

POWER ON

FG WILSON CUSTOMER NEWSLETTER

Q4 | 2017



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WWW.FGWILSON.COM



You're Cleared to Land



With a generator set from FG Wilson,
the word offline doesn't exist.

For 50 years, our products have been providing
critical electric power around the world,
in all weather conditions and supported
round the clock by our dealer network.

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



CELEBRATING 25 YEARS OF FG WILSON

Growing from a one man operation to a fully-fledged company, this year the leading provider of backup power in Malta, Lexcorp International Ltd, celebrates the special milestone of 25 years as an FG Wilson dealer.

Insight caught up with George Gatt from Lexcorp, to talk about the business of backup power in the Maltese market.

George, tell us about the background to Lexcorp?

Lexcorp International Ltd was incorporated in 1992 with the primary aim of providing a reliable standby power solution to businesses in the Maltese Islands. We see ourselves as Malta's first choice for back-up power.

How has the nature of the business changed over the past 25 years?

From starting out in 1992, when we were a one man operation, we now employ twelve people and offer a full portfolio of products and services, supplying generators, servicing and repairing them. The company also operates a rental fleet. We like to think that we are considered to be the generator supplier and service company of choice by many businesses in Malta.

As the official FG Wilson dealer in Malta for 25 years, we can support power needs like no other generator set provider.

How has Lexcorp adapted to the needs of a more competitive and changing market?

As the market has changed, so has our vision and now we are much more than just a power provider. We now offer a range of services. From pre-sales support and guidance on individual power needs, to installation and service contracts, we assist our customers every step of the way, with expert advice and support.

Our expert technicians and electricians can install, test and commission generator sets onsite to ensure the optimum performance. Available 24/7, our emergency call-out team operate with a fleet of service vehicles ensuring minimum down time. Our service maintenance contracts, either monthly or annually, give our customers peace of mind.

We now also stock an extensive range of FG Wilson genuine parts to support customers in the event of an emergency breakdown or for routine maintenance. Some years back, Lexcorp invested in warehousing facilities and started stocking generator sets up to 660kVA. This has been important in providing product to customers on a short delivery time. Lexcorp has never compromised on product quality to be more competitive, but we strive to offer the best product and service package at the most competitive price.

What does being an FG Wilson dealer mean to you?

We are FG Wilson for the Maltese market. Having represented FG Wilson from day one, our names are synonymous. Customers find the same level of quality and reliability both in terms of the FG Wilson product as the Lexcorp service provision.

What has been your biggest project?

We have a wide range of customers and have carried out projects for data centres, hospitals, government and military departments, in addition to the industrial and commercial sectors. Our largest project however in terms of kVA was the supply of 4 x 800kVA synchronised generator sets for BMIT. We have also recently completed a project for 2 x 1500kVA synchronised generator sets for Melita.

What does the future hold for Lexcorp?

We look forward to continuing to provide a good quality product and service at a competitive price in cooperation with FG Wilson.

www.lexcorp.com.mt



DIPERK TRAINING

Developing our aftermarket business is a key element of our strategy and in November, Robert Brown, FG Wilson Product Trainer, visited Chile to provide technical training on the 1500 Series Perkins engines.

During the two training sessions, 15 technicians participated, representing different regions of Chile. A huge thank you goes out to Diperk for hosting and supporting this activity.

www.diperk.cl



POWERING THE ARGENTINIAN BORDER

Marlen Prado, Regional Sales Manager for South America, has been on her travels and sent us photos from the Argentinian border with Bolivia, where our dealer Nextmaq has just installed three generator sets to support border control radar installations.



DELIVERING POWER IN THE AFTERMATH OF IRMA

This year on 6th September, category 5 hurricane Irma crossed the Caribbean, leaving behind it a trail of destruction, previously unseen even for a part of the world which is no stranger to extensive storm damage. Quickly followed on 16th September by hurricane Maria, both storms wreaked havoc and caused severe damage in a number of countries and territories, including St Marten, Barbuda, US and British Virgin Islands, Anguilla, Turks and Caicos, Dominica and Puerto Rico.

With the extent of the destruction unprecedented, many areas were flooded and inaccessible. Damage from the hurricanes caused problems with water supplies, sanitation, food supply and electricity. Utility supplies were down for at least a month and in some cases, still have not been restored.

Simply Reliable Power, an FG Wilson dealer based in Miami, South Florida, service many customers throughout the affected areas and were faced with the challenge of trying to maintain power at such a critical time.

"In the days after the first hurricane hit, our immediate priority was to try and service our customers in the islands, running on our generators and needing parts" explains Ruben Byerlee from Simply Reliable Power.

"We were also impacted by the fact that the airport and seaports in South Florida closed for several days, making the logistics of providing a service to our customers pretty challenging to say the least. Many customers were assessing the situation and it wasn't until a few days later that we saw an increase in orders, from businesses who knew they would be without power for an extended period."

Going into September, Simply Reliable Power had over 500 FG Wilson generator sets in inventory at its Miramar warehouse, which allowed them to respond efficiently and effectively to the urgent need of customers. They also have telecom customers with FG Wilson generators on all the islands and needed to ensure that they had sufficient spare parts on site to operate for over 4000 hours, until utilities were back online.

"Since Simply Reliable Power keeps a vast inventory of parts we were able to ship thousands of filters and parts as soon as the airports were opened. Some of the FG Wilson generator sets that we shipped filters to have been running now for over a month nonstop and have been in service for over 15 years.

"Our goal throughout this dramatic time was to make sure we continued to provide the same level of service to all our customers, despite the sudden surge in demand. Over the past months we have proven that Simply Reliable Power can deliver to and support our customers, even in the most extreme and challenging situations."

www.srpamericas.com



CUSTOMER FEEDBACK

We love hearing from our customers and were delighted to receive this wonderful feedback in the aftermath of Irma.

Thanks to my 1999 FG Wilson Generator, we have powered refrigerators and freezers keeping our neighbour's temperature - sensitive medicines cool after the path of Hurricane Maria here in Puerto Rico. As you can tell by the photo the housing has taken a beating but it is going strong. Thank you for making excellent products! I highly recommend your brand to anyone who is in the market for a generator.



I'm writing to thank you for your great products. My family runs a catering service from their house in San Juan, Puerto Rico. The island of Puerto Rico was devastated after the passing of Hurricanes Irma and Maria in September. We have been running our FG Wilson 20 kW diesel generator for 70 days nonstop and it has not failed once. We have been able to keep the family in Puerto Rico despite the devastation, and even keep the business running thanks to you. Thanks to the generator we have been able to help and host in our house first responders, emergency workers, and international media that have visited the island to provide support and relief assistance, and we have been able to continue feeding dozens of people daily from our business. Please share our message with your employees! We are forever thankful for your great product!

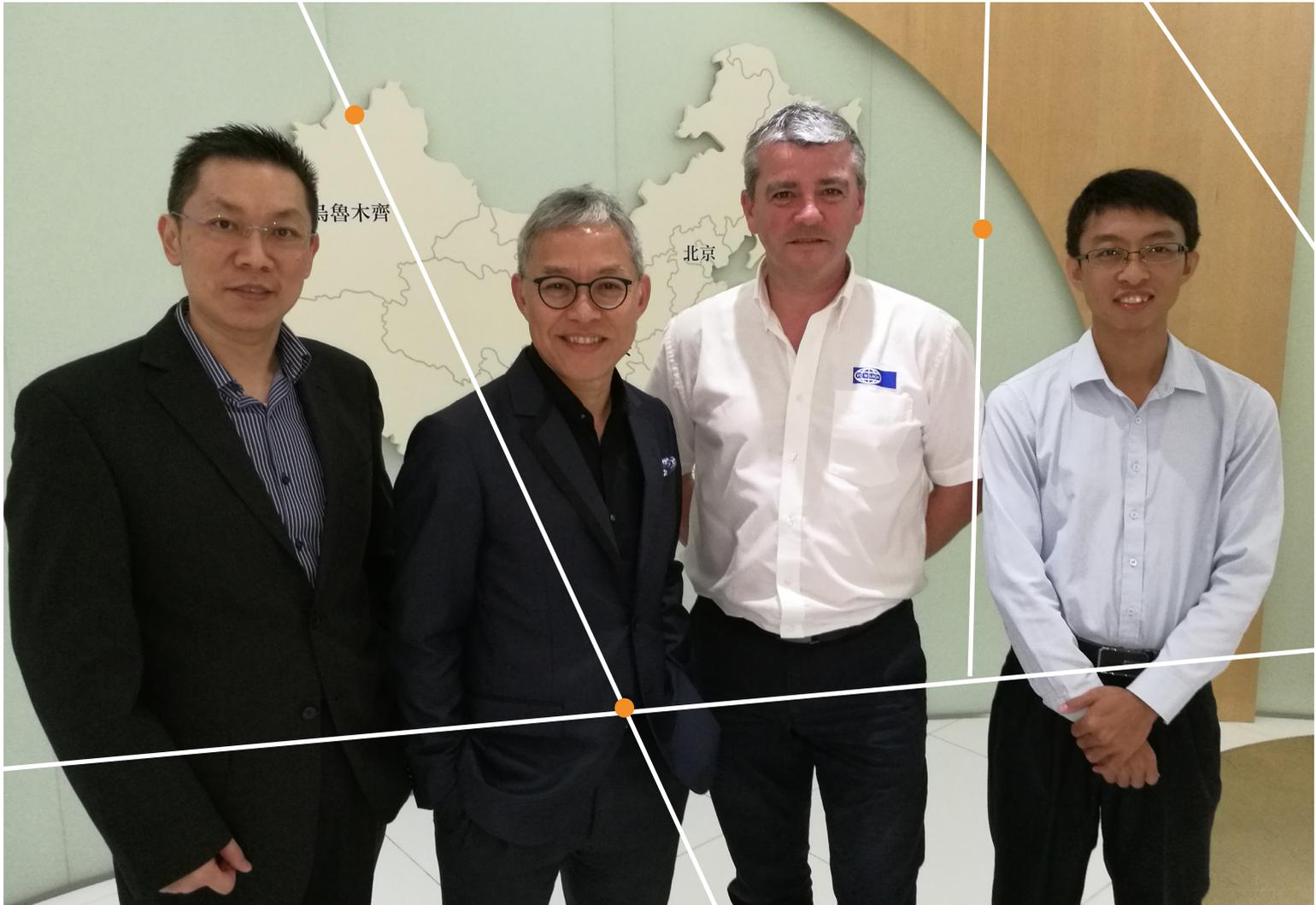


WELCOMING ASIA PACIFIC POWER ELECTRIC LTD

We're very happy to welcome APPE Asia Pacific Power Electric Ltd as FG Wilson dealer in China. Pictured are James Lau and Raymond Siu of APPE and Ciaran McCarney and Jophen Zhang of FG

Wilson. James and FG Wilson go back a long way and he and his team were instrumental in establishing FG Wilson's presence in China in the early 1990s. We're excited to be working with them

again and looking forward to entering a new phase together in China, Hong Kong and Macau.



PETROPOULOS CELEBRATE 30 YEARS

This year dealer Petros Petropoulos Aebe-Petrogen, based in Thessaloniki, celebrates 30 years of delivering FG Wilson power. With almost 100 years in business, we spoke to Dimitris Onopas, Petrogen Business Unit Manager, to find out more about the largest manufacturer of generator sets in Greece.

Tell us how the business began?

Petros Petropoulos Aebe-Petrogen, was established in Thessaloniki, in 1922. At that time, the main area of the business was car assembly and general engine overhaul. Almost 100 years later, the Petrogen Business Unit of Petros Petropoulos Aebe-Petrogen is now the largest manufacturer of generator sets in Greece.

We started selling generator sets in the late 50's early 60's, establishing our alliance with FG Wilson in 1987. Interestingly, our relationship with FG Wilson began when John Deveney, the Managing Director of Perkins at the time, was influenced by Mr Petropoulos to establish a strategic alliance while on summer holiday in Paros island!

The company's leading position along with competitive costs and quick deliveries from FG Wilson, rapidly resulted in increased market share. With over 65 years' experience in generator sets, we can boast a high profile customer portfolio across all sectors. We have specialised staff, who can offer customised solutions and our network of technical dealers are ready to provide after-sales support all over Greece.

Petrogen now commands the leading position in the Greek market, with a wide range of customers from various sectors, including telecommunications, construction, hospitals, hotels, public service and the Greek armed forces.

How has the nature of the business changed over the past 50 years?

50 years ago, due to customer demand we started selling generator sets in Greece. At that time, we were one of two players in the market, working mainly on military and telecom projects. Since then the business has changed dramatically and as a company we have adapted to customer's needs and requirements.

Today we have many more competitors and due to the strong economic turbulence in Greece, the market has shrunk by almost 50%, resulting in much more aggressive pricing policies from our competitors. The last ten years has shown a tendency for customers to choose lower cost products.

How has PETROGEN adapted to the needs of a more competitive and changing market?

We have adapted to the complex needs of our customers by upgrading our technical capabilities and offering complete generator customisation and support solutions, such as service contracts and warranty extension up to six years, should the customer sign a service contract with us.

We also provide 24/7 customer support all over Greece with the help of our 27 authorised technical dealers, using mobile service vehicles that are fully equipped with emergency breakdown parts and diagnostic software.

Furthermore, we use a stocking pattern of generator sets and spare parts based on continuous monitoring of changing customer demands, to ensure prompt deliveries and customer satisfaction.

Petrogen provides continuous training courses to both our sales and technical

teams, so we are always on top of the changing market and maintain generators as required by FG Wilson standards.

What does being an FG Wilson dealer mean to you?

We are very proud to be an FG Wilson dealer, we strongly trust in the brand and quality of FG Wilson products and are delighted to have such an established long-term, 30 year relationship.

With the excellent support provided by FG Wilson, we look forward to maintaining our leading position in the Greek market and keeping our customers satisfied.

What has been your biggest project?

We have successfully delivered several prestigious projects. From supplying emergency standby power to the luxurious Costa Navarino Resort, Ygeia Hospital, Cable Hellenic Cables, Vodafone Data Center, LIDL stores and the Greek Army to thousands of standby and prime power sets to various contractors and end users, we play a major role in delivering power solutions.

What does the future hold for Petrogen?

It is true that despite the difficulties caused from the continuing economic crisis, we have emerged as a strong and sustainable company and made a success of the opportunities that have arose during this period. Even though challenging times might lie ahead, we believe that with strong co-operation, together with our experience, the future will be bright for both FG Wilson and Petrogen.

Managing Director of Petros Petropoulos Aebe-Petrogen, John Petropoulos, is pictured with Roberto Doninelly from FG Wilson at the 30th anniversary celebrations

www.petropoulos.com/en





ONLINE CONFIGURATOR NOW AVAILABLE

Now you can specify a generator set from FG Wilson online, with all the power of our factory-based product configuration systems. Our online product configurator currently covers the FG Wilson range from 7.5 - 220

kVA and allows you to work through a product specification, select the right configuration, print a customised technical datasheet and once finished, request a price quotation from our dealer network.

You can find the online configurator at:
www.fgwilson.com/buildyourgenerator

In 2018 we'll be bringing out enhancements to the configurator and expanding the product range which it covers.

EXPRESS SUCCESS: FG WILSON POWERS GROUND BREAKING HOLMESTRAND STATION

There has been a railway station in Holmestrand, Norway since 1881, but in 2016 the city opened one of the world's most modern railway stations, which now plays a major role in the infrastructure of the entire region. The station is built entirely inside Holmestrandsfjellet, the mountain in Holmestrand, in one of the world's largest mountain halls.

The mountain hall is 870 m long, (30 m) wide, with four tracks. There are two platforms, both 250 m in length. Created inside the mountain to facilitate express trains with a speed of 250 km/h, the mountain hall can accommodate high speed, while avoiding sharp curves and minimizing heights.

Coromatic, the leading Nordic critical facilities solutions provider, were contracted to provide the power supply for all vital equipment in the case of power failure.

Working closely with Sveinung Vegum, Project Engineer from NLI

Elektrosystemer, the team from Coromatic were instrumental in choosing the right type of generator set for the project. It was necessary to manage cooling and air through a central control system and to achieve a complete functional solution, ventilation channels were created throughout the station hall.

Coromatic delivered an FG Wilson P500 generator set, with the design team installing different tubes underneath the roof of the tunnel, managing heights and narrow spots effortlessly. Due to the challenge of the pressure from passing trains and the location deep within the mountain, the generator set was supplied with a heat exchanger system placed in a technical "corridor" at the station area.

Coromatic also designed and delivered the control system for the generator set. In the case of a power outage, the generator set will start up and supply all vital equipment in the main switchboard. In the case of a long-term power outage,

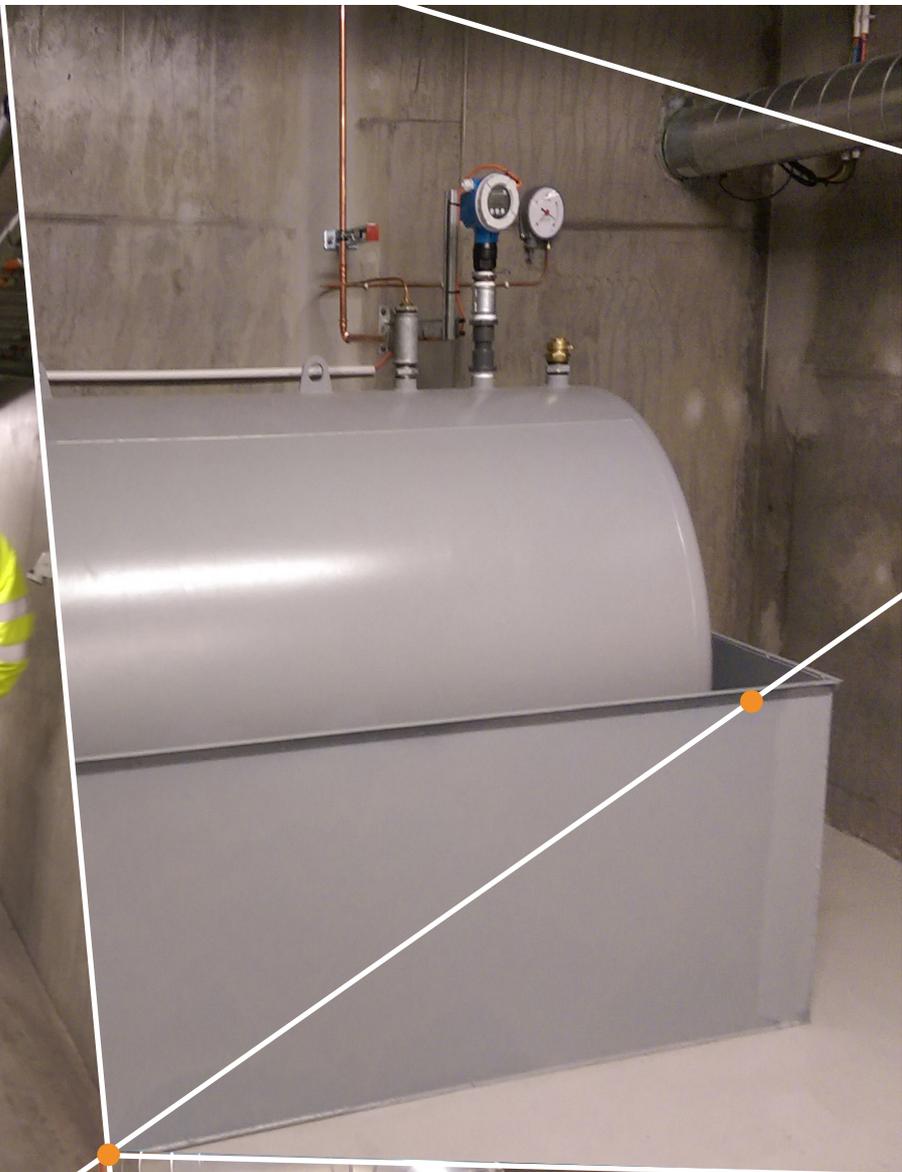
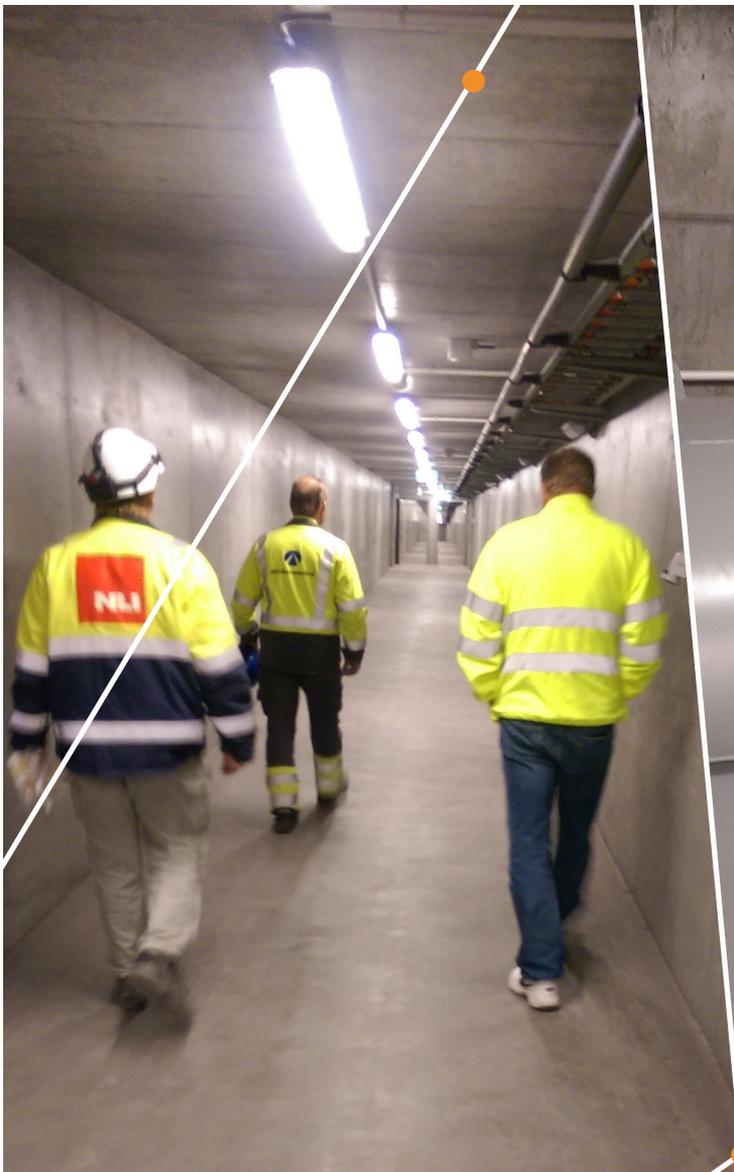
the fuel tank installed with automatic filling functionality, allows the generator set to operate for as long as three days. All operational information is monitored remotely by Bane NOR.

Additionally, the system has a UPS installed to secure power supply in the time period between power failure and generator set operations. During tests, the generator set has delivered power after just 8 seconds.

Today, all technical operations are running smoothly and according to plan. Holmestrand station has fulfilled the requirements for both effective public transportation and excellent use of land in a region of growth. The station has become a key transportation hub facilitating growth and development in the region.

Find more information on www.coromatic.com







PERFECT POWER SOLUTION FOR BRAZIL BAKERY

The bread and baked goods market is booming in Brazil, with consumers eating more packaged bread, yet still buying freshly baked bread from traditional bakeries. For companies like Bodega do Pão, the third largest bakery in the Brazilian city of Manaus recently, this means a nonstop production line.

Based in a region with several energy failures and faults a month, reliable back-up power is crucial for business. When they approached FG Wilson dealer HS Genadores, the brief was to provide power to support the production of 150,000 bread loaves a month. Located close to a residential area, sound requirements also had to be considered.

HS Genadores installed a 65 kVA FG Wilson generator set, designed to run at maximum efficiency and ensuring optimal running costs. Edgar Moraes from Bodega do Pão, says the generator set has been a great purchase, enabling them to increase production and become much more efficient. They have recently renewed their service contract with FG Wilson for two more years.

Left: Mauro Moraes, General Manager / Right: Edgar Moraes

POWER FOR THE COURSE AT KINGBARN'S GOLF LINKS

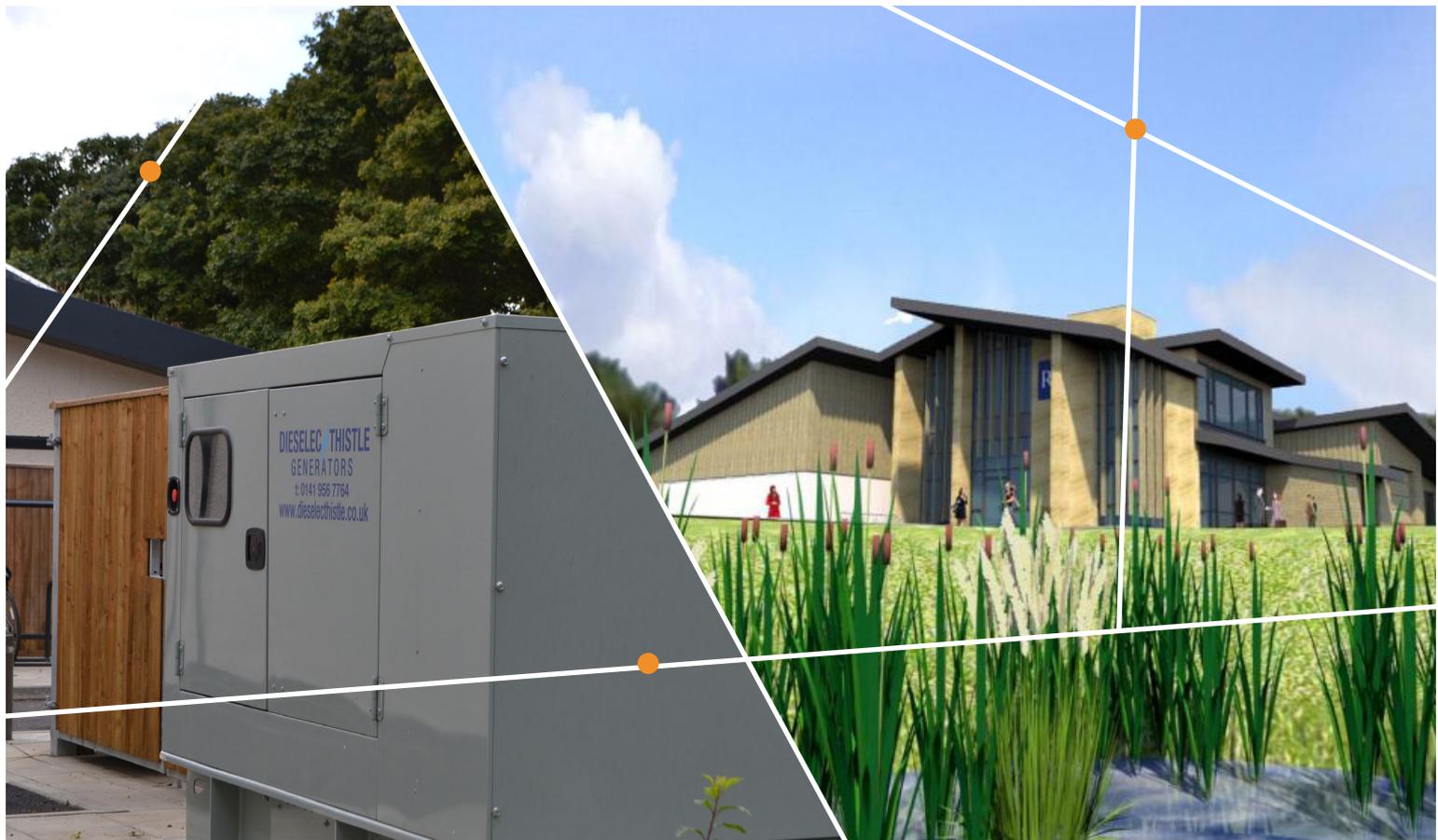
Dieselec Thistle Generators has recently installed and commissioned an FG Wilson generator set at The R&A. The new generator set has been installed at their new equipment testing centre, located at Kingsbarns Golf Links, near to St Andrews.

The new equipment testing centre will make the most of the latest technology, and the 22,750 sq ft centre will offer a world class testing centre and a research facility for The R&A's Equipment Standards department which, at the moment is spread out across three different locations. This significant investment has been made by The R&A and will improve their ability to monitor and enforce the equipment rules on behalf of its 152 affiliated organisations around the world.

Known as one of the UK's leading generator specialists, Dieselec Thistle Generators supply, install and maintain FG Wilson diesel generators. They provide customers with products, support and advice whenever needed throughout the life cycle of the generator set. Operating from a 6.3-acre head office facility with workshops, parts distribution depot and load test cell incorporated into their business' 80,000 sq ft warehouse space. The company has the largest stock of generator sets in the UK, ensuring customers are provided with the best solution for all of their power needs, as quickly as possible.

Dieselec Thistle Generators selected an FG Wilson P88-3 silent generator set, with a 125A auto-changeover panel repainted to make sure that it matched its surroundings on the development, designed to be energy efficient and environmentally sensitive. The building has a range of features, such as air source heat pumps and makes use of a range of sustainable materials. Among these materials is an extensive sedum roof that means the new building will sit comfortably in its Kingsbarns setting.

dieselecthistle.co.uk



ELECTRIC POWER AND RENEWABLE ENERGY EXHIBITION, MYANMAR

In October FG Wilson attended the annual Electric Power and Renewable Energy Exhibition in Myanmar. The high profile event is supported by a range of key players from the power, business, construction and mining industries.

FG Wilson attended the event to introduce a new range of products to the Myanmar market, with the aim of enhancing brand visibility and lead generation. A team including Aung Tin Htut and Myo Thu from local dealer Ar

Mahn Trading Company Limited, along with FG Wilson staff Mithilesh Singh, Isaac Lee, Uel McKinney and Yeo Peng Guan, attended the event and engaged with visitors to the stand.

The trade fair provided a platform to benchmark with global competitors and an opportunity to enhance the FG Wilson presence and visibility in the regional market. With a total of 450 visitors to the stand over the three day event, so far 14 leads have been generated.



SHOWCASING FG WILSON AT PHILIPPINES IIEE

FG Wilson dealers PowerAsia and FMIDC were part of the 42nd Annual National Convention of the Institute of Integrated Electrical Engineers of the Philippines, which took place in November at the SMX Convention Centre, Pasay City.

This year's event was attended by around 800 engineers and at least

20,000 visitors coming from various industries. The current membership of IIEE is approximately 50,000. With the theme "Sustaining Growth Initiatives for Global Excellence", IIEE aims to continue the progressive growth in the electrical industry throughout the country.

During the event Power Asia ran a promotion of 5% discount on any order placed.

fmidc.com

www.powerasia.com.ph



DIPERK ATTEND EXPOCORMA

In November Chilean based FG Wilson dealer, Diperk, attended the Expocorma trade show.

This high profile event within the Chilean and Latin American forestry sector takes place every 2 years in Concepcion and targets the agricultural, forestry and salmon farm sectors, all major industries in the southern region of Chile.

The Diperk team received great feedback from visitors to their exhibition stand and have closed \$100,000 in sales from leads generated at the show. Salmon farms are a key segment for them and they are currently developing a strategy to capture more opportunities with key industry players.

www.diperk.cl



Your Business Never Stops

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

Since 1990, we've installed over 600,000 around the world in businesses 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





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