

# Silent Partner

Tritex's Quarterly Electronic Publication for our Business Associates & Friends

## Cummins Onan & Tripower A WINNING PARTNERSHIP!



Angie, Tripower's General Manager with Cathy Buening Griffin, Executive Director of Cummins Onan Consumer

In October 2008, Executive Director of Consumer - Cathy Buening Griffin, was in Singapore to sign a further 3 year agreement with Tripower for the various countries within Asia. These countries include Singapore, China, Taiwan, Hong Kong, Maldives, Malaysia, Philippines and a recent appointment to Thailand.

Sam Lim, CEO for Tripower, said, "Cummins Onan is one of our major product and we have been distributing the brand since 1981. We are grateful for the trust and support given by Cummins Onan over the years and are honored to be able to sign a further 3 year agreement. With the recent appointment to distribute in the Thailand, we are confident that we are able to bring the Cummins Onan brand to greater heights as we reach out to both new and existing customers in Asia."

at the corner of the club (near the dry berth area) and will be under the care of our dynamic duo, Damien Hng and Yasmin Wijaya.

Visit us at RSYC and keep a lookout for special opening gifts and promotions at our store.

## Tripower @ RSYC has come to save the day!

Need a spare part for your boat but do not know where to get? Need someone to repair your boat issues but do not know who to call? Need a mailing address to receive posted items but do not have one? Never fear cause Tripower has come to save the day.

On the 5th Jan 2009, Tripower will be right at your doorstep with the opening of her 2nd chandlery shop at the Republic of Singapore Yacht Club. Her first chandlery shop was opened



in the sunny island of Phuket in 2006. Occupying a site premise of approximately 384 sqm, the shop is strategically located just



# **JOIN THE RVer's LIFESTYLE TODAY! THE LATEST TREND TO CATCH ON IN CHINA!**

In recent years, RV manufacturers have increasingly turned their attention to the Chinese market. Since year 2000, there has been a rapid expansion of the highway system and this has a direct effect on the development of the RV industry. With the added incentives by the government to develop campsites, the RV industry is fast gaining ground as shown by the recent interest by the (RVIA) Recreation Vehicle Industry Association in its foray into the Chinese market.

Let us look at the developments in Eastern China, Shandong, to have a better feel of the situation.

The SATA (Shandong Province Auto Travel Association) is a non profit organization that comprises of the Shandong Travel Association and the Shandong Department of Civil Affairs. Its primary objective is to promote tourism in the Shandong province and provide the framework of guidelines in the auto travel industry. This will help to foster closer relationship between the organization and the industry players. There will also be a positive effect on the infrastructure such as campgrounds, road networks and regulations.

Furthermore, the SATA is proud to announce Mr Michael Jones-GM for Cummins Onan business (Asia Pacific) and Mr

Michael Huang-GM for Tripower China operations as honorary consultants to the organization.

They bring with them valuable knowledge and expertise in their respective areas.



**Michael Jones  
General Manager  
of Cummins Onan**

Mr Michael Jones has been with the Cummins Onan organization for 20 years. He is currently holding the position as the General Manager for the Cummins Onan business for the entire Asia Pacific region. He is responsible for the execution of the business strategy and business expansion. His vast experience includes 15 years with the Consumer Group and he enjoys close and strategic relationships with both major suppliers and customers in the industry.

Under his leadership and direction, exponential sales growth is seen in both the Recreational Vehicles and Marine markets.

Michael has worked together with Tripower towards the expansion of our sales and support network since 1997.



**Michael Huang  
General Manager  
of Tripower China**

Another important factor for Tripower's foray in the Chinese market can be attributed to the efforts of Mr Michael Huang, General Manager of Tripower China operations. He is highly experienced in the marine market with a decade of contributions.

Under his leadership, Tripower has seen expansion from its Shanghai headquarters to a wide network of 7 offices across China including Beijing, Guangzhou, Hangzhou, Qingdao, Xiamen and Zhuhai. With his diligence in keeping up with the latest trends in the RV USA and Australian market, we strive to provide the leading RV manufacturers with new products.

**Upcoming : Maritime Vietnam 2009 @ Ho Chi Minh City  
25 - 27 February 2009**



## Showcase of Horizon Premier 130+ Super Yacht



The Premier 130+ has created much buzz and interest in the marine leisure industry as it ventures into the Super Yacht market. Its ranking as the world's top ten boat builders is firm proof of the expertise of Horizon.

Horizon was founded in 1987 in Taiwan by naval architect Mr John Lu. His primary goal was to create the top shipyard in Asia and one of the top five builders of motoryachts worldwide. The company presently has over 1200 employees and built over 500 luxury motoryachts to satisfied customers all over the world.

To defy the notion that yachts in the Far East are lagging behind their Italian counterparts, the Premier 130 is built to change this perception. The vessel exudes class and refinement through its architecture, clever use of materials and state of the art equipment on board. Hence, it comes as no surprise that Horizon Yachts has chosen to equip the vessel with top brand names like Cummins Onan and ASEApower, just to name a few. The vessel is powered by 2 X Cummins Onan 80kW generators and supported ASEApower's 75kVA shore power converter, all supplied from Tripower.



## CONGRATULATIONS! TO NORTHERN SUN!



Tripower sends our heartiest congratulations to Northern Sun for being in the top 15 of Asia's Super Yachts (Asia Pacific Boating). We are proud to be the one-stop supplier of equipment for MV Northern Sun.

Northern Sun is a 55 meters steel hulled yacht that was built originally as a research vessel and later transformed by one of Tripower's dealers (Harbour Yacht Services) to the forefront in the super yachts.

The complete list of equipment supplied by Tripower includes Tripower generators, Tripower synchronized panels, Cruisair chilled water systems, Sea Recovery water makers and ASEA Power shore power converters.

One of the main reasons why Tripower was chosen as a partner for this project was due to the wide range of products under our roof and the excellent sales and aftersales service by our personnel.

Feel free to contact us at [sales@tripower.com.sg](mailto:sales@tripower.com.sg) or visit our website at [www.tritex.com.sg](http://www.tritex.com.sg) to see how we can be a one-stop supply centre to all your equipment needs.

# Tripower - Now Hella Marine's Official Distributor!

Tripower is proud to be appointed the new distributor of Hella marine Products for Asia. Hella marine is a worldwide marine lighting specialist represented by over 30 sales companies in 40 countries.

The range was first created in 1925 by Hella KG in Germany and relocated to Austria in 1993. Today Hella marine is headquartered in Auckland, New Zealand - a country with a rich maritime history of boat building and yacht racing success.

The company designs and manufactures innovative lighting solutions for the marine, commercial transport and automotive sectors using advanced LED technology. Over a decade of LED expertise is now being channelled into sophisticated navigation and lighting systems.

With these products, Hella marine is a supplier to yacht and powerboat manufacturers, marine re-sellers and commercial fleets around the world.

Feel free to contact any of our branch offices for more information or visit <http://www.hellamarine.com/>



## Installation of Xantrex Inverter on Vehicles

Being the supplier of choice for has always been Tripower's commitment to our customers. Apart from selling equipment, we also provide application and installation advice to ensure that customer get the best out of our products.

Our latest project involves installation of a Xantrex inverter onboard a vehicle to supply an AC source for computer equipment. The Xantrex Prosine series was ideally suited as it provides clean Sinewave output for

applications involving sensitive equipment.

Assistance was provided in the following areas:

1) Wiring diagrams - Supplied customer with the circuit connection drawing (with correct wire and fuse sizing) to be submitted for the local authorities for approval.

2) Battery bank sizing- Assisted in analyzing load and battery bank sizing.

3) Checked that the charging alternator had sufficient current to charge the car battery and the inverter at the same time.

4) Installation- Advised on installation guidelines and recommended a suitable installer to perform wiring work and to make brackets to install the inverter

With a strong emphasis on providing value and results to our customers, we believe that our customer's success is also our success.



**Inverter mounted on a custom made base seen from the rear of the car. The red cables from the battery come from the under carriage. The inverter output is connected to the multi-plug socket outlet.**

**Battery cable and fuse connections to the inverter at the front of the car.**

