

Power To Connect:

FG Wilson completes launch of generator sets for telecoms and remote operators.

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Back Up Power At Vera Cruz City Hospital

When it comes to providing backup power, it doesn't get much more critical than powering emergency supplies for the healthcare industry.



24/7 backup power at hospitals and healthcare facilities can mean a fine line between life and death. Whether it's storm-related or a general power outage, when mains electrical power goes out, lifesaving healthcare provision must go on.

Vera Cruz City Hospital, located in the heart of Campinas, São Paulo was established in 1974 and with 158 beds, it provides state of the art healthcare, specialising in a wide range of fields, including cardiology, ultrasonography and MRI.

Integral Sistemas de Energia, an FG Wilson distributor located in the São Paulo state, began working with the hospital in April 2016 on a standby power project, consisting of two P750-5 generator sets. This brief was for a quality product which would be located underground. The units were fitted with the robust



FG Wilson CAE enclosure which offers excellent air flow and sound attenuation, both of which were very important factors in the installation.

Speaking about the project Newton Koike from Integral Sistemas de Energia said:

“Marcus Zulzke, responsible for the operations at the hospital, chose FG Wilson for the quality of our products. The big factor was the level of all quality certification on the FG Wilson products. That played a major part in the hospital's decision.

We're now talking with the hospital about a maintenance contract.”

Essencial Energia Powers Praiamar Corporate

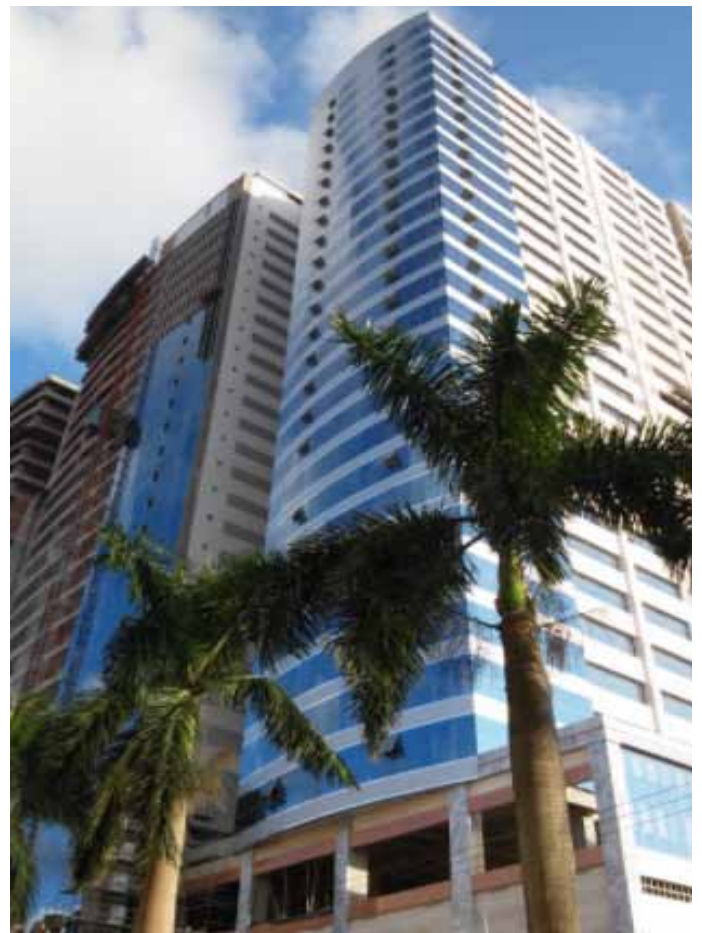
Innovative and sustainable, Praiamar Corporate by Miramar Construtora, brings together the best in the world of corporate ventures.

A mixed use space offering a range of high quality services and conveniences, the property is unprecedented in the city of Sao Paulo and the Paulista coast. In addition to the modern facilities, it is integrated with the Praiamar Residence and the five star lodging of the Sheraton Hotel, one of the largest international hotel brands. It is also the first corporate venture in Brazil to include a heliport and hangar with parking for four helicopters.

Essencial Energia, an FG Wilson dealer since 2007 based in Santa Andre, worked closely with the client, Mendes Construction, to deliver a power solution for this high profile project. The project began through the FG Wilson Regional Sales Manager in the region, as a close relationship had already been established with local technical companies. Speaking about the project, Carlos Olinto of Essencial Energia comments;

“This has been a challenging business case for us as we only got involved in February 2016, while the project commenced in 2014 with a main Brazilian competitor. However the client wanted better pricing and in the end, quality was a key to winning the project. Our sense of urgency is reflected in our mission value, ‘We do not lose time. Time is money for us.’ The main challenge was changing the direction from the competitor to FG Wilson, with several meetings taking place to review the project and installations.

“As the generator sets were to be located close to apartments and hotels, emissions and sound requirements had to be considered. To address these issues, Essencial Energia provided 2 x P750-5 generator sets which were weatherproof and sound attenuated.



“Mendes Construction is one of the largest construction companies in the Brazilian coast, with more than 10,000 establishments in Santos alone. This has been a fantastic opportunity for FG Wilson to work closely with them and form a partnership, with the aim of delivering future power solutions.”

Powering Russia's Newest International Airport

Currently under construction in southern Russia, Platov International Airport is located 29 km from the city of Rostov-on-Don.



Part of a major infrastructure and development programme initiated by the Russian government in preparation for the next football World Cup in 2018, the new airport will be the biggest hub in the region, acting as a logistic centre and serving airlines from Russia and internationally.

The new city airport is scheduled for completion by the end of 2017 which will feature a single terminal and runway, accommodating up to five million passengers a year replacing the existing Rostov-on-Don Airport. The potential of the gateway extends far beyond the 2018 World Cup, marking a turning point for the region's aviation industry which is a landmark development for the prosperity of the south of the country.

FG Wilson dealer ERIMEX, has successfully supplied five FG Wilson generator sets to the airport, including a P1500E1, P1250E1, P1000E1, P900E1 and P660-3. The units were supplied to site in sound attenuated containers with 85 dBA noise level and ERIMEX installed all the required electrical distribution systems.

Each container incorporates a 1,500 litre fuel tank with space heaters and automatic inlet and outlet louvres to work in the low ambient conditions (-35 °C). All the generator sets are equipped with FG Wilson PowerWizard 2.1 control panels and are connected to the main airport control centre via a SCADA system. This means the generator sets can be operated in automatic mode or manually via the remote control and monitoring system.



Speaking about the project Edward Dobryakov from Complex Electric Power Systems ERIMEX Co. Ltd comments;

“Lead times were critical for this tender, as was our ability to supply generator sets in accordance to their requirements. ERIMEX’s ability to form a successful partnership with joint contractors, Marashstroy and Limak Insaat, while working closely as a team with the FG Wilson Moscow office, helped make the delivery of this project run smoothly and guarantee customer satisfaction.”

ERIMEX has a strong and proven track record of technical capabilities for projects of this kind and also a long-standing relationship with the client.

Edward Dobryakov added,

“We were delighted to have been selected for this challenging and prestigious project. One of ERIMEX’s strengths is our ability to modify designs to meet ever-changing site requirements. This project really highlights the way we bring flexibility and how we come up with solutions to resolve any unforeseen issues quickly. The customer is very satisfied with the FG Wilson generator

sets, all of which were delivered to schedule and they are also very happy with the quality of the low-noise containers. Recently all units successfully passed 72 hours testing at different loads.”

ERIMEX currently participate in a tender programme for airports throughout Russia and have won several contracts through this process. To find out more about ERIMEX, visit www.electrosystems.ru and www.erimex-power.ru



Pruva 34 – Power And Prestige In Istanbul

Istanbul is officially Europe's largest city with a population of almost 15 million and still growing rapidly. Today, demand for quality housing has never been stronger.



Pruva 34 is one of those in-demand housing developments, located in the heart of Istanbul and overlooking the Marmara Sea in Bakırköy, one of Istanbul's most desirable neighbourhoods. The prestigious residential project has been carving a niche for itself in the Turkish construction industry, offering high quality modern and functional apartments.

Pruva 34 has been developed by Doğa Madencilik, part of the Doğa Group, well known for projects that combine state-of-the-art technology products with contemporary architecture in safe, high-quality and durable buildings.

FGW Jeneratör Sanayi ve Ticaret A.Ş. has represented FG Wilson in Turkey since 2005 and has built a strong reputation for excellent management of major power

projects in developments like Pruva 34. Doğa Madencilik commissioned the FG Wilson team to supply generator sets and provide design support for the generator room and equipment. Seven P900E1 generator sets were ordered to meet a requirement for 6,300 kVA and were installed as two separate synchronised groups, one of two generator sets and one of five generator sets. Each synchronisation panel is equipped with PLC equipment and HMI control interface which were programmed so that the panels can control the electric load and integrate remote SCADA communication. Seismic precautions were built into the generator room, where there was a strict noise requirement of 75 dBA @ 7 metres.

The team from FGW Jeneratör provided installation design of the generator room in accordance with local

fire code requirements, also managing the design of the synchronisation panel and providing a consultancy service for sound isolation, seismic isolators and a daily fuel system.

The entire installation was designed specifically for the customer, using minimal space for the generator sets, because floor space in the development is among the costliest in Istanbul.

Speaking about the project, Electrical Chief for Doğa Madencilik, Mr Cemil MERAL said:

“The team from FGW Jeneratör really grasped what had to be done to make

this project a success and it's going to be completed well on schedule. Our customers will catch the opportunity to experience the FG Wilson performance and quality. We are very happy to work with FGW Jeneratör once again and to have FG Wilson generator sets installed in another of our developments.”

To find out more about FG Wilson in Turkey, visit www.fgwilson.com.tr/ or to find out more about FG Wilson globally, visit www.fgwilson.com



Keeping Kenya Connected

Kenya has seen a very positive economic environment in recent years, with growing investment in infrastructure, construction and telecommunications.



Growth in all things digital has played a major part in this strong economic undercurrent. The communications industry in Kenya say that almost 38.5 million accounts were active towards the end of 2016. People in Kenya are regularly using a mobile phone and just over 25.6 million people are online. It's a country of well-educated, tech-savvy people.

FG Wilson distributor Blackwood Hodge have been part of the Kenyan economic landscape since 1949, almost 70 years, with a pitch-side view of how the country has developed in that time. Since 1993, Blackwood Hodge

have been an official distributor of FG Wilson branded generator sets, in a working relationship which dates back even further.

James Rowe from Blackwood Hodge says,

“If you go back 10 or 12 years, our customers were almost entirely buying for commercial buildings, shops, offices, hotels and hospitals, and the generator sets were running for standby power and sometimes prime.”



The same customers are there today but the scope of their needs has increased. James puts it down to the digital mindset which we all have today. He says,

“In the past, if electric power was lost, many businesses could still function offline, at least for a short time. Now it’s almost impossible. Businesses are just not prepared to take the risk of even short interruptions of electric power and that means much greater scrutiny of the generator set and how it’s supported.”

For telecoms and internet service operators, it’s even more critical. These brands win and lose based on service uptime and their customers demand 100%. In May, James was with Blackwood Hodge at East Africa Com showcasing generator sets from FG Wilson specifically developed for telecoms operators.

Speaking of the FG Wilson telecoms range, James says,

“The FG Wilson design team really got to grips with what telecoms operators need in a generator set. So they focused on operating costs and have been able to achieve extended running periods of up to 6 months between service and fuel replenishment intervals. The generator sets have 600, 1,000, or 2,000 litre fuel tanks

and an extended service interval option. Plus they bring in market-leading control modules, including built-in mains sensing and changeover systems. The range can be tailored to meet all technical requirements, from configurable alarms and protections, to remote monitoring, control and preventative maintenance. There’s also a new range of acoustic enclosures at different sound attenuation levels which means you choose the enclosure you really need.”

Support comes via Blackwood Hodge’s experienced service team. James says, “We have the complete backing of the FG Wilson global parts organisation and our team has all the tools to carry out on-site diagnostics and maintenance so we make as few visits to sites as possible. And to make service simpler, we offer comprehensive service agreements which include four annual service visits that can be tailored for any support needs.”

Blackwood Hodge are the authorised FG Wilson distributor for Kenya and Uganda, with offices in Nairobi and Kampala.

To find out more about Blackwood Hodge and the FG Wilson range of generator sets, visit:

www.blackwoodhodge.com/
www.fgwilson.com

Power Quality In One Complete Package

Just sit for a moment and think back twenty years, to the way you worked then, how you communicated, how easy, or difficult it was to find information.



If you're lucky enough to be too young to remember that far back, imagine no instant communication, using pen and paper, faxes, letters, floppy disks, unconnected computers.

In 1999, Menno Parsons was working in the UPS division of an electronics company, watching the birth of the internet. He could clearly see the growing need for stable,

high quality electric power for businesses which were becoming dependent on IT and fast communications. Putting his thoughts into action, that year Menno decided to strike out and form his own business, Master Guard (Pty) Ltd. At first, focus was on static UPS (Uninterruptable Power Supply) products, usually for customers in telecommunications, banking and industry.

Soon, however, the product range began to grow. Menno recalls,

“Back then, the elements of a power system often came from many different suppliers and this made it difficult for customers to make the right decisions. Also, because the different components of power systems were all integrated, if something went wrong, customers often needed to call out suppliers of all the components to figure out one problem. Generator sets and UPS systems all work hand in hand, so we started offering them together as one integrated and fully supported system.”

From there, it was a short step towards offering changeover control panels together with distribution boards which switch from the utility supply to the generators when power goes down and in reverse when utility power is restored.

Five years later in 2004, Menno saw the boom in data centres but what was fast becoming clear was the traditional planning model for a data centre, now sometimes called the snowflake model, had no chance of keeping pace with rapid growth in internet traffic. His solution (now commonplace, but then revolutionary) was a modular data centre, where servers and cooling systems are held in containers. When more capacity is needed, it's as simple as bringing in more modular containers.

Now Master Guard had a complete turnkey data centre package: energy and hardware with rapid deployment.

But there was something else. Menno says,

“When you're managing a data centre, or any critical environment, you want near zero risk of downtime, which means rapid service for hardware and power systems. That means close monitoring and predictive maintenance by people who are complete specialists in all aspects of the operation. Issues need to be resolved well before they become problems.”

So in 2007 Menno opened the Life.NET remote monitoring centre which gave Master Guard the ability

to monitor critical equipment and the entire data centre environment. This meant high efficiency was maintained for customers at lower costs than hiring their own internal specialists. And it meant that technicians were often on site before anyone at the data centre was even aware there was a potential problem. The data centre operators could now focus on their business without needing to troubleshoot on operational issues.

Reflecting on the major changes in the business, in 2010 Master Guard was reborn as Master Power Technologies (Pty) Ltd.

By 2014, it was time to find a strong brand of generator sets with a reputation for reliability and FG Wilson, who have been making generators for over 50 years, was looking for a strong partner to add value to their brand. To sell and support the FG Wilson range of generator sets, Master Power established a new Blue & White Division covering South Africa, Namibia, Botswana, Zambia and Mozambique. Menno says,

“FG Wilson generator sets are a perfect match for customers who have critical power needs. The products are reliable, tested and supported by a world class parts and service infrastructure. It's a brand which has a long track record.”

That track record is more than 600,000 generator sets sold since 1990 alone. It's a relationship which works well for both: FG Wilson are masters at simplifying complexity and for any project, Master Power can count on a team of 300 engineering specialists at FG Wilson's main UK facility to support with generator set design and project management. Together with Master Power's world class remote monitoring and support capability, it's a strong package.

But Menno hasn't stopped for breath. He says,

“We've now over 200 employees and coverage right across sub-Saharan Africa. We're looking at all the bigger telecoms, banks, mines, commercial infrastructure and manufacturing companies to market FG Wilson generator sets, solutions and services. The value we can bring is one high quality integrated system supported by one experienced specialist vendor.”

Powering The Grid



In the UK, at peak electricity usage times and especially in winter months, the National Grid sometimes needs extra flexibility to bring on more generating capacity when demand for electricity is higher than forecasted or when an unexpected event happens.

This is called the Short Term Operating Reserve (STOR), an initiative where the National Grid buys electric power from independent service providers who may generate power from standby generator sets. FG Wilson have

supplied some of these service providers in the past and in May 2017 secured a new order for 96 x P550-2 and 42 x P1700P1 packaged in containers rated at 85 dBA @ 1 metre.

These units will deliver 100 MW of short term power into the UK grid at times of high demand. This order follows on the recent successes of 7 x containerised gas PG1250B2 and 56 x sound attenuated P715-3.

It's Been a Long Time...



The FG Wilson 6.8 - 25 kVA range of generator sets is designed to run efficiently for long intervals in remote locations, which means:

600, 1,000 and 2,000 litre fuel tanks so you need to refuel less often.

Service intervals up to 1,000 hours so you make fewer visits to site.

New LCD control panels with optional remote communications to make day-to-day operations much easier.

Three enclosure designs so you get the enclosure you really need.

To find out more, visit
www.fgwilson.com



Samisec Attend Batimatic 2017



In April FG Wilson dealer Samisec, based in Algiers, attended the BATIMATEC 2017 exhibition. This is the 20th year of the International Exhibition of Building, Construction Materials and Public Works and this year saw a record number of visitors.

The five day exhibition brought together a total of 1,224 exhibitors including more than 624 Algerian companies and 600 exhibitors from 23 countries.

Attended by key players in the building and construction industry, the event was a great platform to showcase the FG Wilson brand.

Northern Ireland World Trade Summit By The Institute Of Export



In June, our Marketing Manager Aaron Gooding was one of the speakers at the Northern Ireland World Trade Summit organised by the Institute of Export. The event was for businesses in Northern Ireland which are currently working in international trade or seeking to expand export business. Aaron's talk covered the importance of working with partners, particularly distributors and suppliers, the need to adapt to changing conditions and the importance of marketing. Other speakers included representatives of banks, support agencies, Chamber of Commerce and other companies engaged in exporting.

Power Electrics At Utility Week Live



With competitive forces entering formerly monopolized industries, innovative industries emerging and traditional revenue streams under threat, utilities must find new business strategies and technologies to survive and thrive. FG Wilson dealer Power Electrics attended Utility Week Live in May, an exhibition for the UK's gas, water and electricity industry. The team were showcasing the FG Wilson range of products through interactions with visitors to the stand.

Simply Reliable Power At Tower Exchange Meet Up Americas



In June the team from Simply Reliable Power attended Tower Exchange Meetup Americas 2017, which took place in Florida. This annual event has become a point of reference for everyone actively involved in the global telecom infrastructure industry.

TowerXchange Meetups are networking events held annually in Africa, Asia, Europe and Americas. They focus on the governing dynamics of the telecom infrastructure space and attract leading towercos, MNOs, suppliers and investors under one roof in some of the best locations in the world.

Simply Reliable Power over the past 20 years has supplied over 5,000 FG Wilson generator sets to telecom operators in Latin America and the Caribbean. On display was an FG Wilson P11-6S with the CALGL2 enclosure and extended tank that Simply Reliable Power have started to supply in the telecom market in 2017.

Americas Sales Team Hosts Regional Sales Meeting in Brazil

FG Wilson Americas sales team recently hosted a regional sales meeting in Brazil.



The meeting was held in order to align strategy and goals for the territory. Other aspects covered during the meeting included parts, marketing, product and systems. The event took place in Sao Paulo city and was attended by dealers, who discussed challenges in the competitive local market and possible solutions.

Interactive sessions were led by John Ward (Americas Sales Manager), Carlos Betiol (PSB Facility Manager), Filipe Gelio (Brazil Regional Sales Manager), Thamires Muller (Account Co-ordinator), Fabio Teixeira (PSB Supply Chain Manager) and Gleison Matana (PSB Engineering Manager).



Some of the highlights included a presentation by John Ward on the IPSD Power Generation & FG Wilson strategy, including the DGAP initiative (Dealer Growth And Profitability). Also, the team from PSB (Power Systems Brazil) facility presented information on the Socomec ATS panel and had a panel available for dealers to look at and become more familiarised with the product.



Build Your Own Genset

FG Wilson Configurator - Build your own generator

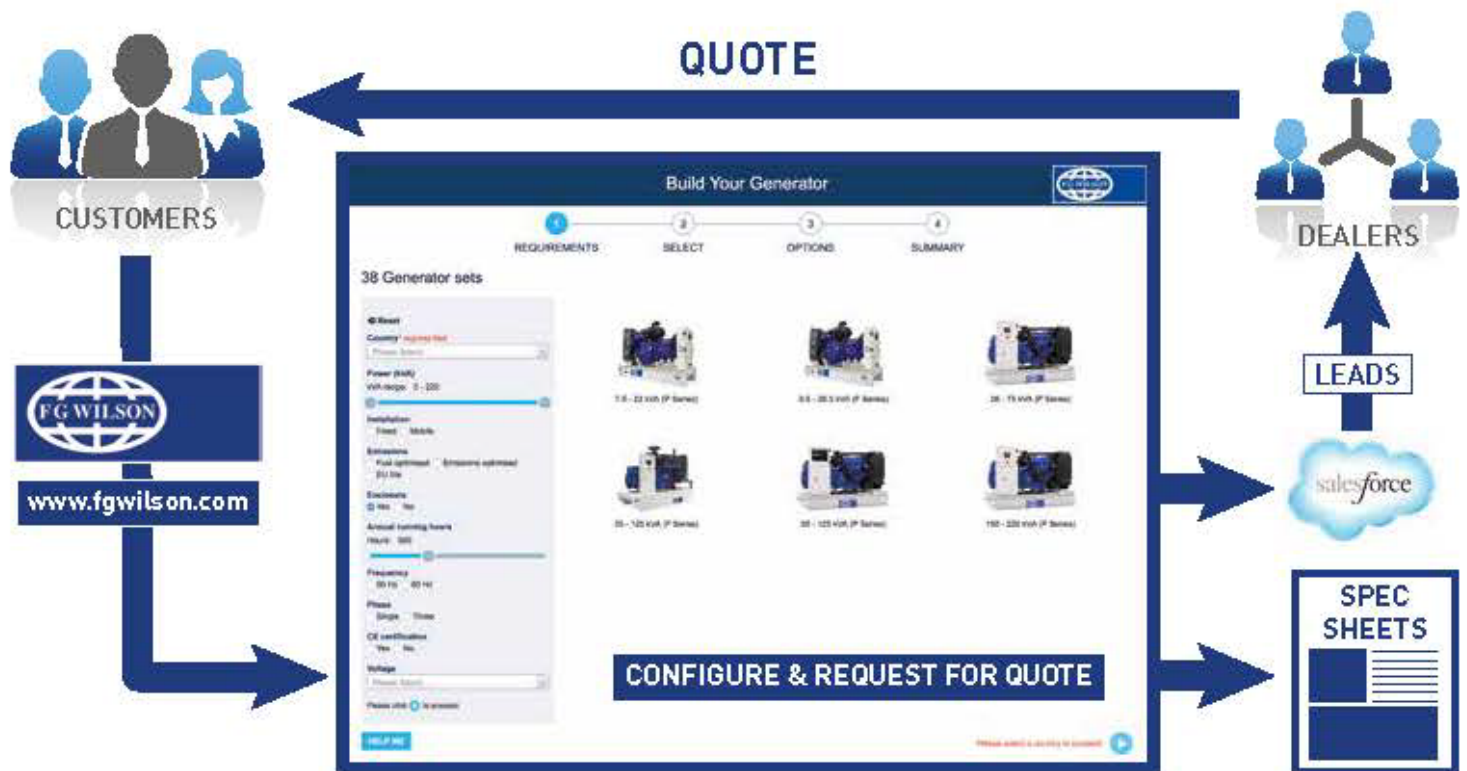
The FG Wilson Configurator is a web based tool which has been introduced to enhance our customer online experience and lead generation process.

Users will now be able to go online, find the generator they want through guided selling, configure it and make a request to be contacted.

Once the request is made, a lead is generated in Salesforce which is routed to the dealer in that region by the Regional Sales Managers. Customers can easily access product information and print customised technical data sheets.

To access the FG Wilson configurator tool [click here](#).

How the Configurator works



Longlife Product

Lifelong Support



Since 1990, over 600,000 FG Wilson generator sets have been installed all around the world and most are still working hard for their owners today.

There are two good reasons for this.

1. We test and validate our generator sets so that wherever you take them, they've already been through it before. We invested \$26 million in our UK-based Engineering Centre of Excellence just to make sure.
2. We support our products with a global dealer network and parts operation which stocks over 11,500 parts and delivers three million parts a year.

It doesn't matter how long you've owned an FG Wilson generator set. We'll make sure it always runs like new for you.

To find out more, visit www.fgwilson.com

