

# Connections

Perkins newsletter for India

July  
2017

10



Customer focus



Features



Hands-on



Interview



Spotlight



## Welcome

I am delighted to present the July edition of 'Connections' which features an announcement on our 2000 Series, 500 kVA electric power engines, which from January 2018, will be manufactured at our Hosur facility in India.

We also share the latest updates which have been made to our 4000 Series engines and feature our brand building activities, which continue to play a key role for Perkins in India.

Perkins has been making considerable investments in its

aftermarket offering and in this edition we feature some of the latest initiatives to ensure your Perkins engine always operates at peak performance.

Thank you for your continued support for Perkins.



Please keep sending your comments and story ideas to [IPSD\\_India@perkins.com](mailto:IPSD_India@perkins.com)

**Abhinav Gupta, regional marketing manager – South Asia**



## Perkins Hosur facility to manufacture Perkins® 2000 Series

From January 2018 Perkins will manufacture its popular 2000 Series engines, which meets India's CPCBII emissions standards, at its Hosur facility in India.

Perkins will transition production of the 2506D 500 kVA and 2806D 625 kVA nodes from the company's Seguin, Texas, facility, into Hosur from January.

The Hosur facility, located 40 kilometres from Bangalore in Southern India, will initially meet the demand from Indian generator set manufacturers for the 2000 Series.

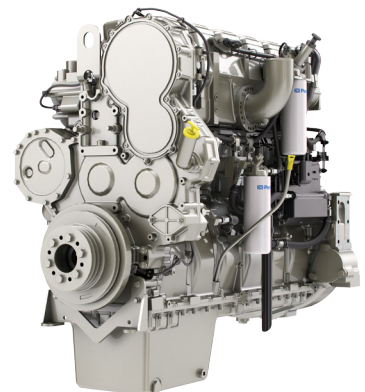
Today there are more than 100,000 2000 Series engines in operation around the world. The 2506D and 2806D are 6 cylinder, electronic, direct injection engines which meet CPCBII at a prime rating and are also

suitable for standby applications.

Pankaj Jha, India general sales manager said: "This is a great development for our Indian electric power customers. By building the 2000 Series in Hosur, we'll be able to reduce lead times for our customers and of course limit the exposure due to currency exchange movements."

The Hosur facility, which since October 2015 has produced the Perkins 1100 Series, works to exactly the same high standards as all our other factories.

Engines are produced using the Caterpillar Production System (CPS) established in all Perkins manufacturing operations.



 **Perkins®**

THE HEART OF EVERY GREAT MACHINE



## Interview

Perkins continues go from strength to strength in India.



**Daniel Bentley, Director – Asia Pacific Sales and Distribution**

The Perkins India team has had a busy start to the year, hosting customers at the Aurangabad facility and staging a number of hugely successful roadshows around the country.



Capitalising on every opportunity to promote the Perkins brand, the company has also stepped up its advertising in trade magazines and national

newspapers, is taking part in a regular programme of editorials with leading electric power magazines, and has renewed its brand promotion at Aurangabad airport.

While brand awareness and recognition is important, our focus remains on serving our electric power customers with dependable engines, with our business going from strength to strength every year. Many of the engines we supply are built at our state-of-the-art facility in Aurangabad, which I'm pleased to say has been fully operational for almost two years.

These locally built engines, which meet Perkins stringent quality standards, are delighting our customers in India and across the wider Asian region. And this looks set to continue as we introduce the 2000 Series engines into Hosur from January 2018.

I'm excited by the outstanding progress we are making through our brand and customer focused activities. Perkins has come a long way on its journey in India, from being a new entrant to the market to now being recognised as a leader in the India power generation industry.



## Aurangabad Engine Facility inauguration

Shri. Devendra Fadnavis, the Honourable Chief Minister of Maharashtra, officially inaugurated Perkins world-class engine manufacturing facility in Aurangabad, India in November 2016.

The facility produces Perkins largest engines, the 4000 Series, which generate electric power for installations across India and the wider Asia Pacific region.

The special ceremony was attended by over 400 dignitaries, customers and media, during which the Chief Minister was invited to officially inaugurate the facility by taking part in the Lighting of the Lamp ceremony. After the ceremony, the Chief Minister unveiled the inaugural plaque.

The Honourable Chief Minister said: "This facility encapsulates the Make in India dream of our Honourable Prime Minister, to produce world-class products with zero defects and zero effect. That resonates here. We could see the way the assembly line is designed – it's absolutely faultless. The best quality is ensured here."

Richard Cotterell, chairman of Perkins India Private Limited explained: "In keeping with our Perkins brand values; from the outset our manufacturing strategy for Aurangabad has been to deliver high quality engines, establish global standards, employ the best team and partner with a world-class local supply base.

“The Aurangabad facility typifies today's modern manufacturing and assembly plant. The quality of engines being produced here are second to none. From its equipment and assembly lines through to the systems, processes and quality control, our world-class facility represents the best in current engineering thinking.”





# The 4000 Series has evolved for prime power

The steady evolution of the powerful 4000 Series has taken place over a number of years, thanks to significant investment from Perkins.

Its development means the engine is considered for prime and standby applications by Original Equipment Manufacturers (OEMs) and end users.

The 4000 Series is tough and durable, provides consistent performance in the harshest conditions, and is proving to be a constant and reliable electric power source for prime applications all over the world.

At Perkins, we sell hundreds of 4000 Series engines every year into the prime power market. We've built more than 50,000 4000 Series engines for some of the world's biggest businesses, and up to 30 percent of those are for prime use in the electric power sector.

Constant power is critical to people's lives and livelihoods. And whether it's for powering hospitals, telecoms, data centres or manufacturing plants, the 4000 Series provides dependable power 24/7, 365 days a year.

The high performance range includes diesel and gas engines, from 6 to 16 cylinders, with exceptional power-to-weight ratios and a compact design.

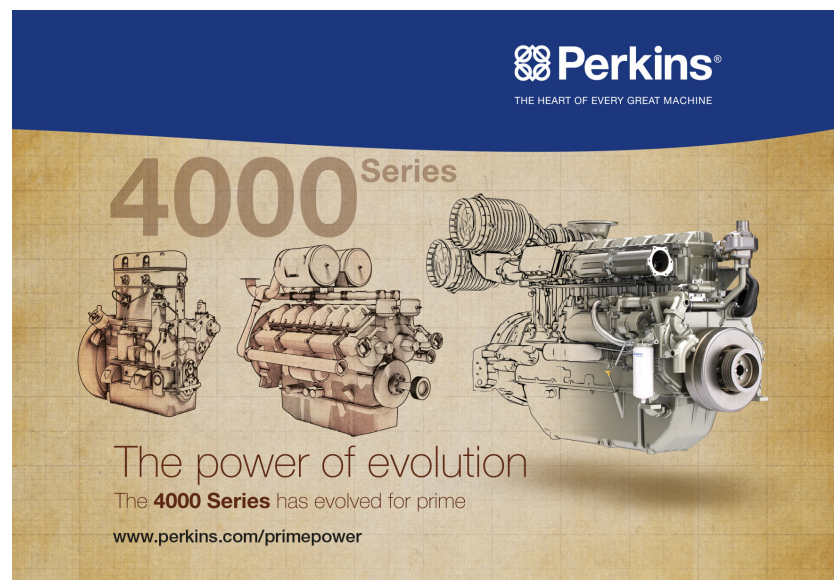
The engines are easy to transport, install and maintain.

The range represents excellent value for money, and Perkins is so confident about its reliability that it has extended warranties to:

- One year of unlimited hours;
- Two years or 6,000 hours for prime power users;
- And three years or 1,500 hours (with a maximum of 500 hours per year) for standby.

Victoria Reeves, product marketing manager added: "Today the 4000 Series is all about quality and reliability. Not just for standby, but for prime. Where quality and reliability are paramount, you can depend on the Perkins 4000 Series to keep the power on... permanently."

To find out more and see the 4000 Series video visit [www.perkins.com/prime](http://www.perkins.com/prime)



# The best value cover for your Perkins engine

To support our customers beyond the standard warranty period, we have launched Perkins® Platinum Protection which, dependent on engine model, covers up to ten years, 15,000 hours and the repair and replacement of 100 percent of engine components.

**The customer benefits of Perkins® Platinum Protection are:**

- Cost effective, comprehensive cover on up to 100 percent of your engine components
- Access to, and support from, the Perkins global network including our fully trained certified technicians
- Genuine parts that have been rated and tested specifically for your engine
- No excess to pay – we cover you in exactly the same way we cover you during our standard warranty period\*
- Unbeatable value for money and inflation-free protection

Perkins Platinum Protection must be purchased before the standard factory warranty expires. For more information visit [www.perkins.com/platinumprotection](http://www.perkins.com/platinumprotection)

\* Terms and conditions apply





# Everything you need to service your EP engine

A range of 'service kits' for Perkins electric power (EP) engines have recently been launched.

The kits provide end users with all the parts they need to carry out 500 hour and 1,000 hour services for most standard EP engines.

The new service kits make ordering and reordering simpler, and there's the extra benefit of having all the parts boxed up in an easy-to-transport package. The parts are also numbered, making it easy to track what has been changed and when.

There are 12 service kits in total, which cover the Perkins® 400 and 1100 Series standard EP engine builds, while end users will have extra peace of mind in the knowledge that they'll be working with Perkins Genuine parts. And these come at an extremely competitive price as part of the pack.

Each kit comes with everything needed to carry out the service, including oil, fuel and air filters, belts, the correct rocker gasket cover for replacement when the valve lash is checked and, where required, the pre-filter for fuel and safety air filter.

Manufacturers of the power generation set (Generating Set Original Equipment Manufacturers) will be able to offer the kits to their customers — providing the end user with value by ensuring they have genuine Perkins parts fitted from day one — but they can also be ordered separately as a simple, easy solution for onsite servicing with everything required in the box.

Julian Wood parts marketing manager, said the service kits provided major benefits for



equipment manufacturers, and he stressed the advantages of having guaranteed Perkins Genuine parts.

"The parts in these kits are a carefully selected set to help you complete everything required in our recommended service. They have been precision engineered to fit your engine and are, of course, rigorously tested for quality.

"Our parts are designed to match the individual engine characteristics across the whole Perkins engine range, to fit first time and save on costly downtime."

For more information on what is required at every service, please refer to the Operation and Maintenance Manual at [www.perkins.com/manuals](http://www.perkins.com/manuals)



# Get the lowdown on your engine

The new Perkins® My Engine App is now available to download from the Apple and Google stores.

This free smartphone app allows the end user to register their Perkins engine, access their OMM (Operating Maintenance Manual) and parts book.

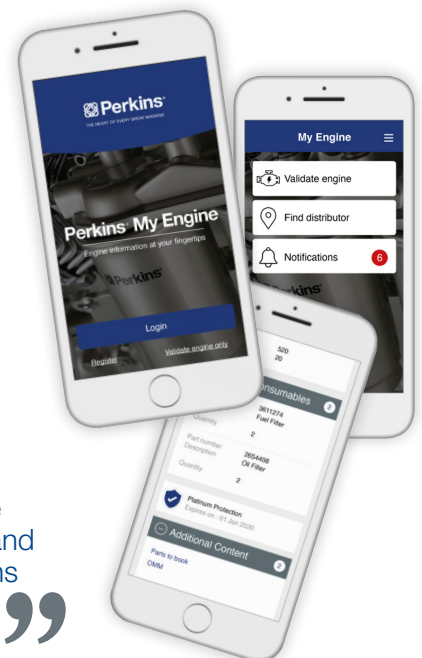
The app also enables the user to keep a service record and easily make contact with their local Perkins Distributor, through the Distributor Locator feature.

Ideal for owners and operators of Perkins powered equipment, the app will provide easy access to engine specific information such as; build list, series, type, model, Perkins Platinum Protection indicator, parts book, OMM,

a consumable list, up and coming services and a completed service log.

"The Perkins My Engine App enables Perkins customers to easily track their servicing requirements, locate their local Perkins distributor, see parts information and receive service updates, all in one place," said Michael Wright, General Manager – Aftermarket.

“We continue to work alongside our distributors to provide quick and easy service and support solutions to our global customer base.”



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