

**Volume IX**  
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# Connexions



## **COVER STORY**

Delivering a technological masterpiece (RTPFC) for a foundry application  
Cummins solutions power up foundry major, Shanthala Spherocast

## **CURRENT AFFAIRS**

PGBU authorizes Powerica dealerships  
21 sales dealerships authorized

## **ON THE GLOBAL FRONT**

Cummins Power Generation partners with Earth University  
Helps generate alternative fuel source

## **FOCUS**

Powering the 'divine abode of God'  
Cummins gensets shine through at Swaminarayan Akshardham in New Delhi



## **CONTEST** Sounds familiar?



They flash on your telly through the day. You've read them too. But did you know these big names are powered by Cummins gensets? Put brand recall to the test in this easy contest. Two lucky winners get fabulous Cross pens.



FROM THE VICE PRESIDENT'S DESK

Dear Friends,

The first Connexions issue of 2007 comes with warm greetings of the season to you from the Cummins family wishing you a happy and prosperous year ahead. It pleases me immensely to see how you have been consistently reposing your faith in Cummins power solutions and giving us the opportunity to serve you; thereby encouraging us to continuously strive to provide better products and services.

The quarter gone by has been significant in more ways than one. While providing back-up power is our core competence; using the power of our people to provide homes for the underprivileged is not far behind. Our commitment to *"make people's lives better by unleashing the Power of Cummins"* was adequately demonstrated when 18 PGBU employees toiled in the hot October sun to give shape to the dreams of a certain Shrimati Indubai Bhau Dalvi; one of the beneficiaries of the *indiaBUILDS* program of the Habitat for Humanity (HfH), in association with the Jimmy Carter Work Project 2006. Our energy truly worked for them when Shrimati Dalvi was handed the keys to her new home. Initiatives such as this are integral to Cummins' global commitment to the society.

Serving customers in helping them achieve their goals, is how we can emerge as a truly **dependable partner**. Cummins Power Generations' focus is on providing customers an experience based on our insight into tailoring solutions to meet their requirements. This is not purely a function of the size of the power plant, but goes beyond that to understanding their requirements from a "total cost of ownership" perspective. For the Akshardham Complex, our customers required a distributed power solution at various load centers which would seamlessly support the overall experience for devotees and visitors. Similarly at Shanthala Spherocast, our challenge was on improving their overall system reliability. For the DSM Group, our focus was again on providing the "lowest total cost" by providing rental equipment which provided them higher fuel efficiency savings. During the past quarter we also launched a program to provide ongoing technical services support through seminars to key customers such as Tirupati Tirumala Devasthanam. These programs help our customers improve awareness on new technologies, products and services.

Your feedback and suggestions are always welcome to help us serve you better. You can write in and contact me directly at rampraveen.swaminathan@cummins.com.

Thanks and regards,

Rampraveen Swaminathan  
Vice President  
Power Generation Business Unit

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We compliment our channel partner, Sudhir Gensets Ltd., and laud their efforts in making it possible to bag the 45-city genset deal for the Big FM network of Adlabs Radio. Sudhir Gensets Ltd. also supplied the 125 kVA DG for Big FM's studio in New Delhi.



Powering the 'divine abode of God'

Pictures of Akshardham are the kind courtesy of the Akshardham Management



*Cummins' hi-tech Power Generation system is providing high quality uninterrupted power to Swaminarayan Akshardham, the 100-acre cultural complex set on the banks of the Yamuna in East Delhi, described as the "divine abode of God."*

If you have so far found it difficult to find a place where purity, spiritualism and peace pervades amidst the hustle and bustle of busy city life of the National Capital, then this grand, ancient-styled pink sandstone and white marble wonder might change your view. Located just off National Highway 24, this mesmerizing Swaminarayan Temple complex breathes life into stone. Blending traditional architecture, science and modern technology, Akshardham is a brilliant realization of the eternal values and virtues defined in the Vedas and the Upanishads.

The Akshardham Temple is a project of Bochasanwasi Shri Akshar Purushottam Swaminarayan Sanstha (BAPS) - a socio-spiritual organization with its roots in the Vedas. Spread over 100 acres,

this spiritual landmark took 7000 craftsmen a record five years to build. Special features include a recreated rainforest of Assam, a giant 85'x65' screen film, a 12-minute boat ride through 10,000 years of Indian Vedic culture, and a sail through the world's oldest University, Takshila. Melodious music and colourful lights all around make the complex even more attractive. Inaugurated by President APJ Abdul Kalam on November 6, 2005, this awe-inspiring marvel uses cutting-edge technology and science - all powered by Cummins.

**Powering the magic of Mystic India**

Cummins and channel partner, Sudhir Gensets Limited's (SGL) association with BAPS Swaminarayan Sanstha dates back to 2000. Shooting for BAPS' Mystic India was scheduled in 108 locations across India, from icy Himalayan peaks to the pristine shores of Kerala. There was one hitch: carting power to these remote locations. Competitors backed out. Cummins didn't. Going the extra mile, SGL deputed two service engineers 24/7 and five Cummins silent gensets mounted on trucks. Post-film production, these gensets were installed at the Akshardham construction site. SGL, too, stayed on, providing the required support.

**Special power for special needs**

Fast forward to the year 2005 - to the back-up power requirement for the Akshardham Temple. Akshardham's management wanted a supplier that complemented their own work style - extremely professional, qualified, knowledgeable with the ability to deliver to the most exacting needs. SGL fitted the bill. Plus, confidence levels in SGL ran high thanks to a series of projects executed across the Country for BAPS Sanstha. The choice was easy: *only Cummins.*

Cummins and SGL understood the finer nuances too; silence during the daily *aarti*, for one and loads driven by Delhi's extreme weather conditions as another. Putting the finest technology to work, the Cummins-SGL team designed a genset configuration capable of taking on full loads in just a few seconds with very low noise levels. The team then commissioned two 750 kVA, one 380 kVA and one 160 kVA Cummins silent gensets and also trained the Akshardham's technical team on operating the complete power generation system.

As millions receive spiritual enlightenment by living the Swaminarayan Akshardham experience, Cummins gensets work on, silently lighting up this divine abode, day after day, without fail.



Former US President, Jimmy Carter with wife Rosalynn

## Cummins Power Generation (CPG) volunteers participate in the 2006 Jimmy Carter Work Project (JCWP) at Malavli



Cummins Group strongly believes in responsible Corporate Citizenship. With the aim of converting this belief into active philanthropy, Cummins India Foundation (CIF) was founded to contribute towards the cause of socio-economic development in India. Over the years, CIF as well as other Cummins entities have actively participated in various Corporate Social Responsibility (CSR) activities.

One such opportunity beckoned for volunteers to construct homes for the under privileged in October 2006 when Habitat for Humanity (HfH), a non-profit organization in association with Jimmy Carter Work Project (JCWP) 2006 embarked on a project to construct homes for 100 families in Malavli, a small village close to Lonavala in Maharashtra. Project Malavli is a part of *indiaBUILDS*, an ambitious program undertaken by HfH to provide better housing for 2,50,000 low-income Indian families, over the next five years.

Eager to avail the smallest opportunity that helps make a difference to the lives of those less fortunate, CPG

joined hands with HfH and nominated 18 volunteers to build houses in Malavli along with skilled workers, corporate volunteers and the former US President, Jimmy Carter. The enthusiastic volunteers joined thousands of other volunteers from India and around the world to build houses for local families in need of decent and affordable housing.

What followed was a week-long (Oct 29- Nov 3, 2006) high-paced construction activity accompanied with exhaustion, sunburn and sore muscles as the volunteers toiled relentlessly to complete the 360 sq.ft. sized 100 low-cost houses.

### A little goes a long way

For the 18 CPG volunteers it was the most memorable moment when the proud owner Smt. Indubai Bhau Dalvi stepped into her newly constructed home with a renewed hope of a respectable and secure life for herself and her family - a family that has overcome obstacles far greater than any we face in our day-to-day lives. As a corporate donor, CPG also donated

Rs.15,000 to HfH for each volunteer participation, amounting to Rs. 2,70,000.

"I hope the exhaustion, sunburn and sore muscles faded away fast, soon to be overtaken by the joy of knowing



Smt. Indubai Bhau Dalvi with grandson

that, through your efforts, you made a real difference to a family. In a few weeks Smt. Indubai Bhau Dalvi will move into a new home along with 100 other families with a renewed hope for a secured life made possible by the support extended by corporates such as yourself", said Mr. Peter Selvarajan, CEO of Habitat for Humanity India.

### About Habitat for Humanity

The Habitat for Humanity (HfH), a non-profit organization seeks to alleviate poverty by providing decent homes to the poor and less privileged. Through volunteer labour and corporate donations, HfH builds simple houses, financed with no-interest loans to the owners. In addition, homeowners invest 300 hours of 'sweat equity' labour into building their Habitat house. Till date, HfH has built more than 13,000 homes across India.

## PGBU Vadodara shifts to a new office complex



Customer proximity and plenty of office space to grow were the reasons due to which PGBU's Vadodara branch office moved to the smart, new 900 sq. ft. premise at Tithi Complex.

Mr. Rampraveen Swaminathan inaugurated the new office on October 5, 2006 and warmly welcomed the PGBU

Vadodara team. Mr. Sudhir Seth from Sudhir Gensets Ltd., graced the occasion.

The Vadodara office can be reached at: **Cummins Power Generation** 301, Tithi Complex, Opposite BPC Road, Vadodara 390 007. Tel.: (0265) 654 0390



## Cummins Low Horsepower product van zips through the lucrative markets of Western UP

In a 13-day exclusive Road Show blitz across Western U.P. between October 5 and 17, 2006 Cummins' Low Horsepower business, along with channel partner, Jaksons Ltd., visited

## Road Show goes straight to customers and industry experts

seven small but potentially lucrative cities - to introduce the 40 kVA acoustically enclosed genset.

Encouraged by the response to the Road Show organized earlier across the North-West parts of the Country, traversing across towns of Koshi, Vrindavan, Mathura, Agra, Firozabad, Hathras and Aligarh, PGBU has increased focus in the booming small scale industries segment in North India. PGBU used the Road Show to drive sales growth by targeting prospects and industry experts in the region. Team synergy and good coordination ensured

a good turn out and an impressive list of enquiries.



## CPG authorizes 21 sales dealerships of channel partner, Powerica

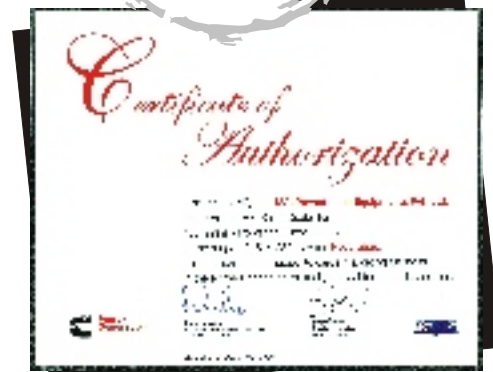
Cummins Power Generation (CPG) added 21 sales dealerships of channel partner, Powerica Ltd., to its list of authorized dealerships in its efforts to "One Face to Customer".

A key criterion to qualify for the coveted Cummins Authorized Sales Dealership status is consistently good performance for five years. For Powerica sales dealers that have measured up to stringent Cummins standards, the initiative has been well received by all.

Three more dealerships are currently under review, and are expected to come into the Cummins fold soon.

The 21 Sales Dealerships to have

received the authorization are as follows; Prerana Electricals & Engineering Co., GenPower Systems, Excel Engineering Services, Dubeer & Sons and Superpower Generators Pvt. Ltd. from Maharashtra; Shri Laxmi Engineers, MAS Generators & Equipments and Power World from Tamil Nadu; Softrays Diesel Power, Streakline Enterprises and Powerade Dealers & Engineers from Kerala; Dubeer & Sons (in Hubli and Bangalore), Maroor's Sales & Services, Sine Wave Generators, Vinayaka Services, Potential Engineers Ltd. and Prakash Sales Agency from Karnataka; and Powertheme Equipments Pvt. Ltd., Cauvery Marketing and SSR Enterprises from Andhra Pradesh.



## Cummins gensets delivered with spot financing at SBI Loan Mela

**October 14-15, 2006, Patna:** The Country's largest bank, State Bank of India, disbursed loans to hundreds of borrowers to allow them to purchase gensets at the two-day mega Loan Mela held in Patna.

For Cummins Power Generation and channel partner, Jaksons Ltd., the event

offered excellent business potential. The Cummins booth attracted 135 visitors and generated 35 enquiries. What made the Cummins offer more attractive were added bonuses such as free annual maintenance contracts for new buyers, free service and engine check-up facilities for existing users of Cummins gensets, and rebates for spares.



Last quarter, Cummins Power Generation (CPG) held a series of seminars featuring the entire product range.

With smaller towns and cities promising to have good business potential, teams from PGBU and channel partner, Jaksons Ltd., organized seminars in towns such as Haridwar, Rudrapur and Guwahati.

The three crowd-pulling seminars introduced the Cummins brand, vision, global and national presence, and range of products. First up in the

## Haridwar, Rudrapur and Guwahati play host to Cummins Power Generation

product presentation sequence were the Low Horse Power (LHP) products known to deliver a power-packed punch in a compact size: its low fuel



Snapshot of the seminars:



Haridwar Seminar drew an attendance of 70 prospective customers and resulted in 10 leads for LHP and 20 for HHP.



Guwahati Seminar had 25 prominent customers from organizations like the Indian Railways, IIT Guwahati, BSNL and Dishnet. The seminar drew a response of 7 LHP and 6 HHP leads.



Rudrapur Seminar had a gathering of 70 prospects which generated 8 LHP and 9 HHP leads.

consumption, economical costs, smaller footprints, emission compliance, safety features and Class of Insulation make these little gensets a big hit for low horse power back-up requirement.

Next on the list was a detailed High Horse Power (HHP) presentation that covered the range, product drivers and various controls. Jaksons Ltd. gave ample customer referrals and presented the low noise acoustic enclosures while CS&S discussed after market support and service, warranty, service contracts and reconditioning.



## Seminar empowers electrical team of Tirupati Tirumala Devasthanam

accommodation, hospitals and charitable facilities is managed by TTD. Providing uninterrupted power on a scale

of this size is challenging, but Cummins has been doing so for the past 20 years.

As the temple complex and its power needs continue to grow, PGBU invited 75 TTD electrical personnel to participate in a seminar on October 11, 2006 at Tirupati's Hotel Kalyan Residency. Cummins and CS&S teams shared with the audience gathered; recent product updates, developments in controls and the intention of holding training sessions for the genset

operating staff to facilitate ease in product operation, service and maintenance.

As part of our ongoing Customer Communications program, we conduct customized seminars focusing on various aspects related to our products and services. These seminars target existing and prospective customers and their needs. If you feel that seminars such as these would help you as well as other customers understand and address back-up power and related issues, we would be happy to customize one to suit your needs. To request for a customized seminar, please write in to [sangeeta.robison@cummins.com](mailto:sangeeta.robison@cummins.com)

Dignitaries present :  
Mr. E.K. Babu, HOD - Naveen Diesels  
Mr. Bola Tandon, Director - Powerica Ltd.  
Mr. Kotilingam, SE (E) - TTD  
Mr. Venuprasad, Channel Manager, Hyderabad

A product seminar with Tirupati Tirumala Devasthanam (TTD) was held to share the information about latest Cummins products.

Tirupati, a temple town in Chittoor district, is home to Lord Sri Venkateswara temple, the second most visited religious centre in the world. The complex comprising the temple,

## Cummins helps DSM Group to process sugar at lower cost

DSM Group is one of the biggest sugar producers in North India, with factories across Uttar Pradesh and Uttaranchal. When production lines needed 24/7 rental power for the short harvest season, Cummins stepped in to boost production and uptime.

**Limited season. Unlimited power.** Every day through the harvest season, DSM Group processes tons of sugarcane into sugar. The plants operate continuously, seven days a week. The season is short, work is time critical, there's little margin for downtime or power failures.

After experiencing disruptive power supply season after season, DSM's top management advised their units to independently manage their rental power needs. Bids were called for and existing providers put forth their proposals, confident that their previous work references and low-cost gensets would clinch the contracts. An offer from Cummins Power Generation (CPG), a new entrant in consideration by DSM Group raised eyebrows.



**Fuel cost versus genset cost** "At first account, we didn't stand a chance," says Mr. Tanmoy Choudhary, Business Development Manager - Rental Business, Lucknow. "However, we had proposed exactly what the Group needed, short-term rental power at significantly lower costs." Fuel consumption charts of competitor gensets unraveled this puzzle. Although priced 35-percent less, these gensets were fuel guzzlers.

Competitor gensets were of no match when pitched against the features of newer Cummins models. Armed with these details, the Cummins Sales & Service - CPG team magnified the fine print: Cummins gensets are big on features, big on fuel economy and big on cost savings. DSM Group's Mr. Mukesh Verma, Group GM, Production, and Mr. Alok Bansal, GM, Dhampur unit, were convinced. In one shot Cummins won the contract for three DSM units in U.P.

In May, the first order of four gensets was placed (one 250 kVA and 500 kVA



each for the unit in Dhampur and two 1000 kVA gensets for units in Asnoli and Bijnor) which was followed by a repeat order of three more Cummins gensets for Dhampur (two 500 kVA and one 1250 kVA). Production at the three DSM Group plants moved full steam without any power hiccups. At Dhampur, the three 500 kVA Cummins KTA19G4 sets in synchronized mode made the initially installed VTA170G sets redundant (VTA 170G burned fuel at 100 litres/hour compared to KTA19G4 at 86 litres/hour).

This season's sugar production at full power and lower fuel costs at DSM Group is all set to reap richer rental power business yields for Cummins Power Generation in the coming year as well.

## Benchmark vendor for a benchmark project

India's premier business address, the Hyderabad International Convention Centre is Dubai-based Emaar Properties' benchmark for infrastructure projects, and Cummins Power Generation is Emaar's benchmark vendor - one of the few suppliers to measure up to its optimal standards.

Spread over a sprawling 15-acre landscaped





environment, the Hyderabad International Convention Centre (ICC) is a stunning piece of architecture and technology. The centerpiece is the convention centre itself: a 4000-seat air-conditioned auditorium designed to expand to 6500. Adding more class to this urban space is the 287-room business hotel, Novotel Hyderabad. Little wonder then that the Hyderabad ICC is rated among the best in South-East Asia.

#### Wow all the way

An infrastructure project of this caliber comes with extensive power requirement, almost to the tune of 4MVA. With the highest standards of guest comfort in mind, even a moment's power loss is unimaginable, making the gensets that deliver a reliable supply of quality power equally important. Back-up power for this architectural magnum opus comes from two 500 kVA and three 1010 kVA Cummins diesel gensets powered by QST 30 G4 engines.

#### Cummins differentiation

Emaar selected Cummins for being the best fit in meeting the stringent criteria it had drawn up for identifying optimal generator power partners. Those criteria included a professional and competent organization, unrivalled technology and services, a proven ability to deliver within schedule, and impeccable after-market service. Competing vendors could not match up.

Cummins' channel partner, Powerica's excellent project association with the Emaar team previously at Vaneburg IT Park was an added plus towards winning the contract as also the features of PowerCommand® Control. Working to a challenging delivery schedule, Cummins successfully energized the centre in February 2006 by importing the gensets from Cummins Singapore.

Cummins and Powerica Hyderabad teams went into an overdrive working on aesthetically designed installations, international standards, and specially designed exhaust extensions for a uniform look. Even critical loads were distributed on multiple sets to negate power outages during events. In all, it's been nothing short of perfection.

## Delivering a technological masterpiece (RTPFC) for a foundry application

Shanthala Spherocast has implemented power quality monitoring findings and solutions given by Cummins to improve energy efficiencies.

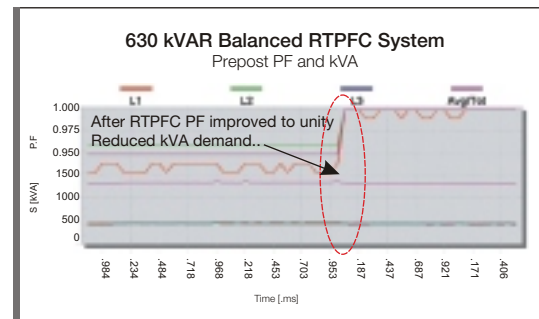
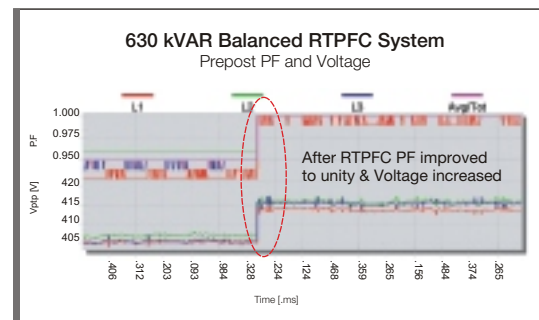
The huge electric arc furnaces (one normal and two medium frequency) in which iron scraps are melted release massive spikes of electrical energy that cause flickers in the voltage, harmonics and disturbances to the power system. For foundry units like Shanthala Spherocast, which operates from the industrial town of Shimoga in central Karnataka, power pollutions of this magnitude directly impact operations and profits. It's a hazard they could not afford considering the stakes involved in a highly competitive global marketplace.

"We had two key goals: to reduce power pollution and to improve the uptime of our production facilities," informs Mr. S. Rudragowda, Chairman, Shanthala Spherocast. Driven by these seemingly simple objectives, the Company was keen to explore innovations and advice.

#### Many questions. One answer.

Back in September 2005, CPG's Power Consulting division had made a presentation on "Power quality issues and its impact on Industrial productivity." This was an eye-opener for Shanthala Spherocast.

Various issues cropped up. Will the fault-findings and power consulting solutions be an overkill for an industrial plant like Shanthala Spherocast? What are the disturbance levels stipulated by national standards? Is a thorough analysis of a fault condition even necessary, to begin with?



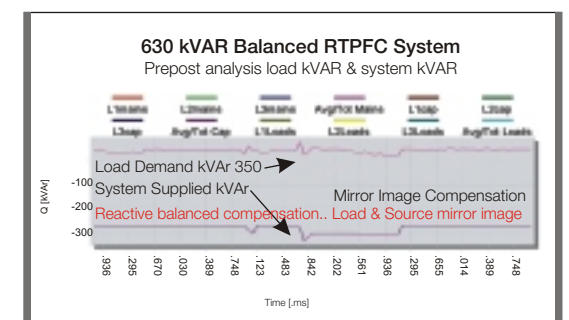
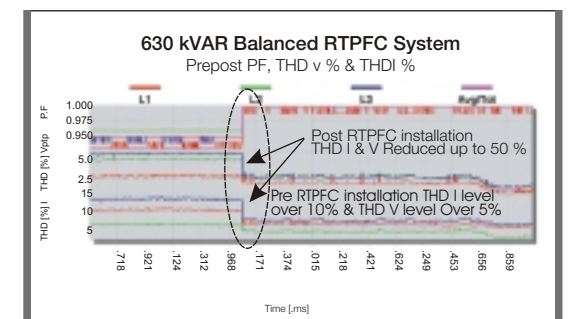
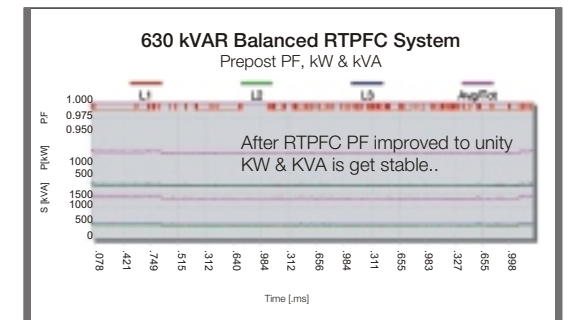
What exactly causes these faults? What are its effects on the surrounding equipment and production processes? How to monitor the harmonic levels in the power network and eliminate harmonic distortions efficiently? Is anything short of 100 percent power quality acceptable? Shanthala Spherocast realized Cummins Power Consulting had all the answers. After all, it was a question of profitable growth fuelled by a production capacity of 4000 tons per annum of grey iron and alloy cast iron castings.



Jointly, along with Shanthala Spherocast's Mr. Raghavendra Rao, the Power Consulting team quickly got down to the necessary testing. The team soon spelled out the findings of the detailed power quality analysis conducted at the Company's Shimoga plant. With the analysis of the findings complete, the challenge ahead was to optimize equipment performance by using the existing back-up power supply. Power Consulting's CII national award-winning RTPFC system, came to the fore.

To boost production capacity and still comply with power quality standards, the team designed and installed a balanced real time Reactive Power Compensation cum Harmonic Filtration System of rating 630 kVAR for 415 V/ 50 Hz 3-wire delta network. The system boosts efficiency and filters harmonic distortions in power factor control applications. Necessary incomer and protections were added making the solution compatible with both EB and DG loads.

The investments made in the Cummins power factor correction system have paid off. Power demand is down by 150 kVA, and cost savings are up. Evidently, Shanthala Spherocast's two-pronged target has been accomplished thanks to Cummins Power Generation.





## What's going in the radiator

*Deriving top performance and long life from an engine begins with rethinking about what is put into a radiator. If you're using conventional coolants, it's time to switch to 'Valvoline Koolant Ready to Use,' the best pre-mixed coolant for your radiator.*

Most engine failures, in fact nearly half, can be traced to cooling system problems. Coolant - mixture of water, antifreeze and additives, coat and protect internal working parts of the engine preventing corrosion and pitting, in addition to the more commonly known functions of coolants for freeze and boil protection.

So far so good. But what happens when the quality of water is poor or the mix ratio of water with coolant is incorrect? Corrosion. Pits. Leakage. More expenses for replacing coolants and poor maintenance. Worse, even radiator and engine failures. That's why the choice of coolant makes a huge difference to your engine and your pocket. Take a look at how 'Valvoline Koolant Ready to Use' can help your

engine.

**Valvoline Pre-mixed Koolant:** A new lease of life for the engine 'Valvoline Koolant Ready to Use' is a top-of-the-line coolant that meets JIS K-2234-94, Class 2 performance standards. Mixed with de-mineralized water, it is ready for direct use. It provides excellent protection for your cooling system and engine, and liberates your engine from the pitfalls of commercial coolant concentrates and poor quality water. Better still, it takes the guesswork out of the proper water-coolant mix ratio.

Highly recommended to give your Cummins Low Horsepower engine a new lease of life, 'Valvoline Koolant Ready to Use' is available in a standard 5 litre packaging. It is also gentle on rubber hoses and seals in cooling systems.

**Low on cost. High on performance.** 'Valvoline Koolant Ready to Use' saves you time and money by reducing the amount of additives and coolant you buy. Even coolant maintenance costs



are low without sacrificing on the coolant performance. Plus, longer engine component life and fewer repairs mean more invisible savings.

It doesn't just protect and guard longer against liner pitting and corrosion. Thanks to its superior formula, 'Valvoline Koolant Ready to Use' protects better. Also, it contains de-mineralized water and special additives that make hard water mineral deposits in the cooling system a thing of the past.

So if you want optimum performance and productivity from your Cummins Low Horsepower engine, it's time to give a second thought to what goes in the radiator. We recommend it's time to give the radiator 'Valvoline Koolant Ready to Use.'

## ON THE GLOBAL FRONT



### Cummins Power Generation partners with Earth University to generate alternative fuel source

Cummins Power Generation (CPG) partnered with Earth University in Costa Rica to develop a system that uses animal manure as a fuel source to generate electricity for the Earth University campus. The system works by processing pig and cow manure through a biological digester that separates the methane gas into an enclosed chamber. The gas is then consumed by an adapted CPG genset, powered by a Cummins B series 5.9 natural gas engine. The unit is a 40Kw system, capable of powering critical operations on the campus.

design and management of this system as part of their educational development. The digester and power generation system provide an additional benefit to the environment by consuming the naturally produced methane, a green house gas. Methane has over 20 times the global warming potential of carbon dioxide.

The Cummins team made the necessary design modifications to accommodate the digester gas. They designed the site installation plan to ensure a reliable fuel stream and

### Electrical power generation facility fueled by biogas

The biodigester system filters water drainage from farm operations to prevent pollution and contamination. Earth University designed the system to be employed by small farms in tropical regions of extreme heat and high rainfall. Students are trained in the

managed all aspects of the genset installation. This was a unique opportunity to provide a learning resource to future leaders in an area so critical to our Earth's climate. These future graduates will live and work in the environments that produce over 22 percent of the Earth's oxygen.

"As a technology leader, Cummins Power Generation is exploring ways to use renewable fuels to generate power in an economically sound and environmentally responsible way," explained Tom Linebarger, President of Cummins Power Generation.

### About Earth University

Earth University is a learning institution that was founded to provide a world-class education to economically underprivileged students who are native to the tropical regions of the world. Its mission is to provide a holistic education to its students, who will return to their countries and guide industries and societies through economic development that is environmentally balanced.

## Maintenance tips FOR YOUR CUMMINS GENSET

We hope that our regular feature on genset maintenance in Connexions has been useful in the daily maintenance cycle of your Cummins genset. This time we bring you tips to safe guard one of the most critical constituents of your genset- the battery, as well as guidelines to maintain the genset's cooling system. If followed diligently, these tips will help ensure trouble free operation of your genset.

### Battery

- Check the battery electrolyte level
- Check for loose connections
- Check for corrosion on battery terminals

### Cooling system

- Check for coolant level in the radiator. Secure the tank cap after checking.
- Check the condition of the fan belt

### Others

- Check for any loose connections
- Carry out regular cleaning

**PS:** Please contact your service provider for oil maintenance once in three months or on completion of 275 engine running hours. We recommend you also call your service provider in case of other problems like trouble starting, set tripping, abnormality or breakdown.



The previous issue's 'What's the Good Word?' contest drew a fantastic response of 337. It was tough deciding on the winner. That's why a lucky draw helped in picking a winner from the 323 all-correct entries.

**Mr. Praful Kenche from Magarpatta Township Development & Construction Co. Ltd. and Mr. Bhagat Pravin Janu from L & T won an iPod Shuffle. Congratulations!**

And for those of you who weren't so lucky... there's always another chance. Simply solve this issue's contest!

**W**hen Cummins wanted an authorized dealership in Haryana 25 years ago and was looking for a partner who could provide products and after sales service par excellence, SVAM Power Plants was the answer.

Take a 30-km drive from New Delhi to reach the lush green town of Gurgaon,

whether it's in the dead of night or the middle of nowhere. SVAM's hallmarks are its agility and dependability. Little wonder then that hospitals, milk plants and even customers 'lost' to competitors turn to SVAM for their most urgent, critical and demanding genset needs.

## SVAM Power Plants Perfecting Cummins service for over 25 years

one of the four satellite cities of the Capital. Some of the best known multinationals, automobile plants and elite real estate properties dot the landscape - giving enough reasons for SVAM Power Plants to open its 12,000 sq. ft. branch office and service centre in Gurgaon.

### Then and now.

Things were different in 1981 when SVAM first set up its works in Faridabad. At that time, Cummins wanted a partner to service engines in the Haryana region. SVAM matched up to Cummins expectations. It was a tough market that tested the worthiness of a service dealership, but nonetheless, it has done remarkably well.

From a modest beginning of 16 engineers servicing an engine population of 650 to the present 167-member team managing 3000 Cummins customers, SVAM has grown both literally and figuratively. In sheer numbers, this means servicing an engine population mix of about 1000 HHP, 2000 MHP and 2300 LHP Cummins engines - a grand total of 5423 engines. In the bargain, SVAM has earned the goodwill of customers in Faridabad, Gurgaon, Rewari, Bhiwani and Mahendergarh. Today, customers like Hero Honda Motors, Asahi Safety Glass, DLF, American Express and Escorts rely on SVAM for uninterrupted power supply.

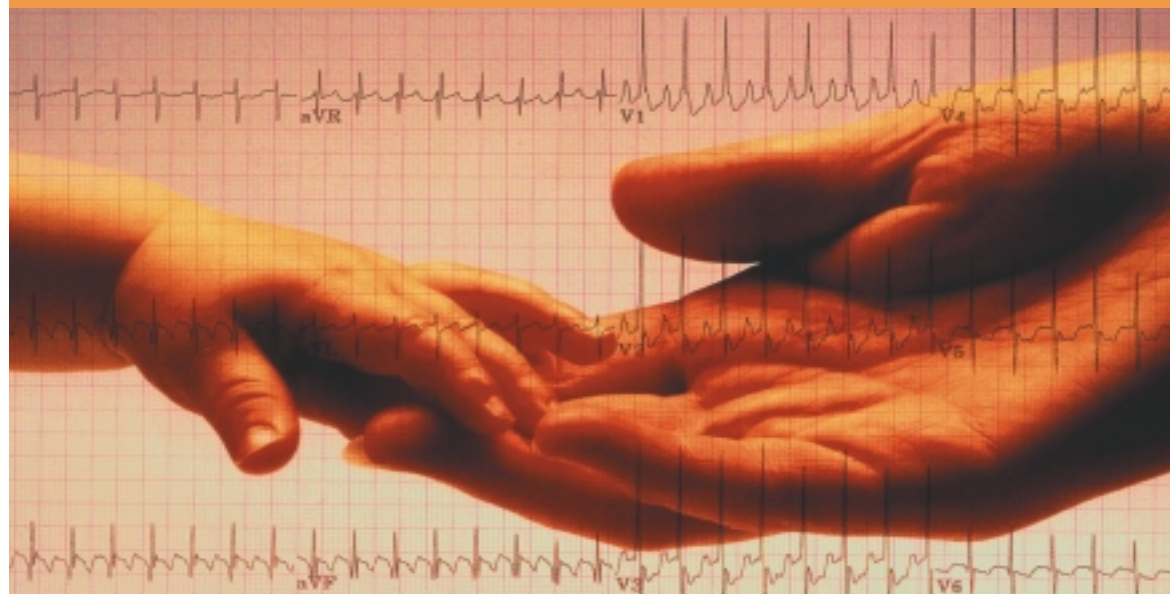
### Truly a one-stop centre

Big or small, SVAM extends 'red carpet' assistance to every customer



Back in Gurgaon, the SVAM service centre boasts of impressive facilities: fuel pump and injector testing, accessories, tooling and engine testing for reconditioning of Cummins engines. The Faridabad head office complements these with another fuel pump and STC injector testing system to cater to several Operation & Maintenance contracts with leading MNCs and other reputed customers. SVAM also markets LHP gensets for Sudhir Gensets Ltd., a CPG channel partner. SVAM Power is a perfect example of a one-stop shop for all Cummins customers and also supplies Valvoline Cummins oils to its customers.

# You can make a difference



You can join Samavedana in giving more than a friendly smile and comfort to deserving patients. Here's how...

For some patients, Samavedana works miracles giving them a second chance in life. Suffering from life-threatening and critical illnesses, these patients lack the finances to undergo medical treatment at specialist hospitals. True to its name, Samavedana strives to alleviate such suffering and hardship. Since 2003, the organization has been providing free-of-cost treatment at the Sahyadri Specialist Hospital in Pune for a wide range of critical medical areas.

As a responsible citizen, you can give more than kindness: you can donate generously to Samavedana to make that vital life-saving difference to someone's life. Financial sponsorships for surgeries and treatment can be one time / annual and for any amount. Through Samavedana, you can work miracles.



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