



Customer focus



Features



Hands-on



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Spotlight



## Welcome

to the latest edition of Connections – a magazine focused on Perkins work in India.

This edition features the new 4008 Electronic engine which delivers 810 and 910 kVA and has been designed to meet the needs of our Indian customers.

We also highlight the new 400 kVA rating out of our Hosur facility which is catering for the India market with a range of engines from 400-2250 kVA.

Over the last year we have enhanced our focus on our product support network in India. Sanjay Choubey who heads the product support team in Asia tells explains what we've been working on and how this will help our customers.

Thank you for your continued support. 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**



## Increasing the range for the India market with the 400 kVA now built in Hosur

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

The 2206D are 6-cylinder, electronic, direct injection engines which are turbocharged, and air-to-air charge cooled. Importantly, for customers in India, they meet CPCBII emission standards.

With Perkins now producing and shipping the 2000 Series in India, the engine is the ideal platform to power your electric power applications. This reliable and durable engine is ideally suited to hardworking generators from 400-625 kVA.

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

The 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. These engines are designed to provide low cost of ownership, with oil change intervals set at 500 hours as standard. To enable a quick connection to your generators through the CANBUS system,

the engines are also built with an ADEM4 Electronic control module.

**The order board for the 2206D  
from Hosur opens in August 2019.**





# Designed for India, built in India

Perkins has launched a new world-class engine for customers in India – the powerful and dependable Perkins® 4008 electronic.

The electronically controlled engine is highly sophisticated and utilises technology specifically designed for the 4000 Series range. The 8-cylinder, 30-litre 4008 electronic engine will be manufactured at our Aurangabad facility and will meet India's Central Pollution Control Board – II emission standards. Designed specifically for the Indian market, the engine delivers 810 kVA and 910 kVA prime electric power.

Built on the core of the current 4000 Series, the new 4008 electronic includes substantial enhancements to many of the engine's features and gives users significant advantages over competitive alternatives at both the 810 and 910 kVA prime node. This engine provides a superior block or first load capability which

creates value to our customers, particularly in segments like metro rail applications where the generator set is used primarily for tunnel ventilation in underground stations in case of an emergency. These ratings help in meeting the extended stack height requirements which will be a challenge in majority of the crowded cities and especially in metro stations.

"The 4008 electronic has superior first-load capability, a valuable feature in sectors such as manufacturing, mining and hospitals," Tommy Quan, Perkins sales director, Asia said. "Another significant improvement is the engine's derate capability and, of course, it meets CPCB-II emission standards." The engine has simplified service requirements, which save the

customer time and money. It's also built to operate over a broad range of ambient temperatures and altitudes.

"This 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," Tommy said. "The steady evolution of the 4000 Series has taken place thanks to significant investment from Perkins. We're very excited to present the new 4008 electronic engines to our customers in India."

For customers looking for a durable and powerful engine that keeps the generator performing at its best, even in the harshest conditions, the new Perkins 4008 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 4008 electronic engine's precision injection means:

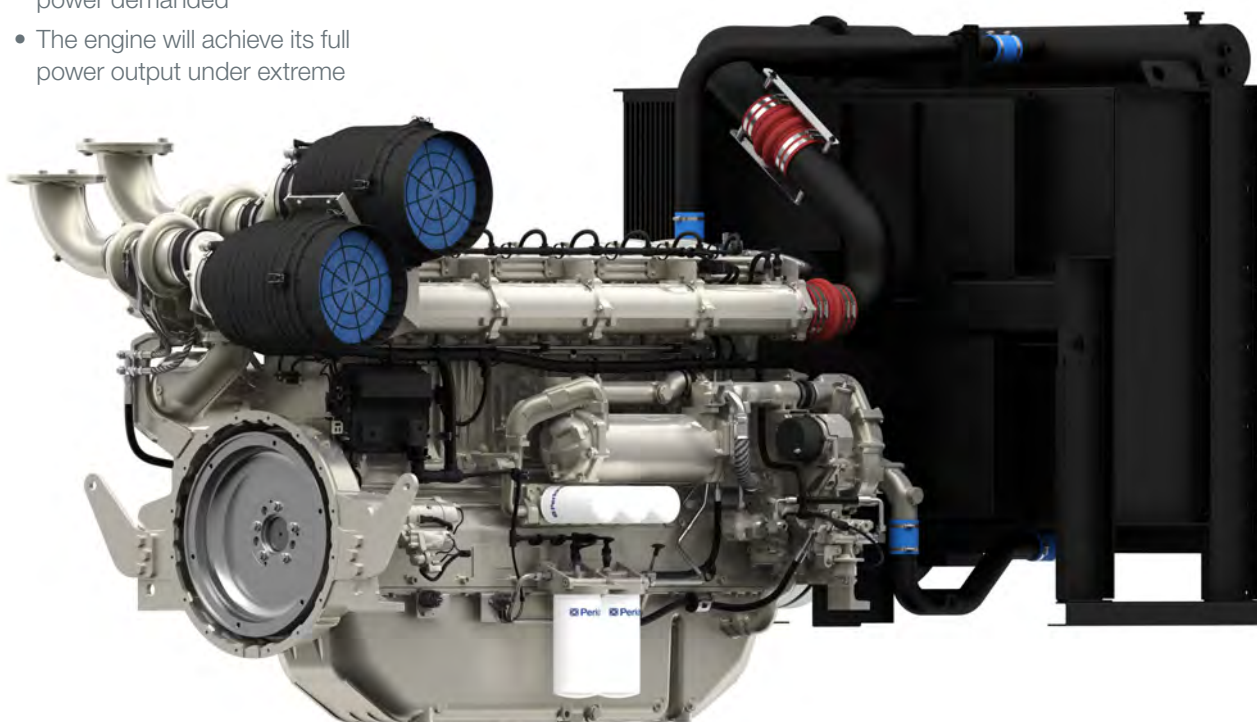
- Less fuel is used to deliver the power demanded
- The engine will achieve its full power output under extreme

ambient temperature and altitude conditions

- The engine will deliver exceptional performance and meet strict Indian CPCB-II emission standards
- Excellent load acceptance leading up to 60 percent quicker stabilisation (Cold)

- Ultra-compact size ensuring smaller machine footprint
- Capability to run at high altitude and up to 50°C ambient temperature

**The Perkins 4008 electronic engine is available for order from August 2019.**



## Enhancing the product support network in India

Perkins has continued to invest in its product support network with the recent appointment of Sanjay Choubey as APAC product support leader.

Sanjay has worked for Perkins for seven years and brings with him a wealth of experience in product support and parts. After joining the Perkins India team Sanjay worked on product support activities for the 4000 and 2000 Series engines working with distributors and Perkins Generator Original Equipment Manufacturers in the market, after which he took on the

responsibility for parts sales in the South Asia market.

In his new role as APAC product support leader Sanjay will work closely with the sales, marketing, application and service engineering teams to strengthen a sustainable structure of product support in the region. He will be based out of the Bangalore office.

"It is exciting to be a part of the growth story in the APAC region and India," Sanjay said. "We have done well in the Indian market and the sustainable product support model developed with the help of distributors and GOEMs will be the key to success. For a returning customer, approach to product support is the key and my team and I stand behind every engine sold in the region."





# Perkins showcases electric power expertise in Lucknow and Bangalore

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

That's one of the reasons we host market and customer events around the country – to keep building awareness of our brand, values and exacting global standards. As part of this brand-building journey, we recently held a seminar in Lucknow focussing on our 2000 Series engine range and a launch event in Bangalore.

The seminar in Lucknow 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 customer address was given by Tommy Quan, Perkins sales director, Asia, who spoke at length about the Perkins brand commitment to the Indian market.

This was followed by a presentation from Pankaj Jha, general sales manager South Asia who spoke about the continued investment at Hosur - including the 500 and 625 kVA product lines. He added that seminars such as this around the country, were continuing to strengthen the Perkins brand in India.

Finally, a presentation on the Perkins value proposition was delivered by sales managers Gopi Krishna and Daniel Wilkerson.

The seminar was organised by Perkins GOEM Sterling Generators and the launch in Bangalore was organised by Mahindra & Mahindra. The two events were supported by Perkins appointed distributors Powerparts and Gmmco Power respectively.



**Gmmco Power**, Plot No.2B (South Phase), Industrial Estate, Guindy, Chennai, 600 032

Telephone: +91 44 30686382 Fax: +91 44 30686380 Email: [tkv@gmmcoindia.com](mailto:tkv@gmmcoindia.com) [www.gmmco.in/power](http://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](mailto:powerparts@powerparts.in) [www.powerparts.in](http://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](mailto:IPSD_India@perkins.com) [www.perkins.com](http://www.perkins.com)