

POWER ON

FG WILSON CUSTOMER NEWSLETTER

Q1 | 2018



Power For Our Generation

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

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

Based in the UK for the last 50 years, we've worked together with a multitude of customers in all environments globally and since 1990 have installed more than 600,000 generator sets around the world, with as much combined power generation capacity as the entire UK power grid.

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



CONTENTS

CASE STUDIES

P4 - Reaching Great Heights In Vietnam

P6 - FG Wilson Powering One Of Russia's Largest Data Centres

P8 - Energising A Stadium

ARTICLES

P10 - Welcome Back John!

P11 - Powering The Construction Industry: Building A Better India

P13 - Standby Power Projects In Chile

P14 - Remembering Ian Thomson

P16 - Japfa Comfeed

P17 - Nikoi Island, Indonesia

P18 - Grupo Norte Grows Rental Fleet

P19 - Querétaro City, Mexico

P20 - Formula E

P21 - Visit To APS Facility

EVENTS

P22 - FG Wilson At Middle East Electricity

P24 - Showcasing The Rental Range

P26 - Digital Marketing Training In Bangladesh

P27 - Simply Reliable Power Attend IPPE

P28 - FG Wilson Parts Seminar Bogota, Colombia

P29 - Tractafric Equipment Africa Training

P31 - Data Centre Africa

P32 - Excon Karnataka, India

P34 - Constro 2018

P35 - Aftermarket Back-To-Basics Training Seminar For UK Dealers

WWW.FGWILSON.COM



CASE STUDIES

REACHING GREAT HEIGHTS IN VIETNAM

Fanispan Mountain in Vietnam is the tallest mountain in Indochina, 3,143 metres above sea level. FG Wilson Vietnamese dealer Tuong Viet Trading, installed and commissioned 4 x P900E1 and 1 x P1250P3 to provide standby power for the mountain's cable car system which climbs 1,410 metres, running to the highest peak in Northern Vietnam.

Officially opened in February 2016, the cable car holds two records with the Guinness World Records Organisation, the 'longest non-stop three-wired cable car at 6292.5m' and the 'greatest elevation difference by a non-stop three-wired cable car at 1410m.' Each cable car

cabin can accommodate up to 35 guests, with a transport capacity of up to 2,000 people per hour. The 6 km ride takes only 25 minutes to reach the peak, which would otherwise be an exhausting three days, two nights trekking expedition.

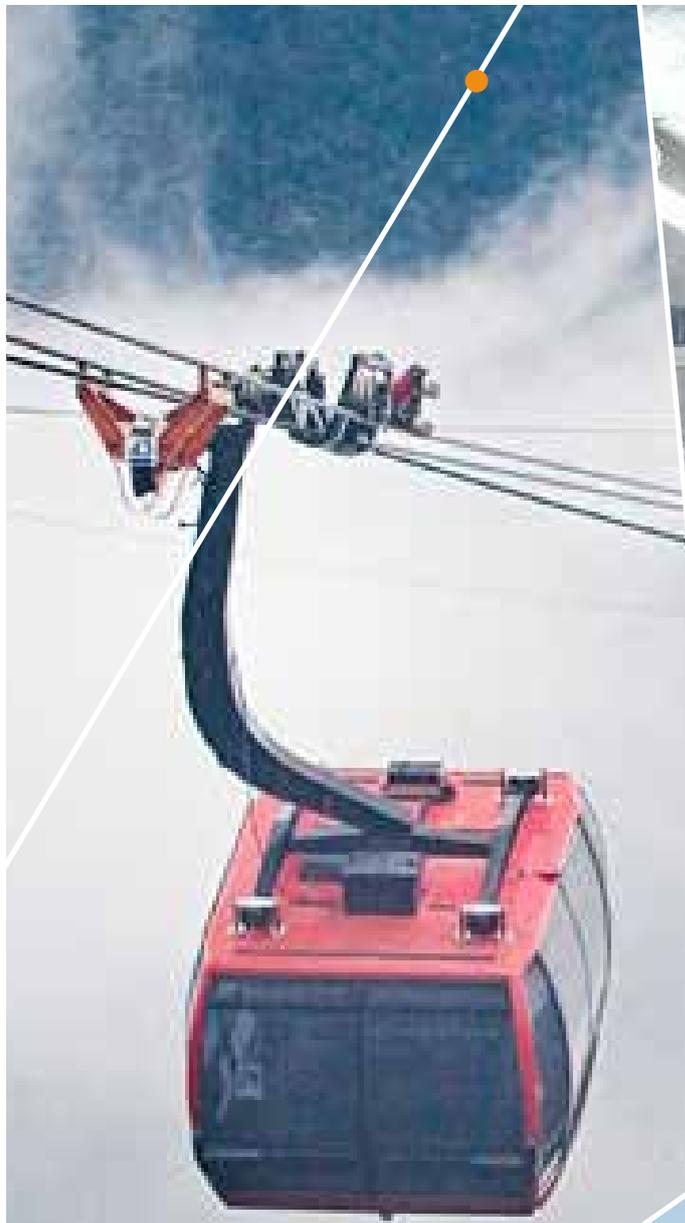
With temperatures in the mountain ranging from -5 to 14 degrees celsius, the team at Tuong Viet Trading had to ensure generators were delivered and installed throughout summer months, avoiding harsh winter conditions. Due to weight constraint, the generators were first shipped to Ho Chi Minh City where the team decoupled the alternators from the engine, before being transported 1800 km by road to the foot of the

mountain. Each component was then loaded to utility cable cars to the peak of Mount Fansipan and reassembled in the engine room.

The engine room and synchronising system was set up by Tuong Viet Trading as a turnkey project, with engineering teams on standby 24/7 during the month of the opening ceremony.

FG Wilson has also supplied generators to another cable car system in Ba Na Hill in Middle Vietnam, which holds the world record in highest non-stop single track cable car at 1,368m.





FG WILSON POWERING ONE OF RUSSIA'S LARGEST DATA CENTRES

DataLine is a data centre operator in Moscow with Tier III uptime classification, meaning it has availability of 99.982% and no more than 1.6 hours of interruption in a year with power systems capable of supporting the data centre for all routine maintenance. The company has 535 business customers including major banks, retailers, online stores, social networks and media companies.

Their most recent data centre, NORD-4, one of the largest in Russia, is now fully operational. To meet Tier III standards, it relies on 16 FG Wilson P1700P1 generator sets with N+1 redundancy (if one fails, there is always another to back it up) powered by Perkins 4012-46TAG3A

engines and installed and commissioned by FG Wilson dealer ERIMEX.

After the completion of the project, Edward Dobryakov, Commercial Director of ERIMEX said: "We are very proud that we were chosen to execute such a prestigious project. We have a long track record in projects like this and our big strength is our ability to modify designs to meet ever-changing site requirements. This project really proved how flexible and efficient we are while working through complex and ever changing needs. DataLine were very happy with the FG Wilson diesel generator sets, all delivered, installed and commissioned to their schedule."

Leonid Gorodtsov, FG Wilson Regional Manager for Russia and CIS said, "The project builds on a continuing excellent working relationship which we have with DataLine. In the near future, we're planning to work with them on making a video about the FG Wilson power system installed at NORD-4."

To find out more about ERIMEX,

visit www.erimex-power.ru
(Russian)

www.electrosystems.ru/english
(English and Russian)



Power For A New Generation



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 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.

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

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



ENERGISING A STADIUM

During February and March, the annual 6 Nations rugby event has been played between England, Scotland, Wales, France, Italy, and Ireland. Many of us at FG Wilson are big rugby fans and it's been good to know that at Ireland's home games, there were 4 x 1700 kVA FG Wilson generator sets installed by FG Wilson (Engineering) Dublin www.fgwilson.ie/ backing up the Aviva Stadium in Dublin.

The Aviva Stadium in Dublin, formerly Lansdowne Road, is a world class venue for rugby, football, concerts and business conferences. Everything from the scoreboards and the floodlights to the under-pitch heating is powered by FG Wilson generators with a 6.8 MVA power rating.

In its original incarnation, Lansdowne Road stadium was the oldest sports stadium in Europe but after a complete rebuild programme in 2007, the 50,000 all-seater Aviva Stadium re-opened in August 2010.

FG Wilson (Engineering) Dublin was invited to tender for the power supply through the main contractors Kentz and won the order due to their technical expertise in the delivery of a bespoke power system, which was integral to the look and feel of the finished structure.

The Aviva Stadium is very striking and it was important that any power system installed fitted within the overall design. Four 1,700 kVA generator sets were required and had to be concealed in a very compact space underneath the stadium seating. This meant the architectural aesthetics of the stadium remained intact and it prevented the need to house the generator sets externally in a storage facility. All air-handling, cooling systems, exhaust units and switchgear were also concealed within the envelope of the stadium's seating racks. And working together with the project architect, the exhaust systems were moulded into polycarbonate blades of the surface structure of the stadium, which meant

no protrusions or exposure to rainwater. The exhaust is fitted with its own drainage system to keep rainwater out.

During stadium events, the generator sets operate in parallel with the mains supply to supplement the stadium's power demand and also deliver no break standby power on mains failure. To do this, a fully integrated control system was designed, based on the Allen Bradley Hot-Standby PLC platform. This delivered a high level of system redundancy and greatly increased the operational security of the stadium.

The timing of the installation of the generator sets was critical as they needed to be on site before the installation of the stadium's seating racks above them. Any delay in the positioning would have had an impact on the stadium construction. This part of the project was completed to schedule so enabling the further smooth running of the stadium build.

Another challenge was noise: the Aviva Stadium is surrounded by residential properties and the power systems must guarantee extremely low noise levels. This was set at 53 dBA at 1 metre, which is low for this type of installation, but as the surrounding area is a premium residential development, minimal noise was critical to the overall success of the scheme.

To minimise noise levels, the generator sets are set on spring-based anti-vibration pads. This means that no vibration is translated to the structure of the building as the generators are effectively isolated from the structure itself.

The power solution presented by FG Wilson also has an environmental benefit in the form of a heat recovery facility. From the jackets surrounding the engines, up to 750 kW of heat is 'recovered' from each machine and used to heat the pitch and provide other forms of heating around the stadium.

The generator sets gave another benefit: now, all external contractors on site, from burger vans to merchandise sellers and event crews, can access the stadium's power supply rather than bringing their own generators onto the site. The capacity provided by FG Wilson's generators is 5.44 MW and at peak usage the Aviva Stadium uses on average 3.5 MW. The generators have a local 24 hour daily service fuel tank, supplied from a large bulk fuel storage tank to provide multiple day 100% load run autonomy.

The installation programme, which took 11 months from tendering to completion, was completed on time and within budget ahead of the opening game in August 2010. Since then, hundreds of football and rugby matches, concerts and events have taken place.

David Blennerhassett at FG Wilson (Engineering) Dublin said: "This was a very challenging stadium project which presented a number of issues from a noise, space and design perspective. But in getting to grips with the project from an early phase and working with M & E Consultants throughout the tendering process we were able to deliver a reliable, competitive and quality power product that exceeded all initial expectations. We had a lot of positive input from the initial stages, which was instrumental in determining the final solution.

"The Aviva Stadium was an immensely satisfying project of which we are extremely proud and as part of our ongoing maintenance programme we always ensure that we have a representative on site every time there is an event taking place."



ARTICLES

WELCOME BACK JOHN!

In February, we were very happy to welcome back an old friend to the FG Wilson family.

John Hegarty joined FG Wilson in 1990 after spending his engineering degree placement year in the test bays at our Regent and Everton factories. From then until 1997, he was a Regional Sales Manager for South Asia and then moved with his family to Pune to manage our sales team in India. After returning to the UK in 1999, he was FG Wilson Dealer Development Manager, followed by roles

as UK, then European Sales Manager. From 2013 - 2016 he was involved in the Cat EPD2.0 transformation team.

A spell with Cooltech as EMEA Regional Director followed and now John joins French FG Wilson dealer Geniwatt as General Manager.

As he began his new role, John visited our Belfast offices to meet with Roberto Doninelli (Area Sales Manager Europe - CIS) and Peter Havenaar (Regional Sales Manager - Europe) and told us;

"I'm really excited to be back working with all my old friends in the FG Wilson team. FG Wilson brand has a special place deep in my heart and it feels really great to be back."

The sun even shone for our photo - a rare event in Belfast at this time of year. We think it must be a sign of a bright future!



POWERING THE CONSTRUCTION INDUSTRY: BUILDING A BETTER INDIA

India is a major global economy and it's a country which we are very eager to serve with our new locally-manufactured product range and enhanced dealer network. The construction sector is a major opportunity for generator sets and it's also a big contributor towards India's GDP, employing over 33 million people.

The Foreign Direct Investment (FDI) norm in the infrastructure industry has now been relaxed by the government and this has had a very positive impact on infrastructure projects such as power, bridges, dams, roads and urban infrastructure development.

Several people-friendly initiatives are now also being encouraged by the government, including 90 Smart Cities projects with a total investment of US\$ 30.02 billion. India's national highway

network is expected to cover 50,000 km by 2019, with around 20,000 km of works scheduled for completion in the next couple of years. To do all of this, India will need investment of over US\$ 4.5 trillion by 2040.

Any infrastructure development needs reliable and durable back-up power to run the project smoothly without interruption of electricity. In this, the FG Wilson brand is growing in awareness and acceptance in the market. Over the last two years, we've been working hard to build brand awareness across the country, co-operating closely together with our dealers. In 2017 to increase brand awareness and generate leads, we attended eight industry exhibitions, carried out ten van campaigns in busy industrial areas, ran 24 print advertisements with ten editorials in industrial publications, broadcast prime

time radio advertisements and set up billboards.

We've also been venturing into digital marketing: during 2017, over 100,000 people from India visited our website compared with 24,000 in 2016 and we now have almost 30,000 social media followers in India, with regular targeted digital promotion into the country. A call centre was also set up in India in 2017, leading to 10,000 enquires and 1,400 sales leads.

Because of the sheer size and complexity of the country, marketing in India needs a long-term investment. But after only two years since FG Wilson re-ventured into this highly competitive market after a long break, we are definitely making our presence felt again.





FG WILSON MODE

Model 80 is a compact but essential power source with FG Wilson.

Our local product range provides everything with the quality excellence you've come to expect. Choosing this range also means you are in good hands with our local support.



STANDBY POWER PROJECTS IN CHILE

The Atacama desert in Northern Chile is the driest place in the world, where almost everyone generates their own electricity. Marlen Prado, FG Wilson Regional Sales Manager in South America, recently visited local dealer in the region, Diperk, who has two branches, Iquique and Antofagasta. Joined by Julio Piña, Commercial Manager at Diperk, they took a road trip to check out some key power projects in the area.

Here, Marlen tells Insight about her trip:

"I visited the Antofagasta branch and we drove 200 km to Calama to visit Calama Hospital. On this new site which will formally open in May 2018, we have installed 4.5 MW (1 x P1650 and 2 x P1250) for standby application.

"Calama Hospital will serve the region and is one of the major hospitals built by the Chilean Government in the past four years. Diperk has 75% PINS in the healthcare sector in the country.

"After this, we were back on the road to visit San Pedro de Atacama (another 100 km). This region is completely auto-generated, with more than 50% of the hotels in the area powered with FG Wilson generator sets. I visited two hotels which have our products installed. Highlights.....generator sets here have been operating for over 18,000 hours! This is just amazing! I visited the Alto de Atacama Hotel, where they have 2 x P275 models, (one of them with 13,000 hours) and the Diego de Almagro Hotel, which has 2 x P165 generator sets (18,000 hours).

"During my visit we hosted a small power breakfast with hotel owners and some representatives from the community, where we presented our products. This generated a lot of interest in the telecom 400 series and we got great leads on product support and overhauls.

"It was a great trip to Chile and wonderful to see hands on the fantastic projects we are supporting and delivering in the area."



REMEMBERING IAN THOMSON

In December 2017, we were saddened to learn of the death of Ian Thomson.

Ian first joined FG Wilson in 1982 as a Sales Manager in Scotland and relocated to Larne in 1997 as Marketing Manager, followed by a role as Area Manager for Africa and Europe.

Ian retired in February 2009 but his presence and influence is still very much felt today by an entire generation of our people.

He was a one-off: an outstanding role model and mentor for us all, always a person to go to for help and advice and always ready to offer kind and wise words of support and encouragement.

He also had an amazing ability to take anything which looked complicated and boil it right down to what was important and easy to understand.

Much of Ian's work and a big part of Ian himself are still very strong in the FG Wilson we all see today.





JAPFA COMFEED

A reliable power supply is very important for companies in the agri-food sector, especially those involved in poultry farming where temperatures must be carefully maintained. In many countries, it's an important industry for FG Wilson dealers.

In January our dealer in Myanmar, Ar Mahn Trading Co. Ltd, completed installation of 2 x P900E1 generator sets

for Japfa Comfeed Myanmar Pte Ltd, marking another successful project with this customer after previously installing four generator sets in different facilities during 2017.

Japfa Comfeed Myanmar Pte Ltd. is a leading Pan-Asian, industrial agri-food company, based in Singapore. They employ over 32,000 people across an integrated network of modern farming,

processing and distribution facilities in Indonesia, China, Vietnam, India and Myanmar.

Established in 2013, Japfa Comfeed Myanmar Pte Ltd. is engaged in the production and distribution of poultry feed, as well as providing poultry breeding and hatching services.





NIKOI ISLAND, INDONESIA

Our Middle East Manager, Graham Scandrett, was on Nikoi Island in Indonesia where all electric power comes from diesel generator sets.

He spotted this FG Wilson 110 kVA unit with over 17,000 hours on the clock.

Most of the island's inhabitants are water monitor lizards, some of which are over 2 metres long!

GRUPO NORTE GROWS RENTAL FLEET

For several years now, FG Wilson dealer Grupo Norte in Pamplona, Spain have been investing in FG Wilson products to grow their rental business in the North of Spain. In January, they took another step with a delivery of rental spec FG Wilson generator sets: 2 x XD100P4, 1 x PR0275-2 and 2 x PR0500-2.

As the units arrived, Javier Aldaz, Managing Director of Grupo Norte said: "The XD and PRO Series are the top generator sets for the rental industry. They are solid and quality built. Customers are delighted with the quality and design and this is critical to have a successful and sustainable rental

business. When customers need reliable and quiet generator sets, they know exactly who they can rely on: Grupo Norte and FG Wilson products."

Group Norte now have a fleet of 80 PRO and XD generator sets, with Javier keen to see the fleet grow further!





QUERÉTARO CITY, MEXICO

Querétaro City in Mexico, is a city of around 1 million people and one of its best-known features an aqueduct of 75 arches, 1280 metres long, built between 1726 and 1738.

Our Sales Manager, Rainer Besenthal Parra, sent this photo from FG Wilson dealer Pinotecnia, who have just supplied a generator set from their rental fleet to power maintenance work on the site.

FORMULA E

Our dealer in Chile Diperk supplied generator sets to help power the Formula E www.fiaformulae.com/en road racing event in Santiago.

Every car is electric-powered and the race covers a 1.52 km circuit. The cars are capable of speeds of 140 mph/225 km/h!





VISIT TO APS FACILITY

In February, some of the leadership team from our new dealer APPE, who cover mainland China, Hong Kong and Macau, visited the APS production facility in Tianjin.

Director, Apple Fu; Marketing Manager, Shirley Luo and Senior Engineer, Zhaolin Zhang were welcomed by APS Engineering Manager, Jeff Liu.

The dealer team discussed TLC certificate application with APS quality control manager Bo Yang. Lewis Liu introduced APS's PVR capability and had detailed discussions on customized product requirements.

The visit gave an opportunity to review FG Wilson business in China

and particularly the need for more customised products. Shirley Luo said, "We were very impressed with the modern APS facility and especially with its product testing capability. It's a world class facility."

FG WILSON EVENTS

FG WILSON AT MIDDLE EAST ELECTRICITY

Middle East Electricity is one of the world's largest events in the power generation industry and in March, we were exhibiting there again this year. Our large 150m² stand was in a prime position with products from across our range including:

- P22-1 from our universal range with 600 litre fuel tank, L3 enclosure and load bank
- P33-1 with the new heavy duty enclosure
- PR0500 rental spec

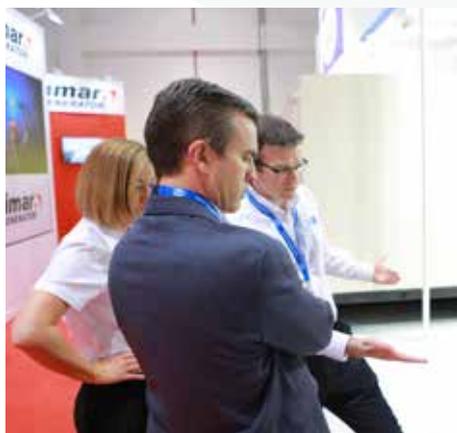
- P1250P3 with a set-mounted breaker
- Camusat e.power LT with PV panels

Events like this are a rare opportunity to see almost our entire industry under one roof and it's also a great way to engage with major customers.

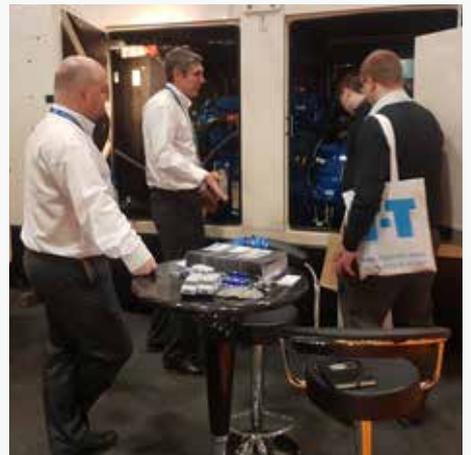
We also welcomed around 60 customers to an evening Aftermarket Seminar in a neighbouring hotel. It was a great success and a format which we'll expand on at future events.

Many of our dealers from the Middle East and Africa joined us at the event, making it a great opportunity to meet and share plans and on one evening we hosted a dinner event with dealers and the FG Wilson team.

This year Hazel Salmon from the FG Wilson marketing team did another amazing job of project-managing this major event. And we'd like to give our special thanks and appreciation to the entire team at FG Wilson (Engineering) FZE for their help with logistics and products for display.







SHOWCASING THE RENTAL RANGE

2018 has been action packed for the FG Wilson rental division, attending two high profile events to showcase the rental range.

January kicked off with the ASEAMAC Spanish Rental Forum, a two day event taking place in Madrid. The event is a platform to support rental companies in the local industry and create a professional network throughout the country.

Next stop was the Executive Hire Show in February, which took place in Coventry, England. This UK event has become the unmissable national exhibition for tools, plant and hire equipment. The show brings the industry together and is the annual event where "Passionate Hirers Meet Innovative Suppliers".

A trade-only event open to hire executives throughout the UK and Ireland, it also attracted hire industry visitors from Europe and beyond.

For further information on the rental range contact:

Paul Rea, Rental Sales Manager
prea@fgwilson.com

Always Connected

The FG Wilson 6.8 – 25 kVA range of generator sets is designed to run efficiently for long intervals in remote locations, which means:

600, 1,000 and 2,000 litre fuel tanks so you need to refuel less often.

Service intervals up to 1,000 hours so you make fewer visits to site.

New LCD control panels with optional remote communications to make day-to-day operations much easier.

Three enclosure designs so you get the enclosure you really need.

Find out more at
www.fgwilson.com



DIGITAL MARKETING TRAINING IN BANGLADESH

Mithilesh Singh, FG Wilson Marketing Consultant, Asia Pacific, recently visited Bangladesh to conduct digital marketing training sessions for dealers in the region.

With the increase in digital marketing and the move towards targeting potential customers in this way, this is a key element of the FG Wilson 2018

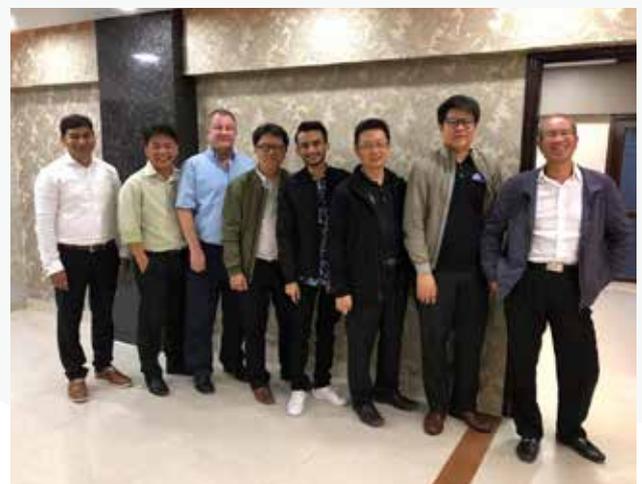
strategy, designed to develop dealers' capability.

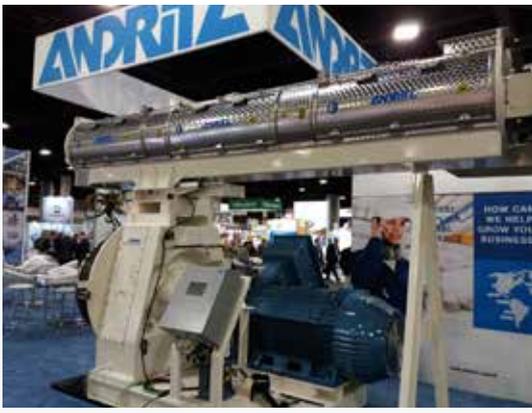
The training session in Bangladesh covered Google adwords, remarketing, online display advertising, social media and in-app advertising.

Dealers Energy Pac Power Generation Ltd., M. Rahman & Co. Ltd. and Mallik

Enterprise attended the training along with the sales team from FG Wilson Asia and Uel McKinney – Sales Manager Asia Pacific.

The sessions were a great success, giving dealers the knowledge to create and implement their own digital marketing campaigns.





SIMPLY RELIABLE POWER ATTEND IPPE

Earlier this year, FG Wilson dealer **Simply Reliable Power** attended the **2018 International Production and Processing Expo (IPPE)**. The event brings together more than 1,200 exhibitors and 30,000 visitors in Atlanta, attracting more than 8,000 international visitors from 129 countries, including Latin America.

Speaking about the event, Ruben Byerlee from Simply Reliable Power, tells Insight;

"IPPE is a great platform to meet representatives from poultry companies, who attend to meet with suppliers and to access the latest industry information. Reliable power is critical for the poultry

business since they're dealing with live animals and perishable inventory, where a power cut can result in huge losses. In Latin America and the Caribbean, many such sites are quite remote and power can be very unreliable.

"Much of the new technology currently introduced to make farms and processes more efficient, make them even more dependent on reliable power. Poultry customers generally use everything from 125 kVA up to several megawatts, depending on the size of their operation.

"In previous years we have displayed a P200-3 open, but this year we showcased a P110-3 with CAE canopy to differentiate the FG Wilson brand from

others displaying open generators."

Attending the event has generated many leads for Simply Reliable Power, across a range of countries including Mexico, Bolivia, Ecuador, Suriname, Peru, Colombia, Dominican Republic, Venezuela, Panama and Honduras.

The team at Simply Reliable Power are at quotation stage with a number of leads and have already provided a quote to a feed mill company in Ecuador for a P249-3 and also a P33-3 and P110-3 for Suriname.

For further information visit www.srpamericas.com

FG WILSON PARTS SEMINAR BOGOTA, COLOMBIA

In January, FG Wilson co-hosted a parts seminar in Bogota, Colombia in conjunction with Simply Reliable Power.

The event attracted 31 attendees from across a range of sectors and industries, from long standing to new and potential FG Wilson customers.

Hosted at the well-known Tramonti Conference Centre situated outside Bogota, the aim of the seminar was to promote FG Wilson aftermarket services and the strength of FG Wilson Genuine Parts.

The group had the opportunity to hear first-hand from Tim Styfhoorn, responsible for developing the FG Wilson range of high quality filtration products. During the session he highlighted the key features, benefits and reliability associated with the range.

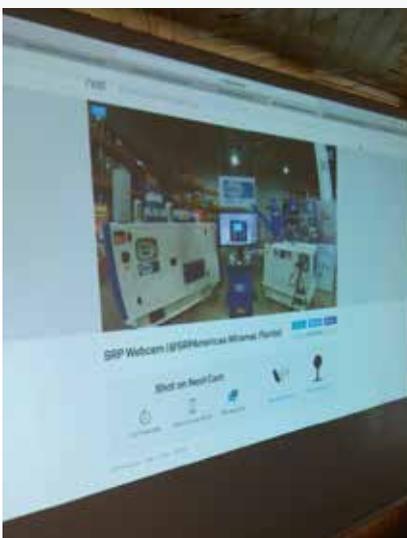
Fedeirico Gonzales from Simply Reliable Power shared their remote monitoring offering, which is delivered through a Netbiter solution. His demonstration included a live camera link back to Simply Reliable Power's facility in Florida, which showed FG Wilson generator

sets in the warehouse, being controlled and operated remotely with ease from Bogota.

Further parts seminars are planned to take place in Trinidad, Jamaica and Mexico later in the year.

For information on organising a parts seminar in your territory, contact:

Steven Lorimer, Aftermarket Manager
Lorimer.Steven.D@cat.com





TRACTAFRIC EQUIPMENT AFRICA TRAINING

Training on the FG Wilson 6.8 - 2,500 kVA product range was recently hosted by Tractafric Equipment Africa at their premises in Douala. Led by Ricky Croft, the four day training course was attended by 21 staff.

The course covered many areas, including product overview, PowerWizard control panel training and also parts

training on Compass and warranty procedure.

The majority of attendees had medium technical ability and generator set experience.

Some attendees assisted with practical training tasks. Due to the size of the training group it was necessary to form

2 - 3 teams for each practical session.

It is hoped that this will be followed with more in-depth training courses in Belfast.



Online All The Time

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

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.

Find out more at
www.fgwilson.com





DATA CENTRE AFRICA

South African FG Wilson dealer, Blue & White Generator Sales, alongside parent company Master Power Technologies, attended Data Centre Africa Expo Conference in February. The three day event took place in Victoria Falls, Zimbabwe.

Master Power supply turnkey modular data centres, monitoring services and back-up power, specialising in power solutions where uptime is critical. They employ over 200 staff and have been

servicing customers for more than 15 years.

Data Centre Africa is Africa's largest and best attended data centre technology event. The show offers exclusive access to key decision makers and gives delegates a unique opportunity to showcase their products and services.

The event attracted a wide range of leading industry professionals, such as solutions providers, power companies,

infrastructure and connectivity leaders, data centre service firms and data centre investors.

For further information visit www.kva.co.za www.datacentreafrica.com

EXCON KARNATAKA, INDIA

In December FG Wilson attended Excon at Bangalore International Exhibition Centre (BIEC), Bengaluru, Karnataka, India.

This is the largest event for Construction Equipment and Technology Fair in South Asia and a platform to showcase our best equipment and technologies, which

can play a key role in India's accelerated plans for infrastructure developments.

Organised by the Confederation of Indian Industry (CII), the mega business event took place over five days, attracting close to 1000 exhibitors including 275 companies from abroad.

The event attracted over 40,000 business visitors and over 300 product launches. There were country pavilions from China, Finland, Germany, Hong Kong, Italy, South Korea, Sweden, Taiwan, Turkey, UK & USA.





Debbie McAteer, Customer Services Supervisor, sent this photo from Bangalore, India, where she called in to see our stand at Excon. She's pictured with team members Feeba Davis and Sivanessan Nallathambi.



CONSTRO 2018

FG Wilson teamed up recently with dealer GMMCO to participate in 'Constro 2018', a leading industry event, which took place in January in Pune, India. The dealer displayed an FG Wilson 62.5 kVA unit at the exhibition and received 145 leads.

Starting in 1985, Constro International Fair is credited as one of the largest events in the infrastructure and civil engineering industry in India. The flagship event mainly focuses on the construction segment, with exhibitors from sectors such as construction

machinery and equipment, cement, chemicals, pipes, elevators, solar, roofing, concrete and construction etc.

For further details visit
www.gmmco.in
www.constroindia.org



AFTERMARKET BACK-TO-BASICS TRAINING SEMINAR FOR UK DEALERS

In January Neovia Logistics hosted an Aftermarket Back-to-Basics refresher seminar for UK dealers.

Training was led by Vicky Rousell (Customer Service Dealer Support), Jo Bruce (Customer Service Manager) and David Turpin (Aftermarket Development Manager), representing FG Wilson.

Staff from various UK dealers attended the seminar, including Deselec Thistle Generators, Stuart Group, Central Power Services, Power Electrics, Bells Control Systems and P & S Power.

Covering topics such as e_GO, Compass, DSN, Claims and Returns and Reman Acceptance Criteria, the feedback has been very positive.

Dealers were also given a tour of the Neovia logistics facility, particularly the FG Wilson Aftermarket department and had the opportunity to meet with the Customer Service Team.



POWER ON

FG WILSON CUSTOMER NEWSLETTER

Q1 | 2018

