

## Perkins in India

Today India is an economic powerhouse, its industries producing goods for global consumption. With modern, state of the art manufacturing facilities, embracing the latest technologies and techniques, India is now firmly on the world stage as a major provider of goods and services.

As grid power continues to improve in many states, the Indian power generation market is moving from a prime duty application to that of standby power. As a business we are fully prepared to meet and address both the prime and standby power market requirements. Our technical teams along with our channel partners will ensure that your needs are fully understood and product is configured accordingly.

Part of Caterpillar Inc, we are able to make significant investments in our facilities, class-leading technologies and processes. You can always count on us and our worldwide distribution network to deliver every time.

### Manufacturing investment leads towards an exciting future



*Aurangabad production facility*

We have made significant long term investments in our capabilities and manufacturing facilities. Customers rely on Perkins to deliver the highest standards of quality and innovation, both in terms of the product and the way in which it's built. Across our global facilities we implement consistent manufacturing processes to ensure all our customers receive the dependable engines they've come to expect from Perkins, and our Aurangabad and Hosur facilities are no exception.



*Hosur production facility*

Perkins Aurangabad Engine facility is a greenfield project located in Maharashtra, India. More than \$150 million has been invested in this world-class facility which deploys state-of-the-art technology and innovative processes to manufacture and supply the powerful 4000 Series engines to the growing Asian customer base - providing reliable power solutions to hospitals, airports, universities, real estate, data centres and large manufacturing industries.

The Hosur plant is the latest manufacturing facility producing the 1100 Series and the popular 2000 Series ElectropaK engines.

“ We continue to focus on the India market, as we have the right products, with the right support network. ”

*Pankaj Jha, India general sales manager*

As well as world-class processes quality is also dependent on your people. To that end we make sure that our people are the best they can be. We only select new employees with a technical education and before new operators start working on the production line, we provide them with an extensive training programme which includes stripping and building of complete engines. It's an approach that has helped build a quality workforce where pride in the job means we can be proud of our engines and of our facilities.

Perkins has seven major regional centres around the world, one being located in Bangalore, India providing sales, in-service support and marketing for original equipment manufacturers (OEMs), distributors and end users. We bring local knowledge and local commitment wherever you are.

Besides manufacturing facilities and sales offices, the company has more than 90 distributors delivering the Perkins product support promise in 180 countries around the world. Working closely with our distribution partners in India – Gmmco

“By manufacturing closer to our Asian customers, and using our world-class supply base, we'll be able to provide customers with the engine they need, tailored to their specific requirements.”

*Abhinav Gupta, South Asia regional marketing manager*

Perkins is committed to the welfare and wellbeing of the communities in which we are located, and in India we actively participate and support charitable organisations in health and sanitation, women's skills and education.

**We are a global company with global reach but we pride ourselves on being where our customers are, and understand the different requirements of local markets around the world.**

## Perkins facts

- Perkins is a world leading supplier of diesel and gas engines in the 4-2000 kW / 5-2800 hp range
- A rich heritage and global brand presence
- Over 85 years of manufacturing experience and over 20 million engines have been manufactured
- Capacity to produce up to 900,000 units per year globally
- Eight manufacturing sites worldwide
- Trusted by 1,000 leading manufacturers/OEM's
- Global product support provided by a worldwide network of more than 90 distributors in 180 countries with more than 3,500 outlets

Power and Powerparts Private Limited, we share a commitment to deliver the highest standards of support to our customers. They have an in-depth knowledge of power generation in their territories and understand the environment, local legislation and reliability of the power grid. They see that you get the product and service that you expect from Perkins.

Perkins India success will be driven by many things but we cannot underestimate the important role played by our suppliers. They are companies, who like us, have invested heavily to produce components of a world-class standard. A major advantage of using local suppliers is that the supply chain is optimised, enhancing our own production capabilities and helping us meet customer demand more responsively.