

POWER PROFILE

Customer: SDP Packaging Sdn. Bhd.

Location:

Senai, Johor, Malaysia

Customer Business Issue:

Prime power to maintain reliable and smooth operations for a new oil drum manufacturing plant, located in an upcoming industrial estate

Solution:

- One Cat® C32 Prime Generator Set (1100 kVA)
- Three-year Customer Value Agreement (CVA) Contract

Cat® Dealer:

Sime Darby Industrial Sdn. Bhd.



A Cat® generator set provides prime power for the facility's eight-hour shift, six days a week.

POWER NEED

SDP Packaging Sdn. Bhd. manufactures steel barrels for industrial storage and transport. Located in the newly developed Senai industrial estate within the Iskandar Development Region of Johor, Malaysia, the 12-acre (5 hectares) modern manufacturing facility houses a complete end-to-end production line, from automated sheet metal rolling and shaping presses to welding machines and even custom paint booths complete with heat treatment ovens.

At full capacity, the facility will be able to manufacture more than 150,000 barrels a month for its customers. However, as the local area was still under extensive development with many industrial buildings in the vicinity being built, the local utility company could not scale up their network in time to meet SDP Packaging's power demand, resulting in intermittent power outages and poor power quality.

While the local power grid is projected to stabilize in a few years, SDP Packaging urgently needed a reliable power system to run their machines safely and to ensure uninterrupted production to meet their customers' orders in the meantime.

SOLUTION

Having experienced the quality and reliability of Cat-branded products in a previous role in his career, SDP Packaging's Managing Director Mr Simon Ng was no stranger to the brand reputation of Caterpillar and reached out in September 2016 to Cat Dealer for Malaysia, Sime Darby Industrial, to inquire about a solution to meet his company's power needs.

Rising to the challenge, the dealer team at the Johor Service Centre studied SDP Packaging's

power requirements and recommended a Cat C32 diesel generator set (1100 kVA) to provide prime power for the whole facility, with a planned future conversion to standby-use when the power grid stabilizes.

One of the challenges facing the dealer team was the space constraints in the on-site generator room, which had been designed for a medium-sized generator set. To overcome this, Sime Darby Industrial conducted a number of site surveys to provide consultative advice on application and installation works to prepare the room for the generator set.

One of the key factors in selecting Caterpillar, according to Mr Ng, was Sime Darby Industrial's extensive service network in Malaysia, with 23 branches throughout the country.

For complete peace of mind, SDP Packaging also signed a three-year Customer Support Agreement (CSA) with Sime Darby Industrial, which includes regular servicing of the generator set with detailed records for all service needs and schedules.

RESULTS

Since the commissioning of the Cat generator set in June 2017, the unit has helped to provide quality and reliable power to keep SDP Packaging's production lines running smoothly to meet its customers' demands.

The Cat generator set provides prime power for the facility's eight-hour shift, six days a week. Preventive maintenance checks are scheduled on Sundays by trained service technicians from SDI's nearby service branch, a short drive away.

For more information, please visit <http://www.cat.com/powergeneration>.