

KOHLER® Current



AFTERMARKET PARTS & SERVICE
MAGAZINE ISSUE 4 - 2022

KOHLER®

DEAR PARTNERS AND ASSOCIATES

I wanted to take this opportunity to wish you and your families a happy new year.

2022 was not a usual year – we were in a harsh environment with the high inflation, ongoing COVID pandemic, and uncertain economic conditions. On a brighter note, it was the first time that we had the opportunity to meet you at distributor conferences, visits, and face-to-face meetings in two years.

I had the opportunity to meet with many of our global channel partners over the past year and have been impressed with both their capabilities and the long-term relationships with Kohler and with their customers. Such strong relationships are essential to ensuring that we can all successfully navigate today's challenging global environment. The conversations we had served to re-emphasize just how important service and support are to our overall business.

We had a successful year within AMPS in 2022, and our many accomplishments were the direct results of the efforts of our global channel partners and associates. Each of you has shown commitment and dedication throughout the year and I want to acknowledge your hard work and thank you for helping us deliver such strong support to our customers.

With the start of a new year, we must continue driving the business forward by fostering our growth plans to provide exceptional support to our customers. We want to strengthen our relationship with you, and your customers, to make that growth happen.

Improving communication with our global channel partners is essential and this magazine provides a two-way flow of information. We appreciate all your article and photo submissions and are grateful that you are willing to share this with each other. Please contact us directly with any questions, and we look forward to our strong future together.

I wish you all the best in 2023 and look forward to another successful year.

Sincerely,

Ashish Dutta
Vice President - Aftermarket Parts & Service
Kohler Power Systems



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1 **INSIDE KOHLER**



KOHLER POWER SYSTEMS LARGE GENERATOR PLANT EXPANSION IN MOSEL IS OPEN

Kohler leaders cut the ribbon November 9 on the new 155,000 square-foot production, testing and warehouse space, plus a 10,000 square-foot world-class customer experience center. This is the second major expansion within the last 10 years at the Mosel site to support sustained growth and successful product introductions. Kohler Power Systems global footprint now includes six facilities worldwide.



Kohler Power Systems' North American Generator facility in Mosel, Wisconsin, has come a long way from its origins as an old toy factory building leased to Kohler in 1973. As Kohler has grown, so has the facility's capabilities. And now, a massive project more than a year in the making is up and running.

The manufacturing expansion will provide a safer, more efficient, and seamless flow through assembly, testing and enclosure of large generator sets from 250 to 4,000 kilowatts.

Meanwhile the new customer experience center features interactive displays for guests, conference space, and a sleek design worthy of the Kohler gracious living standard. It allows guests and customers to engage in hands-on training, collaborate with product engineers and interact with new market solutions.

"The expansion helps us achieve operational excellence in product development, manufacturing capabilities, and supply chain efficiency to ensure we are positioned to meet increasing demand and grow market share in the energy sector for many years to come," said Brian Melka, Group President - Energy.



"WE ARE PLEASED TO FURTHER OUR COMMITMENT TO SHEBOYGAN COUNTY AND THE LOCAL COMMUNITY, SO WE CAN CONTINUE TO BEST SERVE OUR CUSTOMERS WHO DEPEND ON US TO PROVIDE ENERGY SOLUTIONS WHEN THE GRID CANNOT."



TAKE A WALK THROUGH THE NEW FACILITY

INCLUDING THE CUSTOMER EXPERIENCE CENTER AND EXPANDED MANUFACTURING AND WAREHOUSE AREA WITH JUSTIN LORITZ, PRODUCT MANAGER - LARGE DIESEL GENERATOR!

2 PARTS

2022 WAS A YEAR OF RECONNECTING WITH OUR AFTERMARKET NETWORK PARTNERS

DELIGHTING OUR CUSTOMERS IS A PRIORITY FOR KOHLER. WE KNOW THAT AT THE GLOBAL AFTERMARKET ORGANIZATION. 2022 WAS THE YEAR OF RECONNECTING WITH OUR GLOBAL NETWORK PARTNERS. SINCE THE BEGINNING OF THE YEAR, THE TEAM PAID SPECIAL ATTENTION TO TRAVEL TO IMPORTANT STRATEGIC LOCATIONS.

- Held a strategic conference in North America in Las Vegas in April with eight critical distributors.
- Attended the EMEA Distributors Conference in Cannes, France in May.
- Brought strategic accounts to visit Kohler (WPS and KVT).
- Visited Dubai (ATC, MMR, MDS Oman, Site and Power and others).
- Traveled to South Africa (SSPD).
- Visited Latin America in November to reconnect with some important accounts, such as Luyere (Chile), RYLSA (Colombia), TCL-Technoelectric-Mayvi (Argentina, Paraguay, and Uruguay).
- Visited the D99 (a test site in Patagonia, Argentina) to evaluate the performance of the new engines and units.

Why these visits are important?

1. It gives us the opportunity to meet face to face with senior leaders to discuss alignment and build trust and camaraderie.
2. We can coach or mentor our partners in the world of aftermar-ket parts sales.
3. We can review the strategic plans to work together in performance and accountability.

The team traveled more than 150,000 miles globally to be close to our partners. We look forward 2023 to visit regions that need our support and engagement like South East Asia, Canada and other parts of EMEA. China continues with strict COVID rules so we will evaluate as recommended by regional leadership.



Patricio ILIGARAY
Business Director
Parts Sales and Logistics, PS

INTRODUCING PATRICIO ILIGARAY

What is your role in Kohler?

I'm the Business Director – Global Parts Sales & Logistics.

Where are you located?

I'm hybrid, office at Kohler and Brookfield WI (Near Milwaukee, Wisconsin).

When did you join the company?

June 2016.

For which territories and markets are you responsible?

Global Aftermarket Parts Sales (North America, LATAM, EMEA, India, SEA and China).

What do you love about your job?

Global sales exposure, possibility to work with a diverse team and the excitement of growing the parts business with our KOHLER Genuine Parts brand.

How do we win in the minds of our customers, beating out our competitors?

First, developing strong relationships with our strategic network partners (visits, coaching, and mentoring our distributors). Second, with a formal plan to measure expectations and performance. Third....having a lot of fun while doing it!

What else would you like to share about yourself?

I'm lucky to work with a dedicated group of professionals. Our parts business has not stopped growing since 2016, and that is the result of a strong organization and committed associated ready to conquer anything.

ANNOUNCEMENTS

Please join me in welcoming Erwann Gaiffas to Kohler Power Systems, as Engine Engineer for Service Tier 3. Erwann is a graduate of “Ecole Centrale de Nantes” engineering school. He is now joining Kohler with 27 years automotive experience during which he held various senior engine engineering roles (engineering, reliability, project management).

Erwann’s main mission is to provide a technical support in Tier 3 as expert for engines in genset usage reporting to me.



Sebastien MAUSSION
Technical Director, Manager Tier 3



Erwann GAIFFAS
Engine Engineer for Service Tier 3

INTRODUCING ERWANN GAIFFAS

What is your role in Kohler?

I am Engine Engineer for Tier 3. My main mission is to provide technical support as expert for engines in genset usage.

Where are you located?

In Brest, France.

When did you join the company?

November 2022.

For which territories and markets are you responsible?

EMEA.

What do you love about your job?

I am very interested in technologies and physics to understand how the engine operates.

How do we win in the minds of our customers, beating out our competitors?

We have to build gensets with higher quality and technical support, to offer the best service to our customers with efficiency and reactivity.

What else would you like to share about yourself?

I have a lot of experience in automotive engines engineering and I am happy to join Kohler and share my experience to improve customer services and also to discover new technologies and organizations.



Steven CRUMLEY
Sr. MGR Warranty &
Distribution Development

INTRODUCING STEVEN CRUMLEY

What is your role in Kohler?

Dennis Christian is retiring in early 2023, so I will be backfilling his role as Senior Manager - Warranty & Distribution Development. My initial focus will be implementing additional functionality for Kohler Power Assistant and deploying it to our other global locations.

Where are you located?

I'm located in the Kohler, Wisconsin area.

When did you join the company?

I joined Kohler in 2016 as a quality manager.

For which territories and markets are you responsible?

I will be providing system and process support globally with a primary focus on Industrial and Marine markets.

What do you love about your job?

I have several years of experience in quality and continuous improvement, so I'm looking forward to using that experience to improve AMPS's processes.

How do we win in the minds of our customers, beating out our competitors?

We have to understand Voice of Customer (VOC), and use it to drive improvements in our products, services, and processes.

What else would you like to share about yourself?

Prior to Kohler, I spent 19 years in the construction and mining equipment industry in various roles as an individual contributor and manager in Production, Manufacturing Engineering, and Quality.

NEW SERVICE CENTER IN MERY-SUR-OISE, FRANCE

Kohler Power Systems EMEA's General Manager Lenaik Andrieux and the entire EMEA team hosted an inauguration ceremony at its new service center in Mery-sur-Oise, France on November 23rd. This new, modern service center will allow Kohler better access to service all its customers in northern Paris.





Rodrigo SAPERE

Field Service, Training and Warranty Manager for LATAM region

INTRODUCING RODRIGO SAPERE

What is your role in Kohler?

I'm the Field Service, Training and Warranty Manager for LATAM region. (industrial, portables, residential and light commercial products).

Where are you located?

I'm based in Miami, Florida.

When did you join the company?

I joined Kohler in May 2009. I was contacted by the VP of our Iberica office in Spain and hired as a Service and Special Project MGR for the Southern Cone of South America. In 2009 we had an office in Argentina, and I was working regionally for the LATAM office and globally for special assignments around the world.

For which territories and markets are you responsible?

All Latin America, which includes Mexico, the Caribbean, Central and South America. I continue collaborating with special projects and global assignments for service support, Training and Research & Development.

What do you love about your job?

Everything!!!

As we are a small team covering an extensive territory, I cannot be a "regular" type of manager. That makes me wear many different hats that I gladly wear, and among other things keeps me up to date with the latest technology in all our product lines. On the same business trip, we hold planification meetings with distributors and/or end users. At the same time, we may conduct technical training, or assist with a startup, troubleshoot units, give technical/commercial training, etc.

All our trips are international, and we work with several different cultures, idiosyncrasies and in 4 different languages. All my previous experiences prepared me thoroughly to handle the vast dynamic challenges we face daily in Latin America. We work hard to take the best out of the local infrastructure and endeavor to elevate the region to its full potential. We are always Kohler brand ambassadors, sharing our knowledge and experience with our peers and colleagues. Developing their capabilities to proficiently do their job and excel in comparison to our competitors in the region.

Through all of this, I feel fortunate to live these amazing (and sometimes cinematic) experiences that enriched my soul and life. I shared field experiences with great professionals such as Pere Alvarez, Nicolas Lahera, Xavier Perseq, Dan Krueger, Eric Droff, Pong Loke Kong, Francoise Xavier Lescouyer, Loic Faudot, Scott Aiken, etc.

I lead and count on the best team I could work with Boris, Jesus, Bayardo, Andres, Raul and Dalila. They are all excellent professionals and even better human beings. When I'm in the office it feels like home, as we have the warmest and most candid team in all KPS.

How do we win in the minds of our customers, beating out our competitors?

We We must embrace new technologies and apply them to simplify our day to day. The world is constantly changing, evolving, and we must remain up to date with the market demands, prepare ourselves and our distribution network for anticipating new and upcoming challenges. Keeping our teams committed, motivated and managing our resources efficiently. Keep the focus on our targets and goals. Building together what is going to be, the definition of state-of-the-art support.

What else would you like to share about yourself?

For those who do not know me, I'm 41 years old. I've worked in power generation since I was 17 years old. I have a BS on Mechanical Engineering and an MBA in renewable energies. I was born in a small city in Argentina (Cordoba). In my free time I like to work on cars, ride motorcycles, I'm a helicopter pilot, and I'm part of an NGO named TEAM RUBICON with which we provide support (on a global scale) after natural catastrophes.

4 DISTRIBUTION FOCUS

MIKE RADER AND BUCKEYE 39 YEARS IN THE MAKING



Buckeye Power Sales has been fortunate to have a rockstar in their business for 39 years and now the time has come for that rockstar to retire. Mike Rader started his career with Buckeye in 1984 right after graduating from DeVry University with an electronics technician degree.

When Mike started with Buckeye he became the third field service technician and he was one of fifteen employees at the company. Back then, starting up a 500 kW was a big deal. His first service truck was a late 70s Toyota with a camper top. Loaded down with a few 8D batteries, 10 gallons of oil and 20 gallons of coolant to start up a big unit, like a 500 kW, the truck was struggling. Now, Buckeye has more 260 employees, 80 service techs and starting up 3MW generators is not a big deal.

Mike worked six years as a technician performing planned maintenance, routine service, troubleshooting and commissioning new generators and ATSs in Ohio and surrounding states. In 1990 Mike was promoted to Service Manager at the Columbus location. While he was responsible for the field service work in that location, he also managed the Buckeye small engine and outdoor power equipment repair portion of the business.

In 1995 Buckeye continued to see prominent growth and Mike's focus was solely concentrated on service, parts, and rental. In 2010 Mike was promoted to General Service Manager of power systems and this allowed Mike to combine and build the best practices of all four (now five) Buckeye locations to unilaterally grow the power systems service, parts, and rental departments.

Currently, Mike is the Director of Operations where he is responsible for not only the service operations but also resolving issues at a high level for the organization as a member of the leadership team. He acts as a consultant and guides his six managers of service and parts departments. He has over half of the employees at Buckeye, such as managers, admin staff, and field service technicians, under his guidance.

Throughout the 39 years at Buckeye, Mike has had a significant impact on the success of the company. His passion, knowledge, hard work, and guidance will be missed not only at Buckeye but at Kohler as well. Now it's time for Mike to take a break from working and spend time with his wife of 36 years, Eileen, and two children. He also plans on traveling, hunting, taking trips on the bike, volunteering, and completing all the unfinished projects.





I FEEL THE FOCUS THAT AMPS IS PUTTING INTO GROWING THE PARTS BUSINESS AND CREATIVE IDEAS FOR ADDITIONAL DISCOUNTS FOR DISTRIBUTION IS A STEP IN THE RIGHT DIRECTION. BPS TAKES FULL ADVANTAGE OF THESE DISCOUNTS AND THE SAVINGS TO BOLSTER OUR GROSS PROFIT, NOT TO MENTION WE HAVE THE BEST PARTS MANAGER IN THE BUSINESS—WE ARE BLESSED WITH JEREMY WHITE AND HIS KNACK FOR BUILDING TEAMS AND HOLDING A SOLID GP.

I'VE PROUDLY HAVE WORN BPS AND KOHLER ON MY SHIRT FOR THE PAST 39 YEARS, WELL OVER HALF MY LIFE AND OVER HALF OF BPS' EXISTENCE. SERVICING EQUIPMENT, AND FIXING THINGS IS IN MY BLOOD, AND I COULD NEVER FORGET THAT DURING MY CAREER. ALTHOUGH I WAS BLESSED TO MOVE ON TO BE THE DIRECTOR OF OPERATIONS, I WAS STILL IN A POSITION TO BE A SOLUTIONS PROVIDER AND ALWAYS HAVE AN ATTACHMENT TO CUSTOMER SERVICE.

What Mike will miss most from Buckeye and Kohler are the people (even though he is NOT a people person). He prides himself on knowing every single one of Buckeye's 260+ staff members by name and on branch visits, catching up with many of the techs before they head out into the field for the day. Those individuals that he has built relationships with throughout the years will be hard to leave. He will also miss fixing things and working with the team on those urgent situations.

A piece of advice that Mike would like to leave with his peers is to stick with it. Hard work will be rewarded, and he was fortunate enough to be a significant contributor in Buckeye's success as the business grew from a relatively small company to what it is today. Over the years with Buckeye and Kohler, Mike has seen many changes and believes it's incredibly important to stay in close contact with colleagues both internal and external to be successful and to stick with it.

Mike, the folks at Kohler Company are honored to work with you throughout the years. You will be missed, and we wish you the very best in your retirement.

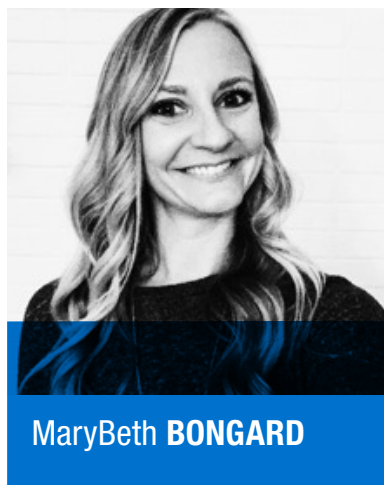
NOTES MIKE WOULD LIKE TO SHARE

- **Most interesting job with BPS:** Aleutian Island-Adak Alaska 1989.
- **Impactful BPS people:** Ed Sabastian, Don Bohls, Greg Dorsey, Jack Reynolds.
- **Impactful Operation peers:** John St. Louis, Mark Hardwick, Kegan Collins, Lloyd Vandenburg, Charlie Hicks.
- **Principals he most admired:** Don Bohls, Ken Kinsley, David Kinsley, Phillip Pate, John Ronza, Rod Lee, Chris Stiles, and of course Tom and Greg Bohls for carrying on the legacy of The Don Father.
- **Kohler-AMPS in the past:** Al Wilson, Mike Brueggemann, Jeff Rindt, Dennis Christian, Anita Falls.
- **Kohler-AMPS Today:** Judd Durant, MaryBeth Bongard, Anne Feudner, Patricio Iligaray, Howard Spurgeon, Wayne Hirschmann, and Ashish Dutta.




NORTH AMERICA CHANNEL ACHIEVEMENTS IN 2022



The North America Channel team is made up of two individuals, Judd Durant and MaryBeth Bongard. The Channel team had a very busy 2022 doing what they do best—supporting Kohler’s distribution network, reporting sales dashboards, and training both internally and externally on the details of Kohler’s AMPS Program and channel management basics. All of this is done to ultimately drive the aftermarket parts business. Check out some of their key figures for the year:



AMPS CHANNEL MANAGEMENT BY THE NUMBERS

-  84 Quarterly Parts Calls
-  252 Monthly Distributor Update Calls
-  13 In-Person Distributor Visits
-  2 Advisory Board Meetings
-  2 EMEA Distributor visits to Kohler
-  7 Aftermarket Parts Trainings
-  1 AMPS Distributor Conference

While providing updates to distributors via Microsoft Teams and managing day-to-day requests are a main function of their role, one of their favorite things to do is meet with distributors in person.

Distributor Visits

In 2022 they visited 13 different distributors. These visits get scheduled for a variety of reasons, some of which include meeting and training new parts personnel, bulk tank installations, special events, new distributor facilities, performance reviews, and simply just dropping by to keep the relationship strong.

Advisory Board Meeting

Another favorite way to strengthen the Kohler AMPS/distributor relationship is their biannual advisory board meeting. These meetings give seven different distributors and the AMPS team an opportunity to meet offsite and in-person to network, discuss best practices/pain points, and to provide Kohler with feedback that in turn leads to improvements within the organization.

Aftermarket Parts Trainings

Another important responsibility the Channel team holds, and did a lot of in 2022, is training. These trainings take form in many ways, both internally and externally. Internally, the Channel team shares their best practices in the areas of sales inventory, marketing, and promotions with the Global AMPS Channel Management team on monthly calls or in-person meetings. They also meet with teams, such as AMPS Customer Service to provide insight and updates on their processes and objectives. Externally, training takes the form of in-person visits to train new parts personnel, presenting at distributor conferences, and hosting distributor visits to Kohler.

The Channel team stays busy but is always willing to support their distributors. They welcome any questions and requests for inperson visits, but most of all they are looking forward to a strong 2023.





NORTH AMERICAN AMPS TEAM HOSTS DISTRIBUTOR CONFERENCE

THE AFTERMARKET PARTS TEAM OFTEN MEETS THEIR CUSTOMERS, THE KOHLER DISTRIBUTORS, WHILE ON THE ROAD AT THEIR OWN LOCAL FACILITIES. THERE HASN'T BEEN A LOT OF OPPORTUNITY RECENTLY TO INVITE THEM TO KOHLER, WHERE THEY CAN SEE AND EXPERIENCE THE KOHLER FACILITIES, INTERACT WITH THE ENTIRE KOHLER TEAM AND NETWORK WITH THEIR PEERS TO LEARN MORE ABOUT EACH OTHER.



That all changed December 13th and 14th, when the Aftermarket Parts Team held their first AMPS Distributor Conference specifically targeted for parts and warehouse personnel across distribution – many who have never been to Kohler before. In attendance were 30 guests from 14 different distributors with three special guests from Kohler's strategic vendors. Distributors present were: 3E, Bay City, Buckeye, Fidelity, Kinsley, Kraft, Loftin, Nixon, Power Systems West, RP Power, Sansom, TAW, Total Energy Systems, and Winter.



The day and a half long event began with a meet and greet, where 25 members the Kohler AMPS channel, procurement, product, pricing, customer service, and technical departments came in to meet the guests. They went around the room one by one and learned a little bit about every individual. The introductions were followed by presentations on Customer Service, Channel Management and Kohler Oil, Batteries, and Coolant. The distributors got an opportunity to stretch their legs on a tour of the Power System's factory and see the new expansion and state-of-the-art customer experience center. The group then received a presentation from Buckeye's Jeremy White, which gave a distributors perspective on how to run a successful parts department and work with Kohler.



After a long day the distributors and the Kohler AMPS team were able to relax, unwind and get to know each other better during a private event with drinks, appetizers and virtual golf at Kohler's Swing Studio.

The next day the group met at the Kohler Engines building for presentations on Product Management and Procurement. They learned about the history and capacity of the Parts Warehouse, which serves these particular customers, and received a tour of the 100,000 square foot building with stops in key areas of interest.



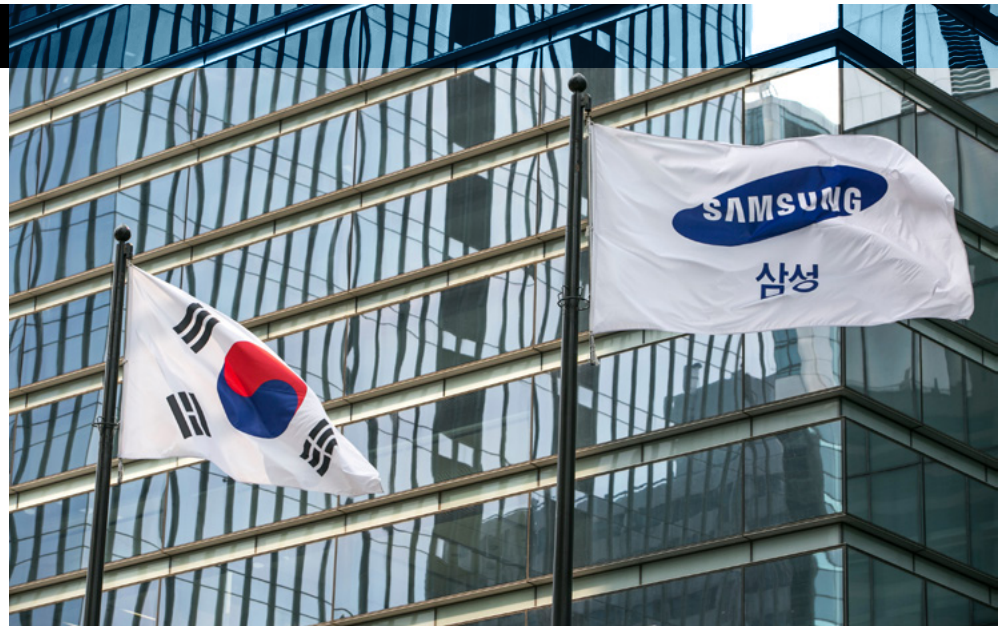
The event was a great success, the Kohler team enjoyed sharing more about their organization and learning about some areas of improvement from their guests while the distributors enjoyed putting faces to the names they work with daily and seeing the Kohler facilities. **The AMPS really appreciates their customers and wants to thank everyone who made the trip up to Wisconsin in the chilly month of December.**

5 CUSTOMER SUCCESS STORIES

SOUTH KOREA SAMSUNG DATA

OVERVIEW

A multinational manufacturing company in South Korea was looking for a complete solution on power backup with the intelligent control to support their data center, which is critical for the continuity of their operation and business.



CHALLENGE

The customer had an idea and concept on the system and control to support their operation, but it continued to evolve during the discussion with the Kohler team. The team had to work closely with our customer through close engagement and frequent online meetings. They had to respond and react quickly in order to modify the design in a very short time while taking into consideration the tight timeline of the project.





SEA

CENTER

SOLUTION

The master control panel was designed by the engineering team with four KOHLER® KD3250 generators to provide the solution to support customer sequence of operation. Kohler dispatched the design engineer and commissioning engineer to the site to support the customer as program adjustment is still on-going during the test at the site.



RESULT

The Kohler Singapore team and its local partner have provided strong service support and products that are well-appreciated by the customer. With this project, Kohler has built a strong data center project reference in South Korea. This gives us a higher chance to secure the next phase of the project from the customer and a reference for future data center opportunities.



TOULOUSE SPACE CLEMENT ADER

OVERVIEW

Tier 3 data center with service continuity constraints.

The KD1250 E was installed in an existing power plant installed by a competitor in 2013 equipped with 3 Cummins 2200 kVA engines.

This new generating set provides emergency power to a new TGBT dedicated to the data center's inverters and servers.

Equipment:

- Rooftop air cooler
- Exchanger system on the engine
- APM802 on-board control/command box + Remote HMI box in the Control/Command room
- Exhaust circuit equipped with 2 mufflers with self-supporting chimney of 12 ml in stainless steel in DN300

CHALLENGE

Carry out an installation on a Tier 3 data center in operation and carry out the functional validation tests without disrupting the activity.

One of the complexities was the handling of the generator set through an extremely narrow path.

Also, many reports of information from the valves fuel were requested in order to know precisely the availability of the equipment.

Integrate the daily tank of 500 liters of the KD1250 E on the existing tank of 3000 liters of the 3 generating sets in operation.



SOLUTION

A major preparatory phase was necessary before carrying out the position of the crane and securing the area.

Having to reconnect existing equipment, it was essential to ensure that the other generating sets remained available. This therefore required very precise phasing.

For the fuel circuit, specific programming of the APM802 had been studied to integrate 3 operating modes of the fuel circuit according to the customer's specifications.

The existing fuel circuit therefore had to be modified to supply the daily reserve of 500 liters directly from the main tanks (addition of manual 3-way valves) for DEGRADED operation. Integration and modification of the existing fuel management cabinet for exchanges and reports with the APM802 on-board box.



RESULT

Installation service was carried out as expected by the customer who was very satisfied with the new equipment providing backup for the data center.





FRENCH GUYANA KOUROU SPACE LAUNCH CENTER

THE REGULUS SITE PRODUCES PROPERGOL GAZ THAT FEEDS THE ARIANE ROCKET BOOSTERS HELPING FOR THE ROCKET TAKE-OFF. MAINTENANCE WORK CARRIED OUT ON REGULUS SITE BY TECHNICIANS FROM OUR FRANCE SERVICE CENTERS. THE BACK-UP POWER PLANT CONSISTS OF THREE 1800 KVA GENERATORS POWERED BY MITSUBISHI S16PTA2 ENGINES.



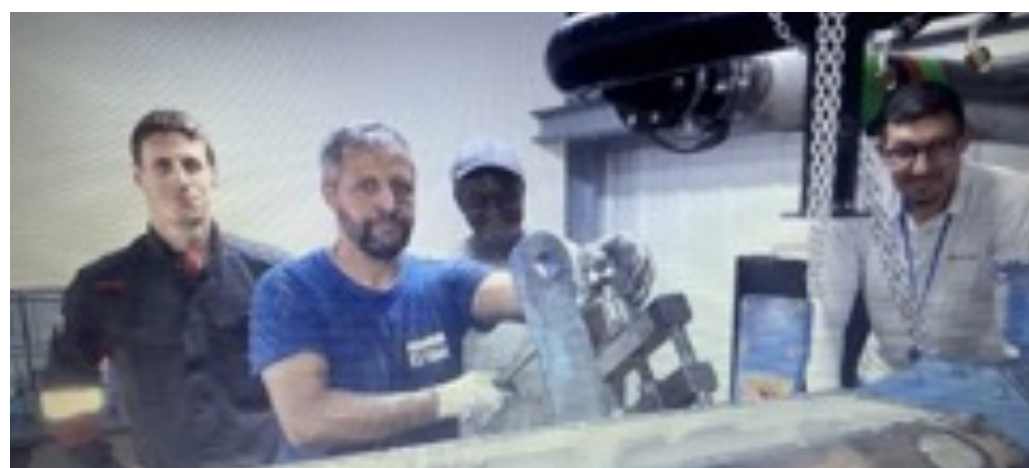
Long shot job needing the presence of our technicians on site during a few weeks and several rotations. Here torque tightening of a cylinder head screw with a long handle wrench.



Open engine ready for maintenance. All injectors and head cylinders have been removed to control their good running (fuel pressure tests, fuel and gaz valves, rocker arms, etc.)



And here the operator is changing the engine damping pad, using a hydraulic jack to lift the engine from the chassis.



6

TRAINING INFORMATION



**Xavier
PERSEQ**



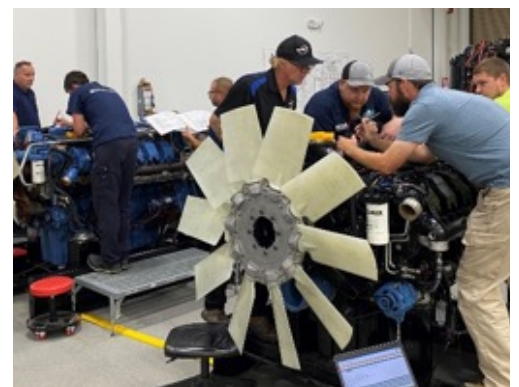
WE WOULD LIKE TO THANK ALL OF OUR DISTRIBUTORS WHO HAVE ATTENDED OUR REMOTE VIRTUAL TRAININGS AND IN-PERSON TRAININGS AT OUR FACTORY TRAINING CENTERS IN 2022. THE COVID-19 SITUATION AND TRAVEL RESTRICTIONS HAVE BADLY IMPACTED THE HANDS-ON TRAINING ACTIVITIES FOR THE PAST TWO YEARS BUT WE HAVE SEEN SINCE Q3-2022 MORE REQUESTS TO ATTEND OUR FACTORY HANDS-ON TRAININGS AND ORGANIZE ONSITE TRAININGS. WE WILL BE CONTINUING THE DIGITALIZATION OF OUR TRAINING ACTIVITIES TO LEVEL UP OUR SERVICE TRAINING OFFER. BIG THANK ALSO TO THE DISTRIBUTORS WHO HAVE INVESTED IN SPECIAL TOOLS (ENGINE AND DIAGNOSTICS) AND TRAINING GEARS (CONTROLLER SUITCASES)



NA TRAINING

Our NA Training team has been very busy and efficient conducting numerous hands-on trainings on KD series engines (Kohler K135 and K175, Controls and ATS Concepts) as well as evaluating the knowledge of our distributor technicians during the Industrial ATS Assessments and Industrial Generator & Controls Technician Assessments.

Photos: Visit to Total Energy Training center at Green Bay, Wisconsin.





EMEA TRAINING

- There was great interest in virtual training from our EMEA Distributors (85 people trained in 14 sessions). Topics covered are K135, K175, Large Mitsubishi S12R/S16R, Doosan, engines fundamentals, and APM403 and APM802 controllers
- We have conducted two service webinars 125 participants / 40 distributors total year to date)
- Timid resumption of the in-person training at Brest, however, eight sessions were conducted on APM403 and APM802 controllers
- Engine Training Series (K135, K175, Baudouin, and Large Mitsubishi engines) scheduled for November through December 2022



AFRICA TRAINING



EMEA TRAINING IN SPANISH



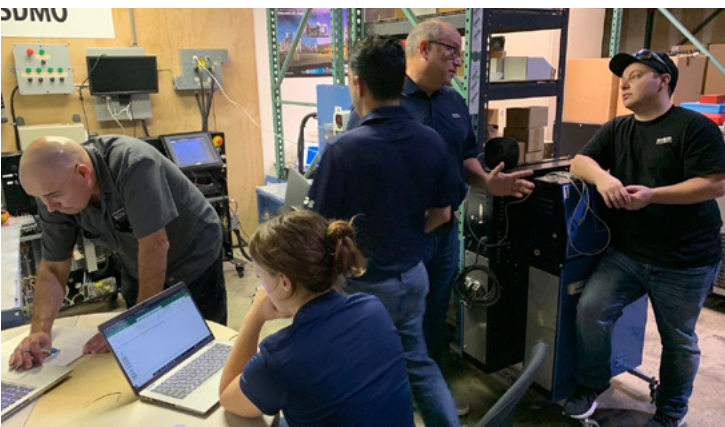


SINGAPORE TRAINING



LATAM TRAINING

Two weeks training organized at Kohler Miami for 6x FIDELITY and Kohler Associates on APM802 Controller. The purpose of this technical training was to train on this controller which equips 16x KD4000 Kohler Generators for EQUINIX Washington DC16.





FEBRUARY-APRIL '23

POWER SYSTEMS SERVICE TRAINING SCHEDULE

Date	Description	Language	Location	Duration	Cost (per person)	
FEBRUARY						
02/09 to 02/10	ILT - ME02	FR	Brest	1,5		
02/09 to 02/10	ILT - Stage V	FR	Brest	4	1 400 €	
02/13 to 02/17	ILT - APM 403	FR/ENG	Brest	4	1 400 €	
02/13 to 02/14	ILT - ME02	FR	Brest	1,5		
02/13 to 02/17	"ILT - ME18: Kodec, entretien, diagnostic et dépannage, moteurs KD"	FR	Brest	4	1 400 €	
02/13 to 02/17	Advanced Genset Controls	ENG	Mosel (USA)	4,5		1400\$
02/16 to 02/17	ILT - ME02	FR	Brest	1,5		
02/20 to 02/24	ILT - APM 802 & APM 403 - Refresher	FR/ENG	Brest	4	1 400 €	
02/20 to 02/21	ILT - ME3 - Alternateur et concepts de couplage	FR	Brest	2		
02/20 to 02/21	Industrial Generator & Controls Technician Assessment	ENG	Mosel (USA)	2		450\$
02/22 to 02/23	Industrial ATS Technician Assessment	ENG	Mosel (USA)	2		450\$
02/27 to 03/02	KDI / FOCS Engines (Marine, Industrial, Towable)	ENG	Mosel (USA)	3,5		1200\$
02/27 to 03/03	ILT- K-175 SL2/SL3	ENG	Brest	4		1 400 €
02/27 to 03/03	ILT - APM 802	FR	Brest	4	1 400 €	
02/27 to 03/03	ILT - LARGE MITSUBISHI	FR	Brest	4	1 400 €	NA
MARCH						
03/06 to 03/10	ILT - K-135 SL1/SL2	ENG	Brest	4	1 400 €	
03/06 to 03/07	ILT - ME01 Introduction à l'électricité et au groupe électrogène	FR	Brest	1,5		
03/06 to 03/09	Communications	ENG	Mosel (USA)	4		
03/06 to 03/10	K135 Diesel Engines and Diagnostics	ENG	Mosel (USA)	4,5		1550\$

Date	Description	Language	Location	Duration	Cost (per person)
MARCH					
03/07 to 03/07	ILT - MM1: Introduction aux moteurs diesels	FR	Brest	1	1 400 €
03/08 to 03/08	ILT - MM2: SYSTEME D'INJECTION DIESEL	FR	Brest	1	1 400 €
03/09 to 03/10	ILT - ME02	FR	Brest	1,5	
03/09 to 03/09	VT - K175 Engines : Circuits et fondamentaux - KD SERIES	FR	TEAMS	3 hours	140
03/06 to 03/10	ILT - K-135 SL1/SL2	ENG	Brest	4	1 400 €
03/13 to 03/17	ILT - APM 802	FR/ENG	Brest	4	1 400 €
03/13 to 03/17	ILT - K-175 SL1/SL2	ENG	Brest	4	1 400 €
03/13 to 03/17	Industrial Generator & Controls Concepts	ENG	Mosel (USA)	4,5	1050\$
03/13 to 03/16	K175 Diesel Engines	ENG	Mosel (USA)	3,5	1000\$
03/20 to 03/24	ILT - DOOSAN / ILT - BAUDOUIIN	ENG	Brest	4	1 400 €
03/20 to 03/24	Industrial ATS Concepts	ENG	Mosel (USA)	4,5	1050\$
03/27 to 03/31	ILT - APM 403	FR/ENG	Brest	4	1 400 €
03/27 to 03/31	ILT - MM14-FR - FRA - Moteurs Volvo D13 - Outil de diagnostic Vodia V5.0	FR	Brest	4	1 400 €
03/27 to 03/31	Advanced Genset Controls	ENG	Mosel (USA)	4,5	1400\$
03/27 to 03/31	ILT - APM 403 - A CONFIRMER	FR	Lorné	4	1 400 €
APRIL					
04/03 to 04/07	ILT - APM 403	FR/ENG	Brest	4	1 400 €
04/03 to 04/07	ILT - MITSUBISHI	FR/ENG	Brest	4	1 400 €
04/06 to 04/06	ILT - ME16 - Communication MOTEur - interfaces entre les calculateurs moteur et les contrôles commandes SDMO	FR	Brest	1	
04/07 to 04/07	ILT - ME16 - Communication MOTEur - interfaces entre les calculateurs moteur et les contrôles commandes SDMO	FR	Brest	1	
04/17 to 04/21	ILT - APM 403	ENG	Brest	4	1 400 €
04/17 to 04/18	Industrial Generator & Controls Technician Assessment	ENG	Mosel (USA)	2	450\$
04/19 to 04/20	Industrial ATS Technician Assessment	ENG	Mosel (USA)	2	450\$
04/24 to 04/25	ILT - APM 802	FR/ENG	Brest	4	1 400 €
04/24 to 04/28	ILT - MM13-FR : Moteurs John DEERE 4.5 - 6,8 L - Stage 3A et outil de diagnostic service advisor	FR	Brest	4	1 400 €



**FOR ONLINE REGISTRATION,
PLEASE FILL OUT THE FORM
THROUGH THE LINK OR QR CODE**



CONTACT US:

APM user kits, Diagnostic Tools and Tools KITS purchase: benedicte.England@kohler.com

Registration or more information (EMEA): tiffany.raoul@kohler.com

Registration or more information (SEA): alvin.lin@kohler.com


Registration or more information (PACIFIC): ty.martin@clarke-energy.com

Licences renewals (controllers): maryse.lesven@kohler.com

Director-Service Training: xavier.perseq@kohler.com

7 MARKETING UPDATES

IN CASE YOU MISSED IT, WE RECENTLY LAUNCHED BRAND NEW SOCIAL MEDIA CHANNELS FOR KOHLER POWER PARTS & SUPPORT. WE NOW HAVE A PRESENCE ON BOTH LINKEDIN AND TWITTER.

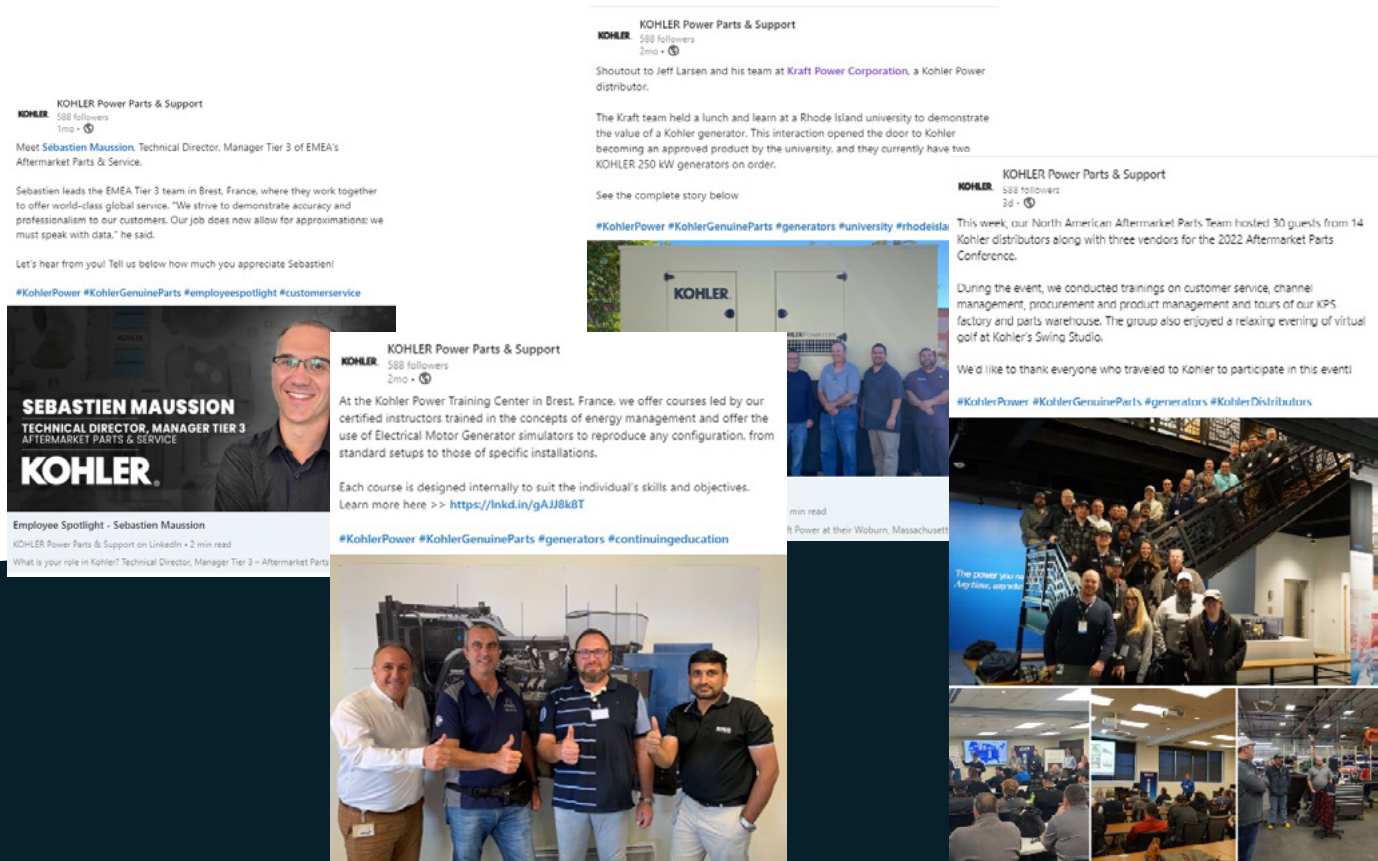
 **LinkedIn:** [linkedin.com/showcase/koehler-power-parts-support/](https://www.linkedin.com/showcase/koehler-power-parts-support/)

 **Twitter:** twitter.com/KohlerPowerPS

“Since launching our channels in August 2022, we’ve gained more than 588 followers on LinkedIn and 22 followers on Twitter, and they continue to grow more each day,” said Sara Sanz, Customer Digital Experience Manager. “These channels provide valuable updates on Kohler Power Parts & Support. Whether it’s a post that recaps an experience with one of our phenomenal distributors, highlights an exceptional employee, or details an exciting announcement like the recent Mosel facility expansion, they will serve as your go-to news and announcements source.”

We hope you will follow us on our channels and share any posts that interest you. We look forward to hearing your insights and suggestions for 2023!

HERE’S SOME OF THE EXCITING NEWS WE’RE SHARING:



8 / OUR CONTEST

POWER PUZZLER - Q4

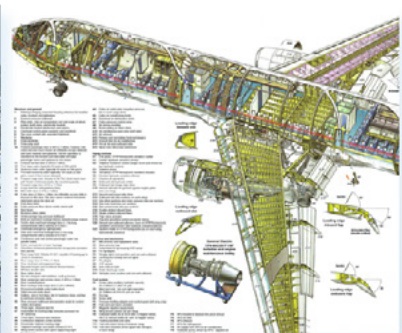
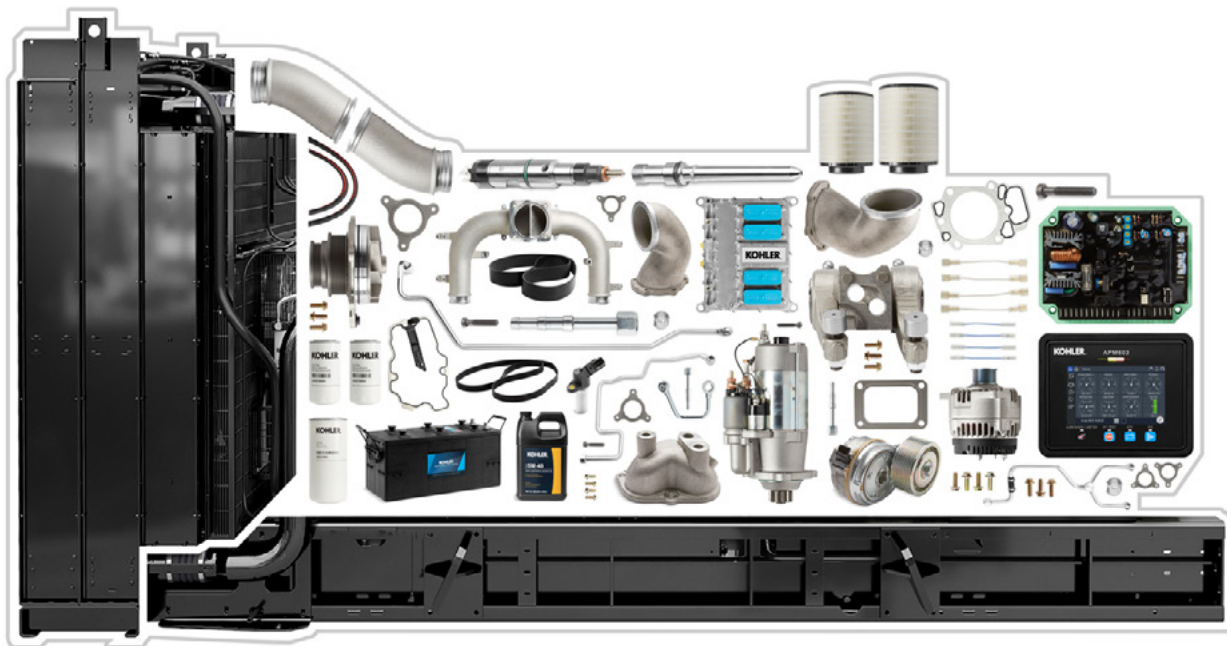


Jenni Erickson
Confidential Assistant

In this quarter's puzzler, I challenge you to guess how many parts our generators are comprised of, how many parts are working together to provide power. Consisting of varying parts, components, and accessories this number can definitely fluctuate.

A single Boeing 767 is built using 3.1 million components. These parts are sourced from 800 different suppliers. LEGO's 2017 Ultimate Collector Series Millennium Falcon is comprised of 7,541 pieces, the largest LEGO set ever. 17 years prior the original Millennium Falcon LEGO set consisted of only 663 pieces. The average car has 30,000 parts, screws and bolts included and up to 4,800 welds are needed to construct.

**PARTICIPATE AND
SEND YOUR STORY**
BEFORE JUNE 1st



YOU CAN WIN \$1,500

HERE'S YOUR CHALLENGE

HOW MANY PARTS DO YOU THINK YOU WILL HAVE IF YOU COMPLETELY DISASSEMBLE A KD1250-A GENERATOR? LET'S NOT JUST BREAK IT DOWN TO THE BASIC COMPONENTS LIKE ITS CONTROL PANEL, ENGINE, FUEL SYSTEM, ALTERNATOR, OR COOLING AND EXHAUST SYSTEMS THAT WOULD BE TOO SIMPLE. THINK ABOUT HOW MANY PIECES, DOWN TO EVERY CONCEIVABLE PART THAT ALSO MAKE UP THOSE SYSTEMS, HOW MANY PARTS TOTAL ARE NEEDED?

SEND IN YOUR ANSWER FOR AN OPPORTUNITY TO WIN \$1,500 OF KOHLER PROMOTIONAL MATERIALS FOR YOUR OFFICE OR TEAM. THE PROMOTIONAL ORDER NEEDS TO BE PLACED BY JUNE 1ST, 2023 AND MUST INCLUDE SHIPPINGS, TAXES AND DUTIES. CHECK OUT SOME OF AVAILABLE ITEMS [HERE](#)

SEND BEST GUESS TO INA FITZGERALD AT INA.FITZGERALD@KOHLER.COM

WINNERS WILL BE ANNOUNCED IN THE NEXT ISSUE OF THE MAGAZINE.





THE WINNER OF THE PREVIOUS CONTEST

THE WINNER OF Q3 CONTEST IS...

LOFTIN ⚡

THIS KOHLER GENERATOR WAS SHIPPED TO A CUSTOMER BUT WAS BADLY DAMAGED WITH A FORKLIFT DURING SHIPPING. AFTER IT WAS DELIVERED, LOFTIN EQUIPMENT WORKED ON REPLACING THE ROOF, DOOR, ENCLOSURE AND THE SKID. **CONGRATULATIONS TO RON BOLTON AND LOFTIN EQUIPMENT FOR BEING THE WINNER OF OUR PARTS PUZZLER CONTEST!**



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