

CPS (Constant Power Solutions)



Constant power satisfaction through technical support

With clients as diverse as Amazon, the United Nations and a British local authority, it's no surprise that Constant Power Solutions (CPS) takes pride in its ability to deliver diesel-powered generators to an exact customer specification.

Founded just seven years ago, the company exports to over 50 countries and has quickly established itself alongside more established brands—something CPS director and co-owner Daniel Arnett attributes firmly to its staunch 'Made in the UK' philosophy.

"All our sets are assembled in the UK," he says, "designed and built by UK engineers. We continue to be successful with orders where price is not always the key factor and where decisions are made on quality.

"It's the reassurance of UK build and quality, and our flexible attitude towards design and development, constantly guided by customer need and requirements," explains Daniel.

Of course, at the heart of every generator is an engine. For CPS, there was never any doubt that Perkins—through distributor DiPerk—would always be the 'go-to' choice for power; both founders previously worked for another generator company where Perkins was the preferred supplier.

Key Facts

Customer
Constant Power Solutions

Location
Selby, North Yorkshire, UK

Engine model
Perkins® 400 to 4000 Series

Applications
Generator sets

Distributor
DiPerk Power Solutions

OEM website
cps-generators.com



“Familiarity with the brand certainly helped,” admits Daniel, “and of course the Perkins brand name is a big factor in customers’ decision-making. But it’s everything that comes with it, like the fact that DiPerk holds a range of engines in stock. That allows us to win orders through favourable lead times.

“Our authorised OEM status is a huge encouragement for new dealers to join the CPS family, and a massive reassurance for customers that they’ll benefit from the renowned Perkins global warranty.”

One of the earliest CPS orders—for Flintshire County Council, who purchased six Perkins® 1103A-33TG2 60 kVA AP60S powersets—was instrumental in securing the company’s first dealership, a relationship that endures to this day.

Reputation is everything. As dealer numbers grew, so too has CPS’ order book. A demonstration of its ability to meet precisely its customers’ requirements was an order from online retailer Amazon for one of its distribution centres. The AP225S is equipped with an AVR alternator to produce clean energy suitable for sensitive electronics, making it ideal for such a

business-critical application. But for Amazon, a bespoke build was commissioned, incorporating a Perkins® 1206A-E70TTAG2 matched with a fully bundled integral fuel tank, allowing 24 hours of non-stop operation at 100 percent load.

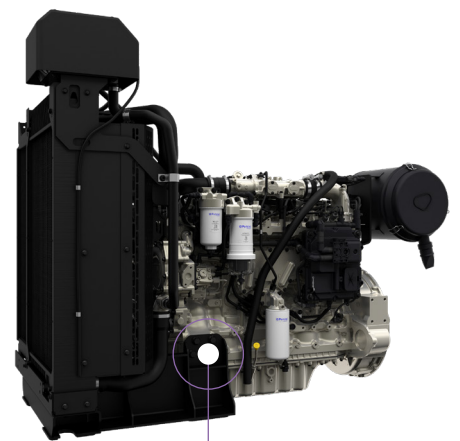
“Another huge advantage of working with DiPerk is its ability to supply the third-party certification that’s needed to meet import regulations in many countries,” points out Daniel. “For example, a recent commission for a customer in Nigeria—at the time, our largest individual sets at 2000 kVA with a Perkins® 4000 Series engine—required a product conformity assessment, known as SONCAP.”

“Access to DiPerk’s technical team is always only a phone call away,” says Stephen Lucas, CPS technical sales manager. “This means we’re always able to support customers in high profile tenders, particularly for organisations such as the United Nations, where technical support always outweighs price.

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