

Truong Loc Construction and Trading JSC

Case Study

GOVERNMENT

AT A GLANCE

CUSTOMER

Southeast Asian Government

SOLUTION

221 units - KOHLER® KK16

277 units - KOHLER KD22

99 units - KOHLER KD33

12 units - KOHLER KD66

11 units - KOHLER KD88

17 units - KOHLER KD110

30 units - KOHLER KD165

6 units - KOHLER KD220

6 units - KOHLER KV275C2

4 units - KOHLER KV350C2

1 unit - KOHLER KV400C2

1 unit - KOHLER KM1650

684 units - KOHLER VERSO ATS



Trinh Minh Son, Area Manager -
Kohler Power Systems

685 KOHLER GENERATORS SUPPLIED TO BACKUP GOVERNMENT AGENCY OFFICES NATIONWIDE

BACKGROUND

Truong Loc Construction and Trading JSC (TL Power) and Kohler Power Systems worked together to provide reliable backup power solutions for the offices of a government state agency. The massive project was one of the biggest generator deals for a state agency in the country with 359 generators placed for the first phase, and an additional 326 generators for the second phase of the project.

“This is a big corporation with many offices all around the country. Most of their offices need generators for backup power. Many suppliers were competing to promote their products. There was competition not only with G7 products, but also local OEM products,” said Mr Nguyen Tien Dai, Project Manager with TL Power.

CHALLENGE

The customer needed a partner that was capable of offering quality products within a short lead time. The nationwide delivery of the generators

to hundreds of different locations across the country was a test of the logistical capabilities of TL Power.

In addition, the number of generators also meant that providing aftermarket support and service, and readily available spare parts was not an easy feat.

“This was a huge project that spanned across the entire country,” said Mr Trinh Minh Son, Area Manager - Kohler Power Systems. “The client needed a reliable backup power solution for all their offices to work without any power interruptions from utility failure. They were looking for a dependable power solutions provider and partner that was capable of not just delivering these generators, but also providing prompt aftermarket support”.

IMPLEMENTATION

For a huge project like this, a one-size-fits-all approach would not have worked. To ensure an optimal power solution for each office, Kohler and



Nguyen Tien Dai, Project Manager - Truong Loc Construction & Trading JSC



Kohler Power Systems is a global power provider of integrated power solutions that provides complete power systems including generators up to 4200kVA, automatic transfer switches, switchgear, monitoring controls and accessories, for emergency, prime power and energy-management applications. Kohler Power Systems has delivered power solutions for markets worldwide since 1920.



TL Power worked together to conduct numerous site surveys. The backup power requirements varied for different locations with some of the bigger offices like the headquarters requiring standby ratings of up to 1650kVA.

The surroundings of each office were important considerations as well. Most were near other residential and commercial buildings and had to adhere to certain noise level guidelines. Furthermore, some were in coastal areas and exposed to harsh weather.

SOLUTION

The Kohler generators recommended ranged from 15kVA to 1500kVA prime power and 16.5kVA to 1650kVA standby power ratings. Rigorously tested and built in Kohler's manufacturing facility in France, they featured engines capable of providing main power for an unlimited number of hours annually in accordance with ISO 8528-1, and emergency standby power in variable load applications in accordance with ISO 8528-1.

ABOUT TRUONG LOC CONSTRUCTION AND TRADING JSC

Truong Loc Construction and Trading JSC (TL Power) is a leading company of manufacturing, assembling and trading generators with a history of more than 30 years in the power generation industry. TL Power provides products and services in different fields and serves a wide range of customers including factories, commercial



On top of the generators, Kohler also provided sound-attenuated generator enclosures to minimize noise and provide protection, and automatic transfer switches for seamless, fast transitions. This fully integrated power solution from a single source facilitates easier maintenance and logistics.

Mr Nguyen Van Hien, General Director of Truong Loc Construction & Trading JSC said, "We don't have to deal with third-parties or warranty issues as all enclosures, ATS, generators and even spare parts come from one manufacturer to all the offices around the country. This also facilitates the staff training, operations and maintenance of the backup power system". ■

buildings, civil construction, hospitals, power plants and airports. With offices, warehouses and service centers all around the country, TL Power strives to bring their customers satisfaction with high quality products, on-time implementation and excellent services. ■