

POWER ON

FG WILSON CUSTOMER MAGAZINE

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Always Connected

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.

And three enclosure designs so you get the enclosure you really need.

Find out more at
www.fgwilson.com



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TAKING ENGINEERING TO NEW HEIGHTS

Look around the skyline of the City of London and you'll find that many of the most iconic buildings in view have FG Wilson generator sets inside, installed by Bells Power Solutions. Known for delivering technical turnkey generator solutions for some of the UK's most prestigious buildings, Bells recently surpassed themselves, installing six FG Wilson 2,250 kVA, 11 kV generator sets at Level 57 of 22 Bishopsgate, around 260 metres above the street below. These are believed to be the highest installed generator sets in the northern hemisphere.

Bells Power Solutions, who have been a dealer of FG Wilson for 30 years, are contracted to T Clarke / Multiplex group, who are responsible for constructing 22 Bishopsgate, now the tallest building in the City of London with the highest useable floor space in northern Europe. The building, described as a "vertical city" in the city of London, is a state of the art 62 storey skyscraper, standing 288 metres tall and offering 1.275 million square feet of premium space for business and leisure.

Since 2014, Bells Power Solutions and FG Wilson have been working together closely with the building's designers and constructors to ensure the generator sets could be successfully integrated into the building's design, taking account of their weight, noise, vibration and fuel systems, as well as fully meeting the building's power needs. FG Wilson P2250-1E emission-optimised generator sets, powered by Perkins 4016-61TRG2 engines, were selected for the project to ensure reliable power with lowest possible emissions. The radiator package for the generator sets was specially designed to ensure the lowest coupled airflow requirement for cooling as louvre space was limited. The generator sets synchronised together can deliver 13.5MVA of power at 11 kV, enough to power a small town.

A project of this kind is challenging enough when the generator sets are at ground level or in a basement but at a height of 260 metres, installing the generator sets becomes a huge project all on its own. Getting the components in place meant lifting more than a hundred lifts for items of all shapes, sizes and

weights and took place over a six week period during July and August 2019. Components were lowered through the outlet attenuator penetration in the Level 58 / 59 slab onto the Level 57 generator room floor. With the on-site cranes, Bells Power were able to lift the generator sets in complete sections, with up to 16,000 kilograms hoisted in each lift.

James Murphy, Managing Director of Bells Power Solutions commented "The last five years of planning and work is leading up to the turning on the generator sets on-site. It is fitting that when everyone else will be turning on their Christmas lights, at 22 Bishopsgate, we'll be powering up the equivalent of a power station for a small town. Everything about 22 Bishopsgate is impressive: the design, the floor space, the height of the structure and its location. We at Bells Power Solutions are very pleased to play a part in the construction of this building."

For more information on Bells Power Solutions, visit <http://bellspowersolutions.co.uk/> and on FG Wilson www.fgwilson.com/





POWER FOR A LIFESTYLE CENTRE

The LSH Lifestyle Centre in Brisbane, Australia features the largest Mercedes-Benz dealership in the southern hemisphere. And for standby electrical power, it relies on an FG Wilson P330-5 generator set supplied by our Australian dealer AllightSykes www.allightsykes.com

The building's top floor has a P330-5 generator set in acoustic enclosure

with a self-bunded diesel fuel tank with 795L capacity, for 24-hour runtime based on a 40% load.

As part of the project, AllightSykes supplied and installed the air and exhaust duct from the generator room to penetrate through the roof, as well as a weatherproof hood with vermin proofing. With a tight deadline, everything was completed, shipped and installed in

a timely manner with a custom air discharge duct fitted on schedule.

Now open, as well as the Mercedes-Benz dealership, the building offers a rooftop restaurant with views over Brisbane, promenade café and shops and a museum.

Photo credits: Andy Macpherson: www.andy-macpherson.com



This Cloud Never Falls



Today when you need to guarantee standby or emergency electrical power, in terms of cost, flexibility and responsiveness, there's really no better option than a generator set from FG Wilson.

Over our 50+ year history, FG Wilson generator sets have been installed in more than 150 countries worldwide by organisations and businesses just like yours.

And when you entrust your power project to us, you receive the full support of more than 300 skilled technicians who nurture your project from initial design and manufacture, right through to installation and commissioning.

To find out more,
visit www.fgwilson.com



FG WILSON TURKIYE: POWERING “EUROPEAN DATA CENTRE” IN ISTANBUL

With a prime strategic position between East and West, throughout history, Turkey has always been a renowned trading hub. And today, Turkey's entrepreneurs have a new edge. The country has a young, vibrant population (average age just over 30) and Istanbul, with its 15 million people, is at the centre of a thriving hi-tech industry.

Supporting that and helping to drive it is a growing data centre infrastructure in the country. One new data centre being built in Greater Istanbul makes no bones about it: named European Data Centre, it's going to bring more online capacity to meet the growing demand for colocation and interconnection services in Turkey.

The European Data Centre will not only provide direct and secure connectivity for the expanding Turkish economy, it will also sustain accelerated traffic and data transfer, as well as the rapid growth of cloud and online services around

the entire Eurasia region. Once fully operational, it will be one of the largest data centres in Turkey with state-of-the-art hardware, at world-class standards.

Data centres need electrical power which is stable, reliable and high quality. Power outages are not in the data centre playbook and the new European Data Centre is designed to meet the Uptime Institute's Tier 3 standard which means no more than 1.6 hours of down-time in a year. And that's where FG Wilson Turkiye have a part to play in this story. As the leading supplier of power systems to data centres in the country, the new data centre will always have electric power thanks to the installation of FG Wilson generator sets. FG Wilson Turkiye has been working closely with the designers, builders and owners to ensure that power needs are fully met and many technical meetings have been held both in Turkey and in Larne, UK, where the generator sets have been produced and tested.

The installed generator sets, powered by Perkins 4012 series engines, have a capacity of 20 MVA. The design includes double-walled fuel tanks, fuel polishing system, fuel control systems, advanced synchronization panels with PLC system, special container systems for sound insulation and weatherproof purposes, critical type exhaust silencers and over 20 metres of exhaust piping systems. The design has been fully tested and validated by FG Wilson and FG Wilson Turkiye engineers.

Speaking about the project, Murat Erden, Business Development Manager at FG Wilson Turkiye said, "This is a truly exciting project. We are proud to be entrusted with a project of this kind and proud to be playing our part in the big challenge of our times: connecting and bringing the world closer together through technology."





FG WILSON: ASIA'S POWERHOUSE

Generator set manufacturer FG Wilson have been a strong player in the Asian power generation market for four decades now. Ciaran McCarney, who manages FG Wilson's sales in the region says local presence has been crucial. "Probably the most important and most difficult thing to do when you're establishing in a new region is finding the right partners to work with to promote and support your products, particularly in a huge and demanding region like South and South East Asia. We are based in the UK and very early on, we realised that we needed a local hub to support, train and carry stock for dealers across the region."

The hub, or master stockist, was set up in 1992 in Singapore, and today, as FG Wilson Asia Pte Ltd, it's still there doing the same job for a wide group of dealers across 13 countries. FG Wilson Asia carries up to 600 generator sets in stock, from small to very large, together with a colossal array of FG Wilson spare parts, around \$2 million of them at any time.

Ciaran explains, "We do this because it brings the kind of capabilities which we have in our home markets to markets far from our factories and it means we can serve customers equally well everywhere. This is important because although some generator sets may be running for fewer hours than they did ten years ago, the hours when they are needed are more crucial now. Ten years ago, if electric power from the grid was down, many businesses could still function, at least for a short time. Now in our online world, it's almost impossible. Many businesses can't take the risk of even short interruptions of electric power. Much of the growth in demand for standby power generation has come from this digitalisation effect."

FG Wilson Asia also acts as a powerful hub to work together with dealers on major projects. The most recent involved 8 x 2000 kVA generator sets for standby power in one of Indonesia's most iconic structures, the Indonesia Satu / Indonesia-1 twin towers complex now under construction in Jakarta's Central

Business District. Each generator set was installed with customised enclosures to ensure low operating noise of 75 dBA at one metre and the units can operate in island mode or parallel with the grid.

Ciaran says, "Having the stock of generator sets, including very large units, means fast deliveries. Having the know-how in the region means that generator sets can be customised and projects can be managed far from the factory. And having a big stock of parts in the region means fast service. And now we also have one of our factories in the region. Our facility in Tianjin, China, can manufacture almost our entire product range. For our dealers and customers in Asia, this means the same high quality products at shorter lead time from the factory. Altogether, this brings us closer to customers with the same quality, standards and high levels of support everywhere."

www.fgwilson.com.sg/



JOHN PETROPOULOS RETIREMENT

In October, Peter Havenaar from our sales team travelled to Athens to present a retirement gift to John Petropoulos of our dealer Petros Petropoulos, who have represented FG Wilson in Greece for more than 30 years.

John Petropoulos was born in Athens in 1944. He graduated in 1963 from Athens College and received a B.Sc. in Mechanical Engineering from Queen Mary College, University of London in 1965. Two years later he received an M.Sc. degree in Internal Combustion Engineering from Kings College, University of London.

After completing military service, John entered the family business, Petros Petropoulos & Partners. At the time there was a conflict between the Partners, which was resolved and the Company was split, in 1970. The Founder Petros Petropoulos and his two sons, Costas and John continued the business which at that time was mainly based on Perkins Diesel engines. Together with his brother Costas they worked very hard

to overcome the serious difficulties the Company was facing at that time.

After 1972 the Company started growing fast, taking on exclusive distribution rights with Lombardini in 1974 and with Isuzu diesel engines and Allison Transmissions in 1980. In 1984 the cooperation with Scania Trucks started and in 1987 with FG Wilson. Over the following 10 years the company grew, both in sales and profitability, resulting in its very successful entry to the Athens Stock Exchange, in 1999.

Growth continued over the next 10 years, driven by co-operation with Bombardier and Evinrude, then with Zodiac, in 2000 and in 2001, with ARGO Tractors and in 2003 with Isuzu Pickups. The crisis in the Greek economy after 2008 hit all businesses in Greece hard, with some markets collapsing by 80%. But Petros Petropoulos was able to restore the business back to pre-2008 levels with exclusive co-operation with Shell Lubricants in 2010 and Jaguar Land Rover, in 2011. Today the Company has higher



Sales than 2007 and also one of the highest credit ratings in Greece.

After 49 years of leadership in the Company, John retired in April 2019. But he still has an office in the company and is never very far from what is happening there.



MAJOR MILESTONES

In November, we saw two wonderful milestones: Debbie McAteer marked 25 years with the FG Wilson team and Linda Walker marked 35 years. Linda joined FG Wilson when we were at our original premises in First Street, Belfast. A lot of great stories were shared when we got together with them both!



35 YEARS AT FG WILSON

In November, Linda Walker marked 35 years with FG Wilson. Now in our Marketing Team, Linda joined us on 5 November 1984, as the 9th female employee of FG Wilson.

At that time, we were based in First Street, our original premises and of course, FG Wilson was a family business, owned and managed by our founder Fred Wilson. Linda remembers it as a place where everyone knew each other and everyone's job description was to do whatever it was that needed to be done. Most of all, she remembers a place where work was piled high, everyone worked as a team and where many great characters made that team. And every Thursday, everyone received wages in a little brown envelope.

During the last 35 years, Linda has worked in the Telex Room. For those of us not old enough to know what this is, it was a machine which received and sent printed messages, almost like SMS messages. And the messages came on ticker tape. Linda also spent time in the typing pool, where all correspondence and quotations were prepared in pre-desktop

computer times. She also worked in the main reception, answering all the calls which came in from across the world. For many people coming for job interviews or for their first day of work at FG Wilson, Linda's was the first face to greet them. Later, Linda was one of the first team members of the Parts Department, when it began as a team of three people.

Today, Linda is with the Marketing Team. She looks after our website, dealer

locator, merchandise, supports around 20 dealer websites, proof reads all our content, and still supports the parts team with marketing initiatives. And she also keeps us right with paperwork.

Although many things have changed in 35 years, for Linda, two special things are still the way they have always been: the culture of FG Wilson and also our connection to the people and places where our business came from.



POWER FOR VIETNAM FOOD SECTOR

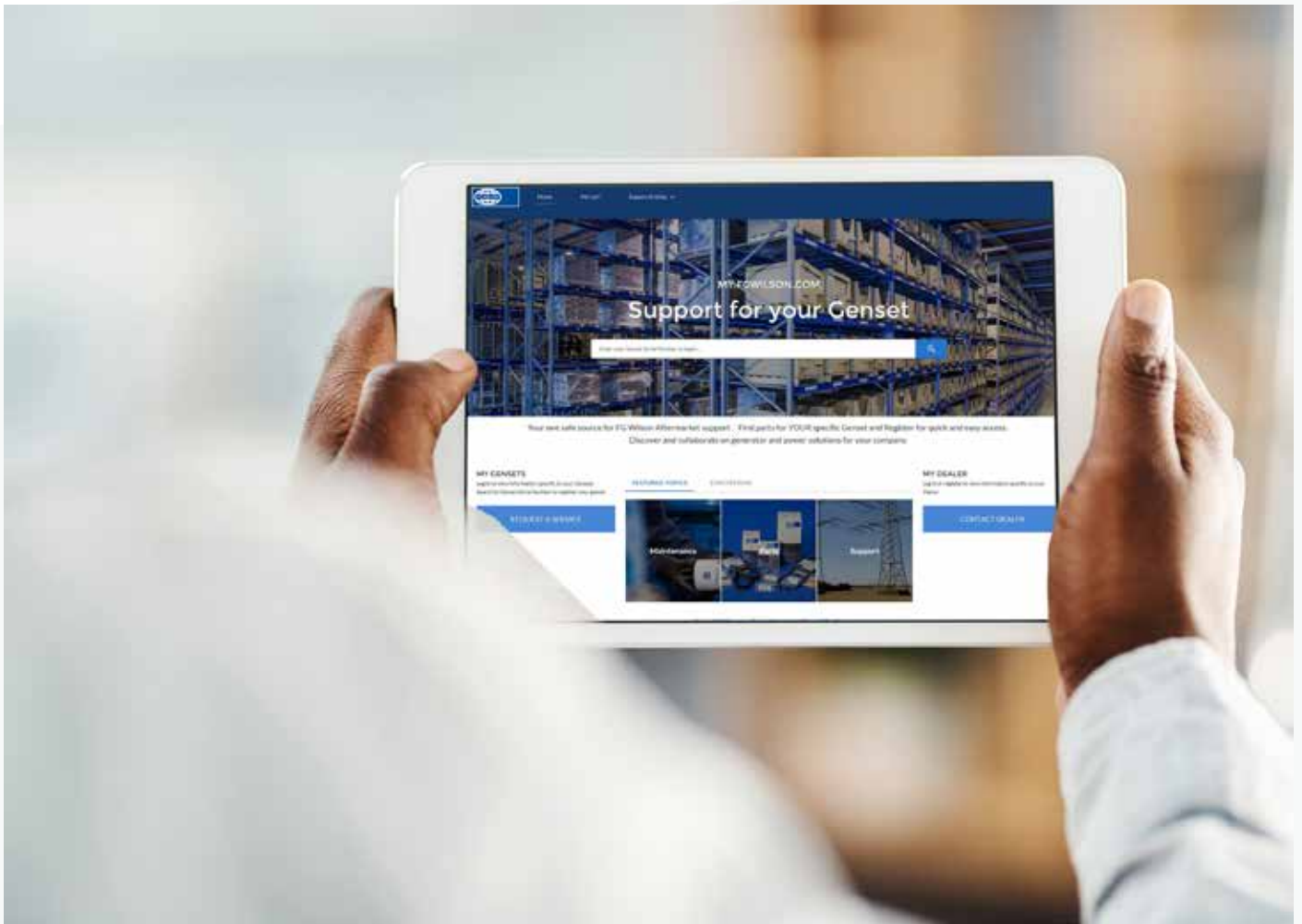
Vietnam is fast becoming a major producer and trading hub for the global food industry and FG Wilson generator sets supplied by our dealer Tuong Viet <https://tuongviet.vn/> are now helping to power the operations of a major agricultural conglomerate in the country as part of a \$200 million investment with more units following into 2020.

The investment will benefit from Vietnam's membership of the Trans-Pacific Partnership trade deal, which gives the country more advantageous trading terms with other members. The initiative will lead to a major increase in shrimp exports, boosting shrimp farming capacity to 50 billion units a year from the current 12 billion.

FG Wilson has supplied standby power to several similar farms across Vietnam with more due to follow in 2020.



FIND PARTS FAST



How FG Wilson is enhancing the ownership experience for customers

No one likes to spend time looking for something, especially when it's not easy to find.

From 2 December 2019, if you own a generator set from FG Wilson, you'll be able to find a parts list tailored specially for you through the new online parts identifier in <https://my.fgwilson.com>

Simply enter your generator set serial number to see your parts list. If you need a price quote for the parts, select the parts you need, choose your local dealer from a dropdown list, fill in your contact details and ask for a quote.

Now you can easily find the parts you need and have the confidence that you're buying genuine high-quality parts from an authorised distributor.

Using the same <https://my.fgwilson.com> site you can also view how-to documents, ask questions, and book a service. It's all part of our plan to put our customers in the driving seat, making it easier to find what you need and have a great ownership experience.

POWER RESTORED



During the recent floods in England, a call centre for Police and Health Service lost power when its HV sub station was flooded with over four feet of water.

Our dealer Power Electrics restored power within 12 hours, supplying 2.4 MW of temporary power from FG Wilson generator sets.



TEESIDE PORT

At Teeside Bulk Handling Docks in England, there are several FG Wilson P33-3 generator sets powering mobile hoppers like this one.



Your Business Never Stops

For more than 50 years, generator sets from FG Wilson have guaranteed electric power across the world.

Since 1990, we've installed over 640,000 in businesses and organisations just like yours, with a combined electrical output greater than that of the UK power grid.

We offer a complete range of self-contained diesel and gas generator sets from 6.8 - 2,500 kVA, designed, manufactured, installed, commissioned and fully supported by our extensive dealer network.

To find out more, visit us at www.fgwilson.com



WITNESS TEST



In October, a major Turkish data centre investor visited our Larne factory with FG Wilson Turkiye to see a witness test for generator sets to be installed at their European data centre in the greater Istanbul area.

Power For Our Generation

There are many ways to store or produce energy but when it comes to guaranteeing standby or emergency electrical power, in terms of cost, flexibility and responsiveness, there's no better option than a generator set from FG Wilson.

Our products range from ready-to-run generator sets to completely bespoke turnkey power systems with remote monitoring, all with lifetime product support from our dealers.

Based in the UK for more than 50 years, we've worked together with a multitude of customers in all environments globally and since 1990 have installed more than 640,000 generator sets around the world, with as much power generation capacity as the entire UK power grid.



To find out more,
visit us at www.fgwilson.com



GOING DIGITAL

During September, in Belfast, we ran a digital marketing workshop where we were joined by dealers from Kenya, Egypt, France and the UAE. And we were also treated to a great tour of the Larne facility by Noel Bell.





FRIENDS IN HIGH TECH PLACES

In our digital age, face to face working relationships are probably even more important. On the way home from a dealer digital workshop in Belfast, Mithilesh Singh from our marketing team called in to see Sarah and Damien who look after our FG Wilson Google account in Barcelona. In a day like this, we learn and achieve far more than in a year of e-mails or teleconferences.



JEBEL ALI 1992

Uel McKinney found these photos taken in September 1992 when we were opening our first sales office in Dubai. Since then, it's been a great privilege to witness the wonderful transformation which the region has seen.

MINING IN MONGOLIA

Mongolia has one of the world's largest mining industries and is home to 10% of the world's coal reserves with 17 mines sitting on top of more than 160 billion tonnes of coal. Because mines are remote, it's very common to find generator sets running almost continuously on-site, and those which are installed need to be reliable, efficient, high quality and well supported.

FG Wilson dealer in Mongolia, Monhorus International LLC www.monhorus.com is a key supplier of generator sets to the industry and on 5 - 6 September, they were present at Coal Mongolia in Ulaanbaatar, an annual international coal trade, investment conference and exhibition which aims to attract investment, introduce new technologies, improve coal export, trade,

transportation and logistics as well as to strengthen the competitiveness of the Mongolian Coal Industry.

Monhorus International LLC have represented FG Wilson in Mongolia since 1997 and offer the full range of generator sets with a complete range of pre and after-market support.



MEETING CUSTOMERS IN INDONESIA

In September our dealer in Indonesia, PT Swayadaya Harapan Nusantara (SHN) hosted a customer event at Hotel Mercure Grand Mirama in Surabaya, Indonesia.

The event was opened by Yushendri, Marketing Director of SHN followed by a brief speech by John Cheng, Business Development Manager of FG Wilson Asia who spoke about FG Wilson's history and heritage and marked the partnership with SHN over the last 19 years.

SHN's General Manager Sofyan Affandi and Sales Manager Yustinus spoke highly of FG Wilson's Larne and APS production facilities, and the quality and design of FG Wilson products. The speeches were followed by a question and answer session, and lunch.



MYANMAR TRAINING

Last month in Yangon, Myanmar, Jonny Rodgers and Robert Breadon joined in with Isaac Lee and Derick Teo of FG Wilson Asia to lead technical training for 25 enthusiastic participants from our dealers Ar Mahn Trading Co Ltd and Amethyst Trading Co Ltd.



EXHIBITING IN EGYPT

In November, FG Wilson dealer for Egypt, Triangle Heavy Equipment <http://the.com.eg/> were exhibiting at Electricx in the Egypt International Exhibitions Center in Cairo. The three-day event and conference was an opportunity to present FG Wilson to more than 11,000 trade professionals

and buyers, bringing together many of the key decision makers in Egypt.

Speaking at the event, Ashraf Kamal, the Division head of FG Wilson Power Generation at Triangle Heavy Equipment said, "For several years now, we have viewed Electricx as the go-to event

which sets the pace for the year ahead. It's a great opportunity to meet new customers in our business and it allows us the opportunity to learn about new technologies and ultimately stay up to date with the latest industry trends."



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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