream planes. It is

more cost-effective for the company to utilize rental power when a major weather event looms that could affect grid power.

"We can range anywhere from two to six megawatts of immediate need, and it needs to be mobile and continuous service," Hopkins said.

SOLUTION

Two years ago, Hopkins established a working relationship with the rental division of Yancey Power Systems in Savannah and were supplied with two Cat® XQ2000, three Cat® XQ175 and four Cat® XQ60 generator sets.

RESULTS

"They helped me develop a good plan to react to times like this," Hopkins says. "And they were very helpful in immediately delivering the generator units to the area of need. We coordinated with our local contractors to do the terminations, but they provided the technical expertise to set up the units, start it up, and ensure that everything was functional."



Based on the predicted storm track of Hurricane Matthew in early October 2016, Mark Hopkins, a group assets manager, knew Gulfstream Aerospace would require additional power.

CUSTOMER

[Gulfstream Aerospace](#)

LOCATION

Savannah, Georgia, USA

CUSTOMER BUSINESS ISSUE

Continuous power for headquarters and manufacturing campus

SOLUTION

[Two Cat® XQ2000 generator sets](#)
[Three Cat® XQ175 generator sets](#)
[Four Cat® XQ60 generator sets](#)

CAT DEALER

[Yancey Power Systems](#)