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Standby Power

Case History

Lion Brewery

Where:

Lion Brewery, Biyagama, Sri Lanka

What:

Standby and peaking power system comprising of:
2 x 1000 kVA diesel generator sets (C1100 D5) powered by QST30-G4 engines

Purpose:

To provide 2 additional generator sets to the existing system comprising of Cummins and competitors machines

Primary choice factors:

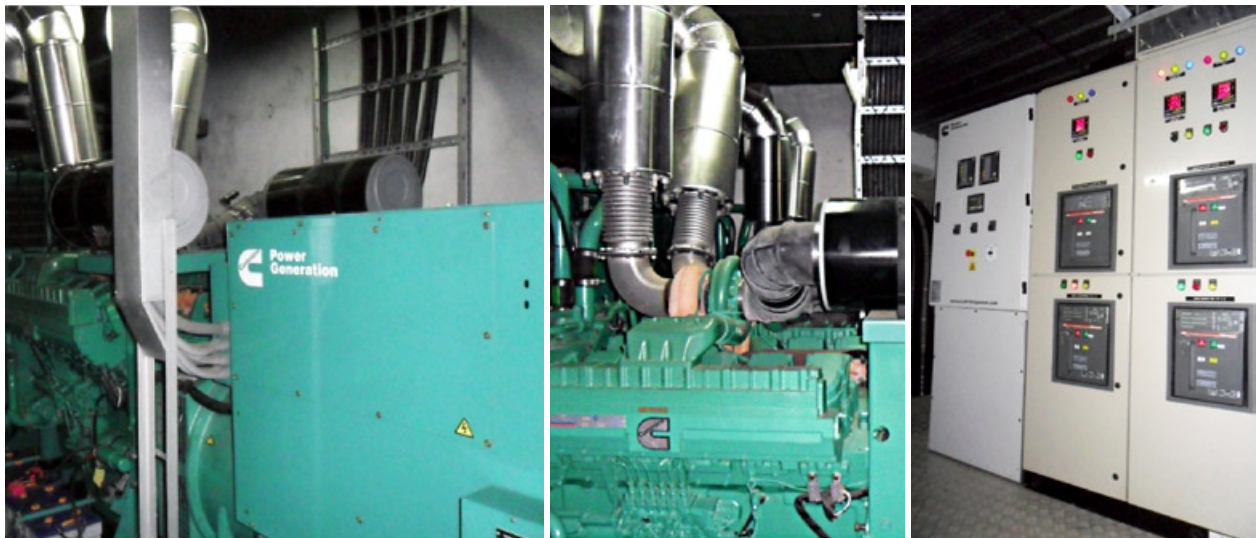
Cummins Power Generation's leader position, market reputation and ability to meet customer's budget, coupled with an efficient after-service plan and providing value-added servicing to the project.

Ceylon's foremost brewery taps power support from Cummins Power Generation

Lion Brewery (Ceylon) PLC, represent the beverage sector of the Carson Cumberbatch PLC and stakes claim to a heritage of over 100 years in the brewing industry. Strengthening the solid foundation built by its parent Ceylon Brewery, Lion Brewery has continued the legacy and has thus maintained the leadership position by far in the Sri Lankan beer industry.

Currently, it produces 800,000 hectoliter of beverage per annum, running a fully automated sophisticated plant that utilizes the German technology pioneered by Krones & Steinecker.

The cutting edge brewery produces several global brands under its Lion Brewery umbrella, including Carlsberg, under license from Carlsberg International Denmark, and the legendary Corona beer from Mexico, amongst its own beer brands like Lion, Sri Lanka's most popular beer.



Smooth operation at Lion Brewery is viable with Cummins Power Generation's standby system of C1100D5 genset and PCC3100P controller.

Together with its holding company Ceylon Brewery PLC, Lion Brewery is publicly listed on the Colombo Stock Exchange. The company attested its global dominance when the Lion brand received recognition as a "Super brand" and "Power brand" in 2006 in the international arena.

Apart from its dominance locally, the flagship brand "Lion" is exported to several countries including USA, Canada, Australia, UK, Japan, and the Maldives. Lion Brewery can boast of its dominant leadership position in Maldives after having overtaken other regional multinationals.

Reliance on Cummins Power Generation to ensure seamless production

Lion Brewery's operations are fully computerized, using hi-tech solutions like ERPs, Sales Force Automation Systems, Computerized Maintenance Management Systems and Data Warehousing Solutions within its production and networking infrastructure. Power support, along planning and equipment maintenance and running are crucial to ensure minimal downtime.

In 2010, because of expansion requirements, it was necessary for Lion Brewery to increase its power generation capacity by adding 2x 1000 kVA units and to sync it with the existing non-Cummins 1000 kVA unit.

The customer's preference was to have all 3 gensets running from the same brand of controls to avoid interfacing problems. Cummins Distributor Trade Promoters Limited (TPL) stepped up to the challenge

by proposing the installation of 2 units of QST30G4 gensets (at 1000 kVA capacity each) with PCC3100P controls, as well as a PCC3300 controller for the existing unit of competitors' machine. The DMC1000 was also proposed for utility paralleling.

The PCC3300 controller had never been used on a non-Cummins hydro mechanical engine powered genset prior to this project. Even though it had not been field-tested, TPL's team of engineers was confident they were capable of installing, testing and commissioning this product successfully.

The successful modification, completion and commissioning of the paralleling system at Lion Brewery is true testament of the TPL team's experience, skills and determination.

**Gary Olson, Director,
Cummins Power Generation**

During the review and decision period, two other key competitors submitted their proposals to win the project. In the end, the customer preferred the proprietary Cummins PCC control system to be used across all 3 gensets. The DMC1000 also proved to be an advantage because it was a Cummins product. Along this win, TPL also signed a service contract to maintain the power systems, including non-Cummins sets.

In other words, the customer liked that they are getting The Power of One benefit from Cummins Power Generation.



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