

# Connections

Perkins Newsletter for India

Issue 8 - June 2016

I am delighted to present the latest edition of 'Connections' which highlights the many ways you can keep in contact with Perkins from our website to LinkedIn. We hear from Trevor Toulson, Director, Perkins Global Electric Power Sector Strategy on Perkins' presence in this sector, and highlight the latest achievements at our Aurangabad facility.

You can also learn more about Perkins commitment to manufacturing, design, innovation and sustainability, key features of Perkins presence at the first Make in India Week exhibition, and find out about our new Perkins Platinum Protection, which gives you the best possible cover in the years after your standard factory warranty expires.

Please keep sending your thoughts and story ideas

to [IPSD\\_India@perkins.com](mailto:IPSD_India@perkins.com)

**Abhinav Gupta, Regional Marketing Manager - South Asia**

## Receive the latest news from Perkins



Have you visited Perkins new website which gives visitors quick and easy access to the latest engine, parts and service information?

For ease of navigation the new website at [www.perkins.com](http://www.perkins.com) has been streamlined into four sections – products, parts and service, our network and company.

With a fresh look and feel and more than 400 pages of new customer focused content, the website is designed to adapt to the user's screen size. Whether viewing [www.perkins.com](http://www.perkins.com) on a desktop, tablet or mobile device, the content automatically repositions itself to enhance the user experience.

Other ways to keep up to date with the latest news from Perkins include:

Follow us on LinkedIn and read our daily posts on our engines, case studies and people

<https://www.linkedin.com/company/perkins-engines-company-limited>

To support the success of Connections, Perkins has launched a bi-weekly online newsletter, highlighting the latest news and information available on our Perkins.com website.

Featuring top stories, videos and all the latest news from the Perkins brand, the newsletter will be delivered direct to your inbox.

To receive our free bi-weekly newsletter, please subscribe at - <http://email.perkins.com/h/r/7513B632AD299626>



THE HEART OF EVERY GREAT MACHINE

# Perkins is the engine of choice for electric power generation

*Trevor Toulson, director, Perkins Global Electric Power Sector Strategy*



**As a global engine manufacturer and leading provider of electric power (EP) engines to the world's generator set manufacturers, it's important for Perkins to be present at the largest EP trade shows.**

In March, Perkins exhibited its class-leading EP engine range at the Middle East Electricity exhibition in Dubai; the largest and most influential show in the EP sector.

Our new 4008-30TAG ElectropaK, a 30 litre, 8 cylinder diesel engine, which meets the key power nodes from 900-1250 kVA for prime and standby ratings at 50 Hz, featured prominently on the stand. The engine is built in Stafford, UK, and from this month, will also be manufactured

from our facility in Aurangabad, enabling us to meet the needs of our customers in India and the wider Asia region.

Ideally suited for 1 megawatt prime power and supply backup power up to 1250 kVA for standby applications, the smaller and lighter engine lowers installation and logistics costs for customers while delivering up to an 8 percent improved fuel consumption and extending the capabilities of the engine, enabling it to perform without derate, up to 3,000 metres.

Just last month, Perkins exhibited many of its Asia built EP engines at the Power China show in Shanghai. The show was the perfect opportunity to display the Aurangabad built 4008-30TAG to the Asian market, alongside an 1103A-33G, built at our facility in Hosur.

Attended by generator set manufacturers from China, India and the wider Asian region, the event enabled us to highlight the investments we continue to make in our global manufacturing facilities and in our EP engine range, to our existing and potential customers and the trade media.

## Perkins distributors and GOEMs visit Aurangabad

**Perkins in India continues to expand its brand presence and support its customers with the products they require to be successful. The investment in a state-of-the-art manufacturing facility with an ultra modern customer centre in Aurangabad, ensures we provide our customers with engines built to the same, consistent global standards. The facility has the responsibility for end-to-end processes such as design, research and development, machining, assembly and engine finish.**

Perkins distributors Gmmco Power and Powerparts, along with our GOEMs, Supernova and Sterling, recently visited the facility to see for themselves, the technology and innovation introduced by Perkins.

Over 60 team members from Powerparts India and Sterling were a part of a recent delegation, as were senior personnel from Gmmco Power and Supernova, whose Sales and Marketing leaders visited the facility.

Perkins believes these visits are important, as they provide an opportunity to showcase our manufacturing facilities, and understand the technology and the processes behind them. "Our distributors were extremely pleased about these visits," said Abhinav Gupta. "They are significant for us as well as they are a great way to stay connected with our distributors and GOEMs."



# Perkins exhibits at the first Make in India Week 2016

**A**t the first Make in India Week exhibition, held in Mumbai, Perkins helped showcase India's potential in manufacturing, design, innovation and sustainability to the world.

The week-long exhibition was held to promote Indian manufacturing and take corporate and public participation to the next level. Make in India created avenues for showcasing, connecting and collaborating for manufacturing in India, with the exhibition attracting over 2,500 international firms and 8,000 domestic companies.

Perkins showcased its 4000 Series engine range, manufactured at its Aurangabad facility, which has been in full production since October 2015. The facility is providing customers with easy access to Perkins most powerful engine range, the 4000 Series. The facility, which adheres to Perkins globally consistent process and quality standards, has created significant employment opportunities in Aurangabad and investment in the Maharashtra region.

"Perkins is committed to Make in India, supporting the continued drive to innovate and drive the right technology into the generator set market," said Abhinav Gupta, South Asia regional marketing manager. "It's a great opportunity to promote the investment we've made in our world-class manufacturing facility, as well as our dependable products that have been designed to meet the specific needs of our Indian customers. Perkins has a long term strategy for India and the opening of the Aurangabad facility is the first step towards it."

The Aurangabad facility is responsible for design, research and development, machining, assembly test and engine finish and serves customers in India and the wider Asia region. This facility further focuses on job creation and skill development of its employees. Each department works with their counterparts in Stafford, UK, to ensure that our customers receive the dependable engines they expect from Perkins.

The first Make in India Week was a flagship event to provide greater momentum to the Make in India initiative and showcase the country's achievements in the manufacturing sector. The event promoted India as a preferred manufacturing destination.





# Perkins at Electric Power Seminar Hyderabad

Perkins consistent growth and presence in India has clearly established itself among the leading players in the generator set market. The Electric Power Seminar in Hyderabad in April was another prestigious platform to showcase the capabilities of Perkins engines. The event attracted more than 60 consultants, contractors and customers, giving Perkins an opportunity to present its expertise and interact with attendees. The seminar was organised by GOEM (Generator Original Equipment Manufacturer) Captiva Energy Solutions Pvt Ltd, in collaboration with Perkins distributor - Powerparts Pvt Ltd. The Perkins presentation was delivered by Abhinav Gupta, South Asia regional marketing manager and Pankaj Kumar Jha, India general sales manager.

Perkins spoke of the company's rich heritage, its global customer and manufacturing base, and the key features and benefits of Perkins engines. Product support coverage and customer references in India and overseas, supported by the Aurangabad facility, were also highlighted. Arijit Bose, director, Captiva Energy Solutions Pvt Ltd, spoke to the audience and emphasised its unique Cube 20 generator sets which are being supplied to strategic applications with the Indian Navy. The "Cube 20" silent sets are packaged in 20 feet ISO containers. The containerised sets are designed to house the fuel tank and silencers within the container with auto synchronisation panel and air circuit breakers along with 50/60 Hz switchable options.

Abhinav said: "We are delighted with the positive and overwhelming response by the audience, who expressed their appreciation at our presentation. At Perkins we believe that a seminar of this nature is a valuable opportunity for us to talk about our expertise in manufacturing, design, innovation and sustainability." "Such events provide a suitable avenue to engage with the right stakeholders for increased brand awareness and presence in the country," added Pankaj.



## Helping you - Perkins Platinum Protection

We're proud of the engines we make – so we want to keep them running at peak performance throughout their lives. That's why we've launched Perkins Platinum Protection, to give you the best possible cover in the years after your standard factory warranty expires, at the best possible price.

Perkins Platinum Protection covers your needs into one simple plan.

Perkins Platinum Protection brings you peace of mind.

### Flexible packages

Choose the package you want for your engine and see these benefits:

- Up to 100 percent of components covered.
- A package that runs for two years, or five, or anything in between.
- Transfer cover to a new owner, adding value to the engine if you decide sell.
- Support anywhere in the world and access to the Perkins global network of technicians and specialists.

### Act now

Talk to your local Perkins distributor today, and upgrade to Perkins Platinum Protection before your standard warranty expires. That way, you'll have peace of mind – Perkins guaranteed parts and service, fixed costs and continuous support.

Subject to our normal warranty terms and conditions, there's no charge for parts, labour or travel when we repair your engine. That includes all relevant electronic updates and replacement of all affected components.

Visit [https://www.perkins.com/en\\_GB/aftermarket/perkins-platinum-protection.html](https://www.perkins.com/en_GB/aftermarket/perkins-platinum-protection.html)



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