

# Power TORQUE



Barloworld  
Equipment

Energy

 Perkins®

 Perkins SABRE  
MARINE POWER

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## What's in a name?

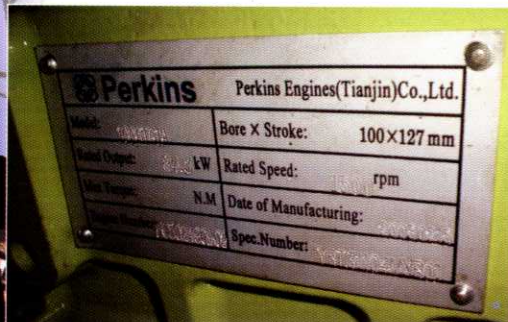
End-users who recently purchased imported "Perkins"-powered standby gensets at a Gauteng auction house have been left in the dark with the discovery that they had bought "grey" engines that did not comply with known OEM specifications.

Barloworld Equipment Energy-Perkins has joined the Diesel and Gas Engine Association of South Africa (DAGEASA)

Company Limited United Kingdom and cannot be covered by Perkins' warranties or supported by the South African distributor network. Customers are purchasing what they believe are original branded products, only to discover that there is no support or warranty structure in place when problems occur," says Barloworld Equipment Energy-Perkins operations manager Graeme De Villiers.

"They need to weigh up the cost of buying a cheap genset, usually voetstoets, against the possibility that it may not work when they need it to and that no product support backup may be available locally. Even if Barloworld Equipment Energy-Perkins had wanted to support these particular engines, we would be unable to since we have no information on the engine components used."

"We urge people to contact us if any doubt exists regarding the origin of a Perkins-branded engine."

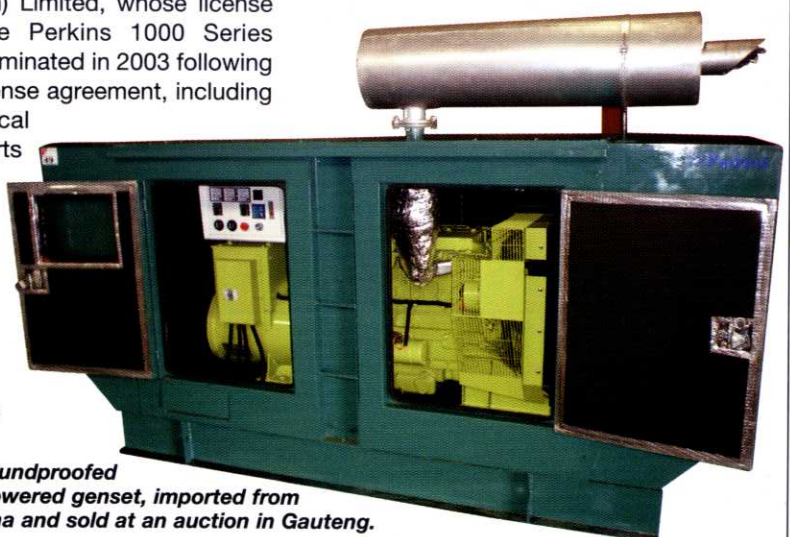


*It seems genuine, but is it? Engine identification on a "grey" Perkins-branded engine from China.*

in cautioning end-users against so called branded engines that do not comply with original component and rating specifications.

One example is "Perkins" engines manufactured in China by Perkins Engines (Tianjin) Limited, whose license to manufacture Perkins 1000 Series engines was terminated in 2003 following breaches of license agreement, including unapproved local sourcing of parts and the rating of engines beyond their design capabilities.

"These engines are not approved by Perkins Engines



*A poorly soundproofed "Perkins"-powered genset, imported from China and sold at an auction in Gauteng.*

# New era for service

The Perkins team is on track to take service to a new level following the training of a large group of technicians as part of Barloworld Equipment Energy-Perkins' growth and product support strategy, announced in the previous issue of *Power Torque*.

Twenty-two Barloworld Equipment technicians recently received six weeks' Perkins-specific training in Isando. These technicians hail from Barloworld Equipment in Malawi, Angola, Mozambique and Zambia and, locally, from



sister business unit and Hyster forklift dealer, Barloworld Equipment Handling. They will commence their new Perkins duties in January 2007.

Additional technical staff have also been appointed at head office to ensure depth of backup.

"Perkins UK is rolling out a new distribution strategy worldwide, primarily to achieve effective support of Perkins engines," says Graeme de Villiers. "As the appointed Southern African distributor we need to ensure that the brand is sold and upheld to the required standards. Supported by our Barloworld Equipment Handling colleagues we intend delivering service levels of the highest calibre."

*Perkins UK product trainer Nathan Hill assisted in training Barloworld Equipment technicians as part of Barloworld Equipment Energy-Perkins' drive to ensure that backup on Perkins engines meet the highest standards. Front, from left, are: Bright Chiwaya (Barloworld Equipment Malawi), Fredger Sibale (Barloworld Equipment Zambia) and Vincent Amidu (Barloworld Equipment Malawi). Back, from left: David Tladi (Barloworld Equipment Handling), Nathan Hill (Perkins UK), Nasser Osman (Barloworld Equipment Zambia) and Andre Oosthuizen (Barloworld Equipment Angola).*

## DAGEASA chair



Congratulations to Barry Morgan, who has succeeded Graeme de Villiers as chairman of the Diesel and Gas

Engine Association of Southern Africa (DAGEASA). The other members of the new DAGEASA executive are Dr Jim Rankin (AGFACTS), Bernard Classen (Cummins South Africa) and Steven Moss (Deutz Dieselpower).

## Appointment



Welcome to Salo Chetty who has joined the Perkins team as training and warranty administrator. Salo, who has

worked for Barloworld Equipment for five and a half years, lives in Benoni and is married to Kooban. They have two young boys.

## Workshopping

Technicians from Department of Building and Engineering Services depots around Botswana attended a special one-day winter workshop in Gaborone to upgrade their maintenance skills on Perkins engines. The workshop was tailored to meet the fifteen technicians' specific training needs, identified during repairs to and the reconditioning of Perkins-powered gensets by Barloworld Equipment Botswana.

The workshop was organised by local Perkins product manager Pieter Fouché and presented by Barloworld Equipment Energy-Perkins technical coordinator Paul Bower. Gaborone Diesel Pump and Injector Services presented a session on the fuel and injection side.

Having standardised on Perkins some years ago, the Botswana government currently has some 300 Perkins-powered gensets in operation. Applications vary from standby power in government buildings and hospitals to the supply of prime power in remote locations to facilities such as schools and wildlife camps.

The workshop dealt with a range of Perkins engines, from the 1000 series to the 4000 series. "It has been a great success, as has been born out by the number of follow-up queries by technicians asking our advice," says Fouché.

*Paul Bower (back left) with Botswana government technicians who attended a workshop to upgrade their maintenance skills.*



# Genuine demand for genuine parts

Bethlehem-based tractor parts specialist Agri Onderdele has more than doubled its Perkins business in four months following a renewed focus on the marketing and supply of genuine Perkins parts.

Perkins engines are fitted to at least four major tractor brands and farmers know the value of buying genuine, says Agri Onderdele's Werner van der Walt. "Many are prepared to pay a premium of 20-25% - sometimes as much as 50% - because they know that genuine parts are manufactured to the exact specifications required to maximise engine performance and reliability and minimise downtime."

"Genuine Perkins parts are also becoming increasingly price competitive, with Perkins filters, for example, currently cheaper than counterfeit versions. We also enjoy excellent parts availability and backup from Barloworld Equipment Energy-Perkins through Hennie Wheeler."

Based in Bethlehem, Agri Onderdele was established 20 years ago and today forms part of the Afgri stable. Under the leadership of founder and current MD Jan van der Walt it has grown into one of the largest operations of its kind in Southern Africa, supplying tractor parts



**Agri Onderdele's Werner van der Walt and Luther Heydenrych show their true colours at the 2006 Small Grain Field Day at Bethlehem.**

throughout the country and into Botswana and Namibia. Some 80% of its business is order-based, with a fixed R60 fee for courier delivery anywhere in the country.

With genuine Perkins parts, the sky is the limit in this competitive market, says Werner van der Walt.

## TLB specialist joins Perkins parts outlets

**In a move to promote the use of genuine engine parts on industrial equipment, Barloworld Equipment Energy-Perkins has appointed Gauteng-based tractor-loader-backhoe (TLB) specialist Prime Plant as Perkins parts outlet.**

Situated in Bredell, Kempton Park, Prime Plant is owned by industry stalwart Boet van den Heever and his three sons. Held in high regard by utility and general construction contractors countrywide, the company operates a

van den Heever. Putting its money where its mouth is, Prime Plant has also become a Perkins parts outlet, complementing its successful TLB back-axle parts business.

"In our experience, replacement or counterfeit parts simply cannot deliver the same value as the real deal from Perkins," says Van den Heever. "The high performance standards demanded of modern engines in industrial equipment inevitably relate to more complex and varied parts specification, highlighting the importance of keeping it genuine. Even though one may pay a premium for the use of some genuine parts, the benefits delivered in terms of uptime and running costs can be significant. The 12-month warranty on genuine engine parts as well as the general parts availability and technical support provided by Barloworld Equipment Energy-Perkins ensure further peace of mind."

**Prime Plant's Boet van den Heever (centre) with his son, Francois (left), and Willie Venter from Barloworld Equipment Energy-Perkins.**

TLB and skidsteer hire fleet of more than 40 units and also has a specialist TLB workshop whose maintenance and repair services are in high demand.

To maximise the uptime of its hire-fleet TLBs, all fitted with Perkins manufactured engines, Prime Plant has now standardised on the use of genuine Perkins parts, says Boet



### Wedding Bells

Congratulations to Paul and Severine Bower, who tied the knot in Kempton Park on 7 October 2006. Paul is technical coordinator at Barloworld Equipment Energy-Perkins.

### Oh &\*#\$@!

Paul Bower and Pieter Fouché recently saved the day at Gaborone's sewage plant when they fixed a Perkins 1300 EDI engine used to power the plant's one and only standby genset, a 250kVA unit. The engine had been out of commission since late 2005 when floods caused it to be under (sewage) water for two months. By the time Paul and Pieter arrived with their Perkins bag of magic tricks, four different repair companies had tried to get the engine going, to no avail. It's a tough job but someone's got to do it!

# SA Buddies weld pipeline

Isando-based Elinem Engineering has supplied twelve Perkins-powered welding generators to streamline welding of the Vaal-Secunda pipeline. The 1.9m diameter steel pipeline, which will be 122km long, is being installed to transfer water from the Vaal Dam to Sasol and Eskom operations in Mpumalanga and is scheduled for completion in mid 2008.

The order for the twelve gensets from Elinem's Buddy Supreme range was placed by Pretoria-based Cosmo Welding, which had been awarded a contract to supply welding equipment to pipeline installation contractor WK Construction. It was a contract stipulation that Perkins engines be used, based on their customer's experience of Perkins reliability, back-up service and spares availability over the years, says Cosmo Welding's Pierre van Nieuwenhuizen.

The contract called for the supply of diesel-driven welding machines to be used for cellulosic welding electrodes and other popular stick welding rods for mild steel and alloy steels. Elinem supplied 600 ampère DC welders with 20kVA 380 VAC and 12kVA 220 VAC simultaneous auxiliary output. All machines have a 100% duty cycle through the full welding range.



Four of the Perkins-powered Buddy Supreme welding gensets manufactured by Elinem Engineering and used for the welding of the Vaal-Secunda pipeline.

"The Buddy Supreme Welder provided the end customer with a cost-effective, practical solution because it could incorporate two individual welding panels, each supplied with infinitely variable current control. This configuration enables two operators to weld simultaneously, even to share the earth clamp if they are using the same process, thus halving the number of machines that would normally have been required," says Jan du Plessis of Elinem Engineering.

Another benefit is that while two operators are welding, other power tools such as angle grinders and drilling machines can be used at the same time.

## Perkins engines central to performance

Central to the performance of the Buddy Supremes are their new-generation Perkins 1103A ElektropaK 33TG1 engines. Engineered to operate in the harshest of off-highway conditions and still deliver unmatched reliability and performance, these engines offer increased power and torque, improved fuel economy and doubled service intervals. Tier 2 Stage II emissions compliance also significantly reduces noise and smoke levels.

"Because the Perkins engines were supplied as virtually complete units including starter, radiator and alternator, achieving the interface to the Buddy welder was a mere formality," says Du Plessis. "The Perkins 1103A ElektropaK 33TG1 engine was an excellent choice for this application; during testing we were very impressed with the torque it delivered while used to full capacity."

Elinem Engineering is experiencing increased demand for its larger welding generators. In addition to the twelve units delivered to Cosmo Welding, Buddy Supremes with outputs ranging from 500 to 900 ampère have also been supplied into the construction industry.

The company, which has been designing and manufacturing welding machines for more than 10 years, is now also taking the export market head on with its modular Buddy range. Its new Buddy Whisper Welder, which complies with European noise regulations, is currently being tested in the UK and Ireland, and a Baby Buddy prototype has been developed for use in overseas workshops, where a 20kg lifting limitation applies. The signature Buddy characteristic – the ability to provide simultaneous auxiliary output – is of particular interest to hire and DIY shops overseas.



Willem Smith of Elinem Engineering and Chris Coetzee of Barloworld Equipment Energy-Perkins with a Buddy Whisper welding generator designed for the export market.



Elinem Engineering's Jan du Plessis with components of the company's new Baby Buddy welding generator.

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