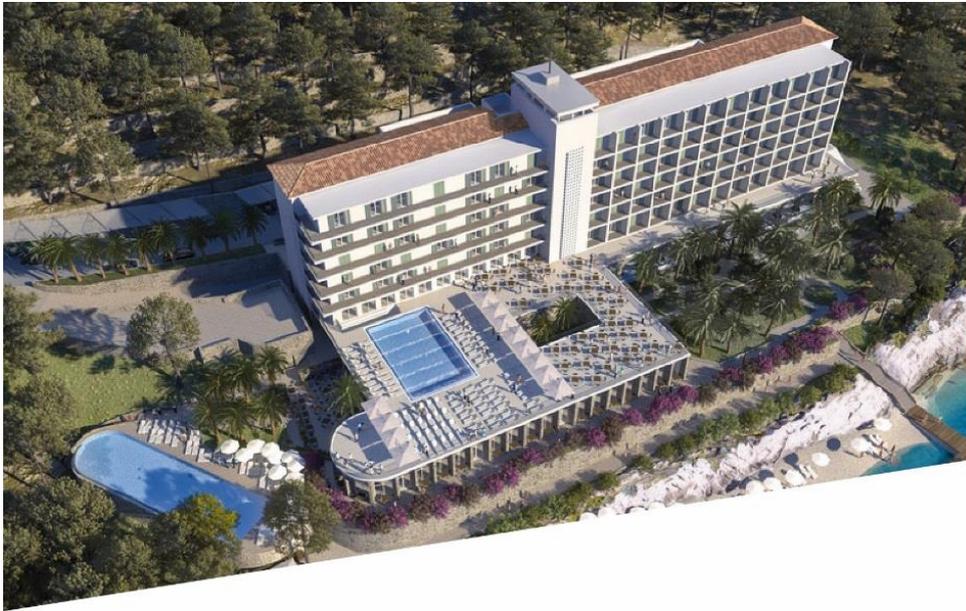


CUSTOMER: TUI BLUE JADRAN HOTEL

POWER PLANT: 1 x KD1100

LOCATION: TUCEPI – CROATIA



KOHLER-SDMO SECURES THE ELECTRICITY SUPPLY FOR THE TOURIST INDUSTRY

TERTIARY BUILDINGS

With 14 million tourists in 2015, Croatia is a major player in tourism on both a European and global scale. The beauty of its 1,800km of Adriatic coastline and its 1,087 islands are Croatia's main tourist attractions. The country is also renowned for its rich cultural heritage combining Byzantine, Roman and Venetian influences. Six sites also boast UNESCO World Heritage status, forging a strong link between multiple civilisations and cultures. **Accounting for some 20% of GDP alone, the tourist industry has become a key sector for the Croatian economy.** However, between 1990 and 1995 the sector suffered, experiencing a collapse in tourist numbers during the violent wars of Croatian independence from the Republic of Yugoslavia. With peace returned and independence declared, considerable efforts were made to restore the image of the country and to erase the memory that, just a few years previously, Serbian troops were pounding the towns and cities. The Serbo-Croat war caused significant damage to infrastructure and buildings. It is estimated that some 25% of destroyed buildings are still yet to be rebuilt. The country therefore currently suffers from a lack of tourist infrastructure. Since the country plans to double its tourist numbers by 2020, an adequate number of hotel complexes must be built to cater for the sustained growth in tourism in the country.



**EXPRESSION OF NEED:
AN 1100 kVA GENERATING SET FOR A FULLY
RENOVATED HOTEL ESTABLISHMENT**

Hotel TUI BLURE Jadran located in Tučepi in the south of Croatia constitutes one of the symbols of the country's touristic renewal. This hotel complex was the first Yugoslavian hotel on

the Adriatic coast. Freshly renovated for the 2017 tourist season, the building has 161 bedrooms over 7 floors offering an unbeatable view over the sea and the mountain of Biokovo. Located just 66km from Split, the hotel offers excursions that will delight visitors keen to discover the riches of Diocletian's Palace.

In order to guarantee the quality of service in all circumstances, the TUI BLUE Jadran hotel decided to equip itself with a 1,100 kVA generating set to use in backup mode in the event of a power cut. The right generating set for the TUI BLUE Jadran had to meet major challenges in a number of areas:

- Human: if even the briefest grid outage is not offset by generating sets, there is a risk to the hotel's guests should they become stuck in a lift.
- Financial: the cost of a lengthy power cut would be considerable for the hotel given the likely number of cancellations and the impact on the image of the hotel.
- Legal: the hotel must comply with European legislation regarding the obligation to provide a continuous supply of electricity in public buildings. Failure to comply prohibits the running of a hotel business.



PROJECT IMPLEMENTATION: SELECTION OF A 1,100 kVA KOHLER-SDMO GENERATING SET FROM THE KD SERIES

KOHLER-SDMO and its distributor, MEP, won the hotel's tender contract up against multiple competitors.

The client made their selection from the brand new KD Series range of generating sets on the market since last October after 6 years in development. One of the particular features of this range is that it incorporates its own KOHLER engines manufactured in Europe.

The customer's decision was to select a top-of-the-range generating set in order to ensure performance quality. Thanks to the robust architecture and optimised combustion, the engines operate smoothly at low noise levels and with low vibration. The genset can also be covered by an enclosure further reducing the decibels. These are just some of the deciding arguments for the hotel company, which required reduced noise levels to avoid disruption to its guests.



Illus. 1: The KD1100 generating set in the enclosure version installed right next to the hotel



KOHLER-SDMO SOLUTION: A HIGH-PERFORMANCE DISTRIBUTION NETWORK

KOHLER-SDMO and its agent MEP have been working closely together for more than 10 years now. It is a relationship based on trust that enabled KOHLER-SDMO to press home the qualities of the KD Series, notably its excellent value for money. Thanks to the support of KOHLER-SDMO and its own communication abilities, our distributor MEP was able to faithfully convey all of these qualities and convince the TUI BLUE Jadran hotel in Tučepi.



KOHLER[®]
SDMO[®]

SDMO Industries

Headquarters: 270 rue de Kerervern - 29490 Guipavas - France

SDMO Industries - CS 40047 - 29801 Brest cedex 9 - France

Tel. +33 (0) 2 98 41 41 41 - www.kohlersdmo.com