

Connections

June
2018

Customer focus



Features



Hands-on



Interview



Spotlight



Welcome

I'm delighted to share with you our June edition of Connections, Perkins exclusive newsletter for India.

As always, this edition is packed with information. We've got the latest updates from our Hosur facility and we take an in-depth look at the Perkins® 2000 Series engines that our talented team are now building there.

Our Asia sales director Tommy Quan talks about seizing opportunities in one of the world's fastest-growing economies and we find out how our class-leading aftermarket products, such as Perkins® Diesel Engine



Oil and a new engine-monitoring app, can support the success of your business.

Thanks 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



Perkins Hosur powers forward with production of the 2000 Series

Faster delivery times among the benefits as our Hosur facility successfully takes over manufacture of class-leading electric power engines.

Indian customers can now get their Perkins® 2000 Series engines quicker – and do business more easily – after production of two key engines successfully moved to Perkins Hosur facility, close to Bangalore.

Since the start of the year, Perkins highly skilled Hosur team has been building and shipping the 500 kVA 2506D and 625 kVA 2806D to domestic customers.

Pankaj Kumar Jha, Perkins general sales manager for India, said: "With products built and shipped within India, we continue to demonstrate our commitment to serving customers here with world-class products. This positions us well to meet the needs of our Indian customers."



The 2506D and 2806D are six cylinder, electronic, direct injection engines. They're turbocharged and air-to-air chargecooled. Importantly, for customers here, they meet CPCBII emissions standards.

Developed from a proven industrial base, the 2506D and 2806D give you superior performance and reliability. They're the ideal choice for prime and standby power generation from 500-625 kVA.

Perkins Hosur is 40 km from Bangalore and works to the same high global consistent standards as all Perkins facilities. Its talented team has produced the Perkins® 1100 Series since 2015.

Perkins® 4000 Series engines, meanwhile, are produced in Aurangabad. Each location directly serves the Indian market with proven engine platforms and technologies.

 **Perkins®**

THE HEART OF EVERY GREAT MACHINE



Perkins® 2000 Series: world-class power solutions you can depend on

Everything you need to know about Perkins popular and proven engine platform.

With Perkins now producing and shipping the 2000 Series right here in India, there's a stronger argument than ever to choose this platform to power your electric power applications. If you're looking for an engine to keep your hard-working generators from 400-625 kVA running reliably, the 2000 Series is the ideal solution.

These engines have an incredible track record. They've been installed in more than 100,000 applications around the world since their introduction in 2002. Originally designed and developed in the US, they have accumulated more than one million hours of running time.

The Series features three electric power models, the Perkins® 2206, 2506 and 2806. Each one gives you class-leading performance to meet both your prime and standby power needs, along with class-leading block loading capability.

“Originally designed and developed in the US, these powerful and robust engines have accumulated more than one million hours of running time.”

Designed to run reliably and efficiently in the toughest environments, the full Series comes equipped with a MEUI fuel system. This provides valuable protection against variations in worldwide fuel quality.

The Perkins® 2000 Series performs well, whatever the conditions. All models come with tropical cooling packs as standard, which means they'll also perform reliably in intense temperatures of more than 50°C. The engines come with excellent cold start capabilities, making it suitable for diverse ambient conditions.

These engines are designed to provide low cost of ownership, with oil change intervals set at 500 hours as standard. To enable quick and easy connection to your generators through the CANBus system, the engines are also built with an ADEM4 Electronic Control Module.

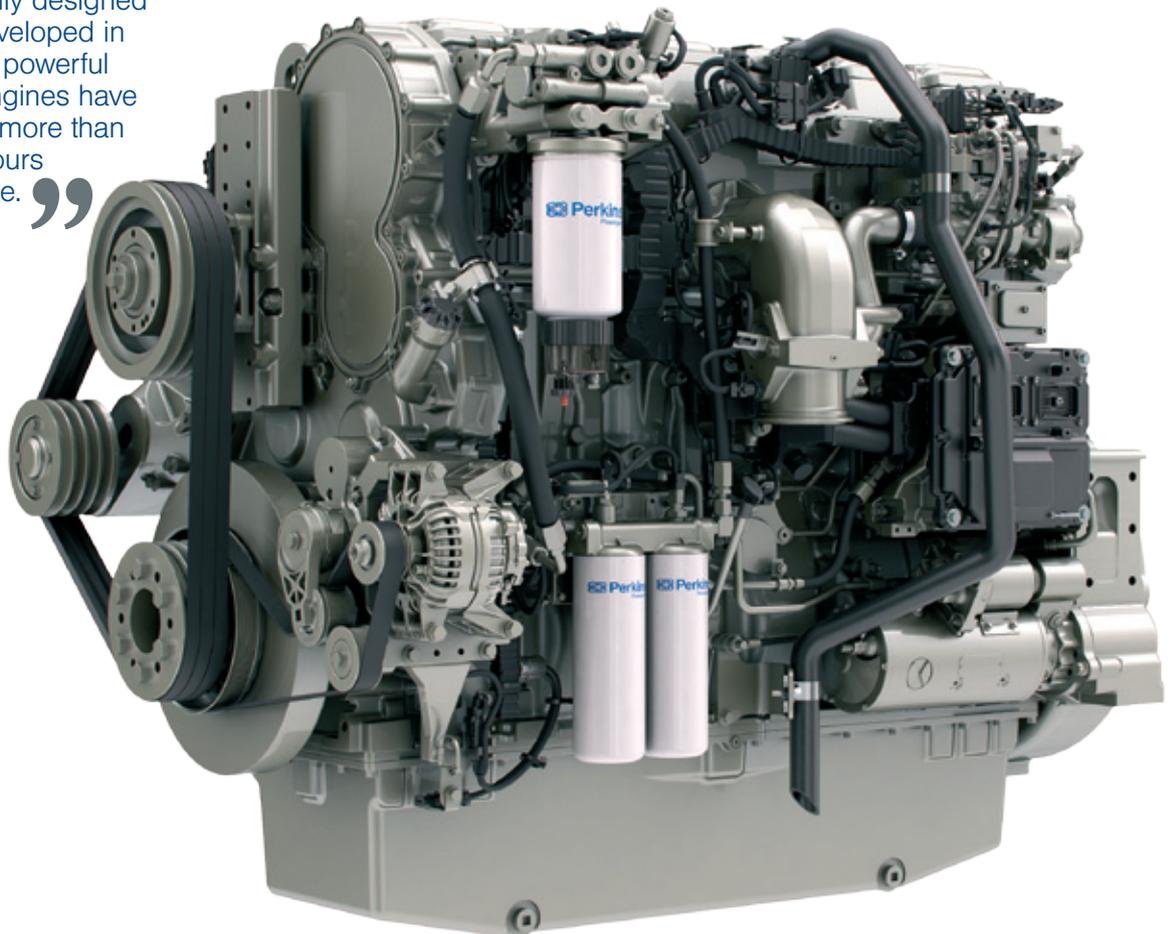
The 12.5 litre 2206 delivers 400 kVA of prime power, along with class-leading power density and it provides extremely competitive fuel economy.

The 15 litre 2506 delivers 500 kVA of prime power. It offers class-leading power density and fuel consumption.

The 18 litre 2806 delivers 625 kVA of prime power and, in line with the rest of the Series, achieves best-in-class power density.

Whether you're a generator set manufacturer or end user of our engines, choosing these Perkins platforms to power your business can bring significant benefits to your operations.

[For more details, visit Perkins.com](http://Perkins.com)





Interview

Perkins has the heritage and expertise to meet the needs of every sector in India's booming electric power market. Tommy Quan, Perkins sales director, Asia, tells us why there has never been a better time to rely on Perkins engines.



Tommy Quan,
Perkins sales
director, Asia

The Perkins India team has had a busy start to the year, hosting visitors at our facilities, staging well attended technical seminars and summits.

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 three years.

These locally-built engines, which meet Perkins stringent quality standards, are delighting our customers in India and across the wider Asian region. And

“ We offer end-to-end solutions for our customers, from pre-design to ongoing service and maintenance. ”

this looks set to continue as we start to 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 an important player in the Indian power generation industry.



Hitting the road to drive our brand

Perkins is the engine of choice for the electric power market in many parts of the world. In a short space of time, through consistent growth and our commitment to customers, we've also established ourselves as one of the leading players in India.

Raising awareness of our brand, products, standards and services never stops. And we've been taking to the road to host more electric power seminars across the country. In the past few months, we hosted events in Pune, Chennai, Trivandrum and New Delhi.

As well as showcasing the extensive capabilities of our business, the seminars provide a chance for the audience of customers, consultants and contractors to ask questions and connect with people at all levels of our organisation.

We used recent events to underline our continued commitment to customers in India and unveiled our plans to manufacture the 2000 Series at the Hosur plant.

“ Raising awareness of our brand, products, standards and services never stops. ”



Getting the message: Team members from Perkins and its local distributors joined representatives from various OEM organisations at events across India to talk about the benefits of Perkins electric power offer.

The seminars in New Delhi and Chennai were hosted alongside Sterling Generators, while the Trivandrum seminar was co-hosted

with Supernova Generators. Events were supported by Perkins appointed distributors, Gmmco Power and Powerparts Private Limited.



Smart solutions to keep your engine in top condition

Protect and maintain your Perkins engine with these innovative aftermarket products.

Perkins® My Engine app

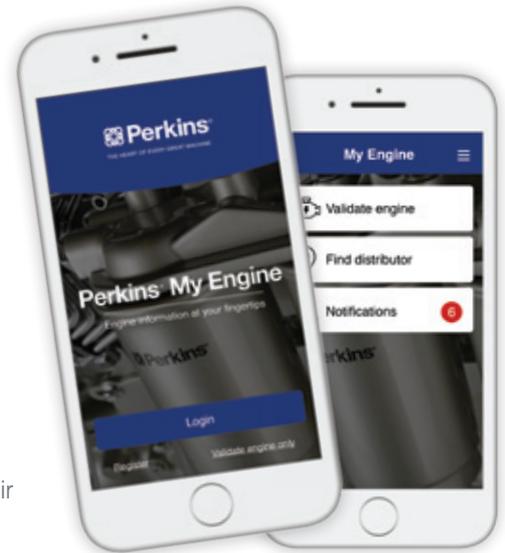
One key product that brings significant customer benefits is the new Perkins® My Engine app. The free smartphone app, available to download now from the Apple and Google stores, allows engine users to register their Perkins engine and then easily access their Operating Maintenance Manual (OMM) and parts book.

Service and support are easy to reach, because you can see a record of your servicing and find and make contact with your local Perkins distributor with a few taps of your phone.

It also offers fast and simple access to engine-specific information, such as series, type, model and part numbers, so you can quickly re-order the right Perkins components, whenever you need them.

Above all, the Perkins My Engine app makes it simple for Perkins customers to track their servicing requirements, locate and contact their distributor, see parts information and receive service updates – all in one place.

So download it today!



Perkins® Diesel Engine Oil

The quality of your engine's oil is more important than many operators and owners think. As technology evolves and tolerances are reduced, greater pressure is increasingly put on your engine. Today, your oil's purpose goes beyond providing lubrication. It's also critical in maintaining your engine's performance and controlling emissions.

Perkins® Diesel Engine Oil rises to these complex challenges and has been specially formulated for hard-working Perkins engines. It's a unique blend of 12 additives, designed to keep your engine performing at its optimum level and prolong its life.

It's important that owners and operators avoid the temptation of

buying cheaper, inferior oils as it can be a false economy.

The quality of your oil impacts on the formation of deposits and sludge, cylinder wear and lubrication. Lower-quality oils, therefore, could lead to increased wear on your components, reduced engine performance, lower fuel efficiency and higher emissions. These are problems that can't be reversed by an oil change.

“Perkins Diesel Engine Oil delivers unparalleled performance for Perkins engines, and we know that because our own engineering experts have tested it over thousands of hours, against the toughest standards.”

While many engine oils on the market meet the API or ACEA standards, these are not an absolute guarantee of quality.

However, with Perkins Diesel Engine Oil you get unparalleled performance for Perkins engines. We know this is true because our own engineering experts have tested it over thousands of hours, against the toughest standards.

With the health of your engine at stake, Perkins recommends Perkins Diesel Engine Oil as the only one to use in Perkins engines. It provides the best long-lasting protection, maximises your engine's life and reduces your cost of ownership in the long term.

For more information, visit www.perkins.com/oil

Gmmco Power, Plot No.2B (South Phase), Industrial Estate, Guindy, Chennai, 600 032
Telephone: +91 44 30686382 Fax: +91 44 30686380 Email: perkins.sales@gmmcoindia.com www.gmmco.in/power

Powerparts Private Limited, 114, Pace City I, Sector 37, Gurgaon-122001, Haryana
Telephone: +91 124-4019215/4035144/4036614 Mobile: +91 9810056334 Email: powerparts@powerparts.in www.powerparts.in

Perkins India Private Limited, Floor 6, Tower 'B' Prestige Shantiniketan, The Business Precinct, Whitefield Main Road, Bangalore 560048 Email: IPSD_India@perkins.com www.perkins.com