

INSIGHT

Q3
16

FG Wilson Dealership Newsletter

WELCOME

May you live in interesting times, so the saying goes and all of us would agree that 2016 has been a challenging year. Our whole industry, all industries really are seeing turbulence. Through all of this, two important things are always in my mind.

The first is the strength and resilience which all of us have shown through 2016. That shouldn't surprise anyone. These are what our teams are made of and are the things which have always defined FG Wilson.

The second is that, despite the current market conditions, our industry remains a great place to invest in. There is a growing need for stable and reliable electric power, especially as the world goes more digital and in many parts of the world, the mains supply isn't able to keep pace with demand. And, as tolerance of power outages falls to zero, customers are expecting high levels of support for power generation products. All of this is an opportunity.

It may seem counter-intuitive but a down market like ours is a great place to invest time and resources. We know our industry will return to growth and when it does, we have every intention of being well placed within it. So we are investing in marketing, in products and services and in a very visible presence in the market.

This edition of Insight marks 6 months of our new FG Wilson team and in it, you'll find an interview with Ganesh Iyer, Power Generation Global Director for Cat and FG Wilson. Ganesh reflects on the last 6 months and also looks ahead to the future. We also take a look at FG Wilson in Lebanon, one of our first major markets. You'll find details on the new Sales Funnel Management Tool and Aftermarket Retro Fit Control Panel. And you'll get a view on our thinking about marketing.

I hope you find this edition of Insight interesting and if you have your own good stories to share, we would love to hear from you.

Ann Brown
FG Wilson Managing Director

Contents

Features

- Caterpillar Power Generation Embraces A Bright Future... 2
- The Power Behind Lebanon 4
- FG Wilson Goes Inter-Continental 5
- Looking For Sales Funnel Management Tool? 6
- Customer Warranty Registration 7
- Marketing More Than Metal 8

Latest News

- Aftermarket Retro Fit Control Panel 10
- Let Us Know What You Think 10
- Email Campaigns 11
- Social Media Update 11
- DiPerk Hosts Technical Training 12
- AR Mahn Trading Co. Ltd. Awarded Contract For Yuzana Hospital 12
- Asia Sales Team Visits Da Nang – Ba Na Hill Resort 13
- Visit To Merrywater Dealer 13
- SE Asia Team Visit Masteri Thao Dien Construction 14
- Meet The Belfast Team 14
- PT Fajar Gemilang Celebrate 50th Anniversary 15
- 15 Years Of FG Wilson Power Systems Piracicaba Brazil 15
- Giant Mangos 16
- Keeping Things Sweet At Chocolate Factory 16

Product News

- New EUIIIa Compliant Models 17
- Immediate Stock Available 17
- Enhancing The 6.8 - 25 kVA Range 18



Caterpillar Power Generation Embraces A Bright Future...

Ganesh Iyer is a man on a mission. Since early 2015, he has held the reins of one of Caterpillar's most significant power generation teams. His reach covers Cat branded generator sets up to 750 kVA and the entire FG Wilson range from 7 – 2,500 kVA. It's a task which animates him hugely and has his undivided attention.



What makes Ganesh's task especially interesting is that it embraces two of the generator set industry's most iconic brands which together have an enviable global presence. Caterpillar have been in the business since 1939, the first engine manufacturer to provide a complete factory-produced generator set, and globally today Cat brand generators lead the way in quality, durability and world-class support.

The FG Wilson brand was founded in 1966 and was acquired by Caterpillar in 1999. Ganesh is candid about what attracted Caterpillar to FG Wilson. "It was the modern factories, the distribution channel, the ability to reach new customers and most important of all, the entrepreneurial spirit within the brand."

Alongside the premium Cat brand generator set range, FG Wilson allowed Caterpillar to reach a wider group

of customers. Having a brand like FG Wilson inside the stable was something of a learning experience for Caterpillar, which today owns many “non-yellow” brands. In the late 90s, however, much of this was new to the organisation.

Ganesh says, “At first, little changed for the FG Wilson brand. Then gradually over time, we tried to make things more efficient, with common products, common processes and the ultimate was a common marketing team between the Cat and FG Wilson brands.”

It might have seemed efficient, but it was also diluting the essence that made the FG Wilson brand unique. Slowly, FG Wilson was losing its voice, inside and outside the organisation.

Six months ago, Ganesh changed all that. “One thing that is abundantly clear to me is that the FG Wilson brand is critical to our future success. It was time to step back, really think about our customers, set out where we want to take our business and how we can grow while serving customers even better.”

The first step was the appointment of a new Managing Director for FG Wilson, Ann Brown. A grounded professional with seventeen years in the industry, Ann hails from an operations background. She’s now surrounded by an experienced team, many of whom started their careers at FG Wilson and who were instrumental in driving FG Wilson growth.

Ganesh sees that reaffirmation of FG Wilson brand values as key. The market for generator sets is a crowded and unforgiving place. He says, “The basic technology in a generator set really hasn’t really changed for a long time. We have a 70 year old Cat generator set on display at our Larne visitor centre which wouldn’t look out of place at a customer site today. Engines have become more efficient and customers can work remotely with generator sets but really, the basic core product is the same. This means it’s relatively easy for new generator set packagers to enter the market with similar products, so it’s a mature and very crowded market.”

What is much more difficult, says Ganesh, is to build up distribution networks and be capable of supporting generator sets effectively and consistently on site. “People who buy generator sets aren’t buying the metal,” says Ganesh. “They’re buying guaranteed power, and with that comes a responsibility that you will honour the trust customers give when they buy.”

With 600,000 generator sets installed since 1990 alone, FG Wilson doesn’t take any chances with customer trust. Every new product is put through rigorous testing and validation at a \$26M Engineering Centre in Larne, UK, which also houses Europe’s largest fully automated hemi-anechoic chamber, providing state of the art

acoustic research and test capabilities. And every product is released with a full suite of parts at the brand’s main aftermarket facility, which stocks 11,500 product lines and ships 3 million parts a year.

This focus on service is a huge priority for Ganesh. “Few of us now tolerate loss of power. Talk to any young person who has lost their wi-fi or data connection. Today we all expect more from what we buy, and customers who own generator sets expect the same level of service as they get when they buy a consumer product. And this is where FG Wilson is really investing time and resources.”

Supporting customers is a global network of over 400 dealers with over 700 touch points, all of them painstakingly recruited and trained. Many have been in partnership with FG Wilson for two or three decades. Ganesh says, “What makes the FG Wilson distribution network really special is that their main or usually sole focus is on our generator sets – this is what they do, so they are complete specialists. They understand the business and customers better than anyone.”

That expertise can reach into extremely complex projects. In the early days, FG Wilson built up its name designing, building and commissioning mini power stations in the Middle East, often in the most inhospitable operating environments. That tradition continues today. In some European and Middle Eastern cities, it’s possible to look across the skyline and tick off large landmark buildings which rely on an FG Wilson generator set for standby power. Developing this custom business for large generator sets is important to Ganesh. “We believe this is something which FG Wilson does extremely well. We’ve a long track record of experience, within our organisation and within the dealer network, world class facilities, and very importantly, the innovation and product development from custom projects can work its way through to our more standard ranges.”

The future is very obviously where Ganesh’s mind is. Yet he’s very conscious of the heritage of FG Wilson. He says, “In May, we marked 50 years of FG Wilson with an event at our Larne facility among long-standing employees and representatives of the Wilson family. The warmth and goodwill at that event is something I will never forget. This is a great and historic brand with a 50-year history, and it’s our job to preserve and grow it for the future.”

Ganesh says the benefits of the changes are already being felt across the organisation.

“We’re writing another chapter of a great brand,” he says. “It’s like a business school case study coming to life.”

The Power Behind Lebanon

FG Wilson generator sets have been a familiar sight across Lebanon over the last few decades and they've played a big role in contributing towards economic reconstruction. This year, FG Wilson marks its half century and a few other major anniversaries as well.

FG Wilson offers a full range of generator sets up to 2,500 kVA, but the average product comes in at about 150 kVA and it's probably these compact generator sets for which FG Wilson is best known. These trace origins back to the 1980s with the launch of a new, and for the time, innovative range of high volume, ready-to-run, standard generator sets.

FG Wilson Managing Director Ann Brown says this was a game changer. "We probably didn't realise it at the time, but FG Wilson revolutionised an entire industry with a new approach to manufacturing and marketing generator sets, developing self-contained small power units which were easy to buy and operate and required a minimum of installation work. Before this, the industry was populated by small, bespoke operations, but FG Wilson's approach to design, quality, manufacturing and service took the industry to a new level."

Agreements were signed with major suppliers, particularly Perkins, and 30 years ago in 1986, FG Wilson became Perkins first electric power OEM. That close working relationship continues today with validation and testing data shared between the two brands.

The new ready-to-run products were perfect for the Lebanese market. FG Wilson had been present in Lebanon since the late 1970s, and when most Western companies were exiting the market, FG Wilson took great care to maintain the same presence in Lebanon, even during the difficult times of the early 1980s.

Dealers were appointed including in 1986, A.R. JUBAILI & CO, who have been the mainstay of FG Wilson's presence in Lebanon. Today A.R. JUBAILI & CO are a full service dealer offering the complete FG Wilson range of generator sets including P Models (Perkins-powered), F Models (FG Wilson-powered) and power solutions for projects. Service includes a full range of pre and after sales support including installation and commissioning, on-site support, preventive maintenance contracts, 24/7

emergency call-out support for repair and overhauling, warranty and parts across the entire FG Wilson product range.

Service and support play a big part at A.R. JUBAILI & CO. Loyal Shoumar, Operations and Corporate Strategy Manager at A.R. JUBAILI & CO says, "People have very low tolerance of power outages today, especially those who

have grown up with the internet and expect instant telecommunications connection. When you buy an FG Wilson generator set today, you get a quality product and the same level of service as you'd see in the automotive industry, in other words complete lifetime support. It's as close as you get to a guarantee of power."

Ann Brown echoes this point. "It's very easy to think of a generator set only in terms of the engine inside and while that is important, our global research indicates that an engine in a generator set only accounts for about 1 in 4 of after-sales support needs. You need a supplier who can fully support the entire package. A.R. JUBAILI & CO have been outstanding service partners for our Lebanese customers."

Today Lebanon feels more like a home market for FG Wilson. Over 30,000 generator sets have been shipped there since 1990, with a total power output of 3 GW, greater than the local installed mains supply.

But there's no resting on laurels. Ann says, "We cherish the past but we're also looking forward to the future. Yes there's a lot of uncertainty in the world right now, but we live in an exciting and demanding world with a growing need for electric power. We're designing products and services aimed squarely at meeting those needs."

The Power Behind Lebanon

Since the 1970s, FG Wilson generator sets have been hard at work across Lebanon, quietly guaranteeing electric power.

In Lebanon, over 30,000 FG Wilson generator sets have been installed since 1990 alone, with a combined electric power capacity of 3GW, more than the installed capacity of the entire Lebanon mains supply.

A.R. JUBAILI & CO. uphold that strong heritage today, offering the complete FG Wilson generator set range including P Models (Perkins-powered), F Models (FG Wilson-powered) and power solutions for projects, together with a lifetime of service to customers.



To find out more about what FG Wilson can do for you, visit A.R. JUBAILI & CO. at:

A.R. JUBAILI & CO
Airport Highway,
Plaza Center,
Beirut,
Tel: 02-755392
Email: info@jubaili.com

www.jubaili.com



FG Wilson Goes Inter-Continental

The Bosphorus Strait is one of the world's most important and busiest waterways, known most of all as the line at which Europe and Asia meet. It also cuts through the major city of Istanbul, home to 17 million people.

Huge bridges keep the city connected and one more was opened in August this year, the Yavuz Sultan Selim Bridge, carrying road and rail traffic and marking a big improvement in the city's transport infrastructure.

The bridge itself is the world's tallest suspension bridge, towering 322 metres above the water and it's also one of the world's widest suspension bridges at 58.5 metres. There are 8 lanes for cars, carrying the North Marmara Highway and a two way rail system, with a main span of 1408 metres across the Strait and total length of 2,164 metres.

FG Wilson Turkey were selected to provide the power for this huge bridge, supplying and installing 4 x 605 kVA generator sets for the bridge's towers, road lighting, tower escalators, service pumps, dehumidification units and architectural lighting.

The FG Wilson generators are located in both European and Anatolian towers of the bridge. The generator sets are equipped with silencers and are connected into the bridge's BMS controls. To enable this, FG Wilson Powerwizard 2.1 control panels were customized for remote performance monitoring and control via TCP/IP. The units were manufactured at FG Wilson's UK facility in Larne which houses Europe's largest testing and development facility for generator sets.

Speaking about the installation, Koksal ER, CEO of FG Wilson Turkey said: "At almost \$3 billion, the Yavuz Sultan Selim Bridge is one of the largest infrastructure investments in Turkey and it's making a big difference for people living in Istanbul. Because of the sheer volume of traffic using the bridge, uninterrupted and continuous supply of energy is of vital importance. FG Wilson Turkey are very proud to be supplying generator systems and we are delighted to see our brand as the guarantor of power for an infrastructure project on this scale."



Looking For Sales Funnel Management Tool?

We got the best one designed for you...

Sales Funnel Management also known as Opportunity Management is a systematic way to manage your Opportunities and meet business plan.

Salesforce Opportunities – new SFM tool

We are glad to announce the release of Opportunities functionality (SFM) to all FG Wilson dealers in Salesforce Dealer Community effective October 2016. This feature will enable you to create, maintain and close Opportunities in the system and any enquiry to FG Wilson shall be raised within Opportunity itself

The Sales Funnel for Opportunities shall have the following stages:

Prospecting/Qualification, Solution Development, Proposal Negotiation, Closed Won/Lost/No Deal

The Sales Funnel can be analysed by 4 important characteristics

Quantity - Is the quantity sufficient to achieve your plan?

Quality - How have the Opportunities been qualified?

Balance - Is the funnel is back-end loaded (late stages) or front-end loaded?

Velocity - Are Opportunities progressing through the Sales Funnel at the right pace?

The key benefits of SFM includes:

- Sales funnel provide metrics like Funnel ratio, Conversion rate & Participation rate.
Funnel ratio - how many leads are required at the top of the sales funnel to achieve one unit sale at the bottom.
Close rate - which is the number of deals won, divided by the number of deals won plus the number of deals lost.
Participation rate - calculated by dividing the units won plus the units lost by the total industry units.

- Improves visibility on customer, competitors and the market details
- Allows easy collaboration and help decision making
- Helps identify quote activity / trends to allow better forecasting
- Reporting made easy
- Opportunities linked to other functionalities like Leads, SPARs etc.
- All solution enquiries will be made through Opportunities module in Salesforce.

More details on this project will communicated to you soon. Please feel free to contact Gopinath Anbumani (anbumg@cat.com) for any further details.



Customer Warranty Registration

This month FG Wilson is launching a new customer warranty registration form on the public website, which aims to capture customer data.

Customers can visit www.fgwilson.com/warranty and follow a simple step by step process for warranty registration.

On completion they will receive a confirmation email. Any customer who has registered any 400 or 1100 engine products, is being offered a free filter kit as an incentive.

By linking fgwilson.com, salesforce and E-Quest platforms, this process will capture end customer profiling, ensure better end customer data, support CRM and aftermarket sales initiatives, while updating our warranty system with the real customer data.

The warranty registration process will close a significant gap for FG Wilson and dealers: the current low registration rate - 19% in average - and consequent limited customer information, which will bring additional benefits such as cross-selling opportunity, FG Wilson quality and customer focus perception and aftermarket initiates support, positively influencing our customer, our dealers and our business.



Marketing More Than Metal

As our new FG Wilson marketing team has settled in the last few months, we've spent a lot of time thinking about how we tell the story of FG Wilson to get across to the world the things which make our brand different.



So far, we've been working on 3 areas: advertising, industry articles and social media.

We've thought a lot about what makes our brand special: the product testing, validation, custom products, our factories, after-market support and our dealer network. Making a generator set isn't that difficult – which is why

there are so many competitors, but doing all of these other things is tough and we know that together, we do them very well.

So first and foremost, the advertising we're developing now focuses much more on what surrounds the products, the way it feels to do business with us. We're also changing the way we communicate with people in our advertising. It's less formal and more like a chat with a

trusted friend. And while we'll always advertise in the usual EP industry publications, we're going to be filling a lot more advertising space in media which reach out to major industry sectors. We want to engage more directly with the people who might need a generator set.

We've also been developing editorial content, which might be about products, or thought leadership, such as sizing generator sets and some articles have been written about our new leadership team. Over the next few months, you'll see more of this as well.

And we've been working to grow our social media presence with a steady mix of video, photos and stories. So far this year, our social media followers have increased by around, 30%, or almost 2,500 people. We're finding this is a great way to spread our message and to interact with customers who own our products or who are interested in owning them. This is something we're really keen to grow.

Our aim as we move forward is to interact with customers on social media in the same way as a consumer brand: quick responses and engaging content.

We'll be looking at our website content next.

You can help us spread the word by sending in good stories about projects or events around your dealerships. No story is ever too small, and sometimes it's the "smaller" stories which people on social media love the most.

The whole world is busy and distracted and clear brands make it easier for people to make buying decisions. We'll be working hard to ensure FG Wilson has a very clear voice, a very human voice and a unique personality which resonates with people.

There's a lot more to come.



Aftermarket Retro Fit Control Panel

Part Number PWP-SP-PNL

FG Wilson is pleased to announce the introduction of an Aftermarket Retro Fit control panel, designed to replace a broad range of legacy control panels.

With competitively priced stock readily available, the new Aftermarket Retro Fit control Panel offers a quick and simple solution to keep generator sets running with minimal down time. The panel acts as a direct replacement for the majority of FG Wilson box style legacy control panels, when used in conjunction with a PowerWizard control module, allowing you to replace failed panels or to simply update to the latest control panel technology.

The panel comes with standard parts warranty and is currently available to order via e-Go following the standard ordering process. This part consists of a box and a loom. A PowerWizard control module will need to be ordered separately or supplied from your stock.

Please note that this product is not suitable for synchronising systems, current tower type control panels or non-box style legacy panels.

For further details please contact E-Quest for a full review on a case by case basis.



Let Us Know What You Think...

FG Wilson Marketing would like to know what dealers think and welcome feedback on how we could improve our dealer support.

If you've any comments or suggestions on how we can improve, please let us know. We are particularly keen to hear what you think about the NPI information you receive and how we can improve the website? If there's anything else you think we can offer which will help you sell your products then please get in touch by emailing [Seamus McIlmurray](mailto:Seamus.McIlmurray).



Email Campaigns

We would like to remind dealers that the FG Wilson Marketing team can assist in creating and running an email campaign, helping to write copy and design emails. We can send emails to a list of your email contacts and our system can produce reports which let you see exactly how many have read and interacted with your campaign, so you can very easily see how successful it has been.

Should you wish to run and manage your own email campaigns, we would recommend MailChimp as a quick and easy platform to do these types of campaigns.

If you would like to work with us on email campaigns please contact the FG Wilson Marketing Manager - Aaron Gooding, FG Wilson Marketing Team GOODIAJ@cat.com



Social Media Update

We're continuing to increase our activity on social media and are pleased to see more and more customers engaging with us in this way. If you've anything you'd like to share get in touch by contacting Michael Magill at m.magill@morrowcommunications.com

Remember you can find us on Facebook at FG Wilson Diesel and Gas Generator Sets, follow us on Twitter at [@FGWilson](https://twitter.com/FGWilson) or LinkedIn at www.linkedin.com/company/fg-wilson



DiPerk Hosts Technical Training

Thanks to our Chile dealer DiPerk for helping us host technical training for 4000 series engines at their facility earlier this month.

Philip Sommerville delivered 4 days of training to 10 dealer technicians; 1 from Mexico, 3 from Argentina and 6 from Chile. All are now certified to provide service for our population of generator sets powered by 4000 series engines and in Latin America, we now have 3 more dealers certified to sell and service generator sets powered by 4000 series engines; 1 in Mexico and 2 in Argentina. DiPerk provided a P1500 for the practical activities.



AR Mahn Trading Co. Ltd. Awarded Contract For Yuzana Hospital

In August, AR Mahn Trading Co. Ltd, FG Wilson dealer in Myanmar, was awarded a contract for 3 x P1700P1 enclosed generator sets for Yuzana Hospital in Yangon with a lead time of 12 weeks, installed onsite.

The units came from FG Wilson Asia inventory with options including easYgen synchronising panel, motorised breaker and anti-condensation heaters fitted locally and completed with a witness test at FG Wilson Asia for the customer. They're now ready to be installed.

www.facebook.com/ArMahnTradingCoLtd

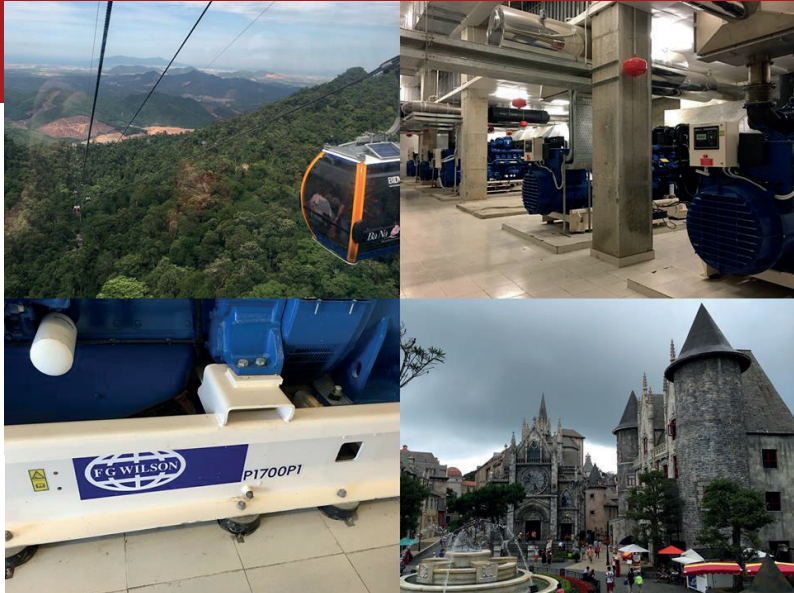


Asia Sales Team

Visits Da Nang – Ba Na Hill Resort

Recently our Asia sales team visited a new installation at Da Nang - Ba Na Hill Resort, Vietnam, where an FG Wilson P1700P1 provides standby power for the world's longest single-rope cable car system (5.8km).

The system also has the world's highest difference between departure station and arrival station (1.368km). 5 more FG Wilson P1700P1 generator sets provide standby power for the hotel and theme park resort.



Visit To

Merrywater Dealer

John Ward and Neil Bell visited FG Wilson dealer Merrywater in Dar es Salaam, Tanzania and met with Roland Moos, Henrik Nielsen and the Merrywater sales team. Merrywater were founded in 1989 and have been an FG Wilson dealer since 1992. They opened new offices in Dar es Salaam in December 2015, and last week's meeting was the first to be held in their new conference and training facilities.

Learn more <http://merrywater.co.tz/>



SE Asia Team

Visit Masteri Thao Dien Construction

Recently our SE Asia team called in on Masteri Thao Dien construction site in Ho Chi Minh City, Vietnam, where 15 x P1500P3 generator sets are being installed in this luxurious apartment and office complex.

Each tower has its own generator set room with different room layouts and sizes, which means that each installation is completely unique. The project is being handled by FG Wilson dealer Tuong Viet.



Meet The Belfast Team

Today the FG Wilson team reaches the 4 corners of the world, but part of our team is still in Belfast, Northern Ireland only 10 minutes walk from where Fred Wilson started FG Wilson 50 years ago.

Our colleagues in Belfast look after sales, marketing, aftermarket, product definition, training and commercial activities. Many of the team go far back with FG Wilson, some to when Fred was the chairman of FG Wilson Engineering.



PT Fajar Gemilang Celebrate 50th Anniversary

PT Fajar Gemilang Wilson Engineering, who have been distributing FG Wilson generator sets in Indonesia since 1992, recently held a celebration to mark the 50th anniversary of FG Wilson.

PT Fajar Gemilang sell and service FG Wilson generator sets for construction, mining, material handling, agriculture, forestry, petroleum and marine industries.



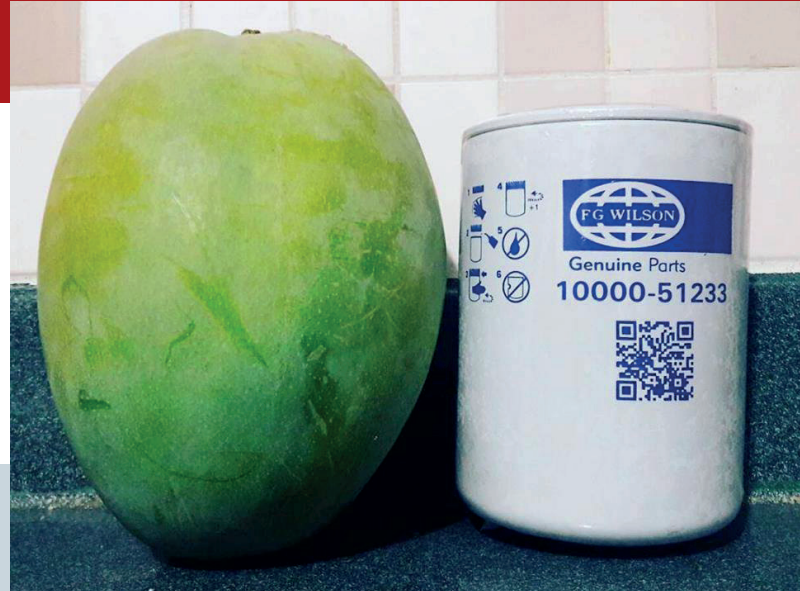
15 Years Of FG Wilson Power Systems Piracicaba Brazil

This year marks 15 years of FG Wilson Power Systems at Piracicaba, Brazil. Our team there have been Cat Production System (CPS) certified since 2007 with Caterpillar's highest CPS score in 2009. They're also Manufacturing Quality MQ12005 Platinum certified and our production facilities have been accident-free since 2003. For the last 9 years, the overall Piracicaba facility has been voted in Brazil's top 5 places to work. We've been filming there in the last couple of weeks and will share with you soon!



Giant Mangos

This month at a farm in the Dominican Republic, an FG Wilson P65-5 generator set, installed and serviced by our dealer SRP Dominicana, is working hard to help harvest these giant mangos.



Keeping Things Sweet At Chocolate Factory

Cacau Show is one of the largest chocolate factories in Brazil. Based in Itapevi, 40 km from São Paulo, the facility has 1000 employees and supplies over 18,000 tons of chocolate annually. In case of utility failure, Cacau Show relies on 8 x P750 FG Wilson generator sets, with a capacity of more than 5,000 kVA which can power the entire facility, including supplying power to chillers, a water treatment plant and air conditioning systems throughout the plant.



New EUIIIa Compliant Models

The launch of three new models, including a new 175 kVA output rating, offering EUIIIa compliance in our Small Product Range is now here.

The P165-6, P175-2 and P200-6 are now available to order at 50 Hz and will be powered by the New Perkins 1106D engine.

Key features include:

- Compliance with EUIIIa emissions standards
- Marelli alternator as standard & Leroy Somer upgrades available
- Available as Open or with CAL / CAE enclosure upgrade
-

Models will initially be available to order from our Larne and APS facilities via the PVR process using the PVR numbers detailed

PVR5271 - P165-5 upgrade to P165-6 (open & canopy)

PVR5270 - P165-5 upgrade to P175-2 (open & canopy)

PVR5201 - P165-5 upgrade to P200-6 (open)

PVR5269 - P165-5 upgrade to P200-6 (canopy)

Please contact your Regional Sales Manager [HERE](#) for further information.



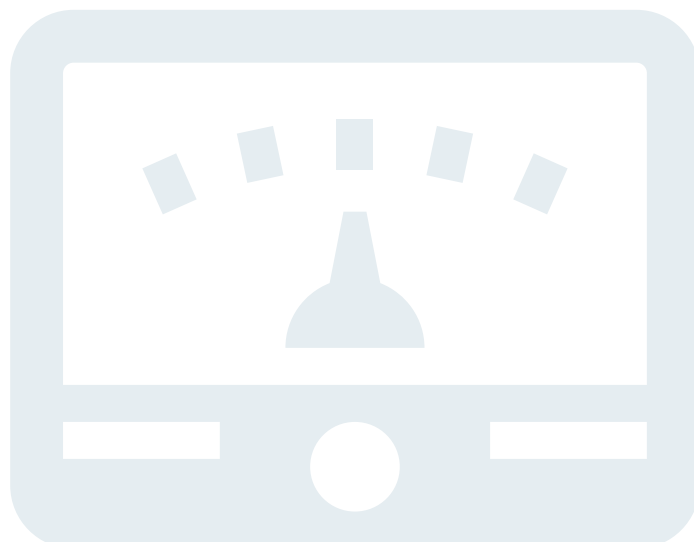
Immediate Stock Available

Are you aware that we have stock of generator sets available for immediate delivery?

Stock is available from our Larne and APS facilities as well as our Product Distribution Centre (PDC) located in Belgium, offering discounts ranging from 5% right up to 20%*.

The latest stock list is available via the Availability tab on the PowerUp 2 or by clicking here: [Stock List](#)

[For further information please speak with your Regional Sales Manager.](#)



Enhancing The 6.8 – 25 kVA Range

Following the very successful launch of the P22-1 we are excited to announce the enhancement of our full [6.8 - 25 kVA range](#). The new range has been designed with a host of additional options providing a much more flexible product offering. Many new enhancements have been introduced which will ideally suit applications such as telecoms and remote installations.

The new product will be available to order via PVR with immediate effect. A separate pricelist for the PVR product has been created from the current 6.8 - 25 kVA product and is available on [PowerUp 2](#).

Key enhancements include:

- Skid base as standard - 8 hour fuel tank upgrade
- 600L, 1000L, 2000L base tank options - single or dual wall
- Three levels of sound attenuated enclosures - hinged door options
- Telematics compatible Deep Sea DSE4520 control panel as standard - DSE7410/7420 upgrades
- 1000 hour extended service interval option

[If you require any assistance with the PVR ordering process please contact your Regional Sales Manager.](#)

