

powernews

EIMA special edition

Dependable
power and support
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 **Perkins®**

THE HEART OF EVERY GREAT MACHINE

For more than 80 years Perkins has worked closely with the world's leading agricultural machine manufacturers.

Whether it's powering agricultural tractors, telehandlers or sprayers, Perkins has a complete range of reliable engines, which meet different emissions standards, and provide low cost of ownership.

We tailor engines to meet the specific needs of your particular application, and provide global service and genuine parts support to keep the engine running.

Perkins strategy of offering a seamless engine range right up to 597 kW with overlaps at key power nodes has afforded machine manufacturers greater flexibility to optimise their engine selection according to their specific criteria.

With more than 500,000 Perkins engines currently in service in agricultural machinery around the world, our products have proven performance in real-world applications.

Chris Snodgrass

Vice President, Global Sales, Marketing, Parts and Service



A group of 37 tractor enthusiasts from Germany received a warm welcome from Perkins when they visited the Peterborough facility.

The Friends of Ferguson group, who are all keen supporters of the Massey Ferguson brand, were keen to see the engine facility where many of the engines for the iconic tractors were made.

Perkins treated them to a reception, presentation and put on a heritage display of past and present agricultural engines, but the highlight of the visit was a tour of the manufacturing facility.



Trip organisers Wolfgang Mueller and Linda Norr praised the cleanliness of the facility and the robust processes which are used throughout the production line, adding: "We've had a wonderful day in Peterborough. We have been treated so kindly by everyone here at Perkins, and never expected such hospitality."

Visa and Perkins celebrate a 25 year relationship and more than 35,000 engines

Visa was started in the 1960's in the northern part of Italy by Benvenuto Barro, father of current owners Lorenzo and Marco. Initially a small firm engaged with electrical equipment activities, it later moved towards the manufacture of mobile energy equipment - generator sets.

Lorenzo and Marco have been part of the company since the 1980's and have helped the family grow the generating set side of the business, after recognising the growing demand for mobile equipment, both in the domestic and the international markets.

At the time a number of Italian companies started to engage in the growing generator set business - there were some 270 classified small generator set firms in the Italian market. In the early 1990s, a few years after Visa entered the generator set business, Lorenzo and Marco decided to distinguish Visa from their competitors and focused on becoming a technology and quality leader. They also knew they had to widen their focus from the domestic to the international market to become a leading brand in the business.

This is when Visa and Perkins started to work together, on a journey which continues 25 years on. One of the key reasons for Visa selecting Perkins was that it was a recognised brand, as well as the extended worldwide product support offering.

Perkins initially supplied Visa with the iconic 3.152, 4.236 and 6.354 and over the years the range grew to include the 400 to the 4000 Series range, extending the power offering above 2000 kVA.

Over the years the electric power (EP) market has evolved and Visa has continued its journey into the international market, known for its technology innovation, quality products and worldwide services. The partnership with Perkins is also a clear element of Visa's value proposition. There is a strong partnership with BU Power Systems Italia, the Perkins appointed distributor for Italy, including specific cooperation in the current generator set business as well as working together on special projects, such as the 400 Series for telecommunications.

Today Visa is a leading EP player in Italy, employing around 200 people and producing their generator sets in a state of the art new factory located in Fontanelle, in North East Italy. Their products are sold in 60 countries, while product support is delivered through their fully trained dealers around the world.



Powernews caught up with Raffaele Brugnettoni, CEO of Epta Group, to find out more about Perkins long-lasting relationship with Green Power.

1. Why do you think the relationship with Perkins has lasted for over 20 years?

The relationship with Perkins has lasted for six reasons: competitive products, good quality, strong brand awareness all over the world, fast deliveries, availability and flexibility to find solutions for each type of situation and inconvenience and an excellent personal relationship.

2. What is it about Perkins engines that complements your product offering?

Perkins offers the complete range of our core business with the most common accessories. At the same time, they invest a lot to improve quality and to have the right product to fit the purpose for the different applications.

3. Please can you tell us a little about the first Perkins engine that you took from Perkins? What was it used to power – do you remember the first product and the engine used?

We started with the first generator powered by Perkins engine in 1999. It was a 20 kVA for an agricultural application on a PIVOT.



4. Can you share some information on the latest projects you're working on, and what Perkins engines are being used in these applications?

Over the years, we've won a lot of projects in the telecommunications sector. Mainly we supply soundproof generators powered by 20 kVA Perkins engines, with 1,000 litre fuel tank and remote control. Thanks to Perkins, we can improve the maintenance interval from 500 to 1000 hours and to extend the warranty period on request. At the same time, we have increased a lot our business with 4000 Series for the industrial applications.

5. Do you have a particular memory / story about working with Perkins and its people that you can share with us?

Perkins organises a lot of events and thanks to these, it's possible to meet all the key personnel. Thanks to this opportunity, the relationship between Perkins and Green Power improves day by day.



6. Can you explain the support you receive from Perkins distributor BU Power Italia? And the difference it makes to your business?

This is the key point of our success with Perkins. Thanks to BU Power Italia we have an excellent support pre-sales and after sales. We are almost in contact every day with the management and they always guarantee us fast replies. We really share together a win-win strategy and every year we reach tough targets together. We have an excellent business collaboration and a fantastic personal and friendly relationship.

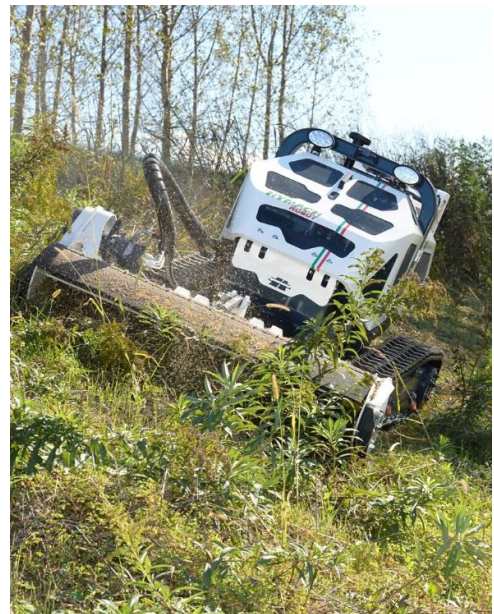
In 2013 Hymach began a collaboration with BU Power Systems Italia, Perkins appointed distributor for Italy, to design a new radio-controlled tools carrier vehicle for green and forest maintenance, among other applications.

To differentiate itself from the competitors, Hymach looked for a powerful and reliable engine to reduce downtime and last for many years - selecting Perkins engines to meet these criteria.

At the beginning of 2014, the Herb-Hy was launched. Primarily used as a grass cutter, Hymach also produces a complete range of tools, to ensure its customers achieve an excellent result, even in the toughest of conditions.

The front hitch allows the use of a rotary cutter, edge trimmer, snow blower or snow plow or a front loader, offering high versatility and productivity all year round.

The operator controls the machine through a hand held radio control panel in order to safely carry out tasks in harsh environments. The graphic display on the control panel shows the operator the machine data, speed, soil slope, loss of radio control signal (over 300m between machine and controller) and alarms. There is also a remote diagnostic kit that allows the operator to carry out basic maintenance service on the Herb-Hy.



The self-tensioning and self-adjusting crawler makes sure the Herb-Hy doesn't compact the soil and works properly on every surface. On extreme slopes the machine keeps a straight path thanks to a hydraulic offset regulator on a hydraulic motors circuit. The crawl track can be adjusted between 1.3 and 1.8 meters.

The engine of choice has been a Perkins® 403D-15T 40 hp engine equipped with a reversing fan that helps the machine to achieve 7km/h speed and a cutting width of up 150cm.

The machine has a roll-over protection, a working light and one or more cameras so as the operator can see the working area. The roll-over protection is also used to lift the machine.



Customers appreciate the robustness, reliability and productivity of Hymach's machines. With more than 30 years' experience in the market and trust in an engine supplier like Perkins, Hymach has also designed and launched a new 70 hp machine that will be displayed at EIMA 2016.

Over the last few years the need for a multi-function vehicle that's competitively priced has become increasingly important for the largest municipalities all over Europe.

The need that many countries such as Germany, the Czech Republic, Slovakia and Poland have to clear away snow for several months every year must be tempered with cost effective machines and ongoing maintenance.



To meet these needs, Durso developed a completely new concept in multi-functional vehicles, that it says balances the relationship between cost and performance, thanks to its reliability and the possibility to install more than one PTO for the hydraulic system, plus the fact it uses a Perkins 404D-22 engine.

The new MULTIMOBIL M3.50 was presented to the German and Italian markets in the middle of 2013. In Italy the vehicle is also seen as an agricultural transporter for small and medium farms, as it delivers comfort, performance and cost savings at the same time.

Due to the compact size – its width is lower than 1.55 meters and length is lower than 4 metres, the four wheel drive traction, a complete gamma of hydraulics systems for various uses and one of the higher payloads in its category at around 1 ton including front plate and hydraulics, the MULTIMOBIL created new business opportunities for Durso across Europe.



This year Durso presented a new model, with an even more compact size. Powered by the Perkins 404D-22T, which delivers the same power and higher torque, the engine was perfectly in line with the main concept of the MULTIMOBIL project to increase performance without added cost and complexity.

Left – The new MULTIMOBIL launched in 2016.

Hattat, a leading Turkish agricultural equipment manufacturer sources its entire engine requirement from Perkins. In August the company ordered its 20,000th Perkins engine – a significant achievement in just 10 years.

The choice of Perkins as a preferred engine supplier was due in part to the brand's strength in Turkey; it has long been recognised as an engine that offers high performance, life-time reliability and has excellent availability of parts, and as such, conferred on the Hattat marque an immediate feeling of quality and confidence. The company firmly believes that this legacy and reputation has helped grow volumes of their tractors in recent years.

In Turkey, Hattat is providing a network that will support its future growth with some 65 dealers, 100 sales points and 350 service outlets across the country. Its promise of 48 hour delivery on parts is another measure the company has taken to ensure that the 91 percent of farmers who are satisfied with their purchase, remain satisfied.



This close-to-the-customer strategy is clearly paying off as Hattat realises its vision of Turkish tractors made for Turkish farmers.

Growth in the domestic market is also being accompanied by an increasing demand from abroad with the company currently exporting models to 65 countries through 20 distributors. Sales to the African continent continue to climb – a location where farmers associate the Perkins brand with reliability and dependability.

Duysen Erdogan, general manager of Hattat's tractor division said: "Perkins has been a well-known engine brand for tractors for a long time, and in Turkey and our export markets it has a strong reputation, which is helping us to be even more successful.



"It's great to celebrate 20,000 engines in 10 years, and I'm confident that with the growth we're seeing we'll double this figure in the next three to four years. We've got the right products and the right service and support to be successful. We continue to focus on our home and African markets, which are significant growth opportunities for us and coupled with our partnership with Perkins, we're looking forward to future success."

Picture: Perkins recognises a long partnership with Hattat.

It takes an expert eye and unshakeable belief to exploit a gap in a market but that's exactly what Perkins customer, Oyman Makina has done.

The family business, based in Trabzon, Turkey and run by father Umrhan Oyman and assisted by his two sons Fatih and Vedat, has gone from manufacturing food-processing machinery to producing self-loading concrete mixers.

Assistant manager Vedat recalls how his father went to Bauma in the early 2000s and was inspired by what he saw, making the decision to go into making machines for the construction industry back in 2002. "Much of our work for the food processing industry was project-based and we really wanted to go into series production so we would have something to sell on a consistent basis."



The company produced its first machine in 2009 – a self-loading concrete mixer capable of loading, weighing, mixing and delivering concrete under the supervision of a single operator. These machines are typically used where it is difficult to get ready mixed concrete delivered either because of logistics or access. "Customers invariably ask what engine we use and when we tell them it's Perkins we see an expression of confidence in their faces. That is the kind of certainty the brand gives us."

Vedat adds that Perkins ability to support customers all over the world through its global network of distributors gives customers and prospective customers that extra reassurance. Oyman has chosen the popular Perkins 1104D-44T and 1104D-44TA engines for its mixers. As Vedat explains: "These engines are really suitable for the application. They have the performance and ease of maintenance, which operators are really keen on. Also the reputation of Perkins is good and the support from the after sales network is second to none. As we look to export you need strong partners to be competitive."

The 1104D-44T and 1104D-44TA engines offer 74 kW and 83 kW of power respectively and meet Turkey's current emissions' standards, which are set at EU Stage IIIA equivalent.

Latterly Oyman has been working with Power TK, Perkins appointed Turkish distributor, taking advice on what engines to choose right through to testing and validating prototype machines. "Typically we provide Power TK with our requirements such as horsepower and minimum torque figures, then we collaborate on the engine build and machine integration. Finally Power TK will test the engine in the prototype machine and feedback any technical information and adjustments," explains Vedat.

Vedat concludes: "The mobile concrete mixer market is dominated by the likes of the established Italian names but as a relatively new company we have a compelling offer for the construction industry. We will continue to improve our machines by listening to our customers and engaging the help of experts like Perkins. We can mix it with the best of them!"

Case Study



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The mining industry is one of the most arduous environments for equipment to operate in.

The high temperatures, which in the mine can reach 40°C in the warmer months and the presence of dust, represent two of the environmental elements that affects the service life of the machines and their efficiency.

These environments are particularly difficult for equipment such as generating sets which are often used to provide both prime and standby power.

MOSA generators and their technology have been proven operate in these challenging environments and are being used by some of the largest mining companies in the Pilbara area, north of Perth in Western Australia. This area has one of the highest concentrations of mining in Australia, thanks in the presence of large reserves of iron and manganese in the subsoil.



The generators used by these industries are mainly powering the pumps placed at the extraction site, which are tasked with drawing the water out. These machines often have to work continuously, and therefore need to be highly reliable and powerful.

Manufacturers also need to meet the strict standards governing mining activities in Australia, particularly with regard to site safety. As such generator sets are equipped with fire extinguishers, adhesive reflectors and three-way kits for external fuel supply, ensuring 24 hours operation.

MOSA generators chose Perkins engines to power these generator sets due to Perkins' power and reliability. An 85 hp Perkins 1104C is used in the 115 PSX MOSA model while a 200 hp Perkins 1106A powers MOSA's 225 PS model.

MOSA highlighted the great reliability of Perkins products, their high performance, ease of access for maintenance operations and the availability of Perkins parts.



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