



SUCCESS ETCHED IN GRANITE

Giving the Cummins generator the thumbs up...Le Duc Nha, joint owner and general director of Trung Nguyen Mining & Construction Materials Production.

Vietnam's largest producer of decorative ceramic and granite tiles has selected Cummins to provide the emergency power at its spectacular new production plant in Binh Thuan province, around 200 km east of Ho Chi Minh City.

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With a massive footprint of 15 hectares (37 acres), the new factory – when fully operational – will produce 6.0 million square metres of premium granite floor and wall tiles a year, around 30 percent of which will be exported to the USA, Europe, Thailand, the Philippines and Taiwan.

Adjacent to the new factory, Trung Nguyen Mining & Construction Materials Production has another expansive plant, this one churning out ceramic tiles at the rate of 5.0 million square metres a year for a total yearly production of ceramic and granite tiles of 11 million square metres.

The tiles are marketed as the Trung Nguyen Plaza brand with the motto 'Quality-Prestige-Creation'. The granite tiles are a new venture for the company and are aimed at high-end buildings such as hotels and luxury residential complexes. Granite is a popular flooring choice because of its strength and unique colour options. Comfortable with Cummins.



From left: Kim Siong Ang (Asia Pacific territory manager, Cummins power generation); Thi Tran Vo (Cummins DKSH); Le Duc Nha (general director, Trung Nguyen); Pham Quoc Trung (chief engineer, Trung Nguyen).



Critical processes at Trung Nguyen plant need emergency power straight away to avoid major production losses.

Four Cummins QSK60 generator sets, each rated at 2500 kVA, will provide the emergency power at the new granite tile factory when it is in full swing. Le Duc Nha, joint owner and general director of the burgeoning Trung Nguyen Mining & Construction Materials Production business which was founded in 2004, is entirely comfortable with the Cummins generator brand.

His past experience with Cummins generator sets, spanning 15 years, is that the quality and durability of the brand is unmatched by competitors' products. Presales and aftersales support from Cummins DKSH is another key factor behind his brand selection. "Fast response to any issues is vital," he states.

When fully operational in 2020, the new factory will be running 24/7 with around 1000 employees. That's where the reliability of the Cummins generator sets will come into play. "We need emergency power on line straight away in the event of a grid blackout," says Le Duc Nha. "If the kiln, press machines and drying tower lose power, it takes a long time to start them up again and that means major production losses."

The QSK60 generator set, which incorporates Cummins PowerCommand digital paralleling equipment, is a global leader in the 2000-2500 kVA range.

A worldwide luxury hotel chain recently carried out a comprehensive analysis of whole-of-life costs for a number of generator brands before selecting the QSK60 for a new hotel and shopping complex in SE Asia. The QSK60 gensets weren't the cheapest in terms of capital investment but emerged No.1 when all factors were weighed up – performance, fuel efficiency, maintenance costs and aftersales support. ■