



Six Cummins QSK60 generator sets provide the emergency power for the international shopping mall and 32-level premium office tower.

LIFE CYCLE COSTS CRITICAL IN SHANGRI-LA DECISION

Lowest life cycle cost was the key to the selection of Cummins QSK60 generator sets for the massive, world-class One Galle Face development by Shangri-La in Colombo, Sri Lanka.

The cost analysis focused on the six emergency power generators required for phase three of the development which consists of an international shopping mall and premium office tower. The mall consists of 250 retail spaces spread out over seven floors while the office tower comprises 32 levels with world-class facilities.

“We looked at a number of generator brands in a competitive tender process and carried out a comprehensive analysis of whole-of-life costs,” says Hershyan Tan, project manager for phase three of the One Galle Face development.

Cummins No.1 in cost analysis.

He reveals the Cummins QSK60 gensets “weren’t the cheapest in terms of capital investment” but emerged No.1 when all factors were weighed up – performance, fuel efficiency, maintenance costs and aftersales support.

The Cummins brand is represented in Sri Lanka by Trade Promoters Ltd (TPL), a highly reputable family company which equipped the Shangri-La hotel at One Galle Face with two Cummins QSK60 gensets.

They have also carried out the installation and commissioning of the emergency power system for One Galle Face shopping mall and office tower.

The One Galle Face development has the best address in Sri Lanka, which is only minutes from the Colombo Central Business District, is within walking distance of tourist hotspots, and overlooks the magnificent Indian Ocean.

Shangri-La...famous global brand.

It is certainly an impressive addition to the portfolio of Shangri-La Group, one of the world’s most famous and luxurious hotel brands. The group currently owns and/or manages more than 100 hotels globally in 75 destinations.

“Shangri-La Group is an extremely quality conscious customer that likes things being completed on time.”



Shangri-La's One Galle Face development includes world-class hotel, international shopping mall and 32-level premium office tower.

Colombo is a thriving metropolitan city and gateway to Sri Lanka, which was named the best country in the world to visit in 2019 by the influential travel guidebook - Lonely Planet. In fact, the country is described as "irresistible" by Lonely Planet.

The first QSK60 genset installation at One Galle Face was in the Shangri-La hotel which opened its doors in November 2017 and has had rave reviews in travel publications. Bringing a new level of luxury to Colombo, it boasts of more than 500 rooms, including 34 suites and 41 serviced apartments across 32 floors, as well as six restaurants and bars.

The hotel's 2000 kVA standby gensets certainly haven't been sitting idle. In the analysis of life cycle costs, the QSK60 rated No.1 for fuel efficiency which has become essential in recent months with the generators having to provide power for four hours a day due to blackouts. A drought in Sri Lanka has slashed hydro-power output by around 50 percent, forcing the rolling blackouts.

The six QSK60 gensets required for the seven-level shopping mall and 32-level office tower at One Galle Face were also operating well in advance of the opening of this complex during the second half of 2019.

Quality conscious customer.

"Shangri-La Group is an extremely quality conscious customer that likes things being completed on time," says Ranil Fernando, managing director of Trade Promoters Ltd. "We had to have these six generators running by late October (2018), well before the scheduled opening of the complex during the second half of 2019. Utility power wasn't available at the site until January 2019, so generator power was needed for testing the chillers, transformers and other equipment."

The six gensets provide 100 percent redundancy for fail-safe power supply and comprise four units with a 2500 kVA standby rating and two with a 2000 kVA prime rating.

Each genset incorporates Cummins Power Command digital paralleling equipment and also features Master-less Load Demand (MLD) technology that enables the generators to start/stop



Ranil Fernando, managing director of Trade Promoters Ltd, Cummins' long-standing distributor in Sri Lanka (right) with Junyi Cheah from Cummins Power Generation in Singapore.

automatically based on load demand. Five of the generators have 11 kV Stamford alternators while one is a 400V unit.

The generators are installed in an acoustically-treated room, the resulting noise level being a low 75 dBA at one-metre with all six running at 75 percent load. Fuel supply to the generators includes one 40,000-litre tank located outside and six 1,500-litre day tanks.



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Aftermarket support critical.

A performance stipulation for the generators is that they are all on-line within 15 seconds in the event of a power outage, which they actually achieve in 13 seconds.

After-market support rated highly in the analysis of tenderers for the Shangri-La business. As project manager Hershyan Tan explains: "We actually visited each tenderer to assess their support capability locally, to have a look at their facility and their equipment."

Trade Promoters Ltd takes a lot of pride in its work, and its customer-focused business approach, especially after-market support which was important in the final analysis of both life cycle costs and dependability of its support. ■