

Connections

Perkins Newsletter for India

Issue 7 - March 2016

I am delighted to present the latest edition of "Connections", my first as the South Asia Marketing Manager.

These are exciting times for Perkins, as the capability and investments being made in India provide a formidable opportunity for us to play in the market.

In this edition, we present the newly introduced 4008-30TAG, feature an interview with Pankaj Jha, General Sales Manager in India, and provide an update on the manufacturing facility at Aurangabad, as well as highlight the new applications we're powering and our aftermarket support.

Please keep sending your thoughts and story ideas to IPSD_India@perkins.com

Abhinav Gupta, Regional Marketing Manager - South Asia

Manufacturing investment leads towards an exciting future



Customers rely on Perkins to deliver the highest standards of quality and innovation, both in terms of the product and the way in which it's built. Across our global facilities we implement consistent manufacturing processes to ensure all our customers receive the dependable engines they've come to expect from Perkins, and our Aurangabad facility is no exception.

The state-of-the-art manufacturing facility in Aurangabad, Maharashtra, has been fully operational for more than six months, successfully producing Perkins® 4000 Series engines for the power generation market.

The plant is meeting the demands of our customers across the rapidly expanding Asian markets, delivering the same high standards of manufacturing quality which have long been associated with Perkins products, in shorter lead times.

World class processes and manufacturing standards at Aurangabad have already impressed our customers from across India and China who have visited the facility, with more events planned over the next few months.

Learn more about our facility at:

https://www.perkins.com/en_GB/company/locations/aurangabad.html



 **Perkins®**

THE HEART OF EVERY GREAT MACHINE

In conversation with Pankaj K Jha - General Sales Manager India



The first quarter of 2016 has been a busy one for Perkins as we continue to build on the successes achieved in 2015. A record number of new Perkins engines were chosen for electric power installations in India last year, many of which came as repeat orders from both our existing and new customer base.

We are delighted and motivated to see the confidence that our customers and channel partners have shown in our abilities and commitment to the market.

We continue to focus on the India market, as we have the right products, with the right support network. We have made significant long term investments in our capabilities and manufacturing facilities. Expanding our presence and building the number of 4000 and 2000 Series engines in the operation across India will be a key priority for 2016 and beyond. We are and will continue to showcase our facilities to all stakeholders, to demonstrate our long term commitment and focus in India. In addition to machining excellence, we make sure that our products meet the Perkins world-class, globally consistent quality standards, so our customers always receive the products they need and expect.

As the grid power situation continues to improve in many states, we are starting to see the Indian power generation market move from a prime duty application to that of standby power. As a business we are fully prepared to meet and address both the prime and standby power market requirements. Our technical teams along with our channel partners will ensure that your needs are fully understood and product is configured accordingly.

For more information on our engine range visit www.perkins.com/power

A leap forward – Supply of containerised generating sets to Indian Navy

Perkins 4000 Series engines have been chosen to power four containerised generator sets for the Indian Navy.

To meet the Navy's requirements, 4 x 1 Mega Watt sound attenuated generating sets were packaged in 20 feet containers along with an auto synchronised panel inside the container, exhaust silencer and fuel tank capacity to run for over eight hours.

Teams at Captiva and Powerparts Private Limited worked on meeting a number of specifications, such as maintaining the air induction temperature within set limits, with air-to-air charged cooling systems, and engineered a special cooling package to meet the space restrictions within the sets.

Due to Perkins reliability, these generator sets are supporting the Indian Navy's critical applications.

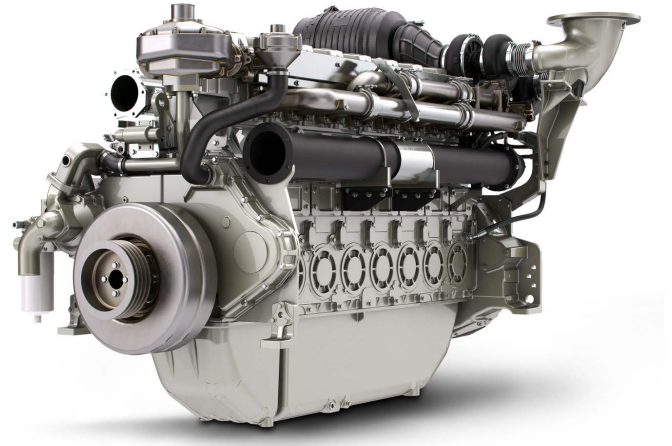


Increasing power and performance

A new 30 litre, 8 cylinder air-to-air turbocharged diesel engine has been added to the successful 4000 Series range. The 4008-30TAG ElectropaK meets the key power nodes from 900-1250 kVA for prime and standby ratings at 50 Hz.

Customers will benefit from the reliability and performance of the current 4008TAG range while enjoying the increased power output of 1250 kVA – a power normally expected from a 12 cylinder engine.

A dependable and cost effective power solution, the smaller and lighter engine lowers installation and logistics costs for customers while delivering up to an 8 percent improvement in fuel consumption.



The product is suited for all environments, especially high ambient temperatures with good derate capability, with a tropical cooling system as standard. The derate capability for altitude and ambient temperature has also been significantly improved whilst also improving the load acceptance across the board.

	Prime		Standby	
	4008TAG2	4008-30TAG2	4008TAG2	4008-30TAG2
@ 1000 kVA Prime/1100 kVA Standby				
SFC (l/hr)	215	213	240	234
Derate (m) @ 40c	1010	3000	1010	3000
Load Acceptance(G2)	57%	58%		52%
Power density(kVA/l)	32.7	32.7	35.9	35.9

Sterling participates at MES Builders Association Annual Day Function

Hands-On

The MES (Military Engineering Services) Builders Association of India celebrated its 41st Annual Day Function at Air Force Auditorium, New Delhi. A day two exhibition was organised as part of the event, inaugurated by Union Ministers Bijendra Singh and Dr. Mahesh Sharma.

Sterling and Powerparts Private Limited participated in the exhibition which was attended by over 2,000 delegates including prominent builders from the region, MES senior officers, Command/Zonal Chief Engineers and visitors connected with the construction industry.

The MES Builder Association has 72 branches throughout India and over 8,000 contractors.



Robust customer support structure

At Perkins we recognise that customer support and aftermarket service support are critical success factors, so we are pleased to confirm that Lim Hon Meng has been appointed as Perkins Asia Pacific distribution service manager based in Singapore.

Hon Meng will be responsible for product support, parts sales and distribution development as well as developing and implementing processes to ensure our global OEMs receive a seamless product service.

With the number of Perkins powered installations across India continuing to rapidly increase, the customer support and aftermarket service support team will ensure that responsiveness and channels of communication to each and every customer is robust, while aligning with our distributors in delivering services in the market.

Product support activities

Committed to providing world-class services to our customers, Perkins certified district trainers regularly provide refresher training to service network technicians.

One such session was recently organised at Powerparts Private Limited in New Delhi.

Customised training programs are also available for field technicians and aftermarket staff, so if you're interested in booking a training session please contact our distributors Powerparts Private Limited and Gmmco Power.



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

114, Pace City I, Sector 37,
Gurgaon-122001, Haryana
Phone : +91 124-4019215/4035144/4036614
Mobile : +91 9810056334
Email : powerparts@powerparts.in
Website: <http://www.powerparts.in/>

Perkins India Private Limited

Postal address:
Floor 6, Tower 'B' Prestige Shantiniketan,
The Business Precinct,
Whitefield Main Road,
Bangalore 560048
Email: Enquiry_India@perkins.com
www.perkins.com