



Interview

Mr. Kari Kulju, Exports Manager Geneset Powerplants Oy



1. Provide a brief description of your company

Geneset Powerplants Oy is a family company, founded 1993. We are an experienced supplier of high quality emergency and reserve diesel power plants. Our other important product group is hydraulic generators for power and welding and hydraulic compressors and pumps.

2. What products are you bringing to Middle East Concrete & PMV Live this year? Any new launches?

We will display some of our hydraulic products. Our R&D is achieving remarkable improvements but we will not launch the new product line yet.

3. How many years have you been exhibiting at Middle East Concrete & PMV Live and what are your main reasons for participating to the show?

In PMV Live 2016 we are first timers. Our aim is to get information of these growing markets and to meet potential distributors for different areas.

4. What makes these products attractive to buyers in this region?

Our high quality deliveries and technological innovations. We are recognised as a nice company to work with. Also our pricing is attractive.

5. Are there any special durability features about the products that make them resilient enough for the Middle East climate and conditions?

Our products are just in such nature that they manage in same climate and conditions as hydraulics generally do.

6. Are there are other comments that you would like to add?

We are very interested in this area of Middle East-Africa-India direction. We are looking forward to find good co-operating relationships and new business.

7. What are you hoping to achieve / what are your objectives from Middle East Concrete & PMV Live this year?

Our main objectives are to meet potential distributors for our hydraulic products and end customers for our power generating products.

8. Who are you looking to target at the show?

We are strictly targeting end customers and companies who are interested in co-operation and distributorship for our products.

9. Will you be meeting any of your existing clients to strengthen your existing relationships, or focusing only on new business this year?

We are now focusing on expanding our business to new growing areas.

10. How is the outlook for the business going into 2017?

Outlook for the business for 2017 looks optimistic for us. There is now good prospects for growth and activity expansion.