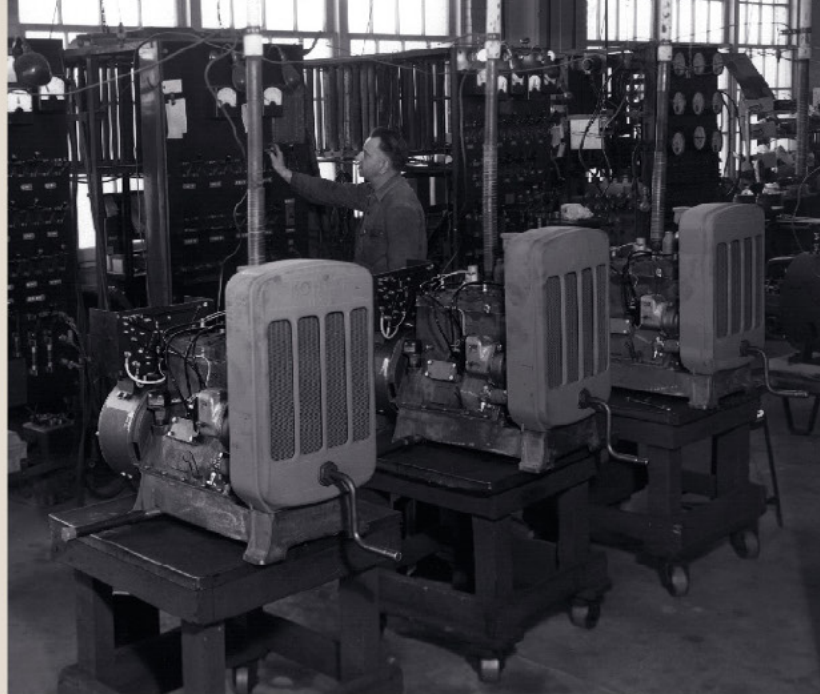


Come *all creators.*



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Creating  
mission-critical  
milestones  
today.

**KOHLER**<sup>®</sup>  
Current

Aftermarket Parts & Service

Magazine Issue 1 - 2023

# Dear partners and associates,

Welcome back! This edition of our magazine features many up-to-date insights into our aftermarket parts and services. It is also a celebration of the work done by all our global channel partners, which reminds me how closely we all work together as partners. 2023 is Kohler's 150th Year celebration and I look forward to the next 150 years as we transition into the Kohler Energy business.

I am pleased to share that we have a new KPS leader – Charles Hunsucker. I am excited to have someone with his background and experience to lead us as we continue our journey to be the most recognized brand in energy resilience by providing the best customer experience. You can read an article introducing Charles in this edition.

In other news, I am very excited about our Q1 performance. The generator business saw record shipments and sales. Our AMPS business was also strong in all markets. The results stand testament to the hard work and dedication of our team and our partners.

We continue to invest in our tools and improve our customer experience – with the launches of our Kohler branded coolant and the new QR code in EMEA, for instance. We have also made large investments in improving KPP.com and KPA in North America. Our focus in 2023 is to invest in providing our customers with seamless customer experiences to improve our communication interfaces.

Moving forward, collaboration will be key to our success. I am glad to have met with our LATAM distributors in Q1 and look forward to meeting distributors at events around the world including North America in May, China and APAC in May, and EMEA in June. These events allow us to hear feedback from everyone and to share news of key projects we are working on.

As we look ahead to the rest of 2023, I am filled with anticipation and optimism. With our new leader at the helm, I am confident that we will exceed our goals for the year – and beyond. So let us continue to work closely together driven by innovation, growth, and success.

**Happy reading and as always please feel free to provide us with feedback!**



**Ashish Dutta**  
Vice President - Aftermarket  
Parts & Service  
KOHLER POWER SYSTEMS

A handwritten signature in white ink on a blue background. The signature is cursive and reads "Ashish Dutta".

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Participate & Win

# 1 Inside Kohler

## Kohler appoints *Charles Hunsucker* as new president of Kohler Power Systems

Kohler is pleased to announce the appointment of Charles Hunsucker to the role of President - Kohler Power Systems reporting to Brian Melka, Group President – Energy. This new appointment demonstrates the ongoing actions taken by Kohler to adhere to its vision toward energy resilience for mission critical applications.

In his new role, Hunsucker focuses on positioning Kohler as the leader in industrial backup power generation, delivering innovative market solutions, developing a strong team and talent, and engaging Power Systems associates and partners worldwide to drive performance and delight customers.

Hunsucker joined Kohler Co. in 2000 and has held several leadership positions of increasing responsibility within the organization, in the U.S. as well as globally. His previous appointment was General Manager – Americas & Data Centers, Power Systems, and he has been instrumental in guiding Kohler to a leadership position in the data center and mission critical segments.

“I’m honored and excited for the opportunity to lead Kohler Power Systems and to build on the 102-year history of this great organization. My focus will be on maximizing the full potential of our brand, associates, products, services, and operational capabilities to better serve the end-to-end needs of our loyal customers around the world,” Hunsucker said.

“Charles leads with clarity, transparency, and urgency. He is a recognized collaborative leader and his teams have delivered strong results in every role he’s held. Charles understands our legacy as an energy resilience leader for more than 100 years and he brings a vision for the future of Power Systems for the next 100 years,” Melka said. ■

“

Charles leads with clarity, transparency, and urgency. He is a recognized collaborative leader and his teams have delivered strong results in every role he’s held.



HUNSUCKER HOLDS AN MBA FROM AUBURN UNIVERSITY AND A BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION FROM TROY STATE UNIVERSITY.

# Kohler Power is rebranding to *Kohler Energy*

**Kohler Co. announces the evolution of its Power businesses to Kohler Energy, aligning with Kohler’s strategy of providing energy resilience to homes, businesses, and communities around the world.**

“Our newly named Kohler Energy celebrates the industry-leading solutions Kohler has been offering for over 100 years and aligns with our ongoing leadership in resiliency, performance, and energy capabilities that delight our customers,” says Brian Melka, Kohler Energy Group President. “Our new brand presence better reflects the modern, forward-looking and design-oriented characteristics that Kohler is known for and highlights the solutions we bring to market that provide energy resilience to our customers’ homes, businesses, and tools to get jobs done.”

In its first 100 years, Kohler delivered light where there was none before, powered Admiral Richard Byrd’s historic Antarctic exploration, lit the way forward for industrial revolution in America, helped astronauts reach the moon, delivered clean water where it was needed most, and has innovated in nearly every energy category across the industry and around the globe.

Kohler continues to invest in new product development to drive down CO2 emissions through low carbon fuels, improved engine efficiency and power density, EV controls, and grow its portfolio of high technology solutions. Most recently, Kohler was the first global manufacturer to certify all of its Diesel engines and generators on HVO, a 90% carbon reduced fuel.

Kohler Energy offers solutions across Home Energy, Industrial Energy Systems, and Powertrain Technologies branded under KOHLER, as well as a robust portfolio that includes Clarke Energy, Kohler Uninterruptible Power, Heila Technologies, and Curtis Instruments. Kohler will be implementing new Kohler Energy brand elements across its portfolio of businesses in the coming months.

Earlier this year, Kohler partnered with Robert Swan, OBE (Order of the British Empire), on his successful expedition across the Antarctic landmass to the Geographic South Pole relying solely on renewable energy sources. Like its energy support of Admiral Byrd more than 90 years earlier, Kohler equipped Swan’s journey with a customized KOHLER generator that utilized a KOHLER diesel engine fueled by HVO and a microgrid system controlled by Heila EDGE technology. ■

“

Our collective focus is to help sustain people and communities around the world and build energy resiliency. As we start to design our future to best support our customers, we are investing in clean energy, advanced technologies, and improved production and performance capabilities

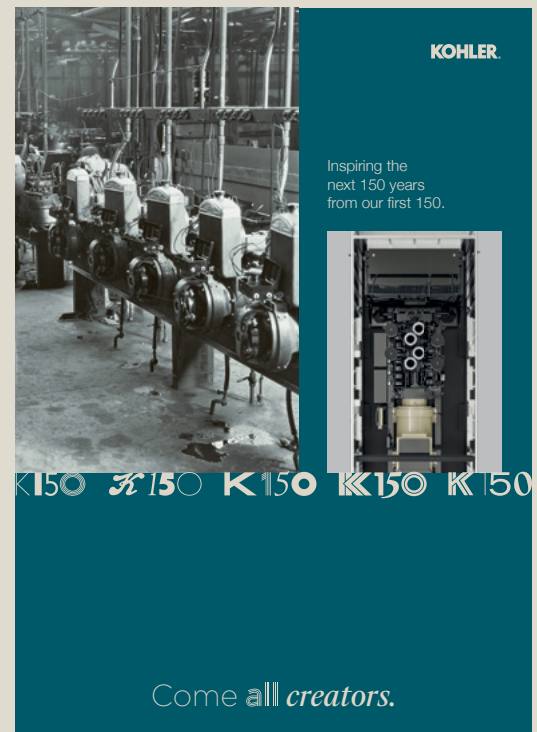
# K150

## Kohler Co. Celebrates 150 Years of Bold Moves, Creativity, and Impact While **Shaping the Next 150 Years of Its Iconic KOHLER Brand**

Global firm rallies around Brand Pillars - Design,  
Innovation, Wellness, and Sustainability

Kohler Co. has forged a legacy of creating industry-transforming innovations for kitchen and bath spaces, energy resiliency products, luxury hospitality experiences, and major championship golf. Creativity and leading-edge design are the heart and soul of the KOHLER brand ethos and mission of gracious living.

Kohler's teams of bold creators around the world are the foundation of the iconic KOHLER brand, along with consumers and trade communities who bring the company's products to life in creative and artistic ways. As Kohler embarks on its 150th anniversary, the global organization invites all associates, partners, and customers to participate in the celebration through a series of special events and activations around the world, including limited-edition product releases, commemorative apparel, and storytelling through digital content – all captured under the anniversary theme of Come All Creators.





# Come *creators.*

## 2023 Come All Creators Initiatives include:

### ***KOHLER Heritage Colors Product Launch***

Kohler will launch some of the company's most iconic and best-selling designs in two signature Heritage Colors to be announced this spring, and available for purchase in summer of 2023. Kohler's introduction of vibrant, colorful products was received with great acclaim in 1927 and remains an innovative movement within the company's design leadership today.

Visit [www.kohler.com/forever-in-color](http://www.kohler.com/forever-in-color) for more information.

### ***Kohler Home Generators with Color and Pattern Options***

Celebrating Kohler's longstanding leadership within color innovation, Kohler expands its home generator offering to include 10 new exclusive colors and 3 Mossy Oak camouflage pattern options, along with the popular cashmere color. KOHLER colors and patterns help homeowners make their standby generator complement the aesthetic of their home or stand out to make a statement. KOHLER home generators run automatically, connected to a home's fuel sources (natural gas or propane), providing hassle-free peace of mind during an outage, adding to the overall sense of wellbeing in the home.

### ***KOHLER x Robert Swan***

Modern day explorer Robert Swan, the only person to walk to both the North and South poles, partnered with Kohler on his successful Undaunted

Expedition across the Antarctic landmass. Swan reached the Geographic South Pole on January 10, 2023, relying solely on KOHLER renewable energy solutions. Swan's trek pays tribute to Rear Admiral Richard E. Byrd, aviator and the first polar explorer to walk to Antarctica in 1929, who also relied exclusively on KOHLER generators to power his journey.

### ***"Toilet in the Road" Campaign***

In the early 1970s, Herb Kohler, long-time company leader and innovator, created a force with THE BOLD LOOK OF KOHLER that transformed the American bathroom from a utilitarian space into one of design, style, sophistication, and craftsmanship. His provocative advertising campaigns challenged conventional norms and targeted consumers directly versus the industry practice of targeting professionals and distributors. One of the most iconic ads from the 1980s came to be known as "the toilet in the road" and Kohler plans to reprise that ad in 2023 with breakthrough imagery and video featuring its award-winning Numi smart toilet.

To learn more please visit:

[Kohler Co. 150th Anniversary](#)

[Kohler Co.: Our History](#)

[Kohler Kitchen & Bath](#), [Decorative Products](#), [Power](#), [Golf + Resort Destinations](#)



## 2 Parts

# Global *AMPS* team comes together in Kohler



Global Aftermarket Parts leaders from North America, Europe, Latin America, and Southeast Asia gathered in Kohler, Wisconsin in February 2023.

The group was brought together to align on goals for 2023 and foster relationships. The two days were successfully spent discussing strategy, global alignment and enjoying some fun winter activities.

They squeezed in some fun with dinner, drinks, curling, and ice skating at Kohler's Winter Wonderland. ■



# NA AMPS group visits counterparts in Europe

In March, Ashish Dutta, Howard Spurgeon, Sara Sanz, and Patricio Iligaray got the opportunity to visit with some of their Kohler counterparts across Europe!

The group began their trip in the Netherlands to meet with Kohler distributor Koninklijke van Twist and the Kohler Marine team to align on strategic priorities and begin plans for the next EMEA Aftermarket Parts Distributor meeting.

Next, they traveled to Milan to visit Kohler distributor SAIM S.p.A. to discuss continued collaboration and business growth. The trip concluded with the group traveling to Reggio Emilia to speak with the Kohler Power - Engines team about future partnership opportunities. ■



Introducing

**Juan Viera**

SR. SPARE PARTS REPRESENTATIVE

**What is your role at Kohler?**

Sr. Spare Parts Representative

**Where are you located?**

Miramar Florida

**When did you first join the company?**

9/27/2004 18 years ago

**For which territories and markets are you responsible for?**

Caribbean, México, Canada and US

**What do you love about your job?**

I love helping customers and distributors find the parts they need and be able to support our dealers and distributors in stocking critical and spare parts for their AOR.

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

We win in the minds of our customers by being competitive with pricing and being able to deliver parts in a timely manner. Being able to brand our own products and services gives us an edge of being first in the market.

**What else would you like to share about yourself?**

I am married to my beautiful wife Carmen for 21 years and have a wonderful son named Jonathan, who is 14. One of my many hobbies is fishing, collecting coins and recently collecting sports cards. Being by the ocean is very gratifying and calming.

# 3 Service

## *Scan & go!* New QR code streamlines aftermarket support services

**A new QR code system is being introduced to mark our range of industrial generators which will enable customers to activate warranties quicker and easier than ever.**

The QR code, embossed on units ranging from 6 to 4500kVA, can be scanned with a smartphone at the end of the commissioning process, allowing individual gensets to be registered within minutes. Technicians can also apply the QR code retrospectively to any existing fleet.

“Using the QR code will allow end users to register generators and activate warranties in the most efficient manner,” according to Kevin Bougault, Kohler Product Manager, Small Diesel. “Registration will also ensure end users can access a full range of aftermarket services such as maintenance and spares.”

### Increased visibility of global fleet

Integration of the QR code onto the industrial range will give distributors and dealers increased visibility of the size and location of the global fleet, ensuring each unit is supported across its lifecycle. “Kohler is committed to encouraging good communication between distributors, dealers and end users, enhancing the customer experience,” says Kevin.

### Phase 1 of digitization plan

The registration of the generator sets using the QR code represents Phase-1 of our plan to digitize aftermarket support services. QR code functionality will be extended to give online access to technical data in product manuals and maintenance books. It will also support a ticketing service that will allow KPS EMEA to respond to any request concerning warranty returns, technical assistance, commissioning, or spare parts quotation. “Ultimately, digitalization will allow us to better support customers throughout the product life cycle,” adds Kevin. ■

### QR CODE AT A GLANCE

- Faster registration and warranty activation for new units
- Better support to end customers and distributors throughout the product life cycle:
  - Technical assistance
  - Service
  - Maintenance
  - Spare parts
- Enhanced security
- Ease of use: simply use a smartphone to scan and register your generating set
- Enables distributors to refine service and spare parts offerings tailored to registered gensets in their region
- QR Code can also be used to add existing fleet to a distributor database

# All your questions about the new QR system answered

## ? Why do I need to use the QR code system?

In short, because it makes your life simpler! Scanning the QR code at the end of any commissioning automatically registers the genset and its commissioning date. This will activate warranty coverage and enable you to receive support. You will also receive the warranty certificate at the same time. (It's important to note that failure to register newly commissioned gensets with this tool during the commissioning could delay warranty activation and product support.)



## ? Is it mandatory to register the product during commissioning?

In one word: YES. You must register the genset during commissioning to activate the warranty using the QR code. The warranty must be registered with the end customer's name and also include the details of the authorized service provider who is doing the commissioning.

Remember! All commissioning must be done by Kohler authorized entities. If not, your warranty cover is extremely limited.



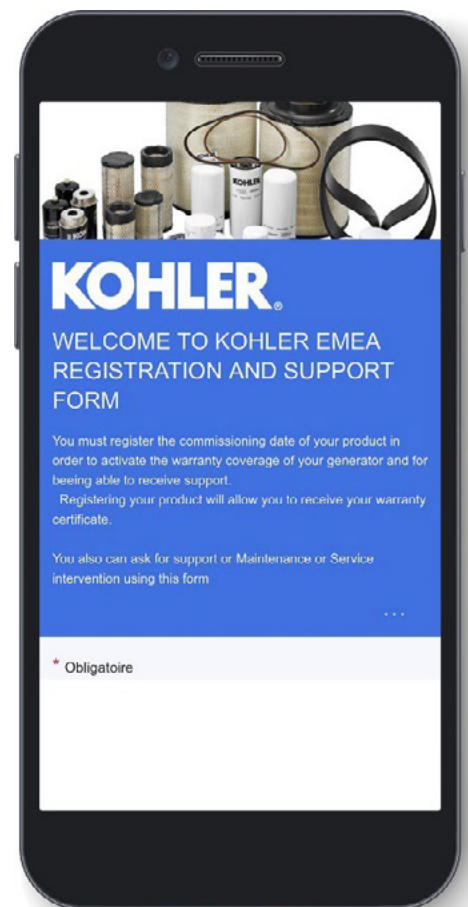
## ? Where can I find the QR code?

The location of the QR code sticker depends on the type of unit. It is placed on the front of control panels and on the doors of enclosures and container units.



### ? How do I use the QR code?

1. Scan the code with a smartphone
2. The code takes you automatically to an online form
3. Agree to the T&Cs
4. Select **“01-Product Registration”** to register your product
5. Enter serial number of your product (on the chassis nameplate)
6. Input registration details:
  - Number of running hours
  - Contact’s email address
  - Country of installation
  - City of installation
  - Name of the company
7. Press “Send”
8. You will receive one of three possible emails:
  - Registration is successful and warranty conditions are attached to the email.
  - The generator set has already been registered by the operator and warranty conditions are attached for reference.
  - The serial number entered does not exist in the KOHLER database. Please check you have inputted the correct details and retry.



### ? Great, what next?

This is just Phase 1 of our digitization project. Users can look forward to further functionalities being added in the future including:

- Access to technical data, manuals, maintenance books, videos
- Access to list of retail partners and local authorization services
- Ability to submit queries about warranty returns, technical assistance, commissioning, or quotes for spare parts
- QR code functionality for our rental range

### ? I want to know more

Please reach out to your usual contact from the EMEA service/warranty department for more information.

## 4 Distribution focus

# *Bay City* Electric Works



Last year Bay City Electric Works, whose territory covers California, Nevada, and Hawaii, celebrated their 90 Year Anniversary...over 50 years with Kohler. These are impressive milestones and deserve celebration; however, it's the last seven years that tell the story of their commitment to growth, Kohler, and the future of their business.

Back in 2015, Bay City, headquartered in Poway, California, was awarded a territory expansion beyond San Diego to include the greater Los Angeles market, Northern California, and Nevada. With no hesitation, they jumped at the opportunity and quickly got to work on their expansion plan, opening a new sales and service center in Los Angeles County. Their readiness to scale up their sales, service, and parts organization to meet this challenge resulted in winning the honor of 2015 Kohler Industrial Distributor of the Year.

By 2019, Bay City outgrew their space in L.A. and opened a 20,000 sq ft facility in Rancho Cucamonga, California. This

facility provided them a longer-term solution with central location, increased space and equipment, better opportunities for employee recruitment, and both classroom and lab training centers for technicians. Continuing their growth, Bay City recently acquired 4.5 acres of land near Sacramento to build an additional hub sales and service facility to better support their Northern California and Nevada customers.

Over the course of the last seven years, Bay City has doubled nearly everything—revenue, territory headcount, physical locations, etc. They attribute much of this success to their ability to leverage their prior Southern California relationships with a focus on specifying engineers, contractors, and end users. Bay City's extreme focus on power generation has allowed them to provide a single-source solution throughout California for sales, service, rental, and parts while competitors are regionalized and less nimble to support large multimarket accounts.



MIKE WOLFE, CHIEF  
OPERATING OFFICER  
SET TO RETIRE IN  
JUNE 2023



DAVID KOHLER ADDRESSING CROWD AT RANCHO CUCAMONGA, CA OPEN HOUSE IN AUGUST, 2023

From a parts and service perspective, Bay City’s strategy focuses on growing their overall maintenance agreement base. According to Gillian Roberts, Director of Parts and Service Administration, “We’ve seen big wins by targeting municipalities to gain multiple generators under one contract. We are also actively converting as many non-KOHLER parts as possible to KOHLER to increase part sales.” Bay City utilizes their CRM to discover opportunities to convert new generator sales to preventative maintenance agreements and have doubled their hit ratio in the last three years. Other main focuses include bolstering their rental fleet to capture opportunities where supply chain challenges have slowed generator and parts deliveries. Additionally, aligning their technician training/career path with Kohler’s certified technician levels and compensation has greatly improved their recruitment and retainment.



GILLIAN ROBERTS, DIRECTOR OF PARTS & SERVICE ADMINISTRATION, WORKING AT BAY CITY OPEN HOUSE EVENT

All this growth, however, cannot be done without a passionate and dedicated team of people to accept challenges and make it happen. Bay City President Austin Lee attributes much of their success to their employees stating, “We’ve been focusing on developing our existing team while also finding industry professionals familiar with scaling for longer-term growth in areas like human resources and accounting/finance.” Notable parts and service employees include Mike Wolfe, Chief Operating Officer, who has been with the company for six years and a big driver behind their success in aftermarket parts and service. Mike is a veteran of the Marine Corp and had a 40-year career in engine and power aftermarket leadership. He is set to retire later this year and he will be greatly missed. His successor Brian Duarte, Vice President of Operations, is currently transitioning with Mike and getting ready to take the helm. Gillian Roberts, who has been with Bay City for one year and quickly proven the value she provides in the aftermarket parts organization, has recently been promoted to Director of Parts and Service Administration. She brings with her 20 years of automotive dealer parts and service leadership where she’ll use her talents to help scale up their parts and service administration.



BAY CITY TEAM PHOTO

Like Kohler, Bay City is a family-run business with Rod Lee serving as Chief Executive Officer, Austin Lee as President, and Adrian Lee as Marketing Coordinator. Their commitment to their business, employees, customers, and partnership with Kohler is evident and we look forward to a future of growth with Bay City! ■



# Kohler hosts *LATAM* Distributor Conference

In February, the Florida-based Kohler Power Systems team held its 2023 Distributors Conference, welcoming distributors from Latin America and the Caribbean to the Kohler, WI campus. The event brought together 44 distributors representing 28 companies from 21 countries in Latin America and the Caribbean and 15 Kohler Power associates from Miramar, Florida. The group enjoyed a tour of the Mosel factory and Experience Center, followed by presentations at The American Club and Appley Theatre. The Aftermarket Parts team presented on how to support our distributors with Kohler Genuine Parts and an overview of our digital marketing initiatives for 2023. ■

**Thank you to all who attended, and we can't wait to get together again soon!**



# Breakfast for *champions*

**KOHLER distributor shares knowledge with customers at special early morning session**



KVT (Koninklijke van Twist) is a major KOHLER distributor based in Dordrecht, the Netherlands, which has been around for nearly 190 years. It recently held a special 'Breakfast Session' for customers to showcase the wide variety of technologies they have to offer. These included Gensets, Emergency Back Up Power, UPS, Switch Gear, Micro Grid and Hydrogen powered units. A total of five companies attended, taking part in one workshop covering issues ranging from custom made Emergency Back Up Generators to tailor made diesel engines and gensets, and a second workshop covering Hydrogen, LPG, CNG / LNG and synthetic gas engines.

Customers and prospects were given a clearer understanding of what KVT has to offer and were also introduced to a wide variety of product lines. Feedback from attendees was very positive with one commenting "KVT does more than I ever knew".

We here at KOHLER think breakfast sessions like this are a great idea. Relaxed and informal, they present an opportunity to meet customers and share insights in a different, less business-like environment. And, who knows, maybe other distributors out there would like to give them a go? ■



# KVT *awarded* a second major datacenter order

## 42 KD3200 gensets for Amsterdam

Having sold, installed and commissioned 34 KD3200 gensets at a datacenter in Amsterdam last year, Dutch distributor KVT has been rewarded with a second order. In order to create a new data hall at the center, the customer ordered a further 42 KD3200 gensets to provide emergency backup power. The KD3200 was chosen for its high-density output or, in other words, it is relatively compact for the power it delivers.

## Excellent environmental performance

Twenty eight of these gensets are equipped with an SCR (Selective Catalytic Reduction) system to reduce the exhaust gas emissions. This helps the customer meet its environmental obligations and to successfully apply for a permit from the municipality. CO2 emissions, especially in the Amsterdam area, are particularly scrutinized when it comes to issuing permits. Thanks to the SCR systems, exhaust gas emissions were reduced to a level where the total exhaust gas emission from the emergency power supplies was well below the permitted limit.

## Full service

The KVT order also includes 42 fuel tanks of 30.000 litres each, water/mist fire alarm systems and fuel filtration systems. The project is to build, transport, install, commission and maintain the gensets. In addition, the company was given a 5 year full maintenance contract on all of the gensets.

This bumper order is largely down to KVT's textbook handling of the initial order as well as its reputation for reliability built up since 2016 when it began providing maintenance services to various other gensets for this customer. All of the new backup power gensets will be commissioned by the end of the year.



### KD3200 AT A GLANCE (TBC)

- Designed in accordance to ISO8528-5 performance class G3
- Low vibration
- Low fuel consumption
- Small footprint
- Low starting temperature capability
- Long maintenance interval
- 3 year or 1000-hour limited warranty for standby applications
- Worldwide product support

# 5 Customer success stories

## Rylsa Colombia *success story*



LATAM

**Application:** Main Computer Center (DATA CENTER)

**Client:** Dian - National Tax Office

**Place:** Bogotá - Colombia

**Equipment:** V640U KOHLER

**Power:** 800 kva

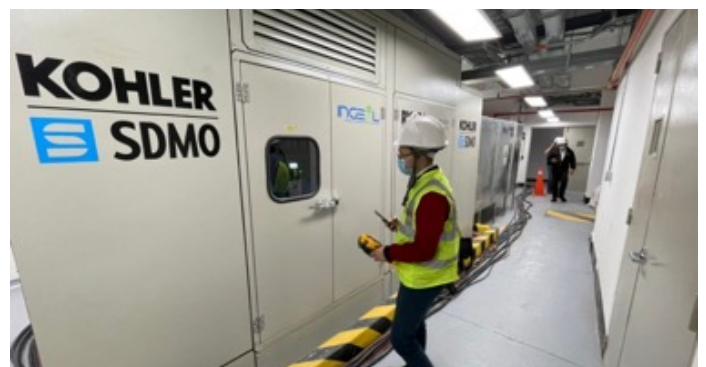
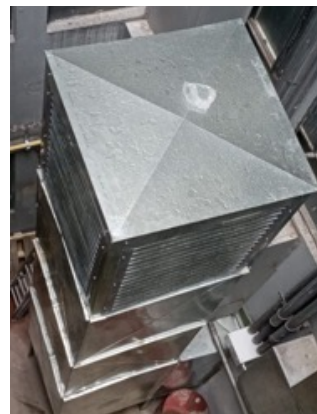


**Overview** | The Ministry of Finance and the National Tax Office of Colombia, called Dian, is located in a historic and iconic building in Bogotá, Colombia and holds a 30-year-old Kohler generator.

**Challenge** | Due to regulations and obsolescence, the system had to be modernized to a new backup power system.

**Solution** | For this requirement, the team worked with the electrical engineering company specialized in data centers, taking into account: the new power needed (load study), the indoor space, noise levels, vibrations, hot air evacuation and fresh air intake.

**Result** | The project was successfully completed and the updates were made to the backup power system.



# Palco installs new fluid *pumping station*



## Overview

Palco Power Systems recently moved into their new location in Jeannette, Pennsylvania. As this is a new warehouse to them, they are fully customizing it to their needs, including a way in which to store and dispense fluids. Their old location utilized an older gravity-feed bulk tank along with some hand pumps to deliver out of totes.

## Challenge

Palco needed a new, easy and efficient way to store and dispense Kohler Genuine Oil and Coolant.



**Solution**

Palco elected to have 15W40, 5W40 and coolant at their dispensing station. Each station is complete with containment, suction pipe, pump, regulator, and dispensary wand. The two oil pumps are driven by pneumatic piston pumps that deliver seven to eight gallons per minute and the coolant pump is a pneumatic diaphragm style that delivers about 15 gallons per minute.

The process of swapping out totes is very simple and quick. Once a tote is emptied, the suction pipe is easily slid out of the tote, a new one is placed on the containment, and the suction pipe is reinserted into the new full tote.

**Result**

Palco and Kohler developed a new fluid pumping station that was fast, efficient, fully compliant, and cost friendly. The floor space that this utilizes is minimal and the system is very practical. The entire setup takes less than a day to assemble before the system is fully functional. If you have interest in this style of system or have further questions, please don't hesitate to reach out.



# Singapore team *finds solution* for Taiwan customer



## Overview

Leading Taiwan insurance company was looking for a backup generator solution for their new building. It is extremely important for them to have a reliable and proven solution as the backup generator will be used to support operation of the new building especially during the blackout periods.

## Challenge

Customer had limited space and they need to work with manufacturer that is able to provide the design and air flow calculation to ensure that the generator can deliver power without an overheat issue in a small confined space. It is also necessary to provide the factory a witness test to verify that the proposed solution is working and meets the customer requirement.



## Solution

Four units of KOHLER 2000REOZM with radiator-cooled unit and two units of KOHLER 2000REOZM with heat exchanger-cooled were used. Due to the space challenges, there is a need to have different solution. Engineering design was completed to ensure the generators meet the power, space, and cooling requirements. The team discussed and provided recommendation on optimizing the airflow in the room.

## Result

The Kohler Singapore team and the local partner have provided a customized solution that meets the customer requirement. The end user visited the Kohler Singapore factory to witness the factory acceptance test. They were assured and confident that the generator performed to support their business' needs.

## 6 Product spotlight



# Kohler *genuine coolant* launches in EMEA region

In March 2023 Aftermarket Parts launched Kohler Genuine Coolant to the EMEA market. We hosted two informational sessions to share information about the new product, value proposition, pricing, logistics and marketing. KOHLER Genuine Coolant provides generator operators in EMEA with a new formulation designed to deliver advanced engine protection and superior overall performance.

“As a leading generator manufacturer, we regularly put our equipment through rigorous testing, so we’re in a unique position to fully understand how high-quality coolants can really make a beneficial difference when it comes to protecting all system components from cavitation, corrosion, wear, and other common issues,” said Ashish Dutta, Vice President of Aftermarket Sales & Service for Kohler Power Systems. “Operators demand peak and reliable performance from their generators, and that performance requires exceptional cooling system protection.”

In addition to delivering next - level protection, the premium coolant blend has been engineered with the highest-quality ingredients to also provide minimal maintenance. When added to new generator sets or properly flushed older

generator sets, KOHLER Genuine Coolant will give operators up to six years or 8,000 hours of reliable performance when used in mixed fleet stationary generator engines under normal operating conditions, as long as the coolant is kept in good condition and is used according to engine OEM specifications. It is also broadly compatible with all plastics and elastomers, such as hoses, gaskets, and seals.

Check out the dedicated web page [here](#).

To download the sell sheet, FAQ document, SDS information and other marketing collateral, please contact your Kohler parts representative. ■



## 7 Training information

# RYCE recognized for customer service *with award*



XAVIER PERSEQ, Director of Global Service Training at Kohler Aftermarket Parts EMEA, presented Johnson Rutere and James Kimani of RYCE with the 2022 EMEA Distributor Award - Africa Region for their engagement in customer service.

RYCE was recognized for its ongoing participation in Kohler's training courses and investment in Kohler-specific tools.



# Global training *activities*



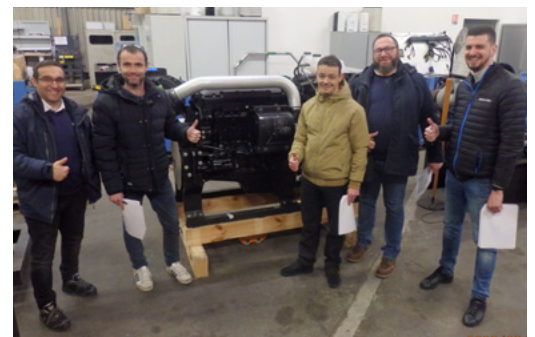
ADVANCED KOHLER 135



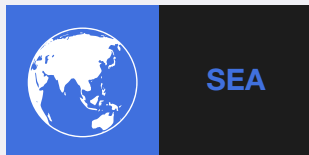
ADVANCED LARGE MITSUBISHI (WBPS)



ADVANCED LARGE MITSUBISHI (WBPS)



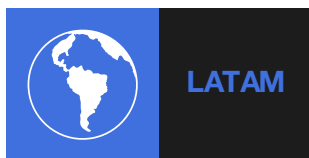
VOLVO 8L



INDIA



INDIA



# May - July '23

## Energy service training schedule

Start	End	Description	Language	Location	Duration	Cost (per person)
<b>May</b>						
05/02	05/05	ILT - K175 SL1/SL2	FR/ENG	Brest	4 h.	1.400€
05/01	05/05	ILT- Industrial ATS Concepts	ENG	Mosel (USA)	4,5 h.	1,050\$
05/01	05/04	ILT- K175 Diesel Engines	ENG	Mosel (USA)	3,5 h.	1,000\$
05/09	05/12	ILT - Advanced APM802	ENG	Brest	4 h.	1.400€
05/08	05/11	ILT - APM 403	ESP	Miramar (USA)	4 h.	1,500\$
05/08	05/11	ILT - Communications	ENG	Mosel (USA)	4 h.	1150\$
05/09	05/12	ILT - KDI/FOCS Engines (Marine, Industrial, Towable)	ENG	Mosel (USA)	3,5 h.	1200\$
05/15	05/18	ILT - Marine Product Line Certification	ENG	Mosel (USA)	4	1000\$
05/09	05/09	VT - Volvo 8L Sytems and Basics (Internal review session)	ENG	Teams	3	N/A (internal Kohler)
05/09	05/12	ILT Doosan / ILT Baudouin	FR	Brest	4	1.400€
05/22	05/26	ILT - ME8-FR : gammes de groupes électrogènes et introduction aux panneaux de contrôle APM303, TELYS 2, KERYS/APM802	FR/ENG	Brest	4	N/A (internal Kohler)
05/22	05/26	ILT - APM 802 (ME14 FR)	FR	Brest	4	1.400€
05/22	05/25	ILT - KDI/FOCS Engines (Marine, Industrial, Towable)	ENG	Mosel (USA)	3,5	1,200\$
05/30	06/02	ILT - Contrôle panel APM 403S (ME19 FR)	FR	Brest	4	1.400€
05/30	06/02	ILT APM 802 (ME14 FR)	FR	Brest	4	N/A (internal Kohler)
05/31	05/31	VT - K175 internal Architecture and Onsite task SL2 /SL3	ENG	Teams	4 h.	140€
<b>June</b>						
06/05	06/09	ILT - ME8-FR : gammes de groupes électrogènes et introduction aux panneaux de contrôle APM303, TELYS 2, KERYS/APM802	FR	Brest	4 h.	N/A (internal Kohler)
06/05	06/09	ILT - ME18: Kodec, entretien, diagnostic et dépannage, moteurs KD	FR/ENG	Brest	4 h.	1.400€
06/05	06/08	ILT - APM 802	ESP	Miramar (USA)	4 h.	1,500\$
06/05	06/06	Industrial Generator & Controls Technician Assessment	ENG	Mosel (USA)	2 h.	450\$
06/07	06/08	Industrial ATS Technician Assessment	ENG	Mosel (USA)	2 h.	450\$

## Training information

06/15	06/15	ME3-FR - Alternateur et concepts de couplage	FR	Brest	4 h.	TBC
06/12	06/16	ILT - Advanced APM 403	ENG	Brest	4 h.	1.400€
06/19	06/23	ILT - Advanced K135 SL2/SL3	ENG	Brest	4 h.	1.400€
06/19	06/23	ILT - Advanced APM 802	ENG	Brest	4 h.	1.400€
06/19	06/23	ILT - Moteurs Volvo D13 - Outil de diagnostic Vodia V5.0 (MM14 FR)	ENG	Brest	4 h.	1.400€
06/16	06/23	ILT - Industrial Generator & Controls Concepts	ENG	Mosel (USA)	4,5 h.	1,050\$
06/16	06/23	ILT - K135 Diesel Engines and Diagnostics	ENG	Mosel (USA)	4,5 h.	1,550\$
06/26	06/30	ILT - ATS Concepts	ENG	Mosel (USA)	4 h.	1,000\$
06/26	06/29	ILT - K175 Diesel Engines	ENG	Mosel (USA)	3,5 h.	1,000\$
06/26	06/30	ILT - K135 SL1 /SL2 MM15	FR	Brest	4 h.	1.400€
06/26	06/30	ILT - LARGE MITSUBISHI	ENG	Brest	4 h.	1.400€
<b>July</b>						
07/03	07/07	ILT - MM14: Moteurs Volvo D13 - Diag.VODIA V5	FR/ENG	Brest	4 h.	1.400€
07/03	07/07	ILT - APM 403 P - ME20	FR	Brest	4 h.	1.400€
07/04	07/04	VT APM 403 (Part 1)	ENG	Teams	3 h.	140€
07/05	07/05	VT - APM403 PC Configurator Prerequisites and Basics ( Part 2)	ENG	Teams	3 h.	140€
07/06	07/06	VT - K175 Systems and Basics SL1/SL2	ENG	Teams	3 h.	140€
07/04	07/04	VT - APM 403 - Architecture & Basics - Part 1	ENG	Teams	3 h.	140€
07/05	07/05	VT - APM 403 - PC Configurator - Part 2	ENG	Teams	3 h.	140€
07/10	07/13	ILT - MM11: Moteur KOHLER	FR	Brest	4 h.	1.400€
07/12	07/12	VT- Large Mitsubishi S12R/S16R Systems and Basics	ENG	Teams	3 h.	140€
07/12	07/13	ILT - ME2	FR	Brest	2 h.	N/A (internal Kohler)
07/12	07/13	ILT - ME7 - Contrôle commande APM 802	FR	Brest	2 h.	N/A (internal Kohler)
07/17	07/21	ILT - ME9 - Contrôle commande TELYS 2	FR	Brest	4 h.	N/A (internal Kohler)
07/31	08/04	ILT - MM13: MOTEURS JOHN DEERE	FR	Brest	4 h.	1.400€
08/31	08/31	VT - K175 Internal Architecture and Onsite Tasks SL2/SL3 (part2)	ENG	Teams	4 h.	140€



**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](mailto:benedicte.England@kohler.com)

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

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

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

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

Director-Service Training: [xavier.perseg@kohler.com](mailto:xavier.perseg@kohler.com)

## 8 Our contest

# Kohler *Genuine Coolant*

Kohler Genuine Coolant has been available in North America since 2019. The premium coolant blend provided a new formulation that was precisely designed to offer advanced protection to the engine and strengthen the overall performance of our generators. In March, aftermarket parts was thrilled to announce that they've expanded their reach, launching Kohler Genuine Coolant to the EMEA market providing operators there with that same level of high-quality coolant to ensure exceptional cooling system protection. **Now we need help from our partners and field experts in sharing the great news!**

### Here is *your challenge*

Share in our excitement for having launched the very first KOHLER branded consumable to the EMEA market by posting across your social networks no matter where you are in the world.

The rules are easy, each post will count as an entry and are limitless. Get creative!

- Show us how you're using Kohler Genuine Coolant in the field
- Write a positive review supporting the new formulation
- Recommend the premium coolant blend for its advanced protection to the engine and greater support to the gensets' overall performance
- Or simply give a shoutout to the brand you trust and include one of our high-resolution images in your post.



Any questions or assistance needed regarding marketing collateral or access to the materials can be sent to [Ina.Fitzgerald@Kohler.com](mailto:Ina.Fitzgerald@Kohler.com)



Be sure to include **#Kohlergenuinecoolant** and tag **@KohlerPowerParts&Support** in your social media posts from now until June 5th for your chance to win **\$1,000 in Kohler branded merchandise**. Check out some of available items [HERE](#).



## Our previous contest *winner*

Thanks to all the submissions for our Q4 contest.

### How many parts and components make up a KD1250 generator?

Our winner is Kevin Gibb, Director, Supply Chain and Logistics – Kinsley Power Systems

Kevin's guess: **237,694 parts**

**Congratulations Kevin on your prize of \$1,500 to spend on the Kohler promo site.** He's looking forward to outfitting his team with Kohler swag, apparel and promotional materials



# KOHLER®

