



Customer focus



Features



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Spotlight



## Welcome

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

As always, we're packed with the latest news from our teams in India. Don't miss details of our brand new 4006 electronic engine, designed with our Indian customers firmly in mind.

We've also got interviews with two influential leaders in our business – Jaz Gill and Pankaj Jha. Plus, you can get the lowdown on our cost-effective overhaul kits that can truly revitalise your 4000 Series engines.



Thanks 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**



## Designed for India, built in India

Perkins has launched a new world-class engine option for customers in India – the powerful and dependable Perkins® 4006 electronic.

The new Perkins® 4006 electronic engine, built right here at our factory in Aurangabad, is specifically designed for the Indian power generation market. Investment in the engine came about as a result of customer feedback, so it's engineered entirely with your needs in mind.

The six-cylinder, 23 litre electronically controlled diesel engine delivers 750 kVA of dependable prime electric power.

It's built on the core of the powerful 4000 Series, which has proven reliability in all of the key sectors, but we've made substantial improvements to many of the engine's features.

Pankaj Jha, Perkins general sales manager, South Asia, said: "The engine's electronic fuel system means it achieves greater power density than our

competitors' engines, giving customers a real advantage in their markets.

"It also has superior first-load capability, a valuable feature in sectors such as manufacturing, mining and hospitals. Another significant improvement is the engine's derate capability and, of course, it meets CPCB-II emissions standards."

The engine has simplified service requirements, which save you time and money. It's also built to operate over a broad range of ambient temperatures and altitudes.

Overall, the engine delivers the benefits of electronic control in a power-dense package. It has been optimised for Indian power generation customers and delivers a very competitive total cost of ownership.

"The steady evolution of the 4000 Series has taken place thanks to significant investment from Perkins," said Tommy Quan, Perkins sales director, Asia. "We're very excited to present the new 4006 electronic engine to our customers in India."





# Powerful customer benefits from the all new 4006 electronic

Re-engineered components and electronic control contribute to improved fuel economy, emissions and performance for customers of the Perkins® 4006 electronic. And the benefits don't end there...

If you're looking for a durable and powerful engine that keeps your generators performing at their best, even in the harshest conditions, the new Perkins® 4006 electronic engine is the ideal solution.

The engine's electronic control system marks a significant step forward for Indian customers. In addition to more power from a smaller engine, it delivers better fuel economy, reduced emissions and optimised performance.

The 4006 electronic engine's precision injection means:

- Less fuel is used to deliver the power demanded

“Taken together, the mechanical improvements and electronic control make the 4006 electronic an extremely efficient and power dense package.”

- The engine will achieve its full power output under extreme ambient temperature and altitude conditions
- The engine will deliver exceptional performance and meet strict Indian CPCB-II emissions regulations

The engine's Electronic Control Module (ECM) can also monitor fuel filter performance, meaning you'll save money by only having to change filters when necessary, rather than following a pre-set schedule.

## More power, delivered faster

The 4006 electronic delivers up to 750 kVA of prime power, which can be delivered within two load steps. The first of these is at 450 kVA, which equates to a 60 per cent first load step.

The delivery of more power, quicker, is a major benefit for both prime and standby applications.

Other improvements come in the form of upgraded components, including a fully re-engineered cylinder head, resulting in two key benefits which reduce maintenance costs:

- The tappet setting interval is extended to 2,000 hours
- 15,000 hours top end overhaul inspection interval (cylinder head life) which is best in class

A new piston ring pack cuts oil consumption by up to half. That's another big reduction in operating and maintenance expenses that all helps to cut the overall cost of ownership.

## Class-leading power density

Taken together, the mechanical improvements and electronic control make the 4006 electronic engine an extremely efficient and power dense package.

The engine delivers equivalent performance in a six-cylinder, 23 litre configuration, to the competition's 12-cylinder, 38 litre engine – something which gives users a number of significant advantages. These include reduced packaging costs and the ability for the engine to be integrated into smaller canopies.

“Low cost of ownership, world-class load acceptance, ambient de-rating capabilities and the highest power density available at 750 kVA make the 4006 electronic engine an ideal choice for Indian power generation customers,” said Pankaj Jha, Perkins general sales manager, South Asia.





## Interview

Significant investment in our facilities, engines and processes is helping Perkins strengthen its reputation among Indian power generation customers.

### Jaz Gill

Today, India is an economic powerhouse. As the dependability of grid power continues to improve in many states, we're beginning to see Indian power generation move from prime duty applications to that of standby power.

Whether you need an engine to run day in, day out, or you're in the market for standby generation, Perkins has the right products to meet your needs across all the key sectors.

We're fully committed to serving your country and its customers, and we continue to make significant



**Jaz Gill,**  
vice  
president  
of global  
sales and  
marketing

investments in our world-class facilities, technologies and processes here.

I'd like to thank all our Indian customers for your continued confidence in our brand.

### Pankaj Jha

Perkins prides itself on understanding and meeting the needs of local markets around the globe. Here in India, we're demonstrating these values with the launch of our new 4006 electronic engine.

This brand new platform is a direct result of feedback from our customers. We took what you told us and created



**Pankaj Jha,**  
Perkins  
general  
sales  
manager,  
South Asia

an aggressive product development plan. This allowed us to get the engine developed and out to market quickly and efficiently, meaning you get to enjoy its full range of benefits without delay.

As a result of your thoughtful input, alongside our investment and engineering expertise, we've created an incredible product, specifically engineered for the market here and with class-leading features.

We're proud of the business we're building in India and we'll continue to stay fully focused on your requirements as we move into the future.



## Perkins showcases electric power expertise in Hyderabad and Pune

Our success in India has been largely driven by our world-class products and service, steady growth and an unshaken commitment to our customers. While we've made great progress here, we never stand still.

That's one of the reasons we host market and customer connect events around the country – to keep building awareness of our brand, values and exceptional global standards.

As part of this brand-building journey, we recently held a seminar in Hyderabad and a Tech Summit event in Pune.

Our seminar in Hyderabad brought together consultants, contractors, customers and end-users. It was another valuable opportunity to highlight the advantages of choosing Perkins engines and discuss the benefits of our service and support solutions.



The event in Hyderabad was organised by Perkins GOEM Supernova generators and the tech summit in Pune was organised by Sterling generators. The two events were supported by Perkins' appointed distributors Gmmco Power and Powerparts respectively.

We also demonstrated our understanding of the Indian market and our latest technological breakthroughs at the tech summit in Pune.

We used both events to underline our continued commitment to India.







# New overhaul kits extend the life of 4000 Series engines

When you use our kits, the results are clear. Your engine is returned to full power to work perfectly for much longer.

A complete overhaul of your Perkins engine – or components within it – can revitalise its performance, returning it to the level of a new engine, or very close to it.

To make the process easier and more cost-effective for customers, Perkins is launching a range of three new kits to use when overhauling your 4000 Series engines:

- Single cylinder top gasket kit
- Single cylinder head overhaul kit
- Single cylinder overhaul kit

In addition, we've relaunched our complete engine bottom gasket kit, and single cylinder bearing shells kit and our complete top gasket kit.

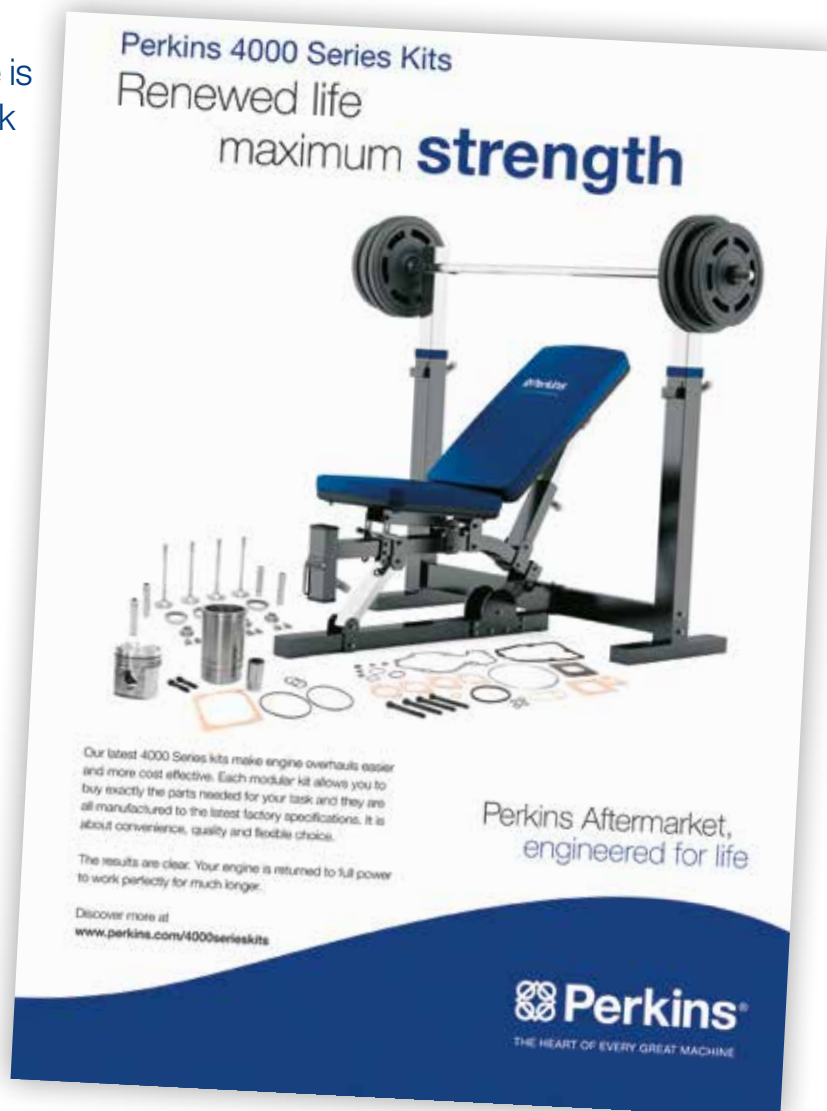
With large engines that are fitted with single cylinder heads (like the 4000 Series), customers don't always perform a complete overhaul in one go. Instead, they may choose to perform different overhaul tasks at different times in the engine's life.

Utilising the new range of kits, you can buy exactly the parts you need for whichever area of your engine requires attention. You get convenience, quality and plenty of choice.

## Avoid costly downtime

Every component in a Perkins overhaul kit is manufactured to the latest factory specification, and specifically tailored and precision matched to your engine's build. This ensures you get maximum component life – and engine performance. Every component will fit first time, saving you on costly downtime.

All our overhaul kits offer significant cost savings compared to buying the parts separately. Engine models covered include the 4006, 4008, 4012 and 4016 Series.



## What you need for your overhaul



**Top-end overhaul** – use the top gasket kit and cylinder head overhaul kit

**Pistons and liners** – use the single cylinder overhaul kits

**Crank bearings** – use the single cylinder bearing shell kits

Complementary parts are also available as required to meet your specific needs

Your local Perkins service team can assist you in identifying when your engine requires overhaul based on oil sampling, valve recession, compression checks and fluid usage etc.

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