

# Cummins 20GSBB vs the Competition.

Two independent tests were recently performed comparing the (4) major brands of 20kw on the market today. A few notes including the CRITICAL finding of the cleanliness of power being produced from the leading 20kw sets being sold today:

**\* The power produced from Cummins Onan set is the very cleanest: highest quality - (ISO G Rating for Power Performance) Rating for Cummins Onan was BEST = G2 rating (the ONLY one to receive this rating) Kohler received AVERAGE rating per ISO Standard which equated to G1 rating which is equal to the cleanliness of power a portable generator produces or "Low Quality". Briggs and Generac followed with a FAILED rating, That is, their sets did not even receive a G1 rating. Tests will be forwarded at your request. The Last thing a homeowner wants running through their appliances and sensitive electronics in dirty power. Again, Cummins Onan is the only company to have received a Residential grade meaning the power the set is producing is fine to run household item. More from the test:**

An independent report by SGS U.S. Testing Company compares residential generators rated at or near 20 kW made by the top four U.S. manufacturers: Briggs & Stratton (GE), Cummins Onan, Generac and Kohler. The tests, which measured voltage and frequency performance using an industry-standard test procedure, showed that the RS20A generator from Cummins Onan was clearly superior. In fact, it was the only unit to be rated as G2 (Residential Grade). The generators were evaluated using the industry standard ISO8528-5 test procedure, which evaluates a generator's voltage and frequency performance and rates it as G1 (Marginal) or G2 (Residential Grade). This rating takes into account the stability and response time of the electricity delivered from the generator. Unstable or erratic frequency will result in irritating noise coming from the generator, and can cause connected devices to operate poorly and inefficiently. Erratic voltage will also cause lights to flicker. How a generator responds to load changes in the home is critical. If it takes too long for the voltage or frequency to respond, devices like air conditioners, washing machines, and dimmer switches will stop operating. If the voltage or frequency rises too much or too fast as loads are turned off, expensive electronics or appliances might be damaged. To ensure proper operation of devices in a home, a G1 rated generator is a bare minimum, and a G2 rated generator is highly recommended. This is to ensure the devices in the home operate properly, efficiently, and safely while the generator is providing power.

**\* Cummins is the quietest set on the market @ 62 dba. Considerably quieter vs the competition. Considerably quieter vs Kohler, Generac and Briggs. Generac is the loudest @ 73dba, followed by Briggs @ 70dba, then Kohler @ 67dba. Independent Test Results will be forwarded at your request. The following is from the official announcement:** The RS20A/AC residential generator from Cummins Onan was put to the test in a side-by-side sound comparison with similar-size generators from Kohler, Briggs & Stratton and Generac. The rigorous test procedures were certified by SGS Testing [link: <http://www.sgs.com/>], the world's leading inspection, verification, testing and certification company. The result: the RS20A/AC from Cummins Onan was the quietest at every load level. The noise output in decibels from each generator was measured at 8 locations around the unit, each at a distance of 7 meters away. The generators were run at 3600 RPM with loads of 0, 3, 7, 8 and 17 kW.

**\* Cummins is the only company that offers Start Assist Valve as STANDARD Equipment.** With the frigid temps the mid Atlantic region can experience, research has shown that many AIR COOLED ENGINE powered generators have experienced hard starts or failure to start. Outside of heaters which does not solve the issue, competition has not aggressively pursued a fix to the intermittent problem. Cummins HAS, however. We want 100% success rate in starting process for our air cooled generators. So, as standard equipment, Cummins has added a Start Assist Valve that'll insure the starting in the coldest temps. **What precisely does this Start Assist Valve do?:** The SAV allows a metered amount of fuel to bypass the Fuel Regulator when the starter is engaged. This small amount of fuel is enough to get the engine to fire, which increases cranking speed to the point where the normal system takes over and a successful start is completed. With this upgrade, Cummins will be the only vendor that includes this SAV as standard equipment. Competition does not offer which means in the coldest temps, there's a chance the generator may not start. Again, heaters may help, but they do not increase cranking speed which is needed for a air cooled engine in coldest temps. **Cummins is the ONLY company that offers the SAV.**

\* Fuel consumption is much better with Cummins Onan. Greater Cost Savings over time for the Cummins. The Kohler burns 2 gph @ 50% load vs the Cummins Onan burning 1.5 gph @ 50% load. Briggs burns 1.95 gph. Generac burns 1.89 gph.

\* Compared to the other (3), Cummins has the very best LCD Display on Genset control.

\* Cummins Onan set has an In Home Display that comes standard with set so you can monitor and operate set from inside the home. N/A with Kohler. Optional on Briggs and Generac.

\* Email/Internet Option: Available ONLY with Cummins Onan. Can send email notification when set needs service, has run for any length of time, can instantly access status of set. This technology is not available on Generac or Briggs. Its optional on Kohler.

\* Alternator end: Cummins produced. Largest and highest quality offering the greatest amount of motor starting kva with the least amount of harmonics distortion from no load to full load which is critical to sensitive household loads. It is unclear where Generac gets their Alternator from. They shop the world for parts and have changed quite often. This makes it difficult for maintenance. Briggs uses a Mecc alternator reputed as a "price is right/cheaper design" alternator end.

\* Housing: Cummins Onan, Kohler, Generac use Aluminum Enclosure. Cummins is most quiet. Briggs uses a Steel enclosure susceptible to rust.

\* Cummins, Generac and Briggs will run off Low Pressure Natural Gas. Kohler needs High Pressure. More volume.

\* Cummins uses an ELECTRONIC governor to maintain tight frequency regulation. Briggs uses a mechanical governor. Prone to not last and its really something from yesteryear. Mechanical governors allow for greater frequency regulations: spikes in power. This is not good for electronic boards. Just about all household appliances now include electronic boards.

\* Cummins has the very best Warranty coverage. Comes standard with a 5 Year Warranty: First 2 years is comprehensive. Years 3-5 is for Parts Only. A 5 Year Comprehensive Warranty is available for \$360. This will cover Parts, Labor, Travel Time and Mileage for 5 full years. This is CLEARLY the very best coverage available. None of the others come close. Proves the factory's confidence in the quality of the product.

\* Transport of product at jobsite: Cummins can very easily be moved with the dolly kit specifically designed for the product. Generac and Briggs do not offer.

\* Cummins Onan continues to be the leaders on the Commercial End of Power Generation Market: World Wide. These same techs will maintain this generator. Basically, the customer will be with the very best through the years. Cummins sets are at the White House, Capitol Building, Ravens Stadium, Every Giant Food Store, National Institute of Health, John Hopkins Hospital. So many critical care facilities that you pass every day have Cummins sets backing up their buildings.

\* With Cummins Onan, QUALITY comes first. Cummins Onan has been manufacturing only the highest quality generator packages for over 90 years. \* Cummins Onan will never offer the cheapest price, but when considering ALL variables in the decision process: quality, parts availability, service availability, warranty, reputation, engineering, customer support, etc, The Cummins Onan system stands alone as your best buy offering the greatest value.

