

Cummins generator sets are ensuring uninterrupted supply of Khmer Beverages' popular beer and soft drink brands in Cambodia.



BREWING UP A STORM

Khmer Beverages has achieved incredible growth in eight years.

From zero to 4.5 million hectolitres (450 million litres), creating one of Cambodia's strongest beer brands from scratch, and all that in just eight years: this is what Khmer Beverages has managed to achieve.

In 2009, the dream of setting up a brewery took root in the Leang family, owner of parent company Chip Mong Group which had no experience whatsoever in the field of beverage production. There were many who said it couldn't be done.

The rest, as they say, is history.

Asked how the incredible growth had been achieved, Meng Leang, president of Chip Mong Group, responded: "Iron discipline, principled family values, outstanding team spirit and absolute dedication, combined with an unswerving will to succeed."

Lofty goals set.

Not surprisingly, further lofty goals have been set, with Khmer Beverages targeting a market-leading share for its beer of 45 per cent by 2022. The company's expectations are also high for its soft drinks which were added to its product portfolio in 2016 and today have soared to an annual production of 200 million litres.

"We've had no issues with the Cummins QSK23 generators... they have been very reliable."



In front of the new Cummins QSK60 genset, back row, from left: Choum Soknin (Khmer), Kim Siong Ang (Cummins Singapore). Front row, from left: Sean Huong (Lotus Green Team), Suradet Sujiseomkul (Cummins DKSH), Sak Kau and Ratana Seng (Khmer).

Cummins DKSH began its partnership with Phnom Penh-based Khmer Beverages in 2011 when the first Cummins gensets were installed at the brewery to provide emergency power – three 900 kVA units powered by Cummins' QSK23 engine.

Khmer Beverages chief engineer Sak Kau points out that reliable emergency power is critical for brewing which is an energy-intensive and complex process – even with the aid of modern automation and equipment. If this process is interrupted due to a power outage, a large volume of production could be ruined.

"We've had no issues with the QSK23 generators... they have been very reliable," confirms Sak Kau. He points out the generators haven't been sitting idle, recently operating continuously – apart from stoppages for routine servicing – for two months due to power shortages caused by drought which slashed hydro-power output.

New Cummins gensets.

With the recent major expansion of Khmer Beverages' beer and soft drinks production plant, an additional power station has been built housing two new 2500 kVA Cummins generator sets powered by one of Cummins' most widely-used high-output diesel engines globally, the QSK60.

The generators were installed by the Cummins DKSH dealer in Cambodia, Lotus Green Team, which has extensive experience in major power generation projects and a reputation for quality customer service. Not surprisingly, considering the steep growth of Khmer Beverages, there is plenty of space for further generator installations alongside the QSK60 units.

Khmer Beverages refers enthusiastically to the "passion that flows into every bottle and can" of its products – a passion that is expanding and will no doubt see its beer and soft drinks provide refreshment and sociability to an increasing number of people not only in Cambodia but also in other countries around the world. ■



The three 900 kVA Cummins QSK23 gensets that have performed faultlessly since 2011.



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