

## **RPCONNECT PRODUCTS: CHINA VERSUS USA**

1. CUMMINS HAS LICENSED DESIGNS TO CHINA, BUT THEY ARE NOT CUMMINS USA.

**RPCONNECT GENSET ARE COVERED BY CUMMINS USA WARRANTY**

2. CHINA USES VERY INFERIOR MATERIALS THAN DOES THE USA AND THEREFORE THEIR EXPECTATION OF LIFETIME IS ½ TO 1/3 OUR USA PRODUCT.

**RPCONNECT GENSETS ARE DESIGNED TO LAST WITH PERFORMANCE 10 TO 20 YEARS.**

3. CHINA PRODUCTS ARE LESS FUEL-EFFICIENT THAN USA PRODUCTS DUE TO DESIGN, CONTROLS AND ELECTRONICS USED ON THE GENSET. A CHINA PRODUCT WILL BURN 5 TO 10% MORE FUEL FOR THE SAME kWh. OUR PRODUCTS COST OF FUEL PER kWh = 11.34 PHP, BEST IN INDUSTRY. OUR FUEL SAVINGS AUXILIARIES WE CAN REDUCE THAT TO 9.67 PHP PER kWh (OR LESS). OUR CHINESE SUPPLIERS WILL BE ABOVE AT BEST 12 PHP.

**WITH RPCONNECT THE PRICE IS THE SAME BUT WITH A MINIMUM OF 2 PHP LESS FUEL CONSUMPTION PER kWh, NOVOSOL MARKET LEADING FUEL CONSUMPTION. THE FUEL SAVINGS IN 1 YEAR WILL PAY FOR THE ENTIRE GENSET PURCHASE.**

4. OUR PRICE IS BASED ON A COMPLETE TURNKEY INSTALLATION INCLUDING GRID CONNECT (\$25,000 EST.) AND BREAKERS AND TRANSFORMER (\$25,000 EST.).

**RPCONNECT PRICES ARE THE SAME \$350,00 PER GENSET WITHOUT INSTALLATION.**

5. OUR PRODUCTS ARE BROUGHT HERE LOAD TESTED AT THE FACTORY. THEREFORE WE HAVE NO "NEW EQUIPMENT" FAILURE. A CHINA PRODUCT WILL NOT. THAT IS WHY THE FIRST OIL CHANGE IS IMMEDIATE AND USUALLY FILLED WITH METAL SHAVINGS... ENGINE KILLER.

**RPCONNECT GENSET ARE HIGHEST QUALITY AND RELIABILITY AT THE SAME PRICE.**

6. EMISSIONS, OUR PRODUCTS HAVE NO BLACK SMOKE AND USA TIER 4 EMISSIONS. BLACK SMOKE IS A SIGN OF POOR QUALITY, ITS JUST UNBURNED FUEL AND NOX, CO2 AND CO EMISSION IS A DESIGN AND CONTROLS FUNCTION.

**WITH RPCONNECT YOU GET BEST EMISSIONS AT THE SAME PRICE.**

### **THEREFORE**

A. WE HAVE THE SAME PRICE \$350,000

B. WE WILL DO A COMPLETE TURNKEY INSTALL INCLUDING POWER GRID CONNECTIONS, BREAKERS AND TRANSFORMER FOR \$50,000. WITH A TRAINED AND EXPERIENCED FILIPINO BASED SERVICE AND SUPPORT GROUP.

C. OUR PRODUCT IS THE BEST QUALITY, BEST EMISSIONS AND OUR FUEL ECONOMY IS THE BEST IN INDUSTRY AND OUR REAL COST TO BUY AND TO RUN IS THE BEST IN THE PHILIPPINES, EVEN VERSUS A CHEAP CHINESE COMPETITOR.

**OUR FUEL SAVINGS (\$400,000 TO \$500,00 PER YEAR) WILL PAY FOR OUR UNIT IN 1 YEAR OR LESS.**

**THEY SHOULD BUY ON FUEL COST PER kWh: OURS IS 9.67 PHP PER kWh**

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