



# DIRECTORS AND TECHNICIANS OF OUR DISTRIBUTORS IN LATIN AMERICA VISIT INMESOL'S FACILITIES IN SPAIN



Latin American Distributors, Directors, Technical and Sales Manager of Inmesol.

A few of our Latin American distributors from Dominican Republic, Guatemala, Paraguay, Uruguay and Ecuador recently visited us in order to **present and analyse** the market situation in **South America**. They had also the intent to visit our **facilities and production process** and to increase their technical knowledge about the **engines and innovative features** that INMESOL is incorporating to the **Generator Sets**.

They showed a special interest during the explanations that the **Production Manager – Jose Luis Solano** – gave them. Mr. Solano showed them also the facilities and the different stages of the production system. The **International Sales Manager – Ramón Solano** -, the **Sales and After-sales Engineer – Sergio Frutos** – and the **Sales Manager in Latin America – Luis Navarro** – joined them during the visit as well.

**Detailed** explanations about each stage, provided by the host, were **highly appreciated** by our visitors.

They were very surprised at the automation of the most of the **process** related to the manufacture of **Gen Sets**. Our visitors were especially interested in **painting installations** and mainly in the previous **treatment** that the sheet steel parts receive before being painted.

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Sheet stage in Production line: Welding Robot.



Several moments of the visit and training.

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But the unanimous opinion was about the **capacity** of INMESOL for **assuming** all the manufacturing work on an

**“ IT'S SURPRISING THAT EVERYTHING IS MANUFACTURED BY INMESOL! ”**

assembly line and in a **controlled** way, without the need of outsourcing but the engine and the alternator.

After visiting our facilities and once they have watched how the manufacture process was, the **Technical Training Sessions started**.

Because of this, we counted on the help of our engine suppliers **FPT, VOLVO PENTA and KOHLER**.

Moreover, each of the manufacturers offered, in addition to a presentation that emphasised the special features of their engines, a theoretical-practical explanation about the most relevant aspects regarding the **maintenance and repair**.

We spent four days of intense activity, where besides **achieving their objectives** our distributors enjoyed a program of **cultural activities** in the city of Murcia and a teambuilding time



Hands-on training given by Sergio Frutos of INMESOL and Fernando Sirgo of Volvo Penta.



Moments of practical and theoretical training.



Visit Murcia and delivery of diplomas.

where undoubtedly we have reinforced our **links of collaboration**.

**Jose Luis Solano Baño, founder and president of INMESOL** wanted to personally thank each and every distributor for their visit and the **interest** they put in our organization. He also valued their dedication to know our products in depth which is essential for a **good commercial strategy**.

He took himself charge of the hand over of the accrediting **diplomas** to each participant.

# GENERATOR SETS IN PORTS



Inmesol Generator Set in Stockholm Port.

## Why are generator sets necessary in Ports?

Due to the growing need and noticeable trend in developed countries to control **pollutant emissions to the atmosphere**, rules and standards are becoming stricter than ever.

Taking into account **ships** that berth at **ports**, which have considerably increased in number, the pollution impact cannot be ignored and depending

on the city and its characteristics that could have a profound or lower impact on the environment.

Traditionally, ships use their own energy when **berthed** at port using **auxiliary engines** located inside them. **These engine's emissions and their noise pollution** –mainly at night – have a strong impact on our environment causing great inconveniences for those who live and/or work in ports or surrounding areas.

Nowadays, there are several solutions to reduce **pollutant emission registered** in ports. All of them have in common that ships:

- › turn off **auxiliary engines** which consume heavy fuels on lay days;
- › use cleaner sources to carry out daily tasks in the port that need energy and prevent harmful acoustic and air pollution.

A **high investment in infrastructure** is necessary in order to allow power to be supplied **from shore to ship** since it is necessary to use the electric grid of the port city to connect the ship to the existing shore socket of **power supply** in the dock.

There are substations in springs that have switches, circuit breakers, a transformer, an automatic ground switch, safety equipment such as protective relays for transformers, **communication systems between ships and port** and in most cases **frequency converters** to adapt the local grid voltage to the ship's. In addition, it is necessary to have a management system for the port wires. On top of that, the ship needs an additional electric panel board and in most cases a step-down **transformer**.

If we take into account **the cut down on fuels** for ships, we could say that investments are capitalised in a short period of time. Furthermore, it is easier to meet **strict standards** for energy

conservation and reduction of carbon blueprint which are stated in each country.

Another complementary solution is the use of **generator sets** when ships berth in port. It offers various voltages and frequencies according to what the ship needs.

There are several advantages in having a **generator set on a mobile kit** in a port. It:

- › adapts to different voltages and frequencies that ships may need;
- › is movable and could **be easily taken** to any part of the port where ships are berthed that is not possible for other systems mentioned above;
- › uses low emission engines that meet the standards of European **STAGE IIIA**
- › does not run with heavy fuels;
- › is soundproofing and make **barely any audible sounds**.
- › could be also used to feed refrigerated containers keeping perishable food cold for those that have to stay in port for some time.

**Stockholm Ports** have chosen **INMESOL generator set** for various uses in their ports located in the city.

## TAILOR-MADE GENERATOR SET FOR EXTREME WEATHER CONDITIONS

In the heart of Norwegians' mountains we can now find a customised tailor-made **30 kVA generator** in **10-foot Container** specially designed for a **country house**.

It is a **Stand-by genset for main failure**, containing series of generator accessories that makes it perfect to withstand extreme weather conditions.

One of these accessories is the **air inlet and outlet controlled by a motorized system** that closes windows completely to protect the inside from low temperatures. Besides, they have a **filter** that prevents dust water and snow from getting inside.



A **heating system** – fed by an **electric grid** – keeps the appropriate inner temperature for the **genset** to start in **case of emergency**.

**Internal lighting** allows users to work inside with closed doors.

Once it reaches its destination, its appearance will be **'upholstered'** and customised to match the place where it is going to be located in order to not alter the natural surroundings



©Knut Bry photo from Juvet Hotel website

## NATIONAL OFFICE OF RAILWAYS IN MOROCCO -ONCF- TRUSTS INMESOL GENERATOR SETS



The **National Office of Railways in Morocco – ONCF** is currently taking part in an investment program for developing, launching and carrying out **significant infrastructure projects**. Its goal is to foster mobility of persons, goods and services.

It has a strategic customer oriented vision and among its main challenges, there is the task to **construct of a new high-speed train network** and update and modernize the exiting **conventional network**.

For the above-mentioned challenge, the number of rail tracks between Kinitra and Casablanca has tripled and has doubled from Settat-Marrakech. **Installation Safety** has been strengthen and stations have been built, renovated, etc.

Several types of **stand-by range Generators** with various powers have been installed by **TER** that is the installation company. This has taken place in different ONCF stations located in several cities of Morocco through our distributor **KYAGEM SARL**.

**ONCF** has chosen our generator sets mainly because they are adaptable to the variety of **power supplies** that exist in Morocco.

## TRAINING COURSE GIVEN BY INMESOL TO TECHNICAL ENGINEERS OF ONFC IN MOROCCO

Hakan Ericsson and Antonio Mármol, two of our expert engineers went to **Rabat -Morocco-** to give a **course** two weeks ago. The course was aimed at engineers, technical installers and maintenance staff of **ONCF – National Office of railways of Morocco –** and **TER (Travaux Electriques et Réalisations)** that is the **installation company**.

In our previous article we informed about the purchase of several INMESOL

generator sets as part of the investment THAT ONCF is making for launching and implementing significant infrastructure projects in the main cities of Morocco.

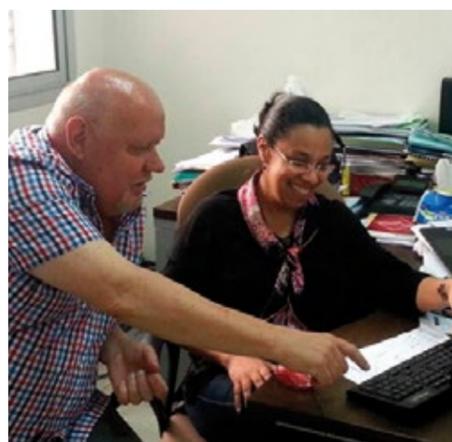
**This training** was organized to show the engineers and technicians, both those in charge of the facilities and those in charge of the maintenance of generator sets, all the performance capabilities depending on where the generators sets were installed.



Ing. Hakan Ericsson sending programmes from laptop to control panel of a generator set



Training times.



All attendees had many **concerns**. Apart from the set content of the course, all enquiries were answered during the two-day training sessions.

Interesting topics that were brought up:

- › To program the control panel of DEEP modules (**threshold of the settings and timers**) to be able to react to fluctuations on the grid and installations.
- › Generator sets that function with **low current charging**
- › Usage of **expansion modules**
- › Different **protection** for DSE control management.
- › Download of **“Config-suite”** from DSE website

› How to use DSE control unit for:

- › Transfer pump
- › Switch off management of non-essential charging or powering
- › Artificial power management to obtain a minimum power

In order to make the training more efficient, the theory was later double checked and clarified in a **practical** environment with a stand-by generator set.

After a two-day intensive training, the group celebrated and shared productive moments during a delightful lunch.

**25** Years **INMESOL** 1990 / 2015  
POWER SOLUTIONS

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Inmesol, S.L. company with ISO 9001 quality management system certificate and ISO 14001 Environmental Management System Certificate for the: "Design, manufacture, marketing and technical assistance of power generators, lighting towers, welding generators, tractor with PTO generator and hybrid generation systems."



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