

POWER ON

FG WILSON CUSTOMER NEWSLETTER

Q4 | 2018



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ARTICLES

GENERATOR SETS: EVOLVING FOR A NEW GENERATION

As a way of providing guaranteed electric power, generator sets have been around for a long time and the simple economics of securing reliable power supply mean that they are a strong consideration for many people.

FG Wilson have been manufacturing generator sets for over 50 years, installing more than 625,000 worldwide since 1990. Paul Creighton is the newly-appointed Managing Director of FG Wilson, and with around 30 years of commercial and product background in the industry, he knows and understands the business very well: "When it comes to guaranteeing standby or emergency electrical power, in terms of cost, flexibility and responsiveness, for many people, the best option is a generator set."

Diesel engines are the most common prime mover for generator sets and the reasons have always been practical: compared with other engines, they are economical to run, easier to service and maintain, fuel is safer to store and transport than petrol or gas and engines are durable. Because the engines operate at relatively low RPM in power generation applications, they can expect a long working life, if well maintained, and in countries where usage is high, examples of generator sets with 30,000 operating hours are not uncommon.

The basic technology in a generator set today is well tried and tested: FG Wilson can point to a 70-year-old 50 kVA unit on display in one of their factories which wouldn't look out of place at a customer site today. However, as Paul notes, "What has changed is the efficiency of the generator sets you see now. The 70-year-old 50 kVA

generator set is about the same size as a 250 - 300 kVA generator set today." That reduction in size, in other words the improvement in power density, means a corresponding reduction in both fuel consumption and in emissions from generator sets, with emissions further reduced by new engine technology. FG Wilson engines are sourced from UK-based manufacturer Perkins, designed in the UK, and among the most modern and fuel-efficient engines available. All meet or surpass standards wherever the engines are being used.

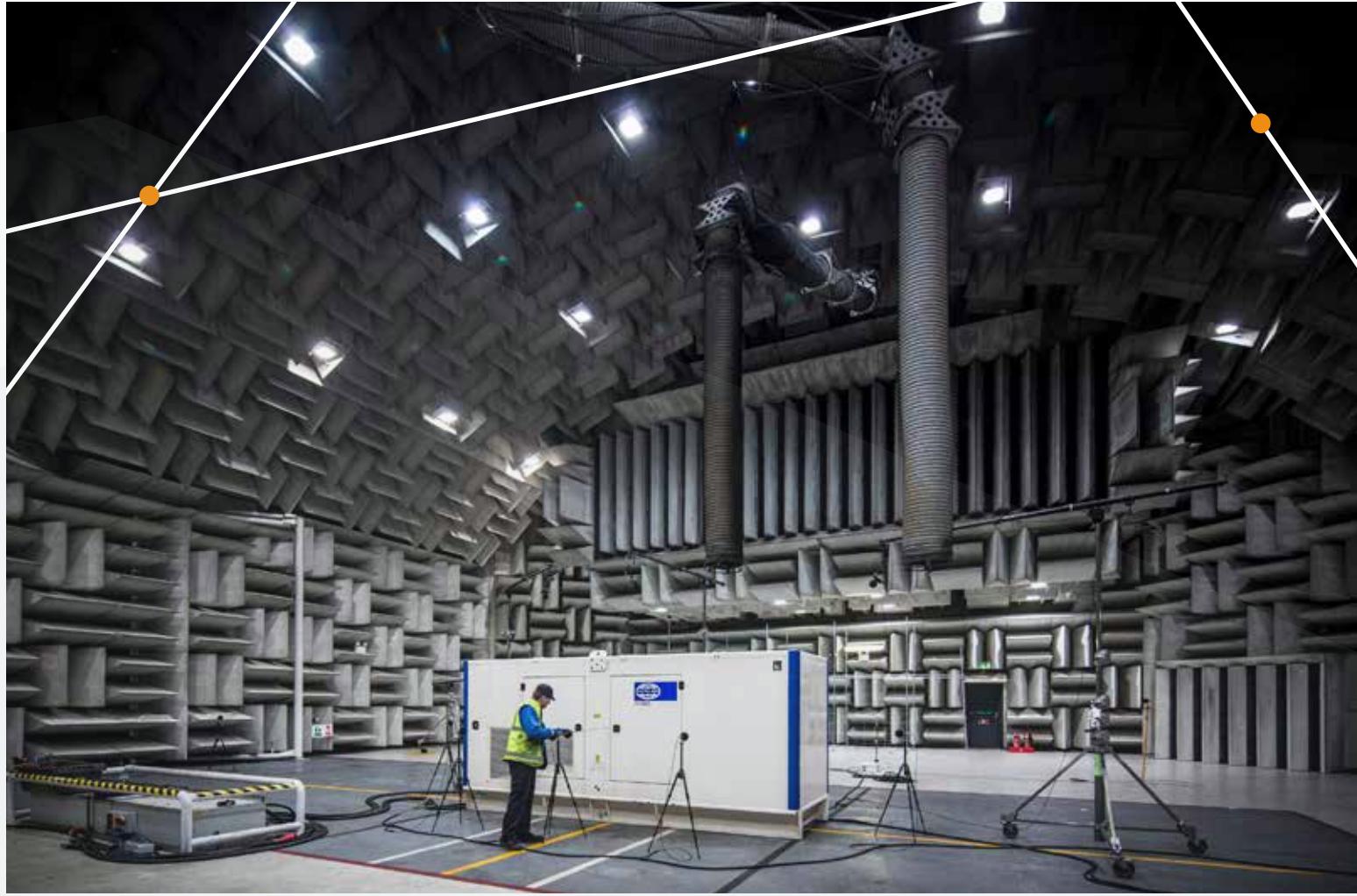
Rightly, there's growing interest in renewable sources of energy. Paul remarks "We're seeing this in many applications where a generator set may be running for four or five hours a day and customers are seeking to reduce operating costs by adding a renewable element. We're working with some global telecoms networks and for one of them, we're supplying hybrid generator sets with solar panels as part of the package. Thinking ahead, in countries where generator sets may be running for several hours a day, we can see solar panels, batteries, wind turbines and generator sets all linked and capable of powering settlements or customer applications. In countries like the UK, where the mains supply is more secure and power outages are less common, energy storage is starting to become an option for some users. These are usually domestic or other light users of electricity, who may have enough electrical energy stored to see through short outages. However, where you have a facility which requires substantial electric power, like a data centre or hospital, current renewable and energy storage technology is not well enough developed to be a

commercially viable option for standby power. For guaranteed continuity of power, you still need a generator set, but that might exist along with some renewable energy sources, so you could end up with a slightly smaller generator set installed or perhaps run on batteries for a very short outage."

For FG Wilson products today, the watchwords which design engineers live by are customer operational efficiency and keeping customer operating costs low. That means long service intervals, up to 1,000 hours on some of the popular small models with fewer parts consumed and fewer maintenance calls.

Reliability in service is also a big priority: every new FG Wilson design is thoroughly validated at the UK facility, including 500 hours of testing at full load power rating, covering maximum cold load step and hot load step and further testing for vibration, engine/alternator cooling, electromagnetic compatibility, noise, water ingress and rating/transient performance.

Coming from an engineering background, Paul sees this as especially important. "We're a volume manufacturer and we take reliability extremely seriously. We know that thorough upfront design, testing and validation all lead to superior reliability throughout a product's lifetime and that this can really save customers a substantial amount of money over time. If you add to this the wide and efficient FG Wilson dealer network with fast delivery of parts, it really does make a difference."



POWER FOR SALMON FARMING IN SCOTLAND

One of our UK dealers, Dielectric Thistle has just supplied two 1,700 kVA generator sets for a new £44

million freshwater onshore hatchery at Barcaldine near Oban in Argyll, Scotland.

This facility will allow young salmon to grow to a larger, more robust size and spend less time at sea where they would face much greater marine challenges.





... AND IN CHILE

This October our dealer based in Chile, Diperk, attended AquaSur, one of the largest aquaculture events in Latin America. Now in its 10th year, the exhibition took place in the capital of Chilean salmon: Puerto Montt.

This year, the exhibition's key focus was on new techniques and advances in fish farming, with special attention given to how new technology can improve the productivity and efficiency of the aquaculture industry.

Many global industry suppliers were there this year, and for Diperk, it was part of a continuing drive to grow FG Wilson's presence as a key supplier to the industry. Diperk's team were able to spend time getting to know customers, opening new exciting opportunities in the marine power industry.

Jorge Parra, Diperk's retail sales manager, believes FG Wilson enjoys a strong reputation in Chile, built up over several decades and that there is

growing awareness of FG Wilson in the aquaculture industry.

Jorge says, "High performance, excellent quality and strong customer support are the key features which make FG Wilson the number one choice for many customers in the aquaculture industry in Chile and across Latin America."

FIVE STAR POWER

One of our dealers in Bangladesh Energypac Power Generation Ltd has just installed and commissioned two FG Wilson P1500P3X generator sets in the newly renovated

Hotel Intercontinental Dhaka.

The iconic hotel was opened in 1966, the first international 5 star hotel in the country and has

played host to many important historical events in Bangladesh.



Power Builder



From the baseframe up, the FG Wilson PRO generator set range are thoroughbreds, designed for rental and construction applications.

The entire range comes with 500 hour service intervals, industry-leading fuel consumption and 110% extended capacity fully bunded fuel tanks.

In preparation for a long service life, our enclosures are fully galvanised, designed to withstand the harshest on-site conditions and offer excellent noise reduction.

And ease of installation and maintenance are built into every corner of our generator sets.

To find out more,
visit www.fgwilson.com



FG WILSON EVENTS

CUSTOMER AND CONSULTANT SEMINAR IN INDONESIA

In September, together with our Indonesia dealer PT. Swadaya Harapan Nusantara (SHN), we hosted a seminar for customers and consultants in Jakarta.

The session was opened with an LED lighting dance show followed by a welcome speech from Managing Director of SHN Mr. Nova. Uel McKinney, FG Wilson Regional Sales Manager Asia, highlighted the history and legacy

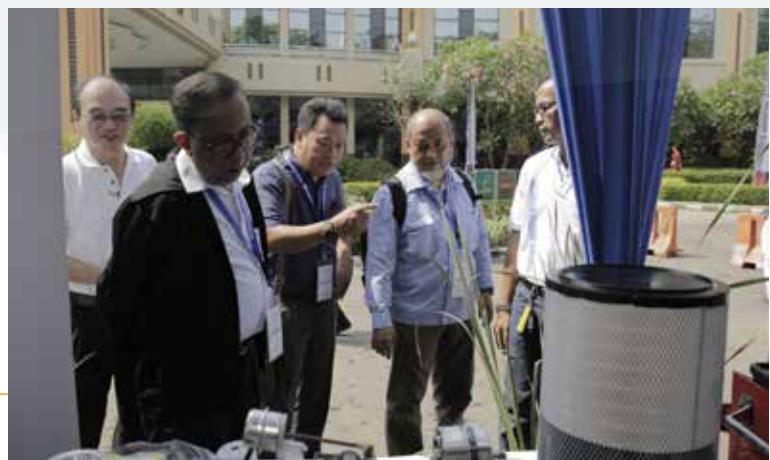
of FG Wilson since 1966 and the key attributes of FG Wilson brand including our UK and China production facilities, capability of our dealer network and 24/7 customer support.

Eric Lee from FG Wilson Asia highlighted recent major projects in Asia and Indonesia, while Yeo Peng Guan from FG Wilson Asia highlighted the importance of buying genuine parts and stressed that FG Wilson Asia

and SHN have more than 100 years of combined experience of supplying and servicing FG Wilson Products.

More than 100 people attended the seminar, they all had plenty of opportunity to get close to the generator sets, with four units on display and a live demonstration of generator sets during a simulated power outage.





APS VISIT

A group of 45 visitors including customers and consultants from the Kingdom of Thailand visited our APS Production Facility in Tianjin in September.

The factory visit was jointly organised by FG Wilson Asia and our Thailand dealer, iyara Intertrade Co.,Ltd. Our visitors were very impressed with the modern APS Facility and especially

with the product testing capability. This visit gave us an opportunity to review FG Wilson business in Thailand and particularly the need for more customised generator set products.



CPM MYANMAR

During October FG Wilson teamed up with our dealer Ar Mahn Trading, to participate in the 6th Construction, Power and Mining Myanmar 2018 exhibition.

Held at Yangon Convention Centre, this is Myanmar's leading exhibition for building, construction, electric power, mining and minerals. It is the largest industry event of its kind in Myanmar and a great platform to

connect with the country's rapidly expanding infrastructure industries. Over 131 organisations from 16 countries participated, with more than 3,000 trade visitors from 24 countries.





LUCKNOW EVENT

October also saw us team up with one of our India dealers, GCPL, when we participated in the Lucknow Electric Merchants and Contractors Association Expo, in Lucknow, Uttar Pradesh.

Our booth was inaugurated by Mr. Rajesh Agarwal - Finance Minister of Uttar Pradesh, who attended the exhibition to promote the industry association in the state.

The event was visited by around 700 people, with 70 visitors to the FG Wilson booth, one of whom bought the 15 kVA generator set which on display.

Good Things Come in Threes



When our engineers were developing the FG Wilson 6.8 – 25 kVA range of generator sets for telecoms operators, three was the magic number.

Three sizes of fuel tank: 600, 1,000 and 2,000 litre tanks so you need to refuel less often.

And three enclosure designs so you get the enclosure you really need, and don't pay for the one you don't need.

On top of that you also get service intervals of up to 1,000 hours so you make fewer visits to site and new LCD control panels with optional remote communications to make day-to-day operations much easier.

It all adds up to a package which runs efficiently for long intervals in remote locations, and which saves you money right through its lifetime.

**Find out more at
www.fgwilson.com**



PRODUCT NEWS

NEW HEAVY DUTY ENCLOSURE

In November, we launched a new heavy duty CAL sound attenuated enclosure for our 24 - 220 kVA range.

The new enclosure brings many of the benefits of our top-of-the-range enclosures in a highly robust design, all for a more economical price.

Key features are:

- Robustness of baseframe improved
- Baseframe now extends beyond the enclosure
- Additional cross bracing at front / rear of baseframe
- Improved handling features.
- Addition of single point lift for CAL enclosures at 26 kVA.
- Improved enclosure door rigidity.

It's now available to order from FG Wilson dealers.



Thinking Inside the Box

The new FG Wilson CAL heavy duty enclosure is a box full of surprises.

It combines many of the features of our top-of-the-range enclosures including:

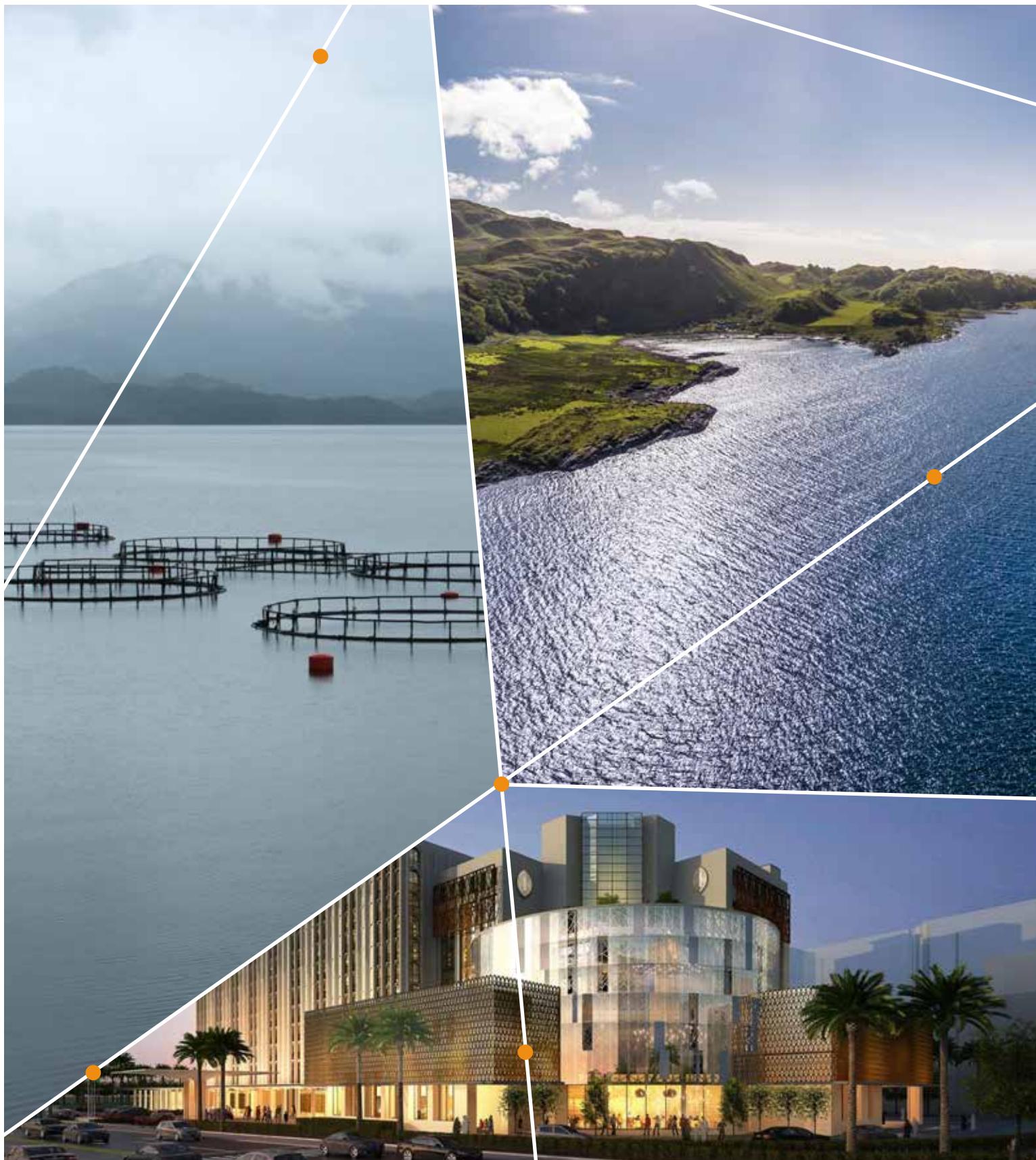
- Highly robust design
- Galvanised steel as standard
- Strengthened baseframe
- Improved handling

And at the same time, it stays around the more economical price point of our CAL enclosure range.

To find out more about our range of generator sets from 6.8 - 2,500 kVA, visit www.fgwilson.com

Or find your nearest FG Wilson dealer at www.fgwilson.com/dealer





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