

## PRESS RELEASE



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### **Nursing home design-builder chooses MTU Onsite Energy generator sets for critical standby power at 13 new facilities**

*MTU Onsite Energy generator sets were selected for their 85 percent 24-hour average load factor, which exceeds industry standards.*

MOORESTOWN, N.J., July 10, 2012. – Burriss Construction Company, a large design-builder of post-acute-care nursing facilities in the Northeast, has selected emergency standby generator sets from MTU Onsite Energy for 13 of its current healthcare construction projects. The generator sets range in size from 300 kW to 600 kW and will be used to provide emergency standby power at the care facilities in the event of utility outages. A major factor in the purchase was the ability of MTU Onsite Energy generator sets to supply an 85 percent 24-hour average load factor compared to the industry standard of 70 percent.

“Instead of just meeting basic regulations – where standby generators are able to supply only certain critical loads at a facility – we made the commitment that our standby power systems should be able to power the entire load of each facility,” said Bill Burriss III, vice president, Burriss Construction. “When we learned that these generators were capable of



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higher load factors than other generator sets, it meant we could have more confidence in our standby power during extended outages.”

During the selection process, Johnson & Towers, the MTU Onsite Energy distributor in New Jersey, shared a technical white paper with Burriss that explained how generator sets with high 24-hour average load factor ratings can provide higher standby power capacity in extended outages. The average load factor capability also affects generator sizing and allows the use of a smaller generator set than would otherwise be needed.

“For example,” said Robert Shomo, senior vice president for sales of MTU Onsite Energy products at Johnson & Towers, “a 600 kW generator set with an industry-standard 70 percent 24-hour average load factor can only supply 420 kW during extended outages. If your electrical load is greater than 420 kW, then you would need a larger, more expensive generator set or risk damage to your unit. On the other hand, a 600 kW generator set with an 85 percent 24-hour load factor capability will supply 510 kW during extended outages – an additional 90 kW.”

“If I have to buy a 750 kW industry-standard generator set for thousands of dollars more to get the same kind of performance I get from a 600 kW with an 85 percent load factor capability, that’s a lot more generator than I need,” said Burriss, who also is a voice of experience on extended power outages. “We had nursing homes in New Jersey and Connecticut that were once off the grid for three weeks because of storm damage. We wound up bringing in rental generators because the standard emergency units we installed there could not perform in an extended outage.”

According to Burriss, the company’s construction projects have a heavy focus on energy efficiency and include such cutting-edge technologies as LED lighting, solar arrays, rainwater collection for operating toilets, geothermal heating/cooling, super insulation and even induction ovens in kitchens. In addition, even the ventilation system uses variable-drive fans that are computer controlled based on CO<sub>2</sub> levels in the building.



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“Instead of the fans running all day long, wasting energy by exhausting tempered air that has been either heated or cooled, they only run when they have to,” said Burris.

This focus on energy efficiency has reduced the power needs of Burris’ nursing facilities by 50 percent – which also reduces the size of the emergency standby generator set they need.

The first of the 13 new construction projects will be a 124-bed post-acute rehabilitation and skilled nursing care facility in Voorhees, N.J., to be operated by Genesis HealthCare, one of the nation’s largest skilled nursing care providers with over 200 facilities in 13 states.

Designed and built by Burris Construction, the facility will focus on patient activities and engagement in rehabilitation and will include all private rooms and hotel-like services. It is scheduled to be completed in late 2012.

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This 600 kW 12V Series 1600 generator set will be used by Burris Construction in several of its projects. It features an 85 percent 24-hour average load factor rating compared to an industry standard 70 percent.



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**About Burris Construction Company**

Burris Construction Company is a design-build group headquartered in Moorestown, NJ. An industry leader since 1973, Burris maintains an outstanding history of construction and development in the healthcare industry. With an analytical approach and a mix of operations, Burris ensures maximum efficiency through all phases. Burris remains on the cutting edge of technology designing care units that are logical and have more efficient flow of motion optimizing the benefits of patient care. Burris understands that when patient care is optimized through efficiency and design the bottom line becomes maximized. Burris Construction Company is also highly regarded as experts in the areas of commercial and residential development. [www.burrisconstructioncompany.com](http://www.burrisconstructioncompany.com)

**About Johnson & Towers**

The Power Systems Division of Johnson & Towers represents MTU Onsite Energy and their full line of gas and diesel generators in the densely populated Mid Atlantic states where there is a growing demand for mission critical power. With its team of experienced sales engineers and factory trained technicians dispatched throughout MD, DC, DE and NJ, Johnson & Towers has developed a reputation as a solutions provider to the diverse markets of healthcare, government, telecommunications and data centers, educational institutions, etc. Ancillary services such as load bank testing, fuel cleaning and filtration, switchgear and overall PM services provide necessary security to those applications where reliable power is essential. Contact information can be found at [www.JohnsonTowers.com](http://www.JohnsonTowers.com).

**About MTU Onsite Energy**

MTU Onsite Energy is a leading producer of diesel-powered generator sets from 30 to 3,250 kW and natural-gas-powered generator sets from 30 to 400 kW for standby, prime power and cogeneration applications. The company also provides automatic transfer switches, paralleling switchgear, controls and accessories for complete power system solutions. MTU Onsite Energy is a subsidiary of Tognum America Inc., part of the Germany-based Tognum Group. [www.mtu-online.com](http://www.mtu-online.com)

**About Tognum America**

Tognum America (formerly MTU Detroit Diesel) is a Tognum Group company and is responsible for the manufacture, sales and support of MTU and MTU Onsite Energy branded products in North and Latin America.

With its two business units, Engines and Onsite Energy, the Tognum Group is one of the world's leading suppliers of engines and propulsion systems for off-highway applications and of distributed power generation systems. These products are based on diesel engines with up to 9,100 kilowatts (kW) power output, gas engines up to 2,150 kW and gas turbines up to 45,000 kW.

The product portfolio of the Engines business unit comprises MTU engines and propulsion systems for ships, for heavy land, rail and defense vehicles and for the oil and gas industry. The Onsite Energy business unit supplies distributed power generation systems carrying the MTU Onsite Energy brand. These comprise diesel engines for emergency power, prime power and continuous power, as well as cogeneration power plants based on gas engines and gas turbines that generate both power and heat. Tognum's product portfolio also features fuel-injection systems built by L'Orange.

In 2011, Tognum generated revenue of around €2.97 billion and employs approximately 10,000 people. Tognum has a global manufacturing, distribution and service structure with 23 fully consolidated companies, more than 140 sales partners and over 500 authorized dealerships at approximately 1,200 locations. Since September 2011, Engine Holding GmbH, a joint venture between Daimler AG and Rolls-Royce Group plc, has a majority holding in Tognum. [www.tognum.com](http://www.tognum.com)