



Customer focus



Features



Hands-on



Interview



Spotlight



Welcome

I am delighted to present the September edition of 'Connections' which features the latest news on our Aurangabad engine facility, including a look ahead to its Inauguration Ceremony in November.

We also share the latest updates which have been made to our engines, as well as highlighting a recent Generator Set Original Equipment Manufacturer (GOEM) visit to our facility in Seguin, USA, where the Perkins 2000 and 1500 Series are manufactured. Steve McLone, applications and installations manager, gives an

insight into the work that's being undertaken with customers, and we highlight the latest Electric Power seminars which have engaged more than 500 consultants and customers across India. On behalf of the Perkins India team I'd like to wish you, your family and friends a very happy and safe Diwali. Thank you for your continued support for Perkins.



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

Abhinav Gupta, regional marketing manager – South Asia



Seguin visit

Indian GOEMs travel to USA to see Perkins® 2000 Series engines being built.

To demonstrate the benefits of having a world-class manufacturing presence, Perkins' Indian GOEMs and distributors recently visited the company's facility in Seguin, Texas. The guests had the chance to tour the production facilities, seeing the 1500 and 2000 Series production lines. With a growing focus on the 2000 Series for the India market, the visit complemented the work that has been undertaken to strengthen the power nodes served by the engine in this power range.





GOEM focus

Perkins hosts India GOEM Council in Aurangabad.

In line with its strategy for growth with its partners in India, Perkins recent GOEM council meeting was held in Aurangabad.

Attended by senior leaders from Perkins, the GOEM and distributor partners, the attendees enjoyed the opportunity to visit the new customer experience area in the Aurangabad facility. The area, which gives visitors the chance to learn more about Perkins, get up close to a 4000 Series engine and understand more about the

types of applications that its engines are powering around the world, was appreciated by the group.

Dan Bentley, director – Asia Sales and Distribution, Pankaj Jha, general sales manager and Phillida Irving, global marketing manager presented the distributors and GOEMs with plaques to recognise and thank each of them for their support in enhancing Perkins brand presence in India.



Major success for Perkins as approvals obtained from EIL and NTPC

With the support of the team at the Aurangabad facility, Perkins India's sales and technical support team has obtained all the required approvals from EIL and NTPC, two important Government bodies.

These approvals will give Perkins ongoing access to the multiple generator set requirements that these bodies have.

Witness tests for the engines were successfully completed earlier this year, with the engines subsequently shipped out of the facility.



Interview

Installing the right product for your operating conditions.

Perkins is recognised as the engine of choice for the power generation market, globally. Today, hundreds of thousands of Perkins engines are providing prime and standby power solutions to companies, sports clubs, cities and individuals around the world.

Our extensive experience in supplying and installing these engines, is just one of the many reasons that people choose Perkins as their power provider.

Perkins has been instrumental in developing the latest technology driven products to cost effectively meet customers' power requirements across a wide range of sectors including real estate, residential, manufacturing, IT & ITES and hospitality.

But it's not just about having the right products. To be successful you have to put the customer first and have processes in place that add value not only to the customer but to their application.

The Perkins team works alongside Original Equipment Manufacturers and customer partners to ensure that we always design and deliver the most reliable solution.

Application and installation is a critical area to any successful operation, so we have invested heavily in a team of experts who work closely with you to jointly sign off the generating set design.

My team also gets involved with sizing of generating sets, site assessment, the working environment, ambient conditions,



Steve McLone, leader - Applications and Installations, Asia Pacific

and load requirements to recommend and supply the right solution.

We are committed to serving our customers in India. India is a vast country and operating conditions and customer requirements can vary very widely, so for this reason, we make sure that we have processes in place to address this variation.

To share and impart technical knowhow with our stakeholders we regularly undertake training sessions, while our proactive processes, checks and collaboration ensures that customers benefit from having the right product for their operating conditions; delivering better reliability, highest uptime and improved working conditions.



Perkins Aurangabad

The home of world-class 4000 Series engines in Asia.

On November 9, 2016, an inauguration ceremony attended by national and local dignitaries, customers, distributors and the media, will be held at Perkins state-of-the-art facility in Aurangabad.

The facility, which builds Perkins powerful 4000 Series engines for the growing Asian market, lies in the Delhi-Mumbai Development Corridor, and benefits from excellent transport and communications links to the Asia-Pacific region. It is at the centre of a network of established engineering companies which provide a local supply of components of guaranteed quality and reliability.

Manufacturing excellence

Operational since August 2015, the facility manufactures 6, 8, 12 and 16 cylinder 4000 Series engines to Perkins global standards, and is support customers' power

requirements across the Asia Pacific region.

State-of-the-art technology

Production processes feature state-of-the-art computerised and robotic technology for machining, assembly, test and paint. Engines are produced using the Caterpillar Production System (CPS) established in all Perkins manufacturing operations, ensuring the same efficient processes and stringent quality controls are implemented at every facility.

“We take immense pride in Perkins Aurangabad and what it can do for our customers,” said Jawed Ahmed, managing director, Perkins India. “Our engines are built to Perkins global high standards, but our regional presence means we can supply them to our customers throughout Asia Pacific to meet the growing demand.”



Genuinely better

Genuinely better value parts and service support from Perkins. Our customers depend on their 4000 Series engines and we, along with our distributors, are here to ensure you get the support you need.

With 80 years of experience, Perkins genuine parts are meticulously designed, precision engineered and extensively tested over 5,000 hours to provide your Perkins engine with the very best components.

We keep a full range of Perkins parts in stock for you, available with fast delivery.

Don't put your engine at risk by fitting non-genuine parts. You'll get the best value for money from your engine by always using Perkins Genuine Parts and Service, to maximise your productivity and minimise your downtime.

Engines benefit from good quality oil

You might think that engine oils are all the same. In fact oil quality varies greatly. Lower quality oil will have a shorter working life and its impact on your engine will be higher fuel consumption and ultimately it will shorten your engine's life.

Using a good quality oil is genuinely better for your engine, as it will maximise engine life, control emissions and reduce the cost of maintenance. The correct oil will give you significant benefits such as smoother running, longer engine life and better return on your investment.



To address our customers' needs, Perkins now sells its own diesel engine oil (DEO), the only oil formulated specifically to match the conditions in Perkins engines. This custom formulation is comprised of a mix of additives, designed specifically to prevent the build-up of conditions which can impair the oil performance, reduce operating life and potentially damage engine components

To gain the benefits from Perkins DEO, which is available in 20 or 208 litre quantities, talk to your local Perkins distributor.



Electric power focus

Perkins engages with more than 500 key industry stakeholders in India.

The engine of choice for the electric power sector, Perkins consistent growth and presence in India means it has now established itself as one of the leading players in the electric power sector.

An important engagement activity continues to be the electric power seminars. The events showcase Perkins capabilities and provide an opportunity for the audience to interact with the full Perkins value chain.

Since the first event in Hyderabad, organised with GOEM Captiva Energy Solutions in April 2016, more than 500 consultants and customers have attended events in the last quarter.

The events are organised by our GOEMs along with our distributors – Powerparts Private Limited and Gmmco Power.

The seminar in Bengaluru was among the biggest held in India, hosting over 200 consultants and customers. Organised by Perkins GOEM Sterling Generators, the event was attended by the Perkins India Sales and Marketing teams.

Khurshed Daruwala, managing director of Sterling Generators and Sanjay Jadhav, president, Powergen Business, delivered Sterling Generators' presentation, focused on their partnership with Perkins.

A visit to Bhubaneswar was also organised by Sterling Generators.

In Coimbatore, Perkins GOEM Supernova Generators invited 120 consultants and customers to listen to presentations from Perkins and Supernova Generators. Samir Mistry, chairman and managing director, Supernova Engineers Limited gave an overview of the India electric power sector and Perkins – Supernova partnership.

The Lucknow event, organised by Sterling Generators, attracted over 80 consultants, contractors, customers, members of the builder association and representatives from the hospitality industry.

Organised by GOEM Ashok Leyland, an interactive seminar in Cochin attracted more than 100 attendees. R Rajesh and Bharath Belur led the Ashok Leyland presentation.



New 625 kVA node

Perkins popular 2800 Series now includes a new 625 kVA power node for prime power.

An 18.1 litre, 6 cylinder air-to-air turbocharged diesel engine, the 2806 ElectropaK meets nodes from 600-750 kVA, and is now available in the key, 625 kVA power node for prime power applications. This new rating builds on a reliable, tested core and meets CPCB II emissions standards.

The 2806D-E18TAG1A features mechanically operated unit fuel

injectors with electronic control and carefully matched turbocharging. This provides excellent fuel atomisation for the engines, improves combustion, and delivers good fuel economy. The electronic control also helps reduce emissions.

The ElectropaK is delivered with the radiator and air cleaner system already built in, thus simplifying



installation. With exceptional power-to-weight ratios and a compact size, the range is easy to transport and install.

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