

# Empowering a brand's promise

The critical edge to world-class service

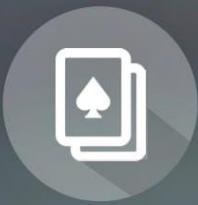
Hotels & Resorts · Casinos · Theme Parks



**KOHLER** Power Systems



Hotels & Resorts



Casinos



Theme Parks

## Your guests expect nothing less than the best you can deliver

For more than a century, Kohler has been offering gracious hospitality and a single level of quality for all its products and services across its family of businesses – Power, Kitchen & Bath, Hospitality and Real Estate. Kohler believes in extending this level of quality to power the growing hospitality markets worldwide.

Kohler Power Systems provides customised power solutions and trusted engineering backed by decades of expertise. Proven reliability is the distinction behind every designed solution.

Behind all services provided is the assurance of reliable power.

mission statement

**To improve the  
level of gracious  
living for those  
who are touched  
by our products  
& services**

Over **90** years of  
expertise in power  
generation

More than  
**800 locations worldwide**  
worldwide to provide service & support

**24/7** round the  
clock service



# The new landscape

The travel industry is among the largest and fastest-growing industries worldwide. The numbers of both leisure and business travellers have been increasing significantly since 2009. Asia remains one of the key travel markets with international tourism arrivals expected to grow exponentially over the next 10 years.

Changing demographics and travel needs place new demands on the hospitality industry. Rising affluence and improving transportation also give rise to new opportunities and challenges for the sector. A surge in hotel developments in China and new emerging markets and new gaming licenses awarded in new markets such as Philippines and South Korea have led the exponential growth in Asia.

Fast-growing hospitality businesses and the evolving needs of guests have elevated the need for reliable power supply to deliver world-class service standards to guests in the fast-paced and competitive industry.







## hotels & resorts

# Keep the fun going by never skipping a beat

The nature of global travel and leisure makes 24/7 a reality. Seamless service is now a must-have, not a choice. Business travellers and leisure seekers now enjoy increased service choices and greater connectivity.

The expected level of service has also reached a new level, with personalised options and round-the-clock attention.

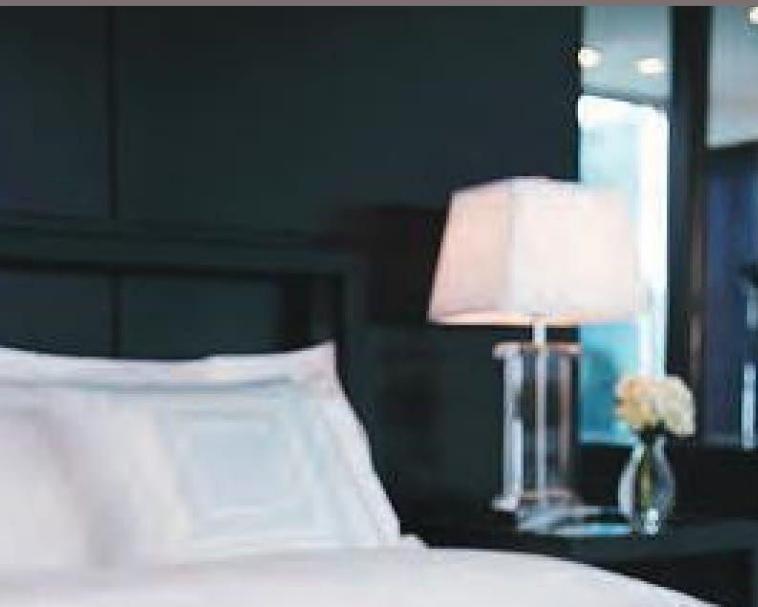
Besides excellent recreation facilities, interaction with guests through the hotel website, reservation system and other digital marketing platforms directly affects the overall brand impression. Foundation of a reliable power supply helps deliver trusted world-class service.



## Providing reliable backup power for hotels & resorts across Asia

Kohler Power Systems has supplied hundreds of generator sets to the hospitality sector of the fastest growing economies in Asia. This includes world-class, award-winning hotels and resorts in China, India, Indonesia, Myanmar and Vietnam. Partnerships with over 80 luxury and boutique hotels have seen more than 120 Kohler generator sets installed in Myanmar alone.

For a 5-star hotel in Mandalay, 7 generator sets ranging from 700 to 1500kVA were housed in a soundproofed room to minimise disturbance to hotel guests. 14 generator sets ranging from 400 to 1800kVA were supplied to 5 premium Vietnamese resorts to provide backup power. In Indonesia, an award-winning resort in Bali was installed with 2 units of 1100kVA generator sets that were equipped with remote monitoring functions. 2 units of 2000kVA Kohler generator sets were also supplied to one of the pioneer luxury hotels in Mumbai, India, along with an annual maintenance to ensure the generator sets are always in tip-top condition.



Located in the east corner of Suzhou, this 5-star German hotel has an area of about 100,000 square meters, with 23 floors and a total of 458 rooms. It is one of the few large-scale five-star hotels in the Suzhou Industrial Park.

The hotel had very specific power system requirements to provide timely and stable backup power. A low-noise level design was needed for the equipment room as it was close to the office for the hotel management staff.

A 1600kW generator set was installed in the basement of the hotel. To achieve a sound level of 60dB, sound attenuating materials were used for the walls of the equipment room. A reserved cavity was used for the roof to reduce the reverberant sound in the equipment room.



Silencers with high flow resistance and forced ventilation equipment were also installed on the ventilation system of the equipment room to meet the requirement on the ventilation capacity needed for normal operation of the unit and reduce the wind resistance noise arising from the ventilation.

## hotels & resorts

### **Rest easy**

A reliable standby power system offers uninterrupted comfort and security for guests. In the event of power failure, the continuous supply of power ensures services are not disrupted and guests are able to evacuate the building safely when necessary. The ability to monitor the generator sets remotely ensures the hotel is able to respond promptly to power emergencies.

### **Standard of assurance**

A standby power system has to provide reliable backup power and adhere to international manufacturing standards and fire and safety regulations. Hotels are responsible for the safety of their guests and employees. A well-designed power system also maintains a low noise level and overall carbon footprint.

### **Plan ahead**

A backup power system should be scalable to cater for future increased demands for backup power. Installing larger than needed power supply systems and generator sets for possible future expansion is not the solution. This increases overheads due to unnecessary installation and maintenance and also diminishes the efficiency of the system. A modular power system effectively caters to expansion only when the need arises.

## **POWER CONSIDERATIONS HOTELS & RESORTS**



### **Peace of mind**

Offer uninterrupted comfort and security, focusing on achieving impeccable service. Respond to unexpected situations as brief delays rather than major interruptions.



### **Credibility**

Meet local and international fire and safety regulations for a safe environment for guests and staff. Safety is a pre-requisite to excellent hospitality.



### **Expandability**

Use a modular power system for optimal efficiency both in the short-term and long-term. Expand your system when the need arises to avoid wastage on unnecessary costs and maintenance.



casinos

## Be predictably reliable where the stakes are high

Build a brand of reliability as operational capability and reputation are interlinked. Excel at exceeding expectations with an eye on contingencies.

Gaming operations are highly complex enough. Dependable power is essential for the myriad of calculations and functions.

Casinos offer a wide range of recreation that includes gaming, pampering treats and dining enjoyment. Behind all that is the need for utmost security and safety, and guests and financial data protection. Customised power solutions are the norm rather than the exception.

casinos

# Earn the mark of distinction without a second of downtime

## Keep it running

A power failure can lead to losing important data and operational capabilities, causing disruption to guest activities. This goes beyond monetary loss. A prolonged power failure can have a devastating effect on the credibility and business reputation. A standby power system restores power within seconds. Seamless transfer of power supply from generator sets back to utility power minimises power disruptions.

## Rely on it

A reliable standby power system is more than just a combination of components from reputable manufacturers and suppliers. It is a well-designed power solution integrating different components that work in sync with one another. To protect the corporate integrity and personal guest data in an emergency, it is critical for the power system to monitor the status of utility power and ensuring backup generators are ready to supply standby power for daily operations.

## Quick response

Access to a skilled and reliable maintenance and support team which is able to respond quickly is crucial. A well-established distribution network provides the assurance of having timely recoveries no matter where the generator sets are installed.

## POWER CONSIDERATIONS CASINOS



### 24/7

Conduct seamless operations for a world-class experience. Maintain a high level of service for numerous operations through reliable backup power.



### Reliability

Use integrated components for efficient response and to secure confidential data. Ad-hoc setups increase the risk of disruptions turning into crises.



### Support

Ensure that you can call on a quick and timely response to a system failure. Prompt attention from a wide distribution network of service teams can successfully mitigate emergencies.



## Providing uncompromising backup power to casinos

Hong Kong - 2 casino projects located in Cotai, Macau. Both customers are owners and developers of casino gaming and entertainment resorts which needed uncompromising, reliable backup power for the casinos.

Kohler worked closely with consultants and contractors to provide detailed power solutions beyond standby generator sets. 8 units of 2000kVA and 9 units of 2250kVA generator sets were supplied between 2013 and 2014.

Power systems for both projects were put through numerous stringent testings to ensure systems respond to different emergency scenarios. Dead Bus Synchronization was also installed in the second project to fulfil high output and quick response.



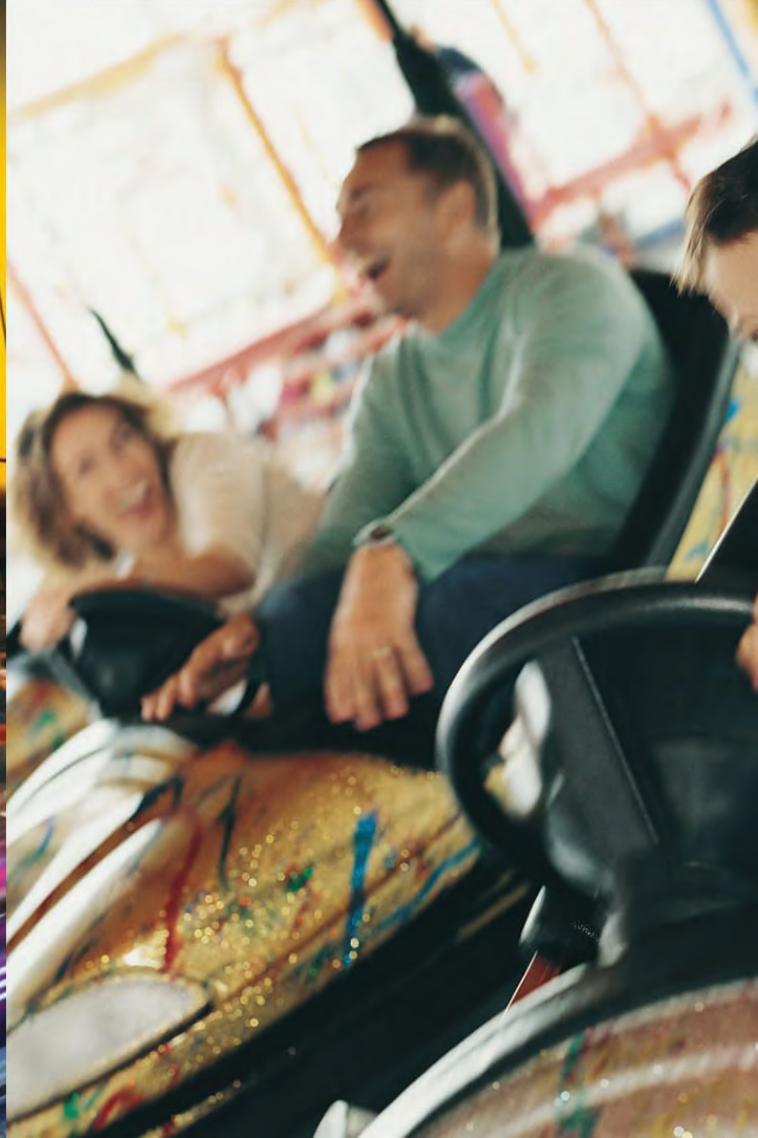


theme parks

## Keep the thrills coming without any disruption

The highs should never be accompanied by the low of an unexpected delay. Handle glitches without hassle and compromising safety.

Simple rides for kids and adrenaline-pumping sequences share the common needs of power and safety. Paying attention to differing power requirements creates a conducive environment for fun and excitement.



theme parks

# Ensure wonderful journeys and happy memories to bring home

## POWER CONSIDERATIONS THEME PARKS



### Safety

Never compromise the well-being of guests. Develop a complete contingency programme emphasising safety as the cornerstone of your service.



### Maintenance

Keep to a maintenance schedule while ensuring smooth operations. Regular maintenance without disruptions is a win-win for optimal service and safety.

### Safe and sound

The safety of guests is of utmost importance. A power failure might cause guests to be trapped on rides, in elevators or in any place with electronic doors. During emergencies, fire warning systems and water sprinklers may fail to operate due to a power outage. A proper standby power system guarantees that such safety measures are in place and the safety and well-being of guests are not compromised. Using a generator set provides backup power for critical operations in times of power failure.

### Maintain operations

Regular maintenance prolongs the lifespan of generator sets and keeps generators in good condition. A well-planned power system ensures easy access to the generator sets during maintenance. Maintenance should not disrupt on-going activities or cause disturbance to guests.



## The Kohler Difference

Rely on the provider of integrated and efficient power solutions to deliver service of world-class standards. Kohler offers total, uncompromising innovations for a range of challenges to help expand your unique business. Complete post-installation support ensures that Kohler keeps your success going.

### One-stop solutions provider

As a leader in power solutions with more than 95 years of excellence, Kohler provides a single source of integrated backup solutions. With EPA-compliant generator sets from 5 to 3300kVA and a full product line of automatic transfer switches, parallel switchgears and controls, Kohler is capable of designing and offering a multitude of applications, customised to individual business requirements.

### End-to-end project management

From initial contact through planning, execution to maintenance, Kohler provides complete end-to-end support. A dedicated project team assesses project requirements, manages and reports with full transparency and follows through with every stage of implementation.

### A team of power professionals

The Kohler team possesses a proven track record, leading design and engineering expertise, and a depth of technical knowledge. Kohler seeks to provide effective customized power solutions to protect your business from unnecessary downtime.

### World-class support and service

With an extensive global service and distribution network spanning across multiple countries across continents, Kohler offers the assurance of 24/7 emergency support and prompt after-market service. Certified engineers and technicians are on-hand to respond with troubleshooting and advice at any stage of post-installation.

Selected projects around the world

# We are trusted everywhere

| PROJECT  | LOCATION          | SCOPE OF SUPPLY   |
|--|-------------------|---|
| <b>AUSTRALIA</b>   |                   |   |
| Redevelopment project that includes a hotel and casino   | Sydney            | 6 x 1540 kVA<br>1 x 1140 kVA<br>1 x 1250 kVA<br>2 x 2500 kVA<br>1 x 1900 kVA<br>1 x 800 kVA |
| <b>CHINA</b>   |                   |   |
| Hotel with more than 70 year's history   | Hengshan          | 1 x 1750 kVA  |
| International hotel chain with 75 five-star hotels   | Suzhou            | 1 x 1800 kVA  |
| High-end business hotel  | Changfeng         | 1 x 1285 kVA  |
| Hotel company with 4000 hotels worldwide   | Haikou            | 2 x 2800 kVA  |
| One of the largest hotel brands in the world with hotels in 78 countries   | Qingdao           | 2 x 2000 kVA  |
| Guesthouse   | Pengzhou          | 1 x 250 kVA   |
| Luxury hotel group that won the Best Business Hotel Chain in Asia Pacific in the Business Traveller Awards in 2014 | Qin Huang Dao     | 1 x 1850 kVA  |
| <b>HONG KONG</b>   |                   |   |
| Oceanarium and amusement park with over 80 attractions and rides   | Hong Kong         | 1 x 800 kVA   |
| Resort on Lantau Island with hotels and a theme park   | Hong Kong         | 1 x 40 kVA  |
| Temple Street hotel  | Hong Kong         | 1 x 300 kVA   |
| Tai Yuen Street hotel  | Hong Kong         | 1 x 1000 kVA  |
|  |                   | 1 x 400kVA  |
| <b>INDIA</b>   |                   |   |
| Beach hotel  | Calangute         | 1 x 325 kVA   |
| 3-star hotel   | Kollam            | 1 x 377 kVA   |
| Beach hotel  | Belgaum           | 1 x 200 kVA   |
| Beach hotel  | Kolhapur          | 2 x 380 kVA   |
| Beach hotel  | Tamil Nadu        | 1 x 380 kVA   |
| 5-star hotel   | Kolkata           | 1 x 320 kVA   |
| One of Asia's largest hotel company with 93 hotels   | Chennai & Kolkata | 1 x 1500 kVA<br>1 x 1000 kVA  |
| <b>INDONESIA</b>   |                   |   |
| Subsidiary of a multinational hotel brand with over 3000 hotels worldwide  | Jakarta           | 2 x 1100 kVA<br>2 x 1500 kVA  |
| Award-winning luxury resort with 290 hotel rooms and more than 70 villas   | Bali              | 2 x 1100 kVA  |
| <b>MACAU</b>   |                   |   |
| Developer and operator of casino gaming and entertainment resort facilities  | Macau             | 2 x 1100 kVA  |
| Developer and operator of high end hotels and casinos  | Macau             | 2 x 1100 kVA  |
| <b>MYANMAR</b>   |                   |   |
| Green Hill Hotel   | Yangon            | 1 x 200 kVA<br>1 x 341 kVA  |
| Grand Amara  | Nay Pyi Taw       | 3 x 500 kVA   |
| Hotel Mandalay   | Mandalay          | 1 x 573 kVA   |
| Royal President Hotel  | Nay Pyi Taw       | 1 x 573 kVA<br>3 x 500 kVA  |
| Sedona Hotel - deluxe 5-star hotel   | Mandalay          | 2 x 727 kVA<br>2 x 157 kVA  |
| Various luxury and boutique hotels   | Various locations | 80 x 20-1500 kVA  |
| <b>TAIWAN</b>  |                   |   |
| Cultural Centre  | Taipei            | 1 x 1250 kVA  |
| 5-star hotel that won the Golden Stone Award for architecture in 2014  | Mei Fu            | 2 x 1875 kVA  |
| <b>THAILAND</b>  |                   |   |
| Theatre for Thailand's arts and cultural heritage  | Bangkok           | 3 x 1000 kVA  |
| Subsidiary of a multinational brand of hotels with over 3000 hotels worldwide                                      | Bangkok           | 2 x 440 kVA   |
| Upscale French hotel group with over 20 yrs of operation in Asia Pacific   | Bangkok           | 1 x 1250 kVA  |
| <b>VIETNAM</b>   |                   |   |
| Resort in the Lam Dong province  | Dalat             | 2 x 500 kVA<br>1 x 1800 kVA   |
| Largest entertainment and tourism complex in north Vietnam   | Hanoi             | 1 x 1000 kVA  |
| Beach villa resort   | Danang            | 1 x 630 kVA   |
| Spa resort   | Nha Trang         | 1 x 630 kVA   |
| Global hotel group with over 100 upscale hotels across 50 countries  | Ho Chi Minh       | 1 x 1500 kVA  |
| A leading international hospitality & spa company with over 70 spas & 30 resorts                                   | Lang Co           | 6 x 1500 kVA  |
| Prestigious spa resort   | Nha Trang         | 2 x 400 kVA   |
| Subsidiary of a multinational brand of hotels with over 3000 hotels worldwide                                      | Hanoi             | 4 x 1500 kVA  |
| 5-star hotel   | Ho Chi Minh       | 5 x 1800 kVA  |

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GSF-744 3/15  
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