Marine Power Generation – VOC 2018

Lucy Faulkner
## Agenda

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Onan Marine

Current product line -
- What additional features do you
  - NEED
  - WANT
  - LIKE TO HAVE

Future Product line -
- Power outputs
- Capabilities
- Features
  - Classifications
  - Single and 3ph
  - 3 Housing versions
  - Controller options
C Power in current format....

- Current Portfolio for Commercial Marine:
  - K50-CP: 1050–1240 kWe
  - K38-CP: 764–920 kWe
  - K19-CP: 335–460 kWe
  - 6C-CP: 136–170 kWe
  - 6C-CP RAD: 136–152 kWe
  - 6B-CP: 80–99 kWe
  - 6B-CP RAD: 74–92 kWe

Ship’s Service Power
Ship’s Emergency Power
What....

- Supplied as Keel-cooled or Heat Exchanged
  - The 6B & 6C include Radiator cooled options too.
- Marine Society Classed available (ABS, BV, DNV-GL, LR and others).
- Level 0 available – this means Engine, Alternator, Baseframe & Test. The panel & Electronics are supplied by the customer or packager dependent on requirement.
- C Power are currently ordered the same way as any engine – on COLS.
- Daventry & Darlington plant own the orders
Vision of the future...

- All Cummins Marine Auxiliary engine models (6B up to QSK95) attached to any Cummins Stamford & AvK Alternator model
- Regional Packaging Partners – we set the high quality standards
- Drawings available for all possible combinations
- Guides –
  - Sales
  - Technical
  - Installation
- Parts catalogues supplied (tailorable to customer requirements)
- Warranty available for 2 years from date of shipment (subject to terms)

- Training available for Sales and Engineering teams
- Promotional Materials regionally located
- Unit certification available on all major components
- Emission solutions available for EU, IMO & EPA
- Reference Lists / Materials
C Power – what do you need / want?

- Ratings
- Emissions
- Features
- Capabilities
- Classifications
- Partners
Diesel Electric Propulsion

- QSK95-DEP
  - Does what we have support your sales format?
  - Do you know what we have? Where it is?
  - What else could we add to it to make you more successful?

- Other –DEP offerings
  - What do you need?
  - Do you know what we already have available?
  - Do you need training to better understand what to ask the customers?
AOI