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**Power  
Generation**



# Standby Power

## **Case History**

Makro Cash and Carry

### **Where:**

44 Makro branches in Thailand

### **What:**

17 units of gensets powered by VTA28 engines and 6 units of gensets powered by QST30 engines, rated between 700 kVA to 1000 kVA, together with PowerCommand® Controls, from Cummins Power Generation.

### **Purpose:**

To supply emergency power in support of refrigeration and cold storage needs, in accordance with local regulation requirements.

### **Primary choice factors:**

Cummins Power Generation's trusted capability to supply quality and reliable products at reasonable prices and meeting customers' specified deadlines. In addition, the Cummins team provides excellent and quick response in round-the-clock maintenance and servicing after the transactions.

## **Preventing power failure with Cummins**

Makro is Thailand's first established discount store and hypermart, whose chain of outlets currently spans the Land of Smiles with 44 branches. It serves clientele from a variety of industries, with a customer base of over 2 million.

Each Makro store is strategically located, and serves as a convenient and functional one-stop wholesale service provider that gives customers easy access to a wide variety of consumer goods. Additionally, each store has its product range and assortment specifically designed to cater to each market at its vicinity.



17 units of generators powered by VTA28 engines and 6 units of gensets powered by QST30 engines, rated between 700 kVA to 1000 kVA, together with PowerCommand® Controls, were supplied to the 44 branches of Makro.

Yearly expansion has seen new branches being added to the Makro network around the country, which means more and more power support is needed. For the customers' convenience, all stores stay open till late, thereby increasing the need for dependable and consistent power even more.

### Power you can rely on

Reliable generator sets are crucial power sources as they serve as reservoirs of emergency power to support refrigeration and cold storage of perishable goods in accordance to the local regulated requirements.

For this, Makro requires a reliable and stable power source, backed with quick service support, at each of the chain's stores. Depending on the store size and needs, the generators sets can range from 700 kVA to 1000 kVA.

Cummins Power Generation stepped up to the challenge and readily fulfilled a complex checklist – a considerable number of stores, and each requiring varying generator power capabilities.

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### Rising to the challenge

Cummins Power Generation's mettle was put to the test when a Makro branch had to bring forward its opening date. To allow adequate time for installation and procedural testing of the system, the generator sets had to be delivered ahead of its planned schedule.

The fulfillment of this order impressed and resonated well with Makro, yet again demonstrating Cummins Power Generation's commitment to clients and its ability for expeditious reaction to changing situations without compromise to its service standards.



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