

No: 5084**Show Intermat 2018
Perkins stand: 5A C011**

Perkins and Secodi celebrate 40 years of collaboration and growth driven by innovative customer service and value-based solutions

In 1978 Jacques Fetis, his wife, Marie-Paule, and two employees set up shop in 600 square meters of rented space to serve a regional French market with Perkins industrial and marine diesel engines and generator sets. Today, that small entrepreneurial start-up named Secodi has grown into a multi-national enterprise providing a broad range of marine and industrial products including Perkins engines, parts, service and technical support to all of France plus customers in Spain, Finland, Turkey and Estonia.

“Secodi, our original Perkins distributorship, was the foundation upon which my father began building our Group of companies,” said Jacques Fetis’ son, Damien, who became President in 2017. “His vision was to create a new approach to distribution that delivered solutions instead of just products to help customers cope with the increasing sophistication of the machines they build as OEMs and depend upon as end-users.”

“Perkins has been involved in that effort since day one,” added Trevor Toulson, “We share Jacques’ and Damien’s vision of a solutions-based approach to OEMs and end-users delivered by a lean, well-managed and responsive distributor organisation.”

Secodi embodies that vision on a scale that has grown over the years to include integration services encompassing hydraulics, electronics, and power transmission products, plus manufacturing of complete power systems and comprehensive training across the full range of technologies. The customer base has also expanded to include agriculture, construction, marine, military, oil and gas, mining, food processing and alternate energy production.

Today the group of companies employs more than 400 people in 25 locations including 17 in France, four in Spain, two in Turkey and one in Estonia and Finland. The company also provides research and development, sub-assembly and prototype production, turnkey solutions, comprehensive training and a

full range of service, maintenance, repair, parts, remanufacturing and support capabilities for OEMs and end-users.

“The past is, indeed, prologue,” Trevor said, “and we look forward to many more decades of working together. Their success is a model for innovative distributors to emulate and Perkins is proud to be part of their remarkable achievement.”

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Perkins and Secodi will be exhibiting engines and aftermarket products at Intermat 2018, Paris, April 23-28, Stand 5A C 011.

Note to editors

Perkins is one of the world's leading suppliers of off-highway diesel engines in the 4 - 2000 kW (5 - 2800 hp) market. Perkins' key strength is its ability to tailor engines precisely to meet customers' requirements, which is why its engine solutions are trusted by more than 1,000 leading manufacturers in the industrial, construction, agricultural, material handling and electrical power generation markets. Perkins distributor network provides support wherever needed around the world. An extremely high standard is set to ensure the distribution network provides an outstanding service to all customers.

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