



Rental Power

>Case History

ITC, Chennai

Our energy working for you.™



Where:

ITC, Chennai, India

What:

Rental Power gensets provide over 1.5 MVA power to ITC's new facility at Tiruvottiyur

Purpose:

Resolve power crisis ensuing from the delay in getting grid power for the company's new facility

Primary choice factors:

Uninterrupted and quality back-up power

Delay from grid brings ITC's new facility under crisis. Cummins Power Generation steps in with Rental Power gensets to facilitate equipment commissioning in the interim.

CHENNAI, TAMILNADU: ITC Ltd. is one of India's foremost private sector companies. The Group has a diversified presence in Cigarettes, Hotels, Paperboards and Specialty Papers, Packaging, Agri-Business, Information Technology, Safety Matches and various other FMCG products. While ITC is a market leader in its traditional businesses of Cigarettes, Hotels, Paperboards, Packaging and Agri-Exports, it is rapidly gaining market share even in its nascent businesses of Packaged Foods and Confectionery, Branded Apparel and Greeting Cards. In line with this expansion is the Group's latest facility near Chennai, an ISO 9000:2000 and ISO 14001 certified packaging factory at Tiruvottiyur.

Alternate power support

With an October 2006 opening planned for the new facility, the management was on schedule for all other activities except one - power from Grid, which was indefinitely delayed. To tide over the interim period the



750 kVA Rental Power genset at ITC's plant



500 kVA Power Box - A recent addition to meet the plant's expansion

management started looking for an alternative option power on rent.

Rental Power makes a point

ITC's confidence level on the local players was not high considering the level of service experienced during earlier associations. ITC zeroed on Rental Power of Cummins Power Generation, which after a close observation of the equipment at the facility followed by a series of meetings to highlight system performance, solution reliability, on-time delivery, service quality and ensuing benefits clinched the first order against stiff competition. A 750 kVA Rental Power genset was installed in January 2007. True to its word, the product performed as committed. Within four months, in May 2007, an order for a second 750 kVA was placed. Together the two gensets put the project schedule back on track. They took on the load of the entire facility where the new equipment was under commissioning. Today, Rental Power continues to play a crucial role as production at the new plant is depending solely on power from these gensets.

ITC recently procured an additional 500 kVA Power Box from Rental Power to meet its increasing power demand.

For ITC, Rental Power's on-time delivery, reliable service and local support helps resolve power crisis and underlines Rental Power's commitment to making power available wherever and whenever.

The Cummins advantage

Unmatched product design using Cummins' state-of-the-art technology, coupled with the largest customer support network in the Country, ensures SINGLE SOURCE POWER ASSURANCE to our customers. Little wonder then that for over four decades Cummins has been a leading player in power generation technology in India.

Cummins Power Generation is a world leader in the design and manufacture of power generation solutions for a wide variety of standby and prime power applications. For further information on on-site distributed generation of power, contact your local Cummins dealer.

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PGBU/CIL/001/CH(ITC)/VW/October 2007/500

