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## BU POWER SYSTEMS

### We care about your engine

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As an appointed Perkins distributor BU Power Systems is responsible for the sales and the after-sales service of Perkins diesel and gas engines. BU Power Systems offers customized engine solutions for industry, construction, agriculture, material handling as well as for power generation and ships. In fifteen European countries, we ensure professional product advice and comprehensive service for all engine needs.

### Our services for you

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The service portfolio of BU Power Systems extends from engine sales through spare parts service to individual services. Our sales service includes a qualified product consulting with a conceptual drawing, prototype development, product customization through application management, sourcing and training. A comprehensive after-sales service ensures a professional engine support. Through short reaction times, professional management and an optimal availability of spare parts, BU Service meets the highest Perkins service standard.

### Europe-wide engine expertise

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BU Power Systems is present in Germany, Italy, Poland, Denmark, Croatia and Slovenia with legally independent companies, each operating under the „BU Power Systems“ brand and partly serve further markets, for example in the Balkans. More than 170 employees across Europe ensure professional product advice and comprehensive service for all engine needs. Our customers therefore benefit from an intercultural business partner with local proximity and from the advantages of a Europe-wide, highly specialized group of companies.

The BU Power Group has service centres, workshops and warehouses in Germany, Italy, Poland, Denmark, Croatia and Slovenia. The storage space for Perkins' extensive range of engines, generator sets and original parts covers more than 7,000 m<sup>2</sup>.



In 1989 the company took on its first Perkins contract for North-West Germany. Since 2005 the BU Power Group has been an appointed Perkins dealer with exclusive distribution rights for the German, since 2008 for the Polish and since 2011 for the Italian market.

Since 2012 the company has been the official Perkins and Perkins Marine Power distributor for Croatia, Slovenia, Bosnia and Herzegovina, Serbia, Macedonia, Montenegro, Kosovo, Albania and Malta. In January 2017, BU Power Systems became Perkins distributor for Denmark, Greenland and Faroe Islands.

## Milestones



## Vision

We want to be recognized by companies utilizing industrial engines and related products as the most capable and competent organization in the industry. BU Power Systems can expand further on the Perkins brand and offers unique current and future value solutions.

In doing so, BU Power Systems is striving to become the primary choice for partners and customers. BU Power Systems helps their customers to grow in their own market sectors.

### MISSION

BU Power Systems offers its current and potential customers a unique set of high quality services and products. The BU Power Systems team is passionate, dedicated and competent, with a strong focus on the customers' business success, growth and profitability.



## Core values



### INTEGRITY

Integrity is the basis for everything we say and do. We are always honest, loyal and respectful with others such as our colleagues, customers or other people involved in our business; we respect their ideas, roles and diversity like gender, race, religion etc.

We are committed to delivering on our promises. We act according to the company's ethical code. By doing so we build up trust, which is the foundation of our reputation as individuals and as a company.



### TEAMWORK

Teamwork stands for the importance and collective power of working and acting as a team. We help each other to reach success and we respect and value each other's opinions. For us, it is crucial to be successful as a team.

We know a great team can achieve far better results than its members could individually. We enjoy working as a team, have fun doing what we are doing and appreciate the teamwork.



### CUSTOMER FOCUS

We are a fully committed team with a strong focus on customer satisfaction.

We are committed to doing our absolute best; ultimately, we want to make sure that our clients get to enjoy the best possible customer experience. We recognize that the commitment and performance of our team is valued by our customers and that this makes us different from our competitors.



### MAKING THINGS HAPPEN

We are driven to make things happen. We know it is important to analyse, review, discuss and make sure we have collected sufficient information to make solid decisions.

Once a decision has been made, we take action: We always commit to delivering on our promises internally and externally and to making things happen. We never leave (justifiable) customer requests unanswered. We try again and again to ensure ultimate success.



### UNIQUENESS

Our customers choose BU Power Systems proposals, products or services because they are perceived as "unique and better than others" – and on top of this – we are valued for our high-quality customer relationships.

We always aim to be seen, valued and selected by customers as offering uniquely tailored proposals. We strive to meet our customers' business needs, add real value to their businesses and exceed their expectations – in the short and in the long term. The BU Power Systems team aims to offer its customers outstanding deals that the competition cannot match.



## BU SALES

### The appropriate engine for each of your machines

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BU Power Systems offers diesel and gas engines between 4 and 2000 kW. Thus, we have a drive solution for almost every off-road application. Our experienced sales engineers advise you competently in the selection of the right engine for your application.

## Perkins engines

### PERKINS INDUSTRIAL ENGINES

Perkins engines increase the performance and productivity of your machines. The BU Sales team will help you to find the right engine as well as the appropriate additional components for your project and will support you with comprehensive installation and application advice. With a power range from 8 to 597 kW we will find a suitable engine solution for your project.



### PERKINS ENGINES FOR POWER GENERATION

For more than 85 years, Perkins has been manufacturing engines for power aggregates and generators; the company is one of the world market leaders in the Electric Power (EP) segment. Whether standby generators or emergency power generators, peak load capacitors, primary power generation or percussive motors -

Perkins provides efficient and reliable solutions for your application. The performance of Perkins EP engines ranges from 6 to 2500 kVA.

### MARINE ENGINES AND MARINE POWER GENERATORS (ON-BOARD GENSETS)

Perkins marine engines are known worldwide for their reliability and robustness, and have been used as propulsion engines in recreational boats as well as in professional ships for decades. Perkins marine engines for power generators have all required important international certificates and classifications.

### GAS ENGINES

Perkins gas engines are long-lasting and reliable – this is proven by daily worldwide applications in a wide variety of environments and operating conditions. Low costs over the entire product lifecycle make them particularly economical. With the 4000-series engines, product solutions are available in a wide performance range. Our experts are at your disposal to assist you regarding design and specifications.

## Further engine brands offered by BU Power Systems

### FG WILSON ELECTRIC POWER GENERATORS – GERMANY, AUSTRIA AND SWITZERLAND ONLY

As a long-standing partner of FG Wilson, BU Power Systems acts as an importer for the German, Austrian and Swiss market. BU Power Systems offers isolated solutions for the distributed power supply as well as mobile units for the individual power supply on site, on construction sites and reliable emergency power supplies for critical applications such as hospitals, airports, data centres, telecommunication networks as well as residential, industrial and commercial applications. The FG Wilson experts from BU Power Systems work closely with the OEMs to develop solutions for the most demanding and complex requirements.

At the same time, we focus on power supply security and energy cost reduction.



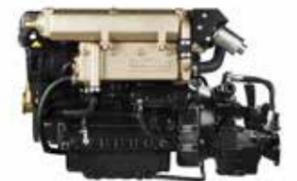
### GENMAC ELECTRIC POWER GENERATORS – GERMANY ONLY

In addition to the FG Wilson range, BU Power Systems also offers portable and stationary generators of the Genmac brand. For almost 40 years, the Italian manufacturer has specialized in the production of generators in the range 1 kVA to 3000 kVA. Genmac is certified according to UNI EN ISO 9001: 2008.



### LOMBARDINI MARINE ENGINES – DENMARK ONLY

In order to meet the local requirements of the Danish marine engine market and to offer a product range as broad as possible, BU Power Systems distributes Lombardini marine engines in Denmark. We work with about ten service partners so that we can support our customers optimally throughout Denmark. Contact us for the sale of new Lombardini engines and original Lombardini spare parts as well as for the service and guarantee handling of your Lombardini engines.





## BU INSTALLATION AND APPLICATION

### Expert integration of our engine into your machine

The sales and application engineers from BU Power Systems support and advise you comprehensively regarding the implementation of the optimum engine solution for you.

Our services at a glance:

#### CONSULTING

Project analysis as well as elaboration of customer requirements and concept development for an engine solution

#### WORKSHOP

CAD-supported technical integration workshop

#### PROTOTYPE DEVELOPMENT

Integration of individualized engines with tested add-on components (application management)



#### SOURCING

Commercial processing and development of a reliable forecast and delivery process

#### TRAINING

Training for the OEM (Original Equipment Manufacturer) service organization

#### WARRANTY

Extended warranty periods on request

## Accessories and add-on components (added value com- ponents)

BU Power Systems offers solutions tailored to your specific requirements for the electrical and mechanical integration of Perkins engines, for example with SAE J1939 CAN bus control, through the integration of individualized cable harnesses or with adapted cooling systems.

The system solutions recommended by our application engineers offer a multitude of advantages:

- Optimization of the installation situation
- Tested components, according to the manufacturers' specifications
- Simplification of assembly / installation
- Reduction of parts diversity / storage
- Reduction of possible tool costs
- Simplification of the documentation
- Selection according to Perkins specifications
- Serviceability
- Cost optimization

## Our product range

### INSTALLATION

SAE QuickFits, equipment, vibration dampers, engine bearings

### OUTPUT

hydraulic pumps, gearboxes, clutches, generators

### FUEL SYSTEM

filters, fittings, water cutters, tanks, pipes

### AIR SYSTEM

silencers, expansion joints, air filters / pipes, hoses, compressors, control valves

### ELECTRONICS / CONTROL

instruments, displays, sensors, accelerators, harnesses

### COOLING SYSTEM

radiators, preheats, fans, belts, spacers



## Engine expertise - anytime

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BU Power Systems offers a tailor-made expert service for engines in the fields of industry, agriculture and forestry, construction, emergency power and energy generation as well as for engines in combined heat and power plants. With short response times, professional processing, and highest spare parts availabilities, the BU service meets the highest Perkins service standard.

As a Level 3-certified Perkins service partner, BU Power Systems ensures consistently high service quality. Our fully-equipped service vans ensure prompt on-site assistance. And if the damage turns out to be even more complex, we will gladly provide you with a replacement engine.

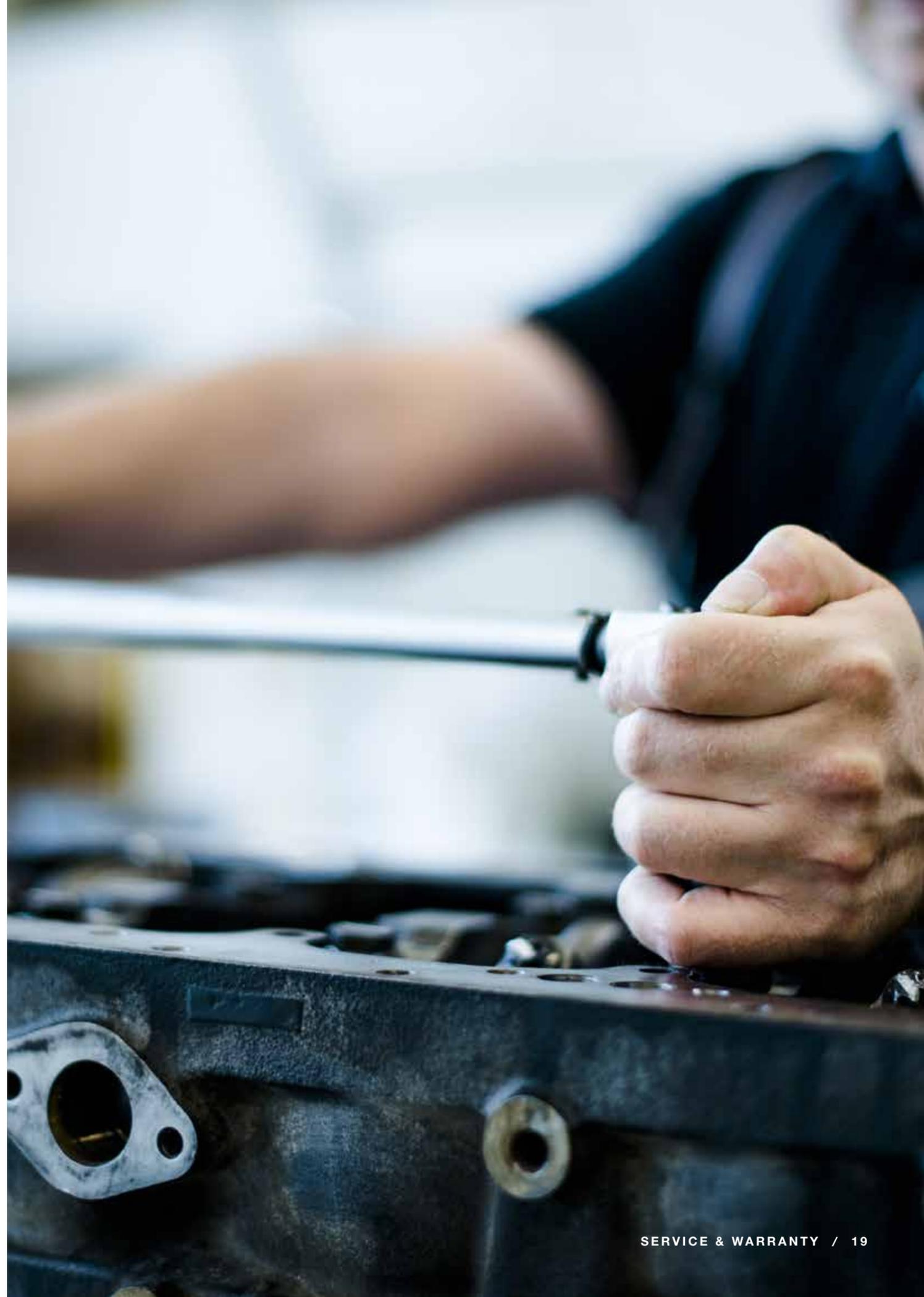
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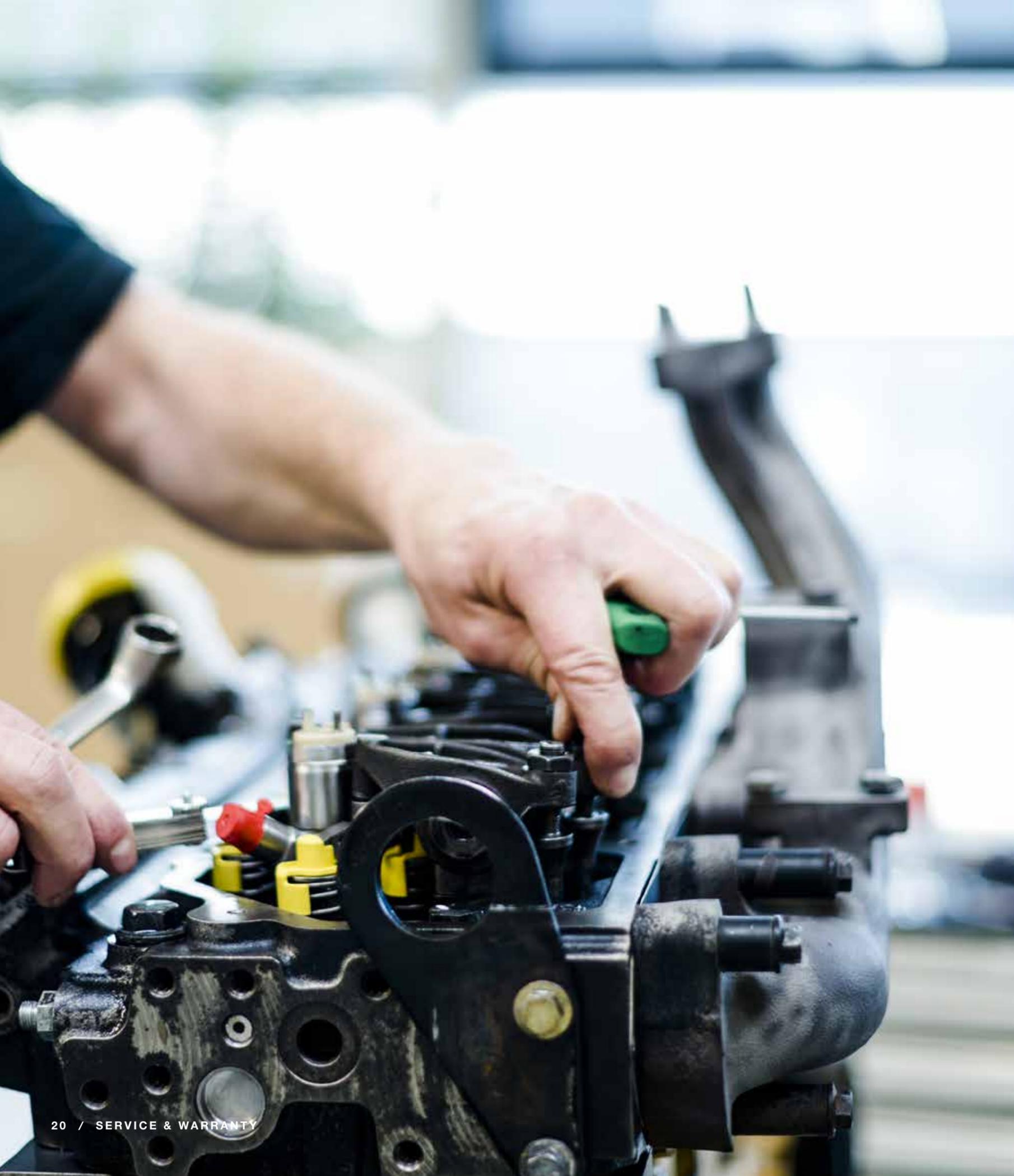
Our service team will help you with all your engine needs. Star-

ting with the problem analysis directly at your site or with state-of-the-art technology via remote diagnostics. Depending on your needs, we assist you with our comprehensive service portfolio.

### OUR QUALITY STANDARD

As a level 3-certified Perkins service partner, the BU Power Systems national companies ensure a consistently high level of service quality. Comprehensively equipped service vans ensure fast on-site assistance. Our emergency service is available 24 hours a day, 7 days a week. Whether maintenance, repair, overhaul, spare parts service, exchange engines, warranty processing or warranty extension - the BU service offers the full range of services around the engine.





## Our service portfolio



### MAINTENANCE

To ensure that your engine operates as perfectly as possible and to keep your business processes running smoothly, BU Service offers professional maintenance solutions. Use our maintenance service to keep your costs rather low in the long term, prevent machine failures and avoid major repairs.



### REPAIR

The BU service helps you at any time quickly and competently. As a specialist for Perkins engines, we have all the necessary spare parts, documentation, tools and test benches. Both our service technicians and our workshop personnel are trained on an ongoing basis at our international Perkins certified training centre. This ensures that a fault analysis and the subsequent repair of your engine are carried out quickly and competently at your site or in our workshop.



### OVERHAUL

Profitability is our top priority. For older machines in your machine park, a reasonable repair can therefore be a solid alternative to a replacement engine. Our service portfolio covers all maintenance stages from the repair of individual components to the complete overhaul of your engine. Of course, we assure you the full BU service quality. We are happy to provide you with an individual offer after an engine diagnosis.



### EXCHANGE ENGINES

Sometimes engines are not economically repairable, or the factor time that is of increasing importance today, does not allow an overhaul. In order to provide our customers with a fast solution in such cases, we guarantee a constant availability of over 200 Perkins replacement engines.



### WARRANTY

If your engine has a defect during the warranty period, we will support you competently and swiftly in warranty processing.



### EXTENDED WARRANTY

Within the warranty period of your Perkins engine, we provide our customers with the opportunity to extend the engine protection with "Perkins Platinum Protection". Here, we offer you various options regarding the warranty period in terms of time period and operating hours.



**BU TRAINING**

**Engine expertise at the highest level**

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In our international training centre, we provide unique engine know-how. We are convinced that the combination of qualified employees and technically high-quality products form the basis for satisfied customers. We carry out regular training courses for the employees of the OEM service organizations as well as for our own employees.



## BU SPARE PARTS

### Genuine product quality – delivered promptly

Whether you carry out the repairs on your engine on your own or you commission the BU Service Team, we offer you a comprehensive range of new and used original spare parts. Sophisticated warehousing at our respective locations allows us to see to our customer inquiries within 24 hours - all over Europe. From BU spare parts service you will receive original Perkins spare parts with manufacturer's warranty, which are precisely suitable for your engine and are constantly being further developed. We deliver both new parts and exchange components.

## SPARE PARTS

BU Power Systems offers you the original quality you need to optimize the life of your engine. Continuous stock and order ana-

lyses ensure that all relevant BU spare parts are always available at short notice. Our spare parts portfolio includes maintenance parts (e.g., filters, belts, rocker cover gaskets), overhauling kits (e.g., pistons, rings, bushes, bearings, gaskets), electric components (e.g., alternators, glow plugs, switches) and engine oil (Perkins Diesel Engine Oil).

### PERKINS DIRECT DELIVERY

With Perkins Direct Delivery, ordering and shipping original Perkins spare parts is comfortable and easy. Orders are placed with BU Power Systems and shipped directly from the nearest warehouse to you the next working day.



## Perkins original filters

Requirements on filter systems of modern combustion engines are steadily increasing. More engine power, higher pressures and temperatures. As a result, we achieve less wear, lower fuel consumption and better emission values. Here, too, Perkins focuses on quality and filter performance offering you the right filter system.

- Perkins oil filter for optimum engine lubrication
- Perkins fuel filter for improved protection of injectors
- Perkins air filter – no harmful particles
- Perkins particulate filter to comply with emission standards

### YOUR ADVANTAGES

Filter performance of dirt particles of only 2 microns = 0.002 mm / Efficiency of up to 98.7% / Perkins filters achieve the best results in comparison tests of filter capacity regarding oil, diesel and air filters / Active support of environmental protection / Low maintenance and operating costs

## Electric components

The perfect start of your Perkins engine actually depends on the correct installation of all relevant electrical components. Please always check the following components when replacing electric items:

- Starter ring gear: check for wear / condition
- V-belt: check the correct tension / condition
- Cable connections: check for corrosion
- Nuts and screws: check for tightness

## Perkins Diesel Engine Oil

Designed to extend the life of your engine.

### YOUR ADVANTAGES

Lower maintenance costs / Maximum engine life / Long-lasting protection / Engine oil 15 W 40 in 20 l container or in 208 l barrel / Unique blend of 12 additives for reduced wear and lasting protection

## Perkins original EP service kits

Perkins genuine EP service kits include all original Perkins spare parts for the 500 and 1,000 hour maintenance of EP 400 and 1100 Series EP engines.

### YOUR ADVANTAGES

Savings through low package prices / Convenient ordering process as there is only one order number per kit / Quality of original spare parts from Perkins



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