

Connections

www.perkins.com/india

Perkins newsletter for India

Aug
2020



Customer focus



Features



Hands-on



Interview



Spotlight



Welcome

I'm pleased to present the latest edition of Connections – Perkins' exclusive newsletter for India.

The events surrounding the COVID-19 pandemic continue to evolve. We continue to monitor the situation closely and remain focused on the health and safety of our teams and network who continue to provide access to the services and support our customers need to get their jobs done.

This edition highlights our presence at the Excon exhibition in December 2019 and more recently, our use of virtual webinars to ensure we

continue to connect with our valued customers and stakeholders.

We also hear from Tommy Quan and Pankaj Jha on how the Perkins team continues to deliver on its brand promise during these challenging times and showcase our recent initiatives and activities in the market. A feature on the Perkins® Syncro 3.6 and an article on the importance of engine maintenance round off this edition.



Thank you for your continued support for Perkins. Please be safe and keep sending your comments and story ideas to IPSD_India@perkins.com

Abhinav Gupta, regional marketing manager – South Asia



We are here to help...

Tommy Quan, Perkins sales director, Asia and Pankaj Jha, Perkins general sales manager, South Asia, share an important message with our distributors, generator original equipment manufacturers and Perkins-powered end users.

Our focus on the safety, health and well-being of our people, our distributors, our customers and the communities they serve remains unchanged. At Perkins, our priority is to support our customers first and deliver products that are the best in the market while adhering to the highest levels of safety across.

There is no precedence for the current times, and the situation is still evolving. We are finding ways to connect with customers using digital methods through online webinars and workshops, and workshops, supporting end users

by ensuring availability of parts and service. Future changes in the regulatory landscape including CPCB4+ in the future are also playing an important role in our activities and work with customers.

In electric power we are ensuring that our participation and penetration is maintained and customers' access to Perkins engines and parts is not compromised. For industrial engines, we are engaging with export focused Indian



OEMs targeting highly regulated countries or non-regulated markets where they can leverage our global presence and a proven Perkins product line.

To everyone working hard to support the wellbeing of the community, from health care workers to doctors, from farmers to logistics providers and data centre managers to those maintaining essential infrastructure to keep us all going, **we thank you.**

 **Perkins®**

THE HEART OF EVERY GREAT MACHINE



Perkins participates at Excon 2019 in Bangalore

Perkins participated at Excon in Bangalore, India in December 2019.

At the show Perkins and its distributor Gmmco Power exhibited a range of industrial application engines for Indian original equipment manufacturers (OEMs) intending to sell in local and export markets and promoted the benefits of using genuine parts and service. Powerparts, Perkins distributor for North and East India also supported the show.



Perkins generating set OEM Supernova Generators also participated at the show and exhibited a 1010 kVA set powered with a Perkins® 4008 engine.



The participation generated a lot of interest with a high footfall of business visitors. Meetings with many potential and existing customers were also held alongside the show.



Perkins India conducts customer connect web seminars

The Perkins team in India along with its distributor Powerparts Private Limited and generator set OEM Sterling Generators conducted a series of online seminars and workshops to connect with key accounts in the electric power sector.

Due to precautions taken during the COVID-19 pandemic, in-person meetings are not possible, so our teams have been successfully making use of online platforms to connect with our customers.

Over 10 such sessions were organised in May and saw a combined attendance of over 200 participants.

Designed to facilitate good interactions with the participants, the online seminars covered subjects including:

- The value proposition and features of Perkins engines
- ISO standards
- Ventilation
- Cooling requirements and systems
- Acoustic design and systems
- Statutory regulations.



Seminar topics also highlighted Perkins heritage, global facilities and presence, the path to market in India and the support structure across the full customer experience cycle.

We saw great engagement in every online session and the feedback from participants was very positive. Thank you to everyone who took part.



Customer connect seminar with Mahindra Powerol

Perkins hosted an electric power seminar in Chandigarh, India in January along with generator original equipment manufacturer (GOEM) Mahindra Powerol.

Mahindra Powerol use Perkins® 2000 Series engines in its generating set range from 400 to 625 kVA. Perkins appointed distributor Gmmco Power also attended the seminar at JW Marriott, which engaged over 60 attendees comprising of consultants, approver bodies and end users.



'Product support on wheels' organised in India

Gmmco Power, the Perkins appointed distributor for South, Central and West India recently executed 'product support on wheels'.

The initiative, aimed at promoting the importance of service excellence and delivering on the Perkins brand promise, was conducted last December. The Gmmco Power team travelled 3,500 kms, covered 15 cities in central India and connected with over 18 large fleet customers. The team of three senior engineers visited the customers

equipped with tools, SOS sampling apparatus, product brochures, dos and don'ts laminated copies, engine audit inspection documents, Perkins branded compliment items and a set of spares in a vehicle. During the campaign 75 personnel, including operators, technicians and engineers from customers associated with the Perkins engine



were met and trained about the operation and maintenance practices, dos and don'ts practices, the risk of using non-genuine spares on the engine throughout its life, scheduled oil sampling (SOS), awareness of the installation and use of the Perkins® My Engine App. They were also advised on Customer Value Agreements (CVAs).



Scheduled maintenance prolongs engine life

Regular maintenance is the best way of ensuring your engine lasts as long as possible. There are regular checks that you should carry out in line with the recommended schedules to do this. You can download maintenance schedules if you do not already have them.

Maintaining your Perkins engine is the key to its optimum performance. Slight changes in performance can easily go un-noticed, often a drop of 20 percent in performance can happen before the operator notices. Missing service intervals can lead to reduction in performance, let alone the worst case of a vital part failing.

Each engine we supply comes with a detailed list of checks for you to carry out at set intervals. The performance checks required will vary by engine type and operating conditions, so it is wise to ensure the checks and frequency are right for your engine. The regular checks that you need to carry out fall into daily and weekly categories, along

with regular servicing and specified intervals. They all have the same aim of ensuring that your engine runs as long as possible at the maximum efficiency. No two schedules are exactly the same, so you should always check the schedule for your particular engine.

It's also worth noting that the checks either relate to the calendar time or the hours your engine has been running. Checks should take place far more often on an engine in almost constant use than for one used occasionally.

Remember, the daily checks are just as important as the regular servicing. Major service intervals are typically every 500 hours for

minor services and in multiples of 500 hours for major services including; 1,000, 2,000, 3,000 and 4,000 hours. Please contact your authorised Perkins contact if you need to obtain a new service schedule or any other advice relating to maintenance issues.

Click [here](#) to learn more about good engine maintenance practices or visit www.perkins.com/aftermarket





Product showcase: Perkins® Syncro 3.6

The Perkins® Syncro engine range offers a compact power solution for off-highway applications in construction, agriculture and industrial sectors.

Delivering 29-100 kW (39-134 hp) of power and between 120-500 Nm torque, our 1.7, 2.2, 2.8 and 3.6 litre engines are engineered to fit your business strategy. The 4 cylinder, 3.6 litre engines provide excellent performance in power, peak and low speed torque, fuel consumption and transient response. Reliability and easy service access are integral to the design of the engines. It is available with a range of installation options to enable OEMs to minimise the size of the engine bay of their machines.

Specification	904J-E36TA	
Number of cylinders	4 vertical in-line	
Bore and stroke	98 x 120 mm	3.9 x 4.7 in
Displacement	3.6 litres	220.9 in ³
Aspiration	Turbocharged aftercooled	
Cycle	4 stroke	
Combustion system	Direct injection	
Compression ratio	17:1	
Rotation	Anti-clockwise, viewed on flywheel	
Cooling system	Liquid	
Total coolant capacity	6.5 litres	6.86 qts

Emission standards

EU Stage V, U.S. EPA Tier 4 Final, Japan MLIT Step 4

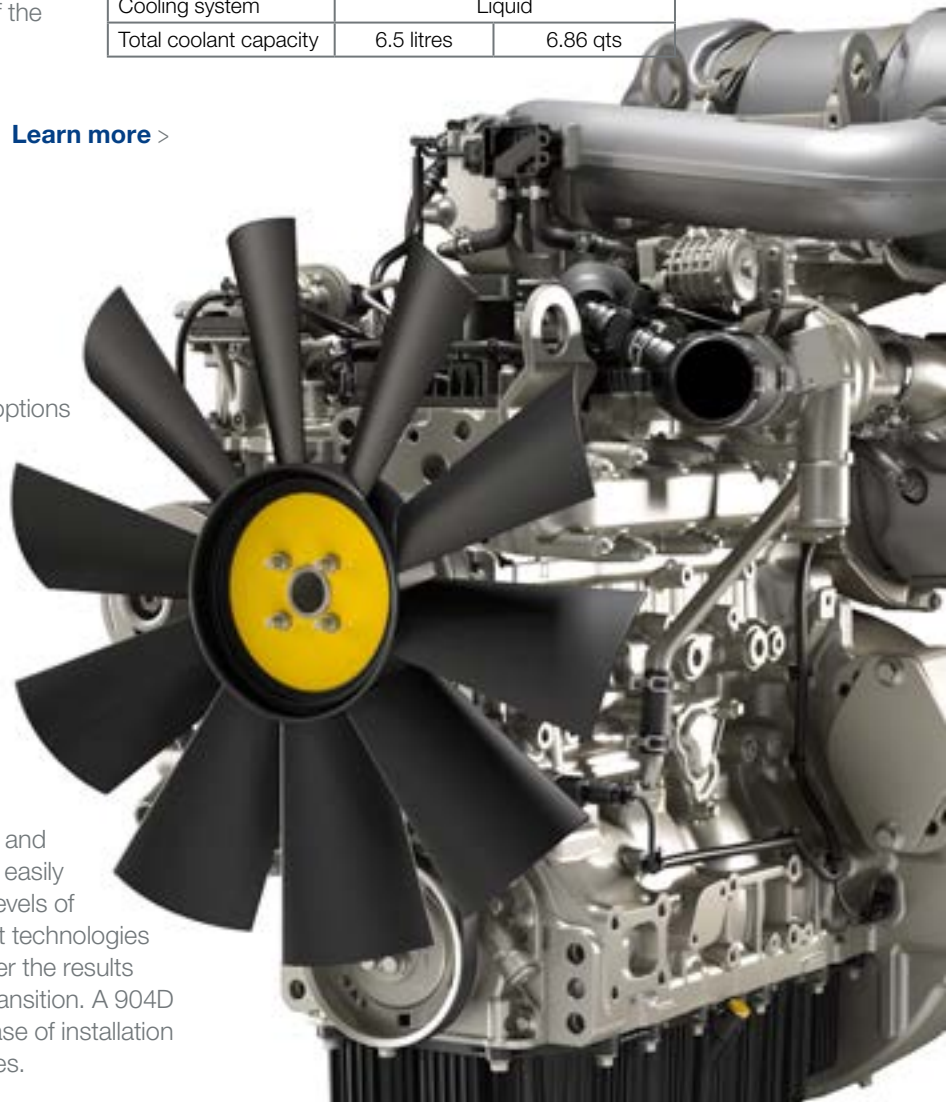
[Learn more >](#)

Features and benefits

- Dependable power
- Lifetime of low cost
- Industry leading flexibility
- Local support, global coverage
- Full engine mounted aftertreatment options

Performance where you need it most – Perkins HRC technologies

With Perkins, you can meet all HRC emission standards while producing a new generation of machines that match customer demands for value, innovation and performance. For example, Perkins Stage V technologies include common rail fuel systems, selective catalytic reduction (SCR), diesel oxidation catalysts (DOC) and diesel particulate filters (DPF). Through easily scheduled routine maintenance, high levels of validation and advanced aftertreatment technologies with no service requirements, we deliver the results you need to streamline your Stage V transition. A 904D variant, with the hook up points and ease of installation is available for lesser regulated territories.



Keep in contact with Perkins

We recently launched a dedicated area on our website, packed full of content on Perkins in India.

We're also increasing our social reach, so please feel free to follow Perkins on:

For all the latest information on Perkins visit www.perkins.com/india

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