### Case Study | Agriculture

Tractor

# **LS Tractor**

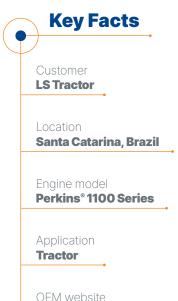


growth

Having recently celebrated the 10th anniversary of the production of its first tractor from its state-of-the-art facility in Garuva, Santa Catarina, Brazil, LS Tractor has consolidated its legacy as one of the most important tractor manufacturers in Brazil and Latin America. It has prominent participation in the up-to-145 hp market of tractors, and is respected by to growers and farmers in a wide range of farming and livestock activities, including rice and citrus production, and cattle raising.

This recognition comes as no surprise. The company possesses invaluable knowledge and expertise from over five decades of supplying for various other production segments. Nowadays, LS is one of the industry leaders in countries such as South Korea, with presence in more than 40 nations across the globe.

According to LS Mtron's sales and marketing manager in Brazil, Astor Kilpp, this has contributed to the company's success. "We can attribute part of these results to our brand's premises of getting into relationships that enhance our ability of providing global competitivity and increase our potential growth."



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Astor explains: "A good example is LS' collaboration with Perkins, an engine brand which is renowned worldwide and highly recognised for understanding the needs of Brazilian farmers, operating in the country for over 60 years. Perkins manufactures robust, economical agrimotors."

The collaboration between LS Tractor and Perkins started in 2018, with the launching of the H125 and H145 tractors, two models developed locally to meet the Brazilian market needs and those of other countries covered by LS Brazil's operations. These machines were equipped with Perkins® 1104D engines of 128 hp and 145 hp, respectively, which meet the MAR 1 emission standards.

#### The solution LS had sought all along

From the moment those first Perkins-engined tractors were produced, it became clear for LS that they had found the solution they'd been seeking. The standards of excellence and the expertise of an internationally-recognised company soon made a difference, and the combined efforts of the two teams - which had already delivered well-performing, economical and easy-to-handle tractors - were to bring even more. A new chapter was about to be written.

In 2019, tractor models P80, P90 and P100 - from LS' Plus Series range – were the next ones to be powered by Perkins engines. The fact that they were in accordance with the required MAR 1 emission standards translated into a lower fuel consumption and lower emission levels.

#### Among the best backup torque

According to Astor, one of the most notable benefits of the Perkins-LS collaboration is the significant increase in performance/economy that the tractors have to offer, not

"We intend to keep increasing our sales in Latin America with our modern, high-performance tractors. To do so, our collaboration with Perkins is of paramount importance."

Astor Kilpp, sales and marketing manager



to mention the excellent backup torgue within this vehicle category. It allows the engine to work at a lower rotation instead of full power. In this condition, the fuel consumption drops significantly, but the engine keeps enough backup so that it can speed up rapidly in more demanding scenarios. The outcome is an excellent performance without having to give up on fuel saving, since the engine is versatile enough to be put to the test in a handful of different rotations.

Astor says: "Perkins has an excellent reputation in the agricultural segment owing to the robust, efficient and fuelsaving engines it produces." As a consequence, growers and agriculturalists can maximise their productivity while minimising operation costs. This efficiency not only contributes to a more sustainable approach to agriculture, but also allows growers to further increase their profit.

As of today, Perkins engines power all of LS' tractors with over 75 hp - the equivalent of 60 percent of all tractors manufactured by the company. Supported by Perkins, this percentage is set to become even higher.

LS Tractor use Perkins® 1100 Series industrial engines, which are mechanical and electronic units meeting MAR 1 emission standards.

• Together, we power ahead.



#### Powered by a

Perkins<sup>®</sup> 1100 Series engine. Within the 1100 Series of industrial engines are mechanical and electronic units up to Stage IIIA/Tier 3 equivalent emissions standards.

## **88** Perkins<sup>®</sup>