

## Gmmco Power expand operations

**In a quest to excel and provide a rich experience to customers, Gmmco Power's headquarters in Chennai has expanded its operations and enhanced facilities.**

The state-of-the-art facility has been created in line with Perkins' expansion plans in the country.

The new facility is designed to accommodate the company's future expansion plans, including expansion of its core teams to cover the west, central and southern parts of its territory to cater to customer needs. The expansion will provide capacity for increased customer support, engineering, sales and services and leadership functions across the company.

The newly renovated workshop meets all L3 level factory standards with industry standard Epoxy floor coating. The workshop is equipped with all major engine tacking equipment including A-Frame Hoist with a 3 tonne capacity and engine turning tool which enables easy, fast and hassle free engine repair time. This enables Gmmco Power to offer a wide range of services for engines, including all major and minor repairs and complete engine overhaul.

The relocated parts warehouse has been expanded to meet the parts demands of Gmmco Power's ever growing customer base. The parts warehouse will have capacity to house large quantities of all major and fast moving items with a focus on the 4000 Series engines. The reception includes seating for customers, an expanded product support department, a parts department, a discussion room and a separate tools room, adding another dimension to Gmmco Power's progress towards its achievement. With the facility shaping up well and with the addition of new branch offices, Gmmco Power is on the right track to strengthen its position in the market place and to deliver an increasingly more responsive service to OEMs and its ever-growing customer base.



# Connections

Perkins newsletter for India

Issue 4 - September 2014

Welcome to the fourth edition of 'Connections' which includes a summary of our 20 millionth engine rollout commemorative event in Peterborough, UK, Bill Giunta's visit to the fifth Genset Original Equipment Manufacturer Council in Bangalore, the EP roadshow in Delhi and our participation in the 14th NATCON in Jakarta, Indonesia.

We also feature a case study on our 4012 engine chosen to power Kumar Pacific Mall in Pune, an article on fuel consumption benefits delivered by our 750 kVA engine and news of GMMCO Power expanding operations.

Please keep sending your thoughts and story ideas to [Enquiry\\_India@perkins.com](mailto:Enquiry_India@perkins.com).

Pankaj Kumar Jha, South Asia Marketing Manager

## Perkins 750 kVA engine delivers fuel consumption benefits



Excellent fuel consumption and dependable power are just some of the benefits Indian generator set manufacturers will experience from Perkins' updated 750 kVA engine offering. The newly released Perkins® 4006D-23TAG2A, which uses a Diesel Oxidation Catalyst (DOC) aftertreatment system to meet India's CPCB II emissions standards, is a mechanical fuel injection diesel engine, specifically designed to meet customers' critical requirements.

"The 750 kVA prime offering is an important node for our Indian customers," said Simon Gray, Perkins electric power product marketing manager, "so over the last few months, we've enhanced our engine offering, to ensure we're delivering one of the most competitive products available at this key prime node. Customers, who take this engine, can be assured that once installed in their generating sets, they are benefitting from one of the best fuel consumption figures available."

The updated 750 kVA 4006D-23TAG2A ensures customers benefit from a competitive whole life cost, while meeting the newly introduced CPCB II emissions standards. The new engine maintains the space claim of Perkins' previous CPCB I 750 kVA offering for ease of packaging, and by drawing on the common architecture of the 4000 Series engine family, it uses the same standard spare components, thereby reducing parts inventory requirements.

"In bringing this engine to our Indian customers, we've used the most appropriate and efficient technology to not only meet the CPCB II emission norms but to enhance the performance, enabling us to offer our valued customers a competitive product, in all respects," stated Simon.

For more information on the 4006D-23TAG2A and Perkins' electric power range visit, [www.perkins.com/products/power](http://www.perkins.com/products/power) or contact your local Perkins distributor

[www.perkins.com/distributor](http://www.perkins.com/distributor)

## Focus on local support for 750 and 1010 kVA offering

**Perkins continues to invest in the 4000 Series engine family which caters to the 750 to 2250 kVA range in prime applications.**

Our newly released 750 kVA engine, the 4006D-23TAG2A, meets India's CPCB II emissions standards and is available with our distributors. The product delivers on performance and has one of the best fuel consumption figures available. It is currently produced at the facility in Stafford, UK and production will also start at our Aurangabad facility in early 2015.

Our 750 and 1010 kVA are very important and frequently requested nodes and fall at the lower end of our 4000 Series power band, being catered for by the 4006 and 4008 engine families respectively. As more than half of the Indian market is focused on these nodes, we have undertaken a number of initiatives to penetrate these segments.

Product robustness is one of the key demand drivers, so we have focused our efforts on optimising fuel consumption and emissions standards.

Product support is an important requirement for each and every one of our customers', which we are meeting by a linear population growth model, where every 10 installed 4000 Series in the market will be served by a service engineer.

We constantly strive to optimise the reach to market while meeting customers' requirements; strengthening the distributor workforce and by working with our selected OEMs to optimise the reach of our product support.

These initiatives are ongoing but both Perkins and our customers are starting to see the early benefits of our investment.

We are constantly innovating and listening to our customers to ensure we meet and exceed their requirements, enabling us to secure additional opportunities in the 750 and 1010 market.

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THE HEART OF EVERY GREAT MACHINE

## Interview - Pankaj Jha



**India is an interesting market and in many ways it is unique as we see higher running hours for our engines due to peak power deficits.**

Total cost of ownership and 'uptime' are highly valued by end users, both of which are supported by the reliability and durability of our 4000 Series engines and our product support offering. Our sales and marketing teams are working closely with our customers, who recognise that the power density and load acceptance on our 4000 Series, essential criteria for critical applications, is one of the best across the range in the industry.

In a quest to further build brand visibility in the Northern India region, we recently hosted an EP Seminar in Delhi. The seminar witnessed participation from over 40 attendees including customers, government officials, EPCs and consultants. The team at Perkins India took attendees through a brief presentation on Perkins' history since 1932 and the upcoming Aurangabad facility. The presentation also shared information on the features of the 4000 Series and the continued investment in our product support network. The presentation was followed by a dinner which presented an opportunity for attendees to network. The EP Seminar brought all the parties involved in our value chain together and was a grand success. Our next seminars will be held in Hyderabad and Mumbai in the near future.

Bill Giunta, our global sales and marketing director, recently visited India, where he spent time speaking with and listening to our customers and generator set manufacturers. During the week-long visit, Bill attended the fifth Global Original Equipment Manufacturer (OEM) Council in Bangalore, where he provided an update on Perkins ongoing developments in the market; highlighted the continued investment in the 4000 Series engine family which caters to the 750 to

2250 kVA range in prime applications and spoke about the upcoming manufacturing facility in Aurangabad. As part of our efforts to further establish and build brand visibility amongst the real estate sector, we participated in the CREDAI NATCON 2014 in Indonesia. The three day real estate conference was attended by more than 800 representatives from the Indian real estate sector. Matthew Bradshaw, general sales manager – APAC, delivered a presentation on the Perkins brand, our product features and benefits and our path to market in India. It was a successful brand building pedestal for us and our representation was well appreciated by OEMs and distributors.

Today, we are working with our distributors and product support team to support the installed engine base in the country. Together, we are continuing to invest in our product support offering and will employ one service engineer for every 10 installed 4000 Series engines in the region.

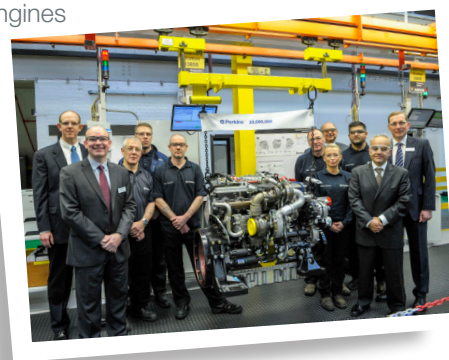
## Perkins celebrates the production of its 20 millionth engine

Perkins recently celebrated a major milestone with the production of its 20 millionth engine. Eighty-one years after the brand was established, the 20 millionth Perkins engine, a 1206 two-stage turbo Tier 4 diesel engine, rolled off the production line at the company's facility in Peterborough, UK.

At a small ceremony, attended by around 70 employees, Perkins president Ramin Younessi said: "Twenty million engines is a significant achievement of which we're all very proud.

"Today, Perkins is one of the world's leading suppliers of off-highway diesel and gas engines in the industry. Our engines are manufactured across four continents and power more than 800 different applications in the construction, power generation, agricultural, material handling, industrial and marine markets."

He continued: "Our global manufacturing facilities have all contributed to this 20 million milestone for the Perkins brand, to which I extend my sincere thanks to the team, while our global customer base have of course, made their contribution too, by continuing to value their ongoing relationships with us as their power provider, as much as we value our partnerships with them."



## Emergency power solutions meeting the needs of Kumar Pacific Mall

### Overview

Kumar Pacific Mall is strategically located in the heart of Pune city. It offers a full range of shopping, leisure and food, including more than 75 retail outlets for leading Indian and international brands. The Mall is spread over a large area and has been designed and developed by Kumar Properties.

### Background

Kumar Properties is a respected name in the construction industry. Since 1966, they have successfully created more than 125 residential and commercial ventures. The group's real estate development activity primarily involves construction and development of mini residential township, commercial buildings, IT Parks and shopping malls. Kumar Pacific Mall already had two 1500 kVA diesel generating sets installed, but with augmented mall activities, Kumar Properties decided to install two more 1500 kVA diesel generators in the same room.

### Opportunity

Against strong competition, Kumar Pacific Mall selected Perkins' OEM, Supernova Engineers Ltd, whose generator set uses Perkins engines to provide emergency back-up power for the site. Key criterion for Kumar Pacific Mall was Perkins global expertise and lowest possible cost of ownership. Supernova Engineers Ltd was awarded the order for 2 x 1500 kVA Perkins powered diesel generator sets with AMF/Synchronising Panels.

### Result

Supernova Engineers offered a total back-up power solution by setting up 2 X 1500 kVA diesel generating sets powered by Perkins 4012-46TAG2A engines with synchronising feature. Supernova was also involved in the diesel generating room acoustic and cooling tower systems for diesel generators. Supernova provided a state-of-the-art Auto Synchronising and Load Sharing system which has tremendously increased the applicability and availability of this power plant for different situations like singular or multiple operation. Perkins distributor GMMCO has also supported the project.

### Customer comment

"Supernova diesel generating sets are our primary back-up due to their quick starting and fuel economy," said the facility manager at Kumar Pacific Mall.

For more information:

[www.perkins.com/products/power](http://www.perkins.com/products/power)

[www.gmmco.in/power](http://www.gmmco.in/power)

[www.supernovagenset.com/aboutus.html](http://www.supernovagenset.com/aboutus.html)

**Company:**  
Kumar Pacific Mall

**Location:**  
Pune

**Specifications:**  
2 x 4012-46TAG2A (1500 kVA)

**Purpose of application:**  
Standby power back-up supply to real estate

