

## Perkins strengthens its distribution footprint in the USA

Perkins Engines Company Limited has signed a distribution agreement with CLARKE Powered Solutions (Clarke) to officially appoint Clarke as a Perkins Engines distributor in the United States beginning in 2018.

Clarke will provide sales, service and full distribution support for Perkins engines and parts to Perkins customers and Original Equipment Manufacturers (OEMs) in the Midwest and Northeast United States. Clarke will establish its distributorship headquarters in Kansas City, Kansas, and manage 44 locations throughout its 24-state territory. This announcement positions Clarke to join Perkins Power Corporation (PPC) and Pacific Power Group (PPI) as the primary Perkins Engines distributors in the USA.

Founded in 1964, Clarke has deep roots. Still family-owned after over 50 years, Clarke has significant reach and long-standing relationships with some of the biggest brands around the world. Grounded in deep engineering expertise, Clarke's cross-industry offerings are driven by talented employees with expertise in fire pumps, power generation, truck engines and everything in between. Clarke's products and services have evolved over time from repair, to management, to innovative predictive services in fleet data analysis. Clarke has been the catalyst for raising standards in custom engineering, diesel engines and trucking industries that make this partnership ideal, matching two strong brands and teams to effectively support Perkins off-highway customers across this territory.

"This is the beginning of a significant partnership and I am very excited to be working with CLARKE Powered Solutions as we develop our collective capabilities and align our forces to deliver a consistently excellent end-user experience to current and new customers," Perkins Engines President Ramin Younessi said.

"The appointment represents a great opportunity for Clarke to expand and support Perkins' customer base," said Kirk Andreae, President of CLARKE Powered Solutions. "Clarke has served customers in this industry for more than 50 years and we are proud to have such an important partnership. We have the capabilities and demonstrated performance to service current Perkins powered fleets and provide local technical support with engineered

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solutions to the OEM customers.” The Clarke team will begin servicing and supporting Perkins customers working in partnership with existing providers throughout the first quarter of 2018.

With a rich heritage spanning more than 85 years, Perkins is one of the world’s leading suppliers of off-highway diesel and gas engines. Perkins has a vast array of products for all applications. From small engines to the large and powerful, they deliver high performance, excellent fuel economy and low cost of ownership. Perkins engines are designed for use in unregulated territories and those that meet the world’s toughest emission standards.

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CLARKE Powered Solutions can be contacted at:

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#### **Note to editors**

Perkins is one of the world’s leading suppliers of off-highway diesel and gas engines in the 4 – 2000 kW (5 – 2800 hp) market. Perkins key strength is its ability to tailor engines precisely to meet customers’ requirements, which is why its engine solutions are trusted by more than 1,000 leading manufacturers in the industrial, construction, agricultural, materials handling and electrical power generation markets. Perkins distributor network provides support wherever needed around the world. An extremely high standard is set to ensure the distribution network provides an outstanding service to all customers.

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