

**COMPANY PROFILE-INTRODUCTION LETTER,**

We wish to introduce ourselves as the Direct Dealers for **MTU** POWERED GENSETS.

We Assemble, Supply, Install, Market and design each and every component of our Generator set. We have a team of well-qualified and experienced Sales Engineers and Service Engineers. We are totally committed to our Customers' satisfaction and our 'After- Sales - Service' extends beyond Installation, Commissioning, Customer Training and Emergency Service Supported by Service Engineers with Mobile Phones. We also undertake A.M.C. contracts. In a nutshell, ours is a company with **CAPABILITY - COMMITMENT - CALIBRE and CLASS.**

Our principals **M/s MTU Motoren- und Turbinen-Union**, are World's largest multidimensional Engineering Organisation and Pioneers in the field of Diesel Engine manufacturing for all applications such as Marine, Heavy Truck, Train, Electrical Power Generators, Military tanks etc. The company has been introducing innovative technology through collaboration world-wide and introduced in **India** a wide range of Diesel Engines in association with our company; the range starting from 1010KVA to 3500 KVA, L.T-415v / H.T- 3.3KV, 6.6KV, 11KV, HZ-50/60, @ 0.8PF.

Our Product Literature is enclosed for your ready reference.

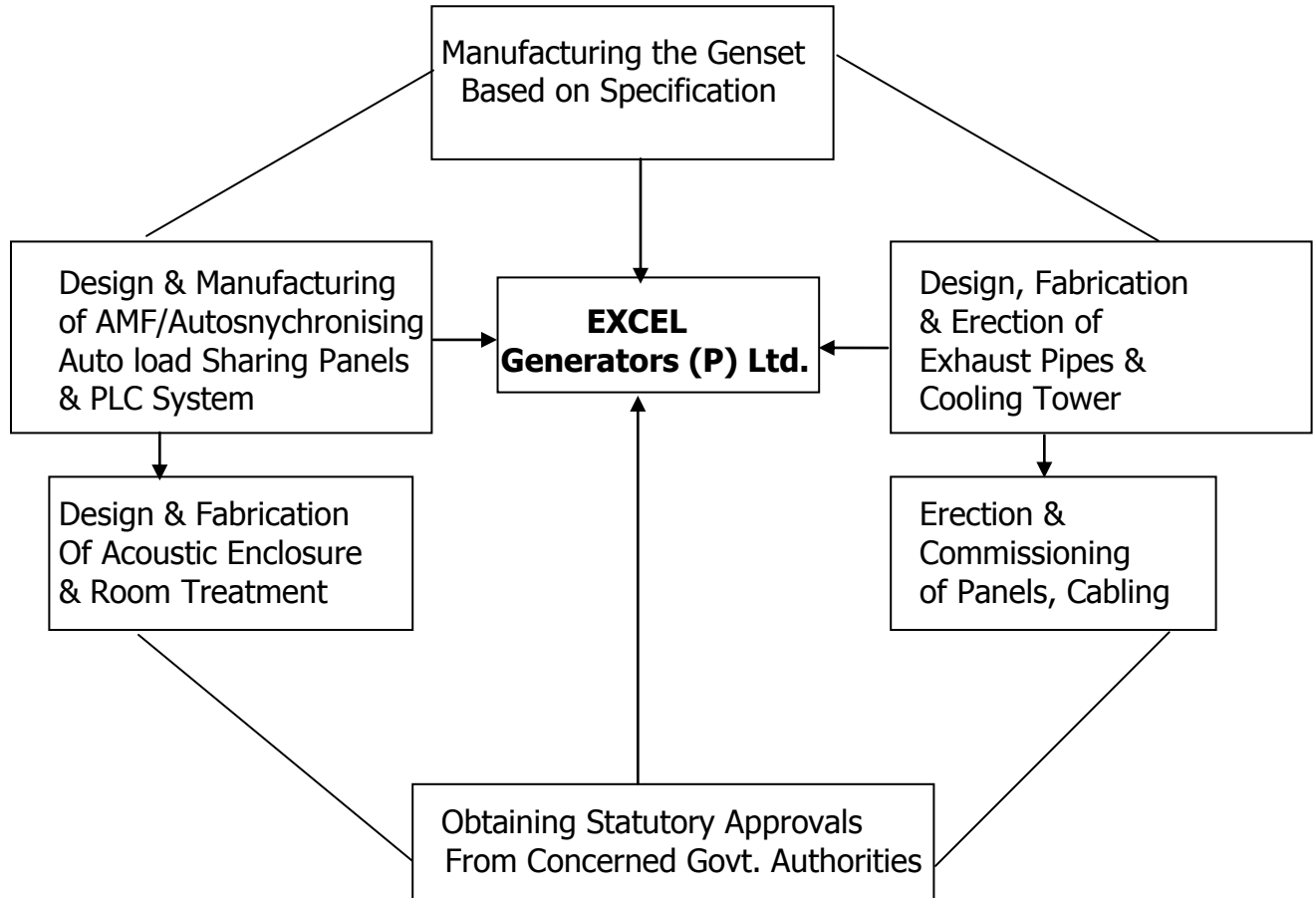
## **PRESTIGIOUS PROJECTS COVERED BY US:**

**We, EXCEL GENERATORS PVT. LTD.** have executed and successfully completed Prestigious Projects for various **Industries & Commercial** Sectors such as:

- **SOFTWARE TECHNOLOGY PARKS**
- **HOSPITALITY CONCERNS**
- **FOOD PROCESSING UNITS**
- **AGRICULTURAL / FARM UNITS**
- **INDUSTRIAL MACHINERY MANUFACTURING UNITS**
- **COSMETICS PROCESSING UNITS**
- **AUTOMOBILE SPARES MANUFACTURING UNITS**
- **GRANITE/MOSAIC PROCESSING UNITS**
- **TEXTILES / PAPER INDUSTRIES**
- **IRON / STEEL CASTING INDUSTRIES**
- **AUTOMOBILE SPARES MANUFACTURING UNITS**
- **ELECTRONIC INDUSTRIES**
- **OTHER GENERAL INDUSTRIES**

**Some of our most reputed clientele are listed in the Annexure A & B**

## TURNKEY CONCEPTS



## **SALIENT FEATURES OF OUR ACTIVITIES**

Besides being Distributors for G-Drive, EXCEL GENERATORS PVT.LTD. in co-ordination with our sister concern M/s. EXCEL POWER SYSTEMS, mainly look after the functions of Erection and Commissioning of the DG Sets supplied to various clientele. Inter-alia, this unit is also involved in the following activities :

- 1) Design, Drawing and application of Exhaust Piping, Fuel Piping, Breather Line Piping etc.,
- 2) Design, Manufacture and supply of all Standard Control Panels, AMF Panels etc.,
- 3) Design and Execution of Acoustic Enclosure and Room Treatments with due regard to ventilation for the Heat Dissipation and Aspiration for the Generator Set. A complete Engineering is involved in this field as well,
- 4) Conversion of Engine Mechanical Parameters into Electrical parameters to achieve Maximum efficiency in the DG Set,
- 5) Auto Synchronising and Auto Load Sharing system for any combination ranging from 225 KVA to 2000 KVA DG Set,
- 6) Extending round the clock Service to the Customers during the warranty period,
- 7) After the warranty period is over, Annual Maintenance Contract is entered into with the Customers and thus 'after sales service' is continued for Perfect and Efficient working of DG Sets,
- 8) Procurement, Stocking and supply of all spare parts and consumable required for replacement due to wear and tear and according to periodical requirements.

## **CUSTOMER RELATIONS**

- Initial communication with customer is done by our Managing Director. Sales Engineers also do aggressive Marketing activities individually and collectively and generate enquiries for the Gensets
- The enquiries so developed are attended to with utmost promptitude and Quotations / Offers sent on time and also followed-up periodically at the Head Office
- Techno-Commercial meetings are promptly attended to and meaningful discussions are held and clarifications offered with a view to achieve the result and Customers are effectively motivated to go in for our Products explaining all Salient Features.
- Annual Plan to Monitor Changes in Customers attitudes is also prepared
- Service Manager Takes Care of the following :
  - a) Acting immediately to solve the Problems registered. Where it is found essential, Principal's assistance is sought for and the problem rectified
  - b) Maintaining the Customers' Records
  - c) Drafting Service Engineers to the Work Spots according to their Skill / Experience and the nature of complaint registered and also for periodical AMC visits
  - d) Raising indent for spares
  - e) Procurement of New / Special Tools
- **Special :**

**Where it is so required and warranted by the customer, we also arrange to provide temporary Gensets till the arrival of ordered Genset as a stopgap arrangement. We have 2 Nos. of 750/800 KVA Gensets for such eventualities.**

## **TOOLS & EQUIPMENTS**

- All sophisticated specific Tools for maintenance , dismantling and assembling of DG Sets are Available.
- Electronic Instruments / Gadget's viz., Remote Tachometer, Multimeter, dB Meter, etc., are available
- Innovation is carried out to develop instruments / tools to suit eventualities
- Sufficient sets of Tools are available at hand tips for service people. Two Engineers with assistants are deployed to take care of Tools Section
- Ineffective tools are being replaced periodically
- Special tools of 2000 & 4000 Series for Servicing MTU Engines available at stock
- We are having Air Compressors and steam generators for cleaning purposes