



WELCOME

How many of your New Year resolutions have you been able to keep? I won't tell you all of mine but I'll definitely tell you about one which I care about more than any other: to grow our FG Wilson business.

It may sound a bit crazy to invest in marketing in a slow market but it's actually the right thing to do and there are very good reasons for it. First of all, everyone else in the industry will be cutting back on marketing activities, probably across the board and not in the right places. Investing in marketing makes us more visible. And it puts FG Wilson in a good place when the industry returns to growth, as we all know it will: the need for electric power is increasing. Investing in marketing helps us build slow-burn relationships with people who might not be ready to buy right now but who may be back in the future.

The whole point of marketing is to call out what makes FG Wilson different, special. I could talk about that here but it's better just to invite you to look through the pages of this edition of Insight. You'll see articles on Simply Reliable Power, who are marking 25 years as a dealer, and TAMGO, who have been working with us since 1995. There is a great example of a complex project for generator sets in the prestige Ludgate development in London, carried out by Bells Power. You'll see a terrific example of working in partnership when FGW Jenerator Turkey received full IBC certification for a major project in Istanbul – the first time a generator set with a Perkins 4000 Series engine has ever achieved this. And you'll read about Wilson Kazakhstan powering the World Winter University Games.

In an uncertain world, FG Wilson offers stability and certainty with products which are tested, validated and supported through a highly professional dealer network. This year we will be shouting that from the rooftops.

Ann Brown
FG Wilson Managing Director

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Celebrating 25 Years of Simply Reliable Power

Having sold and supported over 50,000 generators in more than 38 countries in Latin America and the Caribbean, powering from remote sites in the Amazon to cell phone towers at 6,000 metres above sea level in the Andes, Simply Reliable Power know the generator business inside out.



This year they celebrate 25 years of being a FG Wilson dealer. Insight caught up with Cyril Williamson and Ruben Byerlee to talk about 25 years of Simply Reliable Power.

Cyrl, tell us how Simply Reliable Power began?

Simply Reliable Power Inc was born as a subsidiary of FG Wilson (Engineering) Ltd. At that time, the early 1990's, the name of the company was F.G. Wilson Inc. and based in Philadelphia. During the first couple of years most of the sales were going to Central and South America, so the subsidiary relocated to Miami in 1992. In 2005 the subsidiary became an independent dealership and the company name was changed to Simply Reliable Power

Inc. However, it's still the same company with the same management and many of the same people from that time.

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

The business has changed in many ways but there are two examples that stand out. Firstly, we can definitely say that today we have many more competitors than in the past. For many years FG Wilson had a market leading, 'ready to run' genset package with a very distinct look that many customers valued. Of course, over time competitors began to copy this. Secondly, customers during this time also began to expect more on the support and aftermarket side of the business. Fortunately, on the back of a lot of investment, this has become a key strength and differentiator of Simply Reliable Power and FG Wilson.

So Ruben - how has Simply Reliable Power adapted to the needs of a more competitive and changing market?

Customers ultimately want reliable power for their homes and businesses and a fundamental part of this is buying a brand like FG Wilson. This alone will not guarantee them reliable power as there are many factors outside of the quality of the generator that can affect the reliability. It is no coincidence that our company is named Simply Reliable Power. Over the years we have worked to not only ensure they have an FG Wilson generator, but that they have it serviced correctly and use genuine parts. They also need to make sure other accessories like switchgear, fuel tanks and remote monitoring are in place to give them that reliable power.

What does being an FG Wilson dealer mean to you? (Ruben)

When we have contact with a customer whether for a new generator, a part, service or warranty, it's really important that they feel they're getting the genuine FG Wilson experience. One of the most important aspects to giving that experience to the customer is the people that work for Simply Reliable Power.

Since we try to promote from within most of our people have many years working with the FG Wilson brand and in different areas of the business. Over the years we have also continued to hire people that have a lot of experience with the FG Wilson brand in sales and support. Some worked in the original FG Wilson factory in Belfast. In the case of our Sales Manager, Lalith, he is the second generation working with the brand as his father worked in a FG Wilson dealership in another part of the world. Passion for the FG Wilson brand runs very deep in Simply Reliable Power.

What has been your biggest project? (Ruben)

That depends on how you measure the biggest project. The reality is that we measure our biggest successes when customers have repeatedly bought FG Wilson generators and parts from us for the past 25 years. In these cases we can say we have built a trusted relationship where we worry about their power needs and they focus on growing their business. If they are successful we will also grow with them.

Finally Cyril, what does the future hold for SRP?

Our aim is to continue to be the trusted and experienced supplier to FG Wilson customers and continue to build our business based on that reputation.

The business has changed a lot in recent years but that is just a reality that means we need to continue to adapt as a company to customers' needs and requirements.



Cyril and Ruben

Like we always tell our customers, this is the one thing we do in life so we have to get it right every time. We don't have any other divisions or products to fall back on when things are tough. Providing reliable power is different for each customer and we need to be flexible in integrating the FG Wilson generators to those applications and situations. The exact same generator in one application may have an operator that turns it on every morning when the business opens and turns it off at the end of the day, while another application may require a transfer switch with all kinds of redundancies and costs more than the generator itself. Both applications are equally important to us and as a business we need to ensure FG Wilson can fit the needs of what all our customers require.

Technology like social media is allowing us to differentiate ourselves in a meaningful way as a company. There are a lot of companies that have nice catalogues and do a good job with photoshop in their advertisements. These are important but it reflects how good your marketing team is. What many of our customers want to see is how committed you are to the business with things like your inventory, the training and support that you can provide over the life of the generator. Through social media we can communicate and show what we are doing on a daily basis. It is not easy to do this if you are not 100% focused on the generator business.

FG Wilson Reaches for the Sky

In many parts of the world, seismic certification is becoming a key requirement for generator sets, especially where they are installed in large buildings or facilities in urban areas.

FGW Jenerator Turkey recently achieved full IBC seismic certification as part of a project to install 19 x 1700 kVA and 2 x 800 kVA generator sets at Skyland Istanbul, the second largest construction project in Turkey in 2016. The site includes two towers almost 300 metres high, the 7th tallest buildings in Europe / CIS which are part of a huge office complex, shopping mall, a residential tower and 5 star hotel.

FG Wilson P1700 and P800 generator sets were tested and certified in Rome in July 2016, at the only shaker table test facility outside the USA able to accommodate machines of this size within the timescale allowed for the project. The test included a 30 second seismic shake, after which the generator sets must start up and function normally. To





demonstrate reliability and performance after the seismic test, the generator sets were then returned to FG Wilson's UK facility in Larne, which houses Europe's largest testing and development facility for generator sets, built at a total investment of \$26 million.

Project requirements included sound-insulated container type enclosures incorporating seismic specification for the larger generator sets, synchronization system, Scada and energy management system, fuel automation system and critical silencer. Strengthened baseframes and control panel stands and seismic anti-vibration mounts were specially engineered into the generator sets.

This is the first time FG Wilson have achieved seismic certification for large generator sets and is believed to be the first time a generator set powered by a Perkins 4000 series engine has achieved full seismic certification.

Speaking about the installation, Koksal ER, CEO of FGW Jenerator Turkey said;



"We closely monitor urban transformation trends and we've been actively participating in many major power projects in Turkey and especially in Istanbul. Skyland is an Eroğlu Real Estate project which is located in a premium area of Istanbul and its architect is globally recognised Brodway Malyan. We are very pleased to provide uninterrupted energy to this major project in which only the best materials are used."

Ann Brown, Managing Director of FG Wilson said;

"This is a wonderful endorsement of the quality and durability which are designed into generator sets from FG Wilson. We're delighted that FGW Jenerator Turkey are successfully participating in very demanding projects of this kind with our products."



Power for Farming in Africa

Diesel generator sets have been a feature of many farms and food processing facilities for a long time and it's not difficult to see why: they are still probably the most flexible and cost-effective way to insure against interruptions in the mains electricity supply.



We talk to Managing Director, Ann Brown, based in Northern Ireland, a small part of the world where farming and agriculture are built into the core fabric of the community, a place where it's almost impossible to travel for 20 minutes without passing green fields and farming.

Ann says that this farming backdrop has often played a big part in the development of FG Wilson products.

"There's a long engineering tradition in Northern Ireland. Many of our engineers grew up around machinery and it's been a big part of their lives. It's always been quite common for many of our people to work with us and at the same time own and operate farms. That life experience has played a big part in the way a lot of our people look at product design. The weather environment here can be really harsh and when we're designing products, that's always in the back of our minds."

In its simplest form, a diesel generator set has a diesel engine driving an AC generator / alternator which produces an AC electrical output. The engine and alternator are fixed to a rigid steel chassis which usually contains an 8 – 10 hour fuel tank.

That's been the basic principle for a long time and for several decades FG Wilson have been at the forefront in driving that concept to new levels. Designers of generator sets face a constant battle to control noise and heat. For FG Wilson, that means generator sets are designed to operate effectively in up to 50°C temperatures. That kind of sweeping statement is much easier said than done. Ann says,

"This needs a really detailed understanding of airflow through enclosures, and it's expertise which we've grown over decades to the point where we can count on a vast library of documented test data to support all of our design work. This is really important in high ambient temperature environments. It's not difficult to put an enclosure around a generator set. It is much more challenging to make it work in a high ambient temperature."

A range of enclosures protects generator sets from weather and also reduces noise to comfortable working levels. Enclosures are made of high grade or galvanised steel protected by powder coat paint which gives them automotive industry levels of finish. Their design is based on modular principles which means they have interchangeable components for easy on-site repair.

Lift-off doors and access panels mean they also have good access for service and maintenance.

Control panels are where most interaction with generator sets occurs and these are designed to be compact and intuitive. Panels include traditional key-start analogue control panels for straightforward functionality and reliability; digital control panels suitable for use in mains failure applications, providing advanced metering, protection and diagnostics; and the next generation of advanced synchronising panels with integrated load management capability, able to synchronise up to 32 generator sets.

"What really marks out FG Wilson," says Ann,

"is the way products are validated and tested. Since 1990 we've installed over 600,000 generator sets with a total capacity of almost 90 GW - more than the total installed mains electricity capacity of a country like the UK. In Africa, we've installed over 130,000 units with a total capacity of over 12 GW, double the total installed mains electricity capacity of Nigeria. With that number of machines operating across the world, we take no risks with quality or performance. We don't accept engine performance data without validating it ourselves in the environmental conditions which our products will see. When someone buys one of our products, we can safely say that wherever it will be operating, it will have been tested for that environment."

Also important to Ann is the way a generator set is sold. She says,

"We've worked tirelessly to grow and develop a global network of distributors who offer automotive industry levels of service starting with product selection through to installation and a lifetime of support. They're trained by us and supported by our parts system which stocks over 11,500 parts and delivers three million parts a year, not only for our current products but also for legacy products."

For Ann, product quality, design and customer support are the three guiding principles for FG Wilson:

"The generator set industry isn't living on an island all on its own. More and more we're feeling influence and behaviours from other industries. We all expect more from what we buy. And that means constantly challenging ourselves to improve."

FG Wilson Marks 40 Years in KSA

2016 marked 50 years of FG Wilson and the anniversaries continue: 2017 sees a 40 year presence in the Kingdom of Saudi Arabia.



Graham Scandrett, Johnny Maguire, Islam Fathy and Ganesh Iyer

FG Wilson offers a range of generator sets from 6.8 to 2,500 kVA and globally, a typical FG Wilson generator set puts out about 150 kVA. It's generator sets of this size for which the brand is best known.

It wasn't always like that though. Johnny Maguire, FG Wilson Regional Manager for the Middle East says,

"When many people think of FG Wilson today, they usually think of high quality ready-to-run generator sets. But FG Wilson's early focus was on building and commissioning custom-designed mini power stations in the Middle East. FG Wilson's first small power station (six 2,000 kVA units) was commissioned in Abu Dhabi in 1976 and was followed by similar projects in Saudi Arabia, often for standby power in hospitals, but also for prime power. Later in the early 1980s, FG Wilson supplied self-contained mini power stations for remote Bedouin settlements which were then rapidly developing at the edge of the desert."

This experience in the 1970s led to the formation of a very capable design and engineering team which continues today, and custom-designed generator sets remain an important part of FG Wilson's business.

However, what FG Wilson became well known for is translating the relative complexity of generator sets into automotive-industry-style mass production, with consistent quality and still giving customers the ability to specify their generator set to a very high degree.

Also key is the way FG Wilson generator sets are supported. In the Kingdom of Saudi Arabia, TAMGO have been representing FG Wilson exclusively since 1995. TAMGO's Power & Engineering Products Division Manager Islam Fathy says that the partnership with FG Wilson is as strong as ever:

"We have an incredibly close working relationship with the FG Wilson team in the UK, regularly visiting the facilities there to carry out testing and validation work with our major customers. When they see us, they see one team."



Johnny Maguire and Islam Fathy



Islam sees the market for standby generator sets evolving, especially as the world moves to much greater reliance on digital communication. He says,

“When we started working with FG Wilson in the mid 90s, the need for standby power was often for production facilities and power for buildings for light and air conditioning. But today there’s an added edge to it. Businesses and telecoms providers are just not prepared to take the risk of even short interruptions of electric power. That means generator sets need to be of good quality and be well supported.”

TAMGO’s service team are supported by FG Wilson’s global parts facility which carries 11,500 parts lines, takes 500 orders a day and ships up to 3 million parts a year globally. Islam says that this ability to offer round the clock support is key:

“We offer the levels of support you would expect to find from an automobile dealer with facilities in many of the major cities and towns of the Kingdom, all well-equipped with spare parts warehouses and high-end service and maintenance workshops, staffed by professional, dedicated and highly trained specialists.”

For FG Wilson, the Middle East, and the Kingdom of Saudi Arabia in particular feel like a home market. Johnny Maguire says:

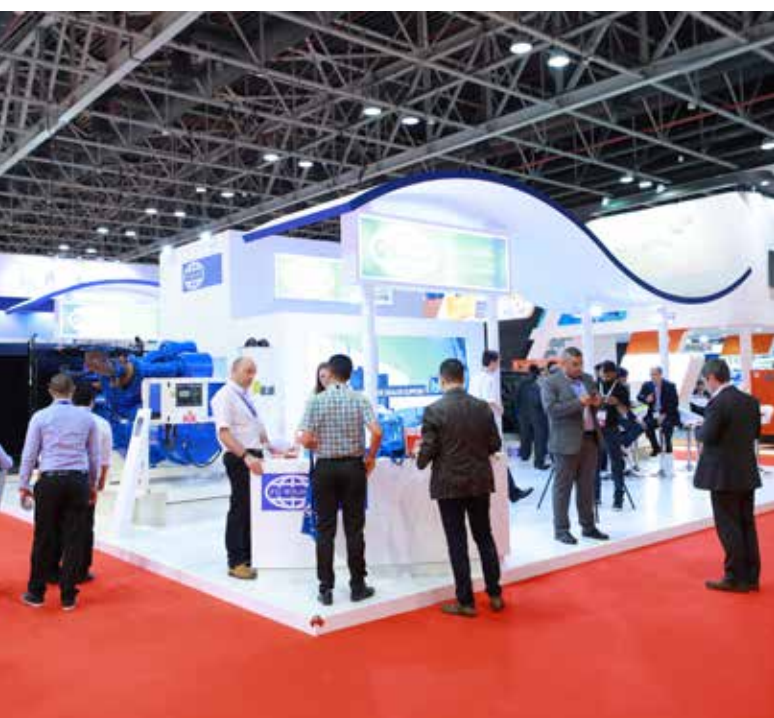
“Forty years ago, this was the first region outside the UK where we established ourselves and we have very strong commercial and emotional ties with this part of the world. In February 2017, many of us attended the Middle East Electricity exhibition in Dubai which gave an opportunity to meet many customers and friends, old and new. Despite the current economic uncertainty in the world, there is a strong current of optimism for the longer term. We all live in a demanding world with a growing need for electric power. It’s an exciting time to be here.”

Published in Issue 1 of Technical Review & Middle East Power.



Showcasing FG Wilson at Exhibitions and Events

2017 has got off to a flying start and already we've attended some of the most high profile events and exhibitions in the industry, profiling the FG Wilson brand across the globe.



In February we were at the Middle East Electricity exhibition in Dubai, exhibiting our full range of products and Genuine Parts range. This is the largest international trade event for the power industry, covering the generation, transmission and distribution of electricity, the renewable and nuclear energy sectors and the lighting industry.

We also took part in the Executive Hire Show in Coventry, the UK national exhibition for tools, equipment and plant hire industry, showcasing our PRO Rental range. This trade-only event brings together hire executives from throughout the UK and Ireland, but also attracted visitors from Europe and beyond.

Our Latin America team at Simply Reliable Power also attended the International Production & Processing Expo in Atlanta. This is the largest poultry, meat and feed trade show in the world with 30,000 visitors.

In March we exhibited jointly with UK dealer Power Electrics at Data Centre World in London which saw over 9,000 attendees from 56 countries.





Delivering Prime Power for Defence Force Facility in Dubai

When it comes to environmental extremes, you don't get much harsher than the deserts of Dubai. With soaring temperatures, this was the backdrop for FG Wilson (Engineering) FZE's challenging defence installation project, located deep in the heart of the Dubai desert. With no infrastructure in place to connect to the grid supply, the brief was to set up an independent 7.5 MVA power plant, the only source of power to the defence camp.



Short listed as the specialist supplier of power solutions, FG Wilson (Engineering) FZE provided a complete turnkey package consisting of five x P1500P3 containerised generator sets. The complete pre-sales engineering including selection of switchgear, synchronising controls, fuel system, yard lighting, earthing etc was carried out by a specialist application engineering team, supported by the FG Wilson Power Solutions team.

Quick turnaround was crucial for this fast track project, since no power supply existed on the ground. FG Wilson were able deliver on this, installing, testing, commissioning and handing over the power plant to the customer within just 3 months. Completion took place in October 2009. Since then FG Wilson technicians have been maintaining the power plant on a 24/7 basis. With stringent key performance indicators in place, even a 30 second glitch needs to be reported to the client.

Speaking about the project, Naveen D'Souza from FG Wilson FZE comments;

"Based on our excellent engineering and aftersales support, FG Wilson was the preferred brand for this prestigious project. The customer had previous experience of our services and combined with our strong engineering capabilities and sourcing techniques, we were successful in securing this contract.

Since installation we have carried out two top overhauling services and one major overhauling service, which has helped to maintain the plant without any major breakdowns.

We faced several challenges due to the site location, deep in the desert. With other camps in the vicinity there was a shortage of work space. We also had to use 6x4 trucks for travelling on the sandy terrain and high boom cranes to transport and move the generator sets on foundations."



Health and safety was another important aspect of the project since the camps were occupied. All work had to be reviewed carefully, with risk assessments completed at all stages.

Naveen concludes;

"As of today the generator sets have clocked an average of 28,000 hours since they were put in operation, synchronised together and work in load dependent start /stop philosophy. During the summer and in extreme heat conditions, 4 generator sets work continuously with one unit as standby. In other months 3-4 generator sets continue to operate based on the site load.

This project showcases the FG Wilson ability to deliver a 24/7 reliable prime power solution and support in the most extreme circumstances."

Based on the success of this project, FG Wilson (Engineering) FZE have been highly recommended by the customer for other prestigious projects.

For further information visit www.fgwilson.ae



Power and Prestige: 1 and 2 New Ludgate

FG Wilson generator sets are often found in some of London's most prestigious buildings. One of them, 1 and 2 New Ludgate, a new development by Land Securities, the largest commercial property company in the UK and listed in the Financial Times Stock Exchange 100 companies, was named as The City of London Building of the Year 2016 and its architects are currently shortlisted for Architect of the Year.

A £260 million development, New Ludgate is made up of two distinct buildings united by a new public piazza, completely transforming an area which had been neglected and under-used. The buildings include more than 355,000 square feet of office accommodation and 26,800 square feet of restaurant and retail facilities.

Bells Power, who have represented FG Wilson as a dealer for 30 years, initially engaged with design consultant Waterman Building Services in 2010, however due to economic uncertainty, the project was put on hold, then restarted in 2013. Keeping their project team in place, Bells Power were able to respond quickly and deliver a power package of six FG Wilson generator sets and PLCs across both buildings within a year, from order to commissioning.

The brief for 1 New Ludgate was to supply, install and commission three generator sets: two P1700P1 for tenants and one P800P1 for life safety at basement level B1. The 1700 kVA sets are remotely cooled with roof DACs and Bells Power had responsibility for the installation and acoustic and ventilation systems. The acoustic requirement was 65 dB(A) at 1 metre and catalysts were installed on each set for emissions.

Bells Power installed bulk storage fuel systems: 72 hours (tenants) and 24 hours (life safety), together with associated fuel control and pipework systems. A full hot / standby Allen Bradley PLC system with outstations at each switchboard was installed to control the mains operation of the building and cover any potential power scenario.

Power requirements for 2 New Ludgate involved the supply, installation and commissioning of three further generator sets: two P2000P1 for tenants at Basement





Level B1 and one P800P1 for life safety within an acoustic enclosure at roof level.

Speaking about the project, James Murphy, Managing Director of Bells Power said:

“The scale of this project was huge, with both buildings being worked on at the same time. The main contractor, Skanska, was committed to a very ambitious programme, which meant working at night and through weekends on commissioning and IST activities. Both buildings are now fully occupied, testament to the resilient infrastructure provided. We have since maintained a close working with Land Securities and have been selected for further projects: One New Street Square and Nova, Victoria. We’re now also a preferred supplier with Waterman’s and have since won numerous more projects with Skanska.”



Gary Tozer, Principal Electrical Engineer at Waterman Building Services said:

“Bells Power have given us excellent support for the design of the generator installation at Land Securities’ projects 1 and 2 New Ludgate. They’ve a wealth of experience in delivering complex turnkey generator installation and this means they really understand the client’s requirements.”

To find out more about FG Wilson and Bells Power, visit www.fgwilson.com and www.bellspower.co.uk

Powering the World Winter University Games

This year the World Winter University Games were held in Almaty, Kazakhstan from 29 January - 8 February and were the largest sport event in independent Kazakhstan. Opened by the President of the Kazakhstan Republic, 2,000 athletes from 58 countries participated, watched by 30,000 spectators.



FG Wilson dealer Vilson Kazakhstan (Vilson Kz), the authorised FG Wilson dealer in the country since 1996, successfully tendered and supplied power for the games with a comprehensive range of generator sets from their rental fleet.

The two week project involved 18 FG Wilson generator sets with total power output of almost 3,000 kVA. Standard FG Wilson sound attenuated enclosures were fitted to 14 of the units while 4 were installed inside custom-made low ambient containers, specially designed by the engineering team at Vilson Kz for the rental fleet.

For an event of this size and scale, the operating conditions were challenging. The FG Wilson generator sets supplied power for stadiums, ski-jumps, ski-slopes



and hotels housing athletes and guests of the Games. Two P275H3 units in low ambient rental containers supplied the power for Rahat Palace Hotel, two P330-3 in low ambient containers were installed at the Almaty Arena, the largest stadium in Kazakhstan - Almaty Arena and two P220-3 supplied power for the ski-jumps.



Several P220-6 units in FG Wilson enclosures were installed at the ski-slopes, operating at an altitude over 2200 metres.

Aigul Tokkulieva, CEO of Vilson Kz, said;

“All of the stadiums, ski-jumps, ski-slopes and hotels for the games were originally built for the Asian Winter Games in 2011. Vilson Kz supplied FG Wilson units as stand-by generator sets mounted in containers manufactured by us and they proved to be very reliable units. The main supply criteria for powering the World Winter University Games were competitive rental operating costs and 24 hour service capability. We’ve been providing rental generator sets for several years now and it was a great privilege for our team to work on this high profile project.”

Vilson Kz operate a rental fleet of FG Wilson generator sets from 30 – 1000 kVA with operating periods of 8 hours to one year and offer delivery, commissioning, maintenance and supply of fuel, together with technical support and routine maintenance for long term rentals.



Power for Agriculture Growth

For farmers in many parts of the world, irrigation is a vitally important consideration and the availability of adequate water is critical to the success of a growing season. Irrigation systems need to be reliable, which means they need a steady, constant source of electric power.



Electricity generator sets from FG Wilson have been supplied around the world for the last 50 years with over 600,000 units installed globally since 1990 alone, many for farming applications. Now, together with the UK-based FG Wilson engineering team, the FG Wilson dealer in New Zealand, Allight-Sykes NZ, have configured a power package which is tailored to power lateral irrigators, providing more of what farmers need, and less of what they don't.

With many of these generator sets running almost continuously for up to 3,000 hours per season, reliability is key for cropping and dairy farmers whose livelihoods depend on reliable electric power from these machines.

This starts with the engine of the generator set: because of the high start-up loads, and relatively low running demand that typify lateral irrigators, engine longevity is assured by the addition of timer-controlled load banks which are introduced into the electrical load after a fully programmable delay period from start-up of the generator set. These A-S designed load-bank control units are manufactured for Allight-Sykes NZ as kits by a local switchboard manufacturer and can easily be retrofitted to the industry preferred 13.5 to 22 kVA units by dealer service teams without the need for specialised electrical skills.

The overall package comes complete with durable and robust weather resistant acoustic enclosures made from galvanised steel for high corrosion resistance and a rugged and reliable engine. For ease of use, the generator sets all have centre point lift and the simple-to-use DCP-10 control panel.

As with all FG Wilson generator sets, the units come with warranty and lifetime dealer support.

SET Geradores Keeping Things Sweet at Cacau Show

Brazil is among the four largest producers and consumers of chocolate in the world, producing about 800 thousand tons of chocolate per year. Cacau Show, is one of the world's leading suppliers of fine chocolates based in Brazil, producing a wide range of luxury chocolate products and confectionery.

Following a reference from partner engineering company, Quartz, SET Geradores in Itapevi, a FG Wilson dealer, started working with Cacau Show in 2009. The design team initially planned a weather resistant modular system, which could be increased as required.

Initially they installed a high voltage transfer switch with transformers and one weather resistant, sound attenuated P750 with easYgen 3200 controller. This first generator worked in parallel with three existing 500 kVA generator sets, that were also retrofitted with easYgen 3200 controllers.

Since then SET Geradores have provided seven more P750's, with the last being installed in 2015. Today the power plant runs with seven P750's and one 500 kVA retrofitted generator set, due to be changed next year. The total power is 6,000 kVA. The project cost in the region of \$1million USD.

Speaking about the project, Mário Piccinini from SET Geradores comments;

"Our power solution has helped to address problems with mains failure, which often occur on site and also save the customer money by using power peak shaving.

We have been working with the customer for the eight years and they have been so satisfied with our power solutions and confidence in the FG Wilson brand, that this year we provided two P750's for a smaller project in their logistics centre. We have also secured the maintenance contract for all equipment, which is a testimony to the excellent aftersales support and servicing provided by SET Geradores."

For further information visit www.setgeradores.com.br



Advertising Campaigns

Here's a look at our latest advertising campaigns that have appeared in some of the industries leading publications.

PROMOTING ON-SITE
POWER & COGENERATION

WIP
WORLDWIDE INDEPENDENT POWER

JANUARY-FEBRUARY 2017 ISSUE



Power Builder

FG Wilson Expands its
PRO Rental Range of
Generator Sets



PROMOTING ON-SITE
POWER & COGENERATION

MEP
MIDDLE EAST POWER

DECEMBER-JANUARY 2017 ISSUE



Longlife Products Lifelong Support



Power Builder

Since the mid 1970s, FG Wilson generator sets have been hard at work across the Kingdom of Saudi Arabia, quietly guaranteeing electric power.

From our earliest days installing standby power in hospitals and building self-contained mini power stations for remote settlements, FG Wilson have installed almost 12,000 generator sets across the Kingdom, with a combined electric power capacity of more than 2 GW.

TAMGO upholds that strong heritage today, offering the complete FG Wilson generator set range, from ready-to-run through to bespoke power solutions for major projects. And every one of our products comes with a lifetime of service and support.

To find out what FG Wilson can do for you in KSA, contact TAMGO at:

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Jeddah 21472, K.S.A
Tel : +966 81 13 602 2214

www.tamgo.com
www.fgwilson.com




Always Connected

While you may not be able to control when a power outage occurs, you can take steps to ensure it never impacts on your business. And today when it comes to guaranteeing standby or emergency electrical power, in terms of cost, flexibility and responsiveness, there is really no better option than a diesel generator set from FG Wilson.

Over our 50 year history, FG Wilson generator sets have been designed to ensure that the power remains to businesses and homes at all times. The 15 and 20 kW generator sets installed in homes and small businesses, provide power when it is most needed.

When you select your power generator, you receive the full support of more than 50 years of experience and expertise. Our products are built to last and are designed to be easy to maintain and service.

Now, we can connect all types of power systems to homes and businesses and offer you the best.

To find out more, visit www.fgwilson.com



Because your business never stops.

Harvest is a time when all your hard work, hopes and ambitions come together. More than any other, it's also a time when you need the reassurance of reliable electric power.

FG Wilson offer a complete range of robust and reliable self-contained diesel generator sets from 6.8 - 2,500 kW which are easy to specify and operate and which require a minimum of installation work.

Our dealers will help you choose a generator set which will give you years of service, see that it is installed and ensure you have all the service and support you need.

To find out more, visit www.fgwilsonafrica.com




Nothing Stands Still on Your Farm

You all live to see the days begin to lengthen. And of course it means the to-do lists lengthen as well. It's also a time when you need the reassurance of reliable electric power.

FG Wilson offer a complete range of robust and reliable self-contained diesel generator sets from 6.8 - 2,500 kVA which are easy to specify and operate and which require a minimum of installation work.

Our dealers will help you choose a generator set which will give you years of service, see that it's installed and ensure you have all the service and support you need.

To find out more, visit www.fgwilson.com




Your Business is Always On



Can you remember a time when business was done offline? When we lost power, we could still get on with some things. Now we'd all have sleepless nights at the thought of this.

FG Wilson offer a range of generator sets suitable for small to large businesses. And we have a dealer network to support them 24/7. Now you need never again think about working offline.

To find out more, visit www.fgwilson.com




Always Connected

At FG Wilson, we've been building and installing generator sets for half a century and working with telecoms providers since the 1990s.

Our latest 6.8 - 25 kVA range has the needs of telecoms operators written all over it which means:

- 600, 1,000 and 2,000 litre fuel tanks so you need to refuel less often
- 1,000 hour service intervals so you make fewer visits to site
- Three enclosure designs so you get the enclosure you really need
- New LCD control panels with optional remote communications to make day-to-day operations much easier

And as you'd expect, our extensive dealer network will ensure your generator set is always in great shape to do the job it was designed to do.

To find out more, visit www.fgwilson.com





Always Connected



While you may not be able to control when a power outage occurs, you can take steps to ensure it never impacts on your business. And today when it comes to guaranteeing standby or emergency electrical power, in terms of cost, flexibility and responsiveness, there's really no better option than a diesel 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. You'll find our generator sets installed in many of the world's most iconic buildings, surely guaranteeing that they are never without standby power.

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.

Now you can consign all thoughts of power outages to history and focus on what really matters.

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




You probably won't even know we're there... until you need us.

Not very long ago, losing power was an inconvenience. Today, losing power means everything else stops with it.

FG Wilson offer a complete range of robust and reliable self-contained generator sets from 6.8 - 2,500 kVA. Since 1990, we've installed over 600,000 around the world in businesses just like yours, with a combined power output greater than that of the UK power grid.

You'll find our generator sets in some of the world's most iconic buildings, surely guaranteeing electric power.

You probably won't even know if you have one installed... not until you need it and it does the job it was made to do.

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Always Connected

When we were designing the new FG Wilson 6.8 - 25 kVA range, we let our customers completely loose on the design which means their ideas are written all over it:

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You'll find our generator sets in some of the world's most iconic buildings, surely guaranteeing electric power.

You probably won't even know if you have one installed... not until you need it and it does the job it was made to do.

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Social Media Updates



TIPL on Track with Indian Railways

Our dealer TIPL have won an order to supply 67 FG Wilson auxiliary power units (APUs) to EMD, for Indian Railways locomotives. During longer stops at stations, the APUs will take the place of locomotive engines as electric power source and save fuel.



21 years and still going strong!

What's the secret to a long and productive life for a genset? We'd say it's a well designed and tested product and lifetime servicing from the local FG Wilson dealer. Uel McKinney recently saw a great example of this in Myanmar - a 250 kVA unit installed 21 years ago by our dealer Ar Mahn Trading and still serviced and supported by them. If you're on your travels and see more gensets like this, we'd love to know!



Algiers International Airport

After an 18 month tender process, our Regional Sales Manager Juan Carlos Lazaro, working with FG Wilson dealers Grupo Norte (Spain) and EURL SAMISEC (Algeria), has won an order for 16 x P2500-1E units for the new terminal at Algiers International Airport. The new terminal will have a capacity of 10 million passengers a year and be at Grade A international standard.



FG Wilson Asia management team

Ciaran McCarney, John Ward and Uel McKinney with the FG Wilson Asia management team.



Allight Sykes receives 50 year plaque

Paul Thompson, CEO of Allight Sykes in Perth, Australia is pictured (centre) receiving the FG Wilson 50 year plaque from Ciaran McCarney and Uel McKinney.



Something fishy!

We don't market FG Wilson generator sets for marine applications but sometimes they turn up there and we spotted this one on an ocean-going fishing vessel. We reckon this generator set works very hard because the ship's usual fishing grounds are in the stormy North Atlantic and when in harbour, the generator set is running continuously to supply power for the vessel.

It's Good to Talk!

FG Wilson Dealer Discussion Forum

We recently received feedback from you on the need for a Dealer Discussion Forum for the FG Wilson dealer network. The Dealer Discussion Forum has been created and will be launched 3rd April 2017.

Dealer Discussion Forum is a common platform created in salesforce chatter where a FG Wilson dealer community user can interact and communicate with other dealer community users from different dealerships, countries or regions.

Various groups will be set up in chatter in terms of region, key discussion topics and all appropriate users shall be added to these groups. This is to ensure the communication is routed effectively to the correct target audience.

The members can then post a message to the group where all members of the group can view, like or comment. More information on the Dealer Discussion Forum along with the user guide shall be communicated shortly.



The Dealer Discussion Forum launches 3rd April 2017

For further information contact
[Gopinath Anbumani @ anbumg@fgwilson.com](mailto:Gopinath.Anbumani@anbumg@fgwilson.com)

Product News

6.8 - 25 kVA Range Designed for Universal Application



The enhanced 6.8 - 25 kVA range via PVR is now available on the standard price list.

All orders should now be placed via the standard ordering process on Gensets Online. Designed for universal applications, the new enhanced range has seen a host of new options providing a much more flexible product offering.

Many of the new enhancements, will suit remote applications, most notably the telecoms market.

350 - 750 kVA Price List Update



Due to increased demand for the two PVRs on our 350 - 750 kVA range, we have made the below options available on our standard price list.

- **PVR4572 – Racor fuel water separator**
- **PVR5300 – IP23 alternator upgrade**

You can select these options via the standard ordering process on Gensets Online. Should you require any further information please contact your Regional Sales Manager.

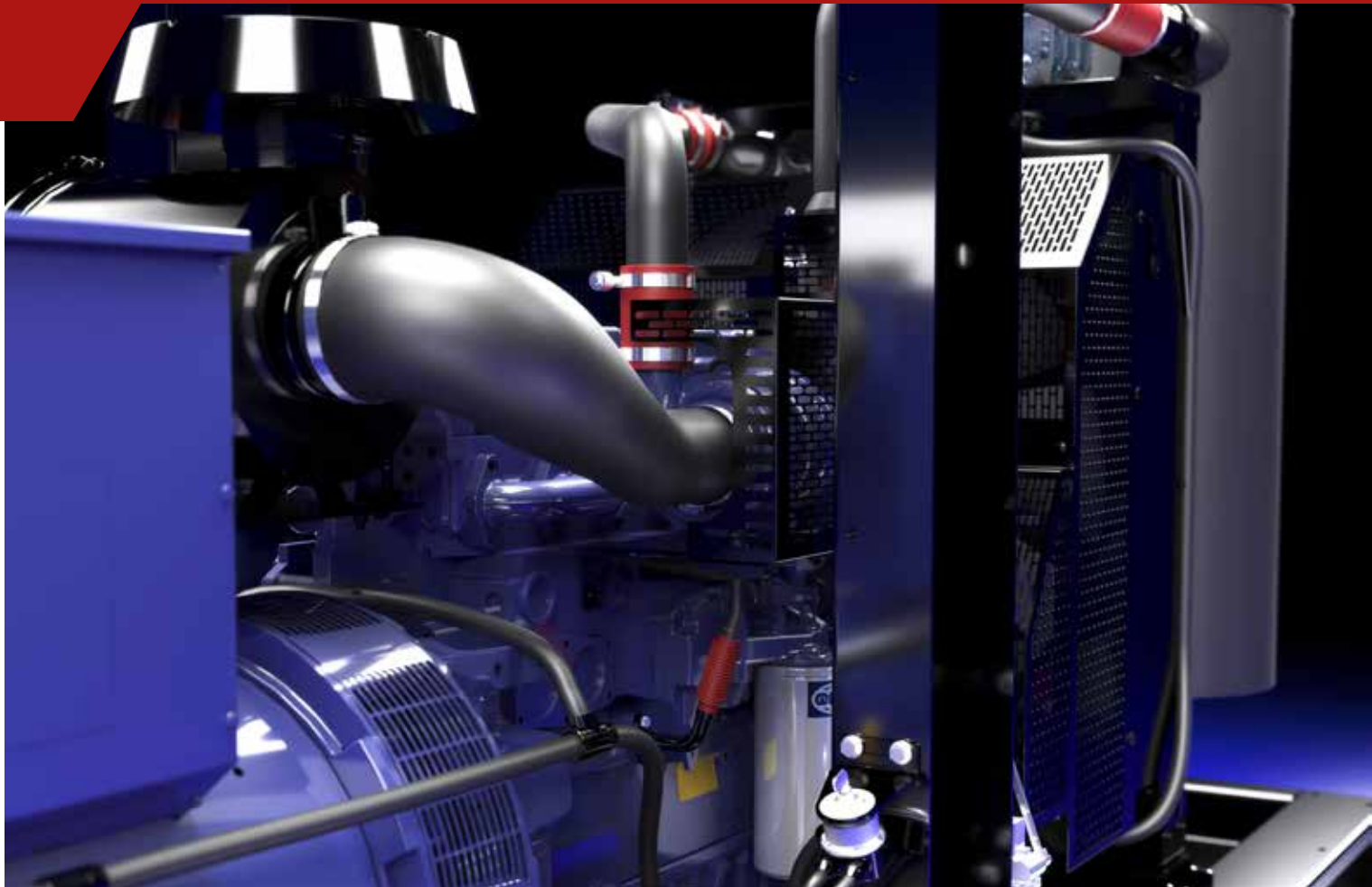
New Socket Box Arrangement – PRO 150



Following feedback from you, our dealers, we've made some modifications to our socket box on the PRO 150 models which were launched last year.

We have now included a 125A 3ph socket and to allow for this, we have made some modifications to the socket box design as shown below. Any product that is now ordered will be fitted with this new socket box arrangement.

For further information please contact Paul Rea, FG Wilson Rental Sales Manager.



FG Wilson PRO Rental

FG Wilson have expanded their industry-leading PRO Rental range of generator sets with a new PRO 100 model. The range has been developed in close co-operation with rental fleet operators and has been designed for lower operator costs and a long and efficient operating life.

The entire PRO range comes with 500 hour service intervals, with 1000 hour service intervals as an option, industry-leading fuel consumption and options for extended fuel capacity tanks, fully bundled. The range, which fully meets EU IIIa emissions requirements, gives increased flexibility to rental operators by easily switching between 50 and 60 Hz while maintaining emissions and noise certification at both frequencies. This means that one machine can satisfy varying load requirements across diverse applications including industrial, manufacturing, events, oil & gas and construction.

The PRO 275 to PRO 500 models include a viscous clutch fan drive which means the fan of the generator set no longer needs to run continuously at full speed and power. This leads to improved fuel economy and lower noise levels when operating under part loads. Additional benefits include reduced water, dust and snow ingress and lower air flow in cold weather conditions. The clutch itself requires no maintenance.

The range is designed for easy installation with common component mounting positions, cable access directly underneath the control panel via the side of the generator set, customer connections isolated from main breaker, grouped fuel connections, baseframe lifting points, gauge and fill pipe as standard.

Enclosures, fully galvanised with two coat polyester powder-coated finish, offer excellent noise reduction. Side hinged enclosure doors are removable at 90° which enhances maintenance access in confined spaces, while removable end panels facilitate radiator and alternator cleaning and maintenance. For security, enclosures are fully lockable, with a safety glass control panel viewing window, while fuel fill and the battery can be reached only through lockable access doors.



The range comes with FG Wilson's PowerWizard 2.1+ digital control panel as standard, offering users intuitive menu navigation, advanced metering and protection and full monitoring. The PowerWizard 4.1 digital control panel is available as an option and offers paralleling capability and the ability to customise panel outputs.

FG Wilson attended the Executive Hire Show in Coventry, exhibiting the PRO 150 and PRO 275 generator set models.