

A close-up, high-angle photograph of several engine pistons and valves. The pistons are made of a light-colored metal, likely aluminum, and feature a distinctive three-lobed crown. The valves are also made of metal and are positioned around the pistons. The background is dark, making the metallic components stand out. The overall composition is a repeating pattern of these engine parts, creating a sense of depth and mechanical complexity.

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# powernews

**A WORLD OF DIFFERENCE**

Perkins technology helps drive growth in the Middle East and Africa

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# Special award for Allam Marine

Perkins president Hans Haefeli took time out of his busy schedule to present Assem Allam with a prestigious award in recognition of Allam Marine taking 28,000 Perkins engines in 2008.

In one of his last duties as Perkins president before moving on from the company, Hans spent the day at Allam Marine's new £6m manufacturing and distribution centre in Melton, near Hull.

Delighted to welcome Hans to the new Gibson Lane facility, Assem, managing director of Allam Marine, which was established in 1981, showed him around the six-acre site which has allowed the business to internally store, manufacture, distribute and administer the whole of its future projected programme under one roof.

Impressed with the new facility, Hans said it was a testament to the company's on-going investment, and would put it in a strong position for future growth and continued success.

Hans also praised the dedication and commitment shown by Assem and his son Ehab, the company's operations director, which he said had resulted in Allam Marine's phenomenal year-on-year growth and its valued contribution to industry in the UK.

One of Perkins' key power generation OEMs, in 2006 Allam Marine, which supplies generators around the world, took 10,000 Perkins engines. Just two years later this has increased to 28,000.

The performance pushed Allam Marine's turnover above £100m for the first time in its history; up from £76m in 2007. In recognition of the order and delivery of 28,000 engines in one year, Hans presented a plaque on behalf of Perkins to Assem and Ehab.

"Although I will be moving on



**Mark of achievement:** Perkins president Hans Haefeli (third from left) presents Assem Allam (second from left), managing director of Allam Marine, with an award for outstanding success watched by Perkins' industrial sales director Mike Francis (left) and Ehab Allam.

from the business I want to say that I have valued the way Perkins and Allam Marine have worked together over the years I've been here and I'm sure that will continue over the coming years, bringing mutual benefits to both businesses," said Hans.

He continued: "There is a strong partnership between Perkins and

Allam Marine which has seen the two companies work together for the past 14 years; with the last six years seeing Allam become one of Perkins' most valued OEMs."

Assem said he was delighted to have been presented with the award by Perkins. "It's fantastic. The visit from the president of Perkins is a very proud event for us," he stated.

# Ghaddar targets telecommunications

Established in Lebanon in 1979, Ghaddar Machinery's initial aim was to meet the growing market demand for electrical generating sets and help boost the electricity supply to residential areas.

Nowadays, power generation plays a crucial role in the infrastructure for factories, special projects and telecommunication companies, as they endeavour to reach full geographical coverage for their GSM (Global System for Mobile Communications) or other telecommunication networks.

As telecommunication companies flourished, Ghaddar Machinery was quick to respond to meet the new sector's wants and needs for power supply.

The company, which has been a Perkins distributor for Lebanon since 1988, soon equipped itself with the knowledge and the production capabilities to cater for the telecommunication industry's specialist applications.

Ghaddar Machinery altered the design of the control panel to contend with extreme conditions and ambient temperatures. The generating set controller adopted additional



**In touch:** A Ghaddar Machinery generating set provides electric power to the Base Transceiver Station to keep the GSM signal working.

protection and monitoring options while the company's silencer sets were re-designed to include a compact range without affecting the performance of the generating set and its lifetime.

These changes have seen Ghaddar Machinery increase its sales growth to

telecommunication companies grow over the last five years, with figures showing a steady 20 per cent year on year increase.

Lee Wheeler, Perkins account manager for Ghaddar, said: "Ghaddar is one of Perkins' long established customers and has seen exceptional

sales growth over the past few years.

"There is a growing demand in the telecoms market for reliable gensets, which incorporates engines from our 400 and 1100 Series, and Ghaddar has been quick to capitalise on this market and grow its reputation and business for the future."

## FACTFILE

### What is GSM?

The GSM is the most popular standard for mobile phones in the world with more than 1.6 billion people using GSM phones as of 2005.

Used in around 70 per cent of the world's market, GSM provides international roaming for mobile phone operators, higher digital voice quality and low cost alternatives to making calls such as text messaging.

### How does the system work?

The Base Transceiver Station (BTS) contains the equipment for transmitting and receiving radio signals, antennas, and equipment for encrypting and decrypting communication with the Base Station Controller (BSC).

These form the Base Station Subsystem (BSS), whose function is to handle the traffic and signalling between a mobile phone and the network switching subsystem.

As the GSM signal needs to pass the BTS before it gets to the mobile phone, BTS sites are found in a variety of locations in and around towns and cities and in remote areas.

In order to work each BTS site needs a supply of electric power ranging from 10 to 30kW, depending on the coverage area, the geography and number of subscribers. Most importantly the power supply needs to be reliable and secure to keep the GSM signal working.

Ghaddar Machinery's experience and credibility in the telecommunication industry, for providing reliable generating sets and ATS panels has seen it support a large number of projects throughout Asia and Africa.

# Testing conditions

Reliable performance in extreme conditions is helping to generate a solid reputation for Himoinsa and Perkins

With more than 25 years industry experience in the manufacture of generating sets, Himoinsa is well placed to support a wide variety of international projects.

Although its parent company and centre of R&D is based in Spain, the company's international reach has continued to grow with six manufacturing plants, 12 subsidiaries throughout the world and offices and a distribution network present in more than 120 countries.

Himoinsa specialises in the manufacture of generating sets from 2kVA through to 2,300kVA as standard products, with applications clearly developed for the rental sector, telecommunications, residential, emergency and continuous use among others.

The company's range of HPW diesel generators are powered by Perkins engines, with the engine Series 1100, 1300, 2300, 2500, 2800 and 4000 covering powers from 30kVA up to 2,250kVA.

In addition to support from Himoinsa, customers using the HPW series of generators benefit from the worldwide product support and service provided by Perkins' distribution network.

Many of the company's Perkins powered sets operate in extreme environmental conditions, where temperature, salinity and sand are key issues.

One of Himoinsa's most recent projects used its soundproof model, the HPW400T5, powered by Perkins' 2306C-E14TAG3. The unit is currently being used in Palm Deira; the third and largest of the artificial Palm Islands.

At 14 kilometres long and 8.5 kilometres wide, Palm Deira covers an area of 80 square kilometres, and is located off the Deira coast of Dubai in the United Arab Emirates.

To create this artificial island,

large compactors are used to strengthen the ground, with their only source of energy being the power supplied by HPW400T5 Himoinsa generators.

The Himoinsa soundproof generating sets have proved to be very reliable; with the unit's controller and bodywork design making it suitable for continuous service work in such harsh conditions.



Above right: Himoinsa's HPW400T5 generating set, powered by Perkins' 2306C-E14TAG3, powers the large compactor as it strengthens the ground in Palm Deira.

Above: Perkins engines are being used in generating sets across the region.

Such is the product's reputation that it has been used by many of the major construction companies in Dubai, on projects such as the construction of the Hotel Atlantis resort located on the Palm Jumeirah Island.

Claire McAllister, Perkins' account manager for Himoinsa, said: "Himoinsa is a truly global player in the genset market and as a key customer of Perkins it is excellent to see both our organisations combining technologies and expertise in the development of such an expanding area of the world."



Dependable solution: Pramac's seven GPW1850 units, most of which were powered by Perkins' 4016TAG1A, in position at Formentera Island.

## Pramac provides the power at Spanish holiday destination

With its headquarters in Siena, Italy, supported by operations and offices around the world, Pramac is well placed in the genset market to take on and support a variety of projects.

The company manufactures sets above 250kVA at its Siena facility, while sets up to 250kVA are produced at its operations in Murcia, Spain.

Pramac, which uses the full range of Perkins genset engines, was recently selected to supply 8 MW of power during the summer months, to support the main grid in Formentera Island, near Ibiza.

With holidaymakers increasing the need for power throughout the summer months, Endesa, an important energy supplier in Spain and throughout the world, selected the experienced Pramac to supply 8MW for the island.

To do this, Pramac installed seven



Generating interest: The GPW1850 attracted much attention at Matelec.

GPW1850 units, most of which were

powered by Perkins' 4016TAG1A engines. The successful project saw each Pramac

unit supply a prime power of 1,720kVA. The generators were installed using parallel synchronisation with main grid connection, and have run continuously since June 15, 2008; 16 hours a day; seven days a week. Each set is located in a high soundproof 40ft container, giving low pollution levels and low fuel consumption.

The GPW1850 unit also attracted a lot of attention on Pramac's stand at the recent Matelec exhibition in Spain.

Claire McAllister and Simone Buraschi, Perkins' account managers for Pramac Spain and Italy, said: "Pramac is putting a lot of effort into such power level projects and we are proud to participate in this challenge to power a part of Spain; we do believe this is only the first one of many others we'll win with our partner Pramac."

Power News explains how a focus on customer care and after-sales support has fuelled global success for two of Perkins' partners in Turkey.

# Generating a profitable future

## Genpower Generator

Although it was only established nine years ago Genpower Generator has already become a well-known global brand.

Based in Ankara in Turkey, the company has been one of Perkins' key partners since 2001.

Genpower's expansion and continued growth has been driven by its customer support and focus on its quality of sales and after sales.

Among its early initiatives was the establishment of its sales and after-sales service network within Turkey, and beyond, which provides it with the opportunity to reach customers across the globe.

This network has enabled Genpower to grow its export capacity, with 70 per cent of production being sent to more than 65 countries.

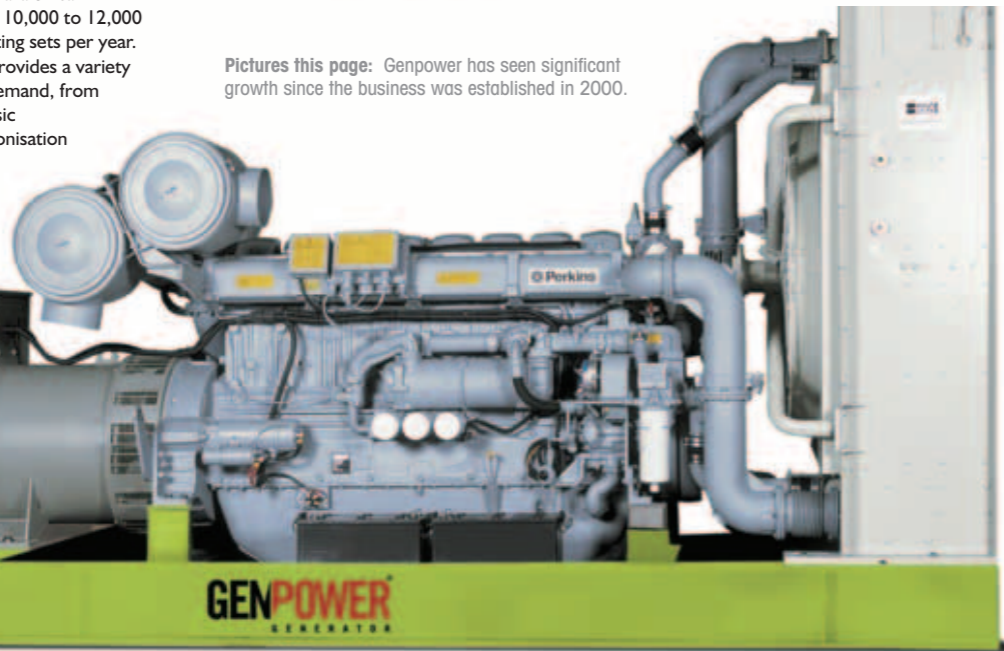
Its 11,000m<sup>2</sup> production plant in Ankara Sincan Industrial Zone, manufactures between 10,000 to 12,000 units of gasoline and diesel type generating sets per year.

With a focus on quality, Genpower provides a variety of products to meet varied customer demand, from welding gensets to tower lights, and basic synchronisation systems to PLC synchronisation systems.

The company also provides standard generators ranging from 2.2kVA to 2264kVA.



Pictures this page: Genpower has seen significant growth since the business was established in 2000.



## Cukurova Jenerators

Cukurova, a leading manufacturer and marketer of integrated power systems, providing diesel generators to a wide spectrum of end-users, has invested in the future by building a new factory in Turkey.

Over the past five years the company has seen increasing sales figures, with total sales revenue rising alongside a growing market share in Turkey.

One of Perkins' key partners in the region, Cukurova has also continued to develop the export side of its business, particularly in the Middle East and former CIS countries.

To meet its global customer demand, the company established Cukurova Jenerator Sanayii Ticaret A.S. in 2007 and has just moved its manufacturing operations to a new factory in Izmir.

The factory is located on a 33,500m<sup>2</sup> site area and has a 10,600m<sup>2</sup> assembly area. Production capacity has increased up to 5,000 units per year for its 15-2250kVA indoor/outdoor diesel generator sets with 50Hz/60Hz frequencies.

Standard 380V-415V and alternative voltages are also available,

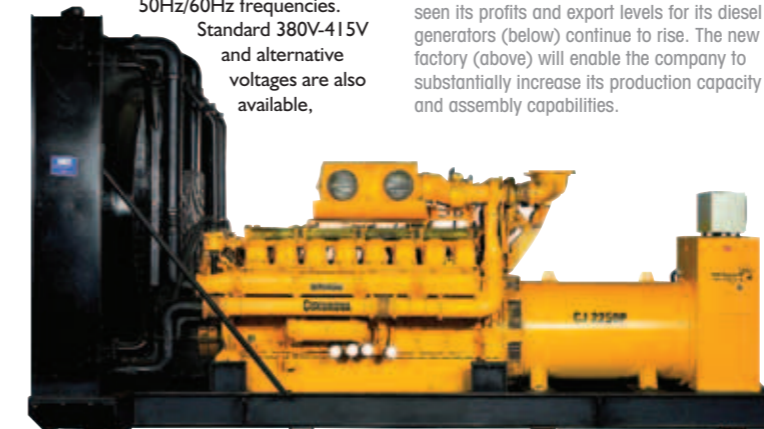
depending on the application.

Cukurova Jenerators offer turnkey power systems and services, in addition to the company designing, manufacturing and installing environmental-friendly total solutions for residential, commercial and industrial use.

Core products are for emergency or continuous uses and are configurable to integrate a wide range of system needs. The company's 15-2250kVA range is designed for more than 2,000 different applications in sectors such as construction, telecommunications and general industry.

Cukurova Jenerators prides itself on offering customised unique solutions for its customers, the provision of specialised engineering teams and using new technologies to ensure a quality produc

Above and below: Cukurova Jenerators has seen its profits and export levels for its diesel generators (below) continue to rise. The new factory (above) will enable the company to substantially increase its production capacity and assembly capabilities.



## NIGERIA



On-time delivery: Two 20kVA gensets, their control panels and fuel tanks are transported on carts to the installation site in Northern Nigeria's Sokoto region.

## Mikano team shows the way

Mikano International Limited will go to extraordinary measures to ensure its generating sets are delivered to its customers.

For more than three years Mikano International has been working in the Nigerian genset market. A particular area of interest has been the telecom sector, in which it has sought to support the aim of "a gsm phone signal available throughout Nigeria".

All the telecom/relay masts positioned in Nigeria require a reliable power source, which is invariably supplied by Perkins' 404C-22G engines. Each generating set is run 24 hours a day, seven days a week, and is checked just once a week.

To deliver on its commitment, the Mikano genset installation teams use every available aid,

from high-tech solutions such as helicopters and hovercrafts to low-tech initiatives, whichever is more available and convenient.

A recent installation in the Northern Nigerian Sokoto region; three kilometres from the nearest road, saw the team utilise bullock carts to deliver two gensets.

Peter Lucas from Mikano International Ltd, said: "The two 20kVA gensets, their control panels and fuel tanks had to be transported over some very hostile terrain. These bullock carts were the obvious local solution, with a team of horses to transport the Mikano installation technicians.

"This installation gave power to both the telecom mast and the local village, which once the lights were turned on, was cause for a local two-day celebration."

# EVW marks 50th year

Perkins was delighted to join in the celebrations as Belgium manufacturer E. Van Wingen (EVW) recently marked its 50th anniversary.

Established in 1958 by Ernest Van Wingen and his wife, Julienne, EVW has become a leading manufacturer of generating sets and power solutions with diesel and gas engines.

Originally based in Ghent, the global company moved to Evergem in 1989, into a new facility with more space for its dedicated team and engineers to develop its respected and quality product.

EVW employs more than 40 people including a team of master engineers, and ships its products as far away as Indonesia, the United Arab Emirates and the Congo, as well as closer to home in Belgium.

Recognised as a specialist in emergency generating sets and power engineering with diesel and gas engines, EVW has established a reputation for providing a reliable, sustainable and efficient power supply. This reputation has seen it secure high profile projects with telecoms operators, hospitals and power plants among others.

Although EVW had been working with Perkins for many years, in 2002 it became Perkins' OEM partner for diesel and gas engines – the first such agreement to be signed.



Special occasion: E. Van Wingen welcomed customers and partners to its 50th anniversary celebration in Evergem where it showcased a number of Perkins engines.

Determined to meet and anticipate market demand, EVW has seen its product range progress from standard gensets to sophisticated total solutions.

Jean-Pierre Van Wingen, who runs EVW said: "We sell solutions; what the customer wants. In specialist projects we are always very strong because we can offer specialist engineering."

Keen to show the specialist

projects it is involved with, EVW showed its guests a Perkins 4016TESI gas engine, which had completed 80,000 hours at the Mont St Guibert landfill site, south of Brussels. Since 1996 EVW has installed 13 Perkins 4016TESI gas engines at the site which has been a very successful waste-to-power programme. The installation produces 10MW, making the site one of the biggest electricity producing landfill sites in Europe. Due

to the success of the project EVW has recently started an engine exchange programme to replace the oldest engines with new Perkins gas engines.

Speaking at the celebration event Perkins' sales director Stephen Smith said: "As EVW's engine partner Perkins is delighted to see this sustained growth and long may it continue. I sincerely hope that the next 50 years prove to be as fruitful as the previous 50 years."

# Iranian partner goes for growth

Power News spotlights Sunir Co and two of its major customers.

Based in Tehran, Sunir Co is Perkins' official distributor in Iran, and over the years the business has seen year on year growth.

With its international sister company, Unimex, based in London, Sunir Co is well placed to expand over the next two to five years.

The mainstay of its business is in the agricultural, material handling and construction sectors, but in power generation, Sunir is working with two well-known OEM's: Paivar Diesel Asia and Sazand.

Paivar Diesel Asia is a Perkins OEM covering most of the Perkins range with the mainstay of sales in the 30 to 50 kVA power band. The company has seen strong demand for its products and its ability to assemble for smaller OEM's.

Perkins' Chris Marrannino, business manager for the region, said: "Paivar Diesel has been trading for almost 30 years. Owned and managed by the Golshahri family, it is a strong, forward looking and honourable company. Its unique selling points are based along the lines of loyalty to a brand (Perkins

and adherence to ISO standards to guarantee customer quality."

Although Sazand is a relative new comer it has already carved itself a niche position in the electric power market. Run by Mostafa Dor, Sazand has seen tremendous growth particularly in the standby market.

Mr Dor stated: "The company prefers to operate in specialist areas, adding value by tailor making products to specific customer requirements." Sazand's purpose-made facility on the outskirts of Tehran is already being expanded to cater for the increasing market in gas-powered gensets.

As part of Sunir's future plans in the electric power market, the company plans to have its own purpose-built workshop and parts distribution centre on the outskirts of Tehran open by the middle of the year.

These facilities will enable Sunir, which recently entered into an agreement with Visa, a well-known and respected Perkins OEM based in Italy, to provide even better product support for a growing electric power market.



Top: Paivar Diesel Asia has seen strong demand for its products. Above: Sazand has carved a niche position in the electric power market.

## New engine for Perkins and Mikano



Proud moment: The presentation of the 4016-61TRS2 to Mikano International Limited took place at Perkins' Stafford facility.

Production of the first 4016-61TRS2 engine at Perkins' Stafford plant was celebrated with a special presentation to Mikano International Limited.

Based in Lagos, the capital city of Nigeria, Mikano has been a key customer for Perkins for a number of years.

Since signing the Perkins Gas Partnership agreement, Mikano has achieved good year on year growth with the Perkins 4000 Series gas range in its gas powered generator sets. The 4016-61TRS2 natural gas electro-unit; the first to be manufactured at Perkins' Stafford plant, was recently presented to Mikano.

The product, which has been developed over two years, extends the gas engine range offered at Stafford.

Perkins' electric power sales manager, Mike Rosser, said: "Mikano is a valued Perkins gas partner and its commitment to taking this new engine, illustrates the excellent business relationship we have with them.

"Mikano has demonstrated its commitment to the gas sector and its on-going investment and product support puts it in a very strong position in the Nigerian gas market for the coming years."

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## UAE

## 'Silent' gensets prove popular

Based in Sharjah UAE, Radiant Engineering FZC has continued to expand its business by supporting a range of projects across the region.

A key partner for Perkins in the GCC (Gulf Cooperation Council) and MENA (Middle East and North Africa) region, Radiant has a strong project team able to quickly execute turnkey installations. The company's significant investment in new product development and its super silent gensets can deliver noise levels up to 75 DBA @ one metre distance from the enclosure.

Radiant recently supplied two 500kVA Silent Gensets powered by Perkins' 2506A-E15TAG2 on a turnkey installation, which included auto-synchronising and auto load-sharing panels. The system was installed at M/s Power plus Cable Co. L.L.C in Fujairah; a leading cable manufacturing company.

Sunil KulKarni, deputy general manager at Power plus, said: "We were impressed by Radiant's technical expertise in providing us with a complete solution. Radiant's project team gave us the requisite confidence to place the order with them and they executed the contract to our fullest satisfaction."

Another project saw the company install three 1500kVA water-cooled gensets powered by Perkins' 4012-46TAG2A at a plastic chips manufacturing company in RAK, UAE. The system was installed and commissioned by Radiant's team within eight weeks of being ordered.

With its clients including construction companies, electro-mechanical contractors and utilities, Radiant is looking forward to future growth.

# New faces join the Perkins team

**Perkins Engines Company Limited** has welcomed Gwenne Henricks as its new president, effective January 1, 2009.



Above: Perkins' president Gwenne Henricks.

Gwenne has joined Perkins from Caterpillar's Electronics and Connected Worksite Division in North America, where she was vice



Above: Ennodio Ramos, managing director sales and marketing.

president. She has held a variety of positions within Caterpillar Inc in the areas of electronics engineering and product development.

Gwenne has replaced Hans Haefeli who has moved to North America to lead Caterpillar's Advanced Systems Division.

Perkins has also appointed Ennodio Ramos, who replaces Jim Tevebaugh as managing director sales and marketing.

Ennodio joins Perkins from Caterpillar's Power Generation Division where he was managing director of the Electric Power Division.

As well as responsibility for global marketing and sales he will also be responsible for parts distribution and sales and the development of service support strategies and tools.

## Production begins in China

Perkins has increased its global reach with the opening of its new engine facility in Wuxi, China.

Production of 400 Series engines at Wuxi is the first phase of development at the engine campus. The 200,000 sq metre factory campus represents a multi-year investment plan for Perkins, building zero emissions, Stage 2, 3 and above engines destined for China and emerging markets.

Opening the facility, Perkins' operations director Allan Arnott said it was a sign of the company's "intent to build strong, long-lasting relationships with Chinese equipment manufacturers and suppliers".

He continued: "Opening this facility increases our small engine business capacity; enables us to improve our presence in the growing Chinese market and provides better support to local customers. This is important as Chinese machinery manufacturers are increasingly moving to manufacturing more sophisticated machines. To do that successfully requires engineering, technical and application expertise – capabilities where Perkins excels and will make available to our customers."

Operated by the Perkins Shibaura joint venture company, the facility will have an initial capacity of 20,000 400 Series engines, expanding to 30,000 units.

In addition to Wuxi, Perkins already operates facilities in:

- Curitiba, Brazil – the 30,000m<sup>2</sup> plant manufactures the 1000 and 1100 Series
- Griffin, USA – opened in 2004 and manufactures the 400 Series
- Stafford, UK – is responsible for the 1300, 2000 and 4000 Series diesel and gas engines
- Peterborough, UK – the 400 and 1100 Series are produced at the site which is also Perkins' headquarters.



Power source: The first 400 Series engine off the Wuxi production line.



Bright ideas: Metal spraying is among the salvage technologies used in the remanufacturing process.

## Cost-effective solution

**Powernews:** What is remanufacturing?

**Andrew Wright:** In its simplest form remanufacturing takes a dirty, used bit of core (a component) and restores it to an as-new or better than the original specification. For example, we can take a fuel pump made six years ago and make it to the latest design specification. This remanufactured part will perform as good or better than the original product.

**Powernews:** Why is remanufacturing so important?

**Andrew Wright:** With emissions tiers changing every three to four years, remanufacturing will become an important service solution for many end users. This process will help keep parts available; especially once products are phased out. It's also a cheaper alternative for the customer who wants a reliable, cost-effective service solution for their engine.

**Powernews:** Are there any environmental benefits?

**Andrew Wright:** Remanufacturing is a no-waste process, as we're taking material away from landfill and recycling it. Currently 70 per cent of the material used in the original manufacturing process is recovered; a figure that is increasing all the time, with 85 per cent of the energy from the original process also being preserved. Remanufacturing is the ultimate form of recycling.

**Powernews:** When is a piece of core remanufactured?

**Andrew Wright:** Generally, when a part has failed or has completed a certain number of hours/miles.

**Powernews:** What is the difference between a new part and a remanufactured one?

**Andrew Wright:** There is no difference between a new part and one that has been remanufactured. Every part is taken back to the original design intent and tested to the original tolerances, and all come

With new emissions regulations being introduced every few years, Perkins' Power Exchange Programme is working hard to ensure end users have easy access to parts for their heritage engines and phased out products.

Perkins' remanufacturing programme utilises years of experience to offer end users a fast, cost-effective service solution which is also environmentally friendly.

Power News caught up with Power Exchange product group manager Andrew Wright at the European Remanufacturing Centre at Shrewsbury, to find out more about the programme.

with a 12-month warranty. A remanufactured part performs the same and looks the same. The only difference is the cost to the end user as the remanufactured part is more often than not 60-70 per cent of the cost of a new equivalent part.

**Powernews:** What can be remanufactured?

**Andrew Wright:** The range of core which can be remanufactured is continually growing but it includes oil pumps, short and long engines, lift pumps, cylinder heads, crankshafts, conrods, compressors, alternators and turbochargers among many other products.

**Powernews:** How does the Perkins Power Exchange Programme work?

**Andrew Wright:** The programme has been developed over a number of years and is a simple process that ensures the customers' productivity is maintained. The customer orders a remanufactured part, receives and installs it in their engine, and returns the old part to us.

**Powernews:** Is the Perkins Power Exchange

Programme only applicable to Perkins' heritage products?

**Andrew Wright:** No. The programme supports the heritage models such as the 3.152 and the 4.236, as well as the likes of the 400, 1000, 2000 and 4000 series.

**Powernews:** What has the response to the Power Exchange Programme been like?

**Andrew Wright:** People have immediately latched on to the benefits – namely the product looks the same, works the same, comes with a year's warranty and is less expensive than new. We've recently held a training course with Kanoo and TIECO, our Perkins distributors in the UAE and Kuwait respectively, and we're looking forward to providing power exchange parts to the Middle East.

**Powernews:** How do people find out more about Perkins Power Exchange Programme?

**Andrew Wright:** Information on the programme is available from Perkins' distribution network and on [www.perkins.com](http://www.perkins.com).



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