

# Connections

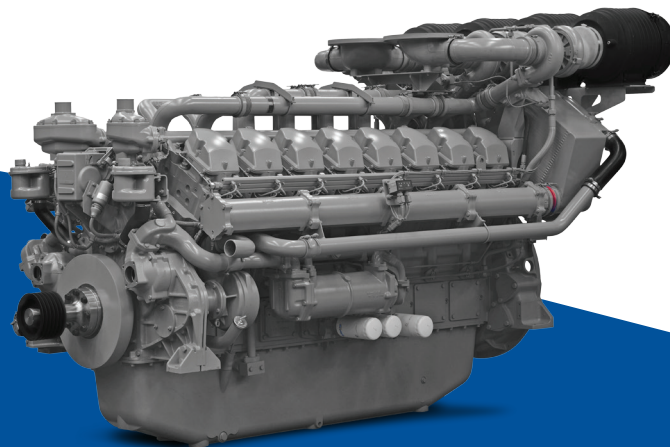
Perkins newsletter for India

Issue 1 - September 2013

**W**elcome to the first edition of 'Connections', a quarterly newsletter providing you, our valued partner, with all the latest news from the Perkins team in India.

'Connections' will bring you closer to the exciting developments happening at Perkins and will regularly feature 'interviews' which capture the opinions of our Perkins leaders; 'customer focus' showcasing case studies from our customer installations; 'features' portraying the technological advancements in the Perkins product line; 'spotlight' highlighting developments at our Aurangabad facility and 'hands-on' focusing on product support, best practices and service coverage. Please send your thoughts on the first edition and ideas for future issues to: [Enquiry\\_India@perkins.com](mailto:Enquiry_India@perkins.com).

Matt Bradshaw, general manager



**P**erkins® 4000 Series have, over the years, built a solid reputation for being durable and reliable power solutions which have become a key component of any generator set, whether for standby or prime, around the world.

The largest and most powerful engine in the Perkins range, the 4000 Series are produced as both ElectropaK and Electro Units, with power outputs from 750 kVA to 2250 kVA.

Following the acquisition of Dorman Diesels in 1994, Perkins Engine (Stafford) Limited has gone on to continually develop the 4000 Series engine to ensure its robustness and technological efficiency.

To meet our varied customer needs, today's 4000 Series engines are offered as certified and uncertified engines, ensuring Perkins has the right products available for both Low Regulated Markets (LRC) and Non-Regulated Markets (NRC). In India, our 4000 Series already meets the new emission standard up to 1000 kVA which is to be implemented next year. This gives our customers a key advantage, especially as they can be confident that our 4000 Series engines is a widely accepted and tested product.

A global product, optimised to meet local needs, the 4000 Series is offered in 6 to 16 cylinders, from 21 to 61 litres, ensuring customers have access to a seamless product offering from 750 to 2250 kVA. In addition, the 4000 Series ElectropaKs are offered in both tropical and temperate cooling options.

To meet customer requirements, the 4000 Series is also offered as a gas engine in the range of 300 to 1000 kVA.

The electric power sector is an important market for Perkins and is one in which we are looking to work closely with our current and future customer base, to grow both our businesses.

Perkins Stafford facility has the capacity to build 6,000 4000 Series a year, with the long-term capacity increased to a further 5,000 units at the forthcoming Perkins plant in Aurangabad, Maharashtra, India.

During its development, an aggressive local sourcing plan and quality adherence has been a focus for the Aurangabad facility, which has also benchmarked itself against other manufacturing leaders. The implementation of Caterpillar's Quality Management System which includes a Product Development System, Production System and Continuous Product and Process Improvement Plans, will ensure a continuous focus on quality manufacturing.

 **Perkins®**

THE HEART OF EVERY GREAT MACHINE



**A**s the demand for reliable power continues to increase, Nigel Baseley, marketing director at Perkins, examines India's position as a market for backup power engines.

Clean, reliable and efficient power, when and where you need it, is a key requirement for any rapidly developing country. For that reason, today India is an important market for standby power as people, public services and businesses, both large and small, strive to deliver services, protect livelihoods and ensure the future wellbeing of their families.

Reliability and durability are of course, essential features for any trusted supplier of backup power. The engine and generator set must be a dependable and reliable source of power; able to work at a moment's notice, and deliver the power that is required in an instant.

The engine must be efficient in terms of running and maintenance costs and be supported by an aftermarket network that can respond quickly; all of which come as standard when a customer selects a Perkins engine for their application.

In conjunction with our distribution partners in India, Gmmco Power and Powerparts Private Limited, we at Perkins have been working closely with many businesses and generator set manufacturers, to provide the best and most appropriate power solutions for a rapidly changing marketplace that is contributing significantly to a positive future for India.

Peak power shortages across the country and the business development that is being seen, have driven a previously unprecedented demand for generator sets as a source of backup power. This has resulted in many of our customers witnessing substantial growth in their domestic sales over the last few years, supported by customer requests to have the reassurance of a reliable Perkins engine as part of their standby solution. With more than 80 years of engineering experience to draw on; our team of dedicated engineers are focussed on continually optimising the performance of our engines for standby and prime power applications. Using our expertise, we design our engines accordingly to meet our respective customer needs.

## New facility begins to take shape

Construction work continues apace at the new 4000 Series engine manufacturing facility in Aurangabad.

Located in the Shendra Industrial Area in Aurangabad in the Maharashtra state, the world-class facility will manufacture the largest and most powerful Perkins engine, the 4000 Series, with power outputs from 700 to 2000 kVA.

Initially the facility, which represents an investment of 750 Crores INR, will have the capacity to produce around 3,000 engines per year with the capability to increase to 5,000 units.

In line with a strategy of manufacturing closer to the customer, the new India plant will serve the growing demand for reliable and dependable engines from the Asian markets, and will focus on localisation of quality engine components.

The 120,000m<sup>2</sup> site, which includes a 40,000m<sup>2</sup> manufacturing area, will also undertake machining, assembly and test, paint and packaging.



# Dependable power solutions

## Perkins power chosen for the esteemed FIFC in Mumbai's financial district

### Overview

A focused and methodical approach towards sustainability was an important consideration for Mumbai based ETPL [developer of First International Financial Centre (FIFC)] when it entrusted Sterling & Wilson Powered Pvt Ltd, an Original Equipment Manufacturer which uses Perkins diesel engines, with the responsibility of addressing the standby power requirements of the FIFC.

### Background

FIFC is a Class A commercial development located in heart of the Bandra Kurla Complex in Mumbai, which has been developed by a consortium of US based funds. The 14 story, 657,000ft<sup>2</sup> office complex has been designed by the world renowned architectural firm Kohn Pedersen Fox (KPF). FIFC has emerged as a hub of multinational corporate offices based in an upcoming central business district conveniently located near Mumbai's International Airport.

### Opportunity

Perkins diesel engines are required to provide reliable standby power for the building's systems, and meet the power requirements for both existing and future occupants.

Some of the unique features of the building include:

- Green building (LEED Certification: Gold)
- High quality indoor air quality through electronic filters and UV light
- High quality water filtration system to avoid scaling in condenser
- Fully automated Building Management System
- Fully automated fire alarm system
- PA system
- Facade cooling

### Result

Renowned for the quality of its equipment, Sterling & Wilson Powergen Pvt Ltd immediately commissioned the generator sets to meet the customers' short time frame. Sterling & Wilson will continue to provide ongoing maintenance and support to the project.

### Customer opinion

"Sterling & Wilson's technical capability, cost competitiveness and overall know-how in executing such a critical project for a high performance building like FIFC is truly impressive. Furthermore, their commitment of providing unwavering and continuous support is truly reassuring."



### Company:

ETPL owners of First International Financial Centre

### Location:

Mumbai

### Specifications:

1 x 4016-61TRG3 at 2250 kVA  
3 x 4016TAG2A at 2000 kVA  
2 x 4008TAG2A at 1010 kVA

### Purpose of application:

Standby power

# Close to our customers

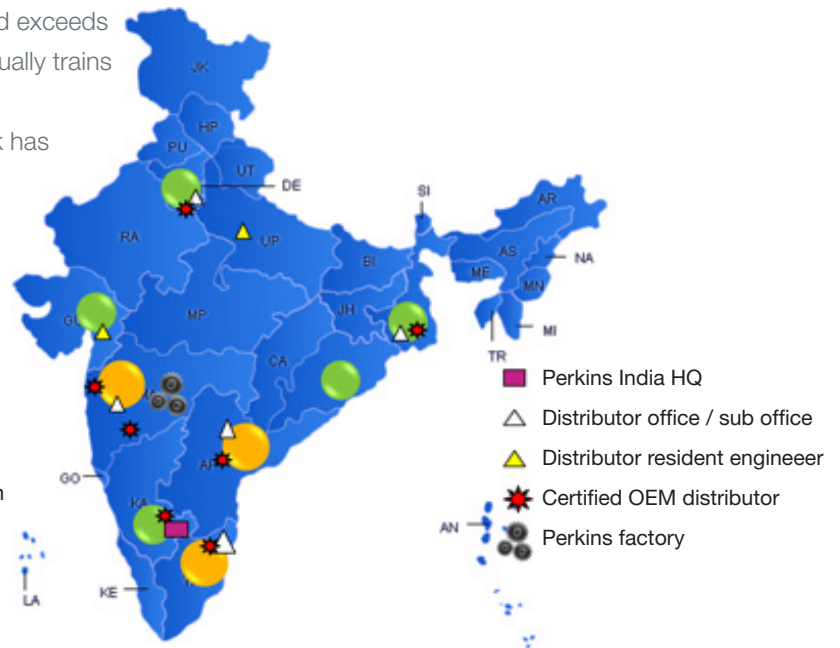
**W**e are committed to our customers and are dedicated to supporting their products in the market. In India we have focused on our aftermarket offering, and in conjunction with our two distribution partners, Gmmco Power and Powerparts Private Limited, are continuously growing our presence close to our customers.

To ensure we deliver a quality service which meets and exceeds our customers' needs, our distribution network continually trains and develops its service professionals.

In the 400 to 2250 kVA range our aftermarket network has one certified engineer for every ten engines installed, a ratio we are intent on maintaining, to ensure our customers benefit from deep expertise, delivered in a timely manner and to the highest standards.

Instant access to parts, technical literature, warranty, operator training, installation guidelines and constant monitoring of the distributor standards, ensures that the highest level of performance of our engines in the field, is maintained at all times.

Perkins certified service network is available 24 hours a day, 365 days a year.



## Appointed distributors for India

### Gmmco Power

#### Territories supported

Andaman and Nicobar Islands, Andhra Pradesh, Chattisgarh, Dadra and Nagar Haveli, Daman and Diu, Goa, Gujarat, Karnataka, Kerala, Lakshadweep, Madhya Pradesh, Maharashtra, Pondicherry, Tamil Nadu



### Powerparts Private Limited

#### Territories supported

Arunachal Pradesh, Assam, Bihar, Chandigarh, Delhi, Haryana, Himachal Pradesh, Jammu and Kashmir, Jharkhand, Manipur, Meghalaya, Mizoram, Nagaland, Orissa, Punjab, Rajasthan, Sikkim, Tripura, Uttar Pradesh, Uttarakhand, West Bengal

#### Gmmco Power

Plot No.2B (South Phase), Industrial Estate  
Guindy, Chennai, 600 032

Telephone +91 44 30686382

Fax +91 44 30686380

Email: tkv@gmmcoindia.com

www.gmmco.in/power

#### Powerparts Private Limited

A-8, Road No. 2

Mahipalpur

New Delhi, 110037

Telephone +91 11 2678 4613/7315

Fax +91 11 2678 4495

Email: powerparts@powerparts.in

#### Perkins India Private Limited

Email: Enquiry\_India@perkins.com

www.perkins.com