



# KOHLER® Current

Aftermarket Parts & Service

Magazine Issue 3 - 2023

# Dear partners and associates,

I hope this message finds you well and in good spirits. As we approach the year's end, it is indeed an exciting time for Aftermarket Parts & Service at Kohler Power Systems. I'm delighted to take a moment to share some exciting developments and initiatives with you.

First and foremost, I am thrilled to report that 2023 has been a remarkable year for KPS, marked by robust demand, especially for generators. The orders and shipments for datacenters have been exceptionally encouraging.

In our commitment to further elevate our sales efforts, we are introducing new customer experience tools aimed at enhancing the overall sales process. These tools not only promise a superior purchasing journey for our customers but also open avenues for generating new leads. Additionally, our efforts to enhance our online catalog, known as KPP, are bearing fruit, and we are excited with the launch of KPP v2, which promises an even better online experience for our customers. In addition, our warranty tool (KPA) has seen significant improvements in North America, and we are in the process of rolling this out globally.

While these specific initiatives are essential, we remain steadfast in our focus on three core areas. Firstly, we are dedicated to optimizing the speed and efficiency of our parts operations. Secondly, we are committed to further enhancing our service and training programs, building on insights gained from our recent hands-on meetings. We will provide you with more details on these developments soon. And last, but certainly not least, we hold our relationships with distributors and partners in the highest regard. It was heartening to witness the success of our recent AP and EMEA distributor meetings, where we had the privilege of hearing invaluable feedback from all our partners. These interactions reinforce our belief in the significance of nurturing these relationships, as they are the cornerstone of our shared success.

In closing, I would like to express my gratitude for your continued partnership. Together, we can pave the way for a prosperous future that serves the interests of all involved.

Please feel free to reach out to us with any thoughts, questions, or ideas you may have. We are excited about the opportunities that lie ahead and are eager to collaborate further.

**Best wishes for a successful year-end and a promising year ahead.**

**Warm regards,**



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

A handwritten signature in white ink on a blue background. The signature is stylized and appears to read 'Ashish Dutta'.

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## 1 Inside Kohler

# Kohler Power Systems unites to celebrate Kohler's *150th Anniversary!*

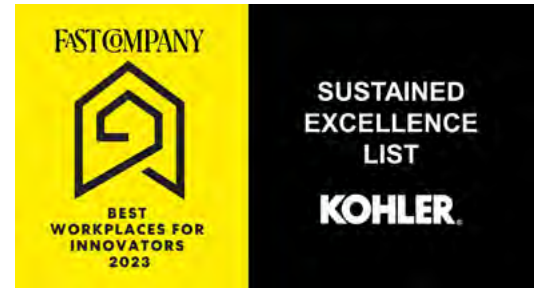
Kohler Power Systems regional offices and plants around the globe joined forces to commemorate KOHLER's 150th anniversary milestone as part of a global celebration held for the first time in Power Systems history. To honor this occasion, over 2,000 associates across four continents and four regions came together and participated in K150

celebration events and activities. This significant event goes beyond acknowledging Kohler's rich history and paying homage to its enduring legacy. It's also about celebrating the people --- the diverse talents and unwavering dedication of our committed Power Systems associates who have contributed to this remarkable journey. ■



# Kohler named *best workplace for innovators* – again!

Kohler was recently recognized as one of the world's 'Best Workplaces for Innovators 2023' by Fast Company magazine. Not only that, this is the second year in a row we've made the grade! We're so proud of this achievement, because it highlights the value Kohler places on innovation and its people. And, of course, that is reflected in the innovative products we deliver to customers.



This year we were listed as a finalist in the 'Sustained Excellence' category. This distinction honors our ongoing efforts in cultivating a culture of innovation and our dedication to achieving excellence. It demonstrates that, whether it's our robust new product launch schedule, our innovative design, engineering, or manufacturing, we're constantly bringing innovation to life at Kohler.

## Innovating since 1873

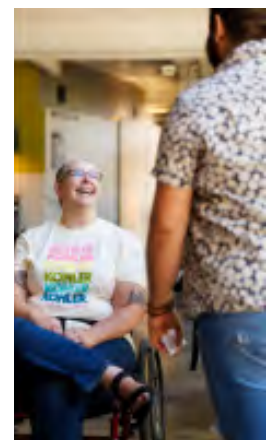
We have been defined by a spirit of innovation since 1873. From our roots as a humble bathtub manufacturer, the creativity and entrepreneurial energy of our people has made us one of America's most well-respected and largest privately held companies.

Innovation is at the heart of everything we do. That's why we are committed to providing the support, resources, and inspiration to drive meaningful change in our workplaces, communities, and the world. That means constantly challenging our own conventions, stretching our imaginations, and striving to be better tomorrow than we are today.

## Our people: our greatest asset

This award really belongs to the the 40,000 passionate creators, influencers, and visionaries behind every Kohler product, brand, and experience across the globe. Together, we believe we have an obligation to help solve society's most pressing challenges, to innovate for the greater good, and to make a meaningful difference in the lives around us.

Above all, this acknowledgement of our inventive spirit is a testament to our 150-year legacy of innovation and our commitment to leaving the world a better place than we found it. ■





## Jeffrey Chang

**Director,** Digital Capability, Power Systems

Kohler is pleased to announce that Jeffrey Chang has joined the Power Systems leadership team as Director – Digital Capability, Power Systems, effective August 17, 2023. In this role, Jeffrey will have primary responsibility for driving the digital transformation for the Power Systems organization and building a comprehensive digital technology roadmap across all functions of the business. He will ensure that digital technologies and capabilities are effectively prioritized to enable business growth, customer experience, operational efficiency and ensuring effective execution and adoption. Jeffrey reports to Charles Hunsucker, President – Power Systems, with a dotted line to Jaime Malfa, Vice President – IT, Energy Group.

Jeffrey has over five years of tenure with Kohler Co. In his last role as Director – Digital Capability & Analytics, KBNA, he led the development of digital capabilities, business operations, product data, and site analytics for consumer channels across North America.

Prior to joining Kohler, Jeffrey served as Vice President at Direct Supply and Lowe's Home Improvement leading business and technology functions focused on sales, strategy, innovation, architecture, program management, infrastructure, and business operations.



## Sean Kenefick

**General Manager,** Power Systems Americas

Kohler is excited to announce that Sean Kenefick has been promoted to General Manager, Power Systems Americas, reporting to Charles Hunsucker, President – Power Systems, effective August 1, 2023. In this role, Sean will lead our Americas business with a focus on three strategic priorities, including Win Data Center, Strengthen Distributor Network and Increase Parts and Service.

Sean has been with Kohler Co. for 16 years and has held several sales and sales leadership positions of increasing responsibility, which includes Account Representative, Area Manager, Regional Manager, Director Corporate Accounts, Director Central Region and Vice President of Sales.



## 2 Parts

# Introducing...

## Emma Jin

Sales engineer



What is your role at Kohler?

Sales Engineer

Where are you located?

Singapore

When did you first join the company?

December 1, 2022

For which territories and markets are you responsible?

Kohler SEA, covering the aftermarket parts sales of Singapore, Taiwan, Hong Kong, Japan, South Korea, Malaysia, Brunei, Indonesia, Myanmar, Vietnam, Thailand, Philippines, Cambodia, Laos, Guam and Bangladesh.

What do you love about your job?

Living the life of AFM sales engineer can be fun and rewarding, but also very challenging on daily basis. Part of the challenging/fun is how to “smartly” use the existing resources to create regional and localized solutions, to cater for our partners in this region.

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

I think we are unique in many ways, and we clarify our uniqueness by providing customers and end users with various customized engineering solutions. Now we are bringing this passion and energy to aftermarket, in providing more solutions to take care of delivered products.

What else would you like to share about yourself?

“Passion is the best motivation.”

# KohlerPowerParts.com *Unveils Exciting New Features*

**Kohler is excited to announce an update to Kohler Power Parts that went into effect in August.**

## Here are a few of the new features and enhancements to the tool

- New servers to minimize downtime when updating KohlerPowerParts.com
- All Serial Numbers currently loaded that shipped on or prior to June 30, 2023.
- Responsive user interface for web and mobile viewing.
  - Deliver dynamic, interactive 3D and 2D illustrations on any web browser.
  - Interact with the illustration model (new transform tool)
    - + Zoom – 2 finger pinch.
    - + Pan – 2 fingers move.
    - + Rotate – 1 finger move.
- Optimized search of content for specific model or serialized equipment configuration.
- Superseded Parts
  - Updating to ensure the right part is listed.
  - Leverage “tree mode” for easier viewing.
- Print a Page
  - Print for on-demand PDF outputs (with 3D and List Price).
- List Prices in multiple currency displayed: USD, GDP, BP set based on your “Shopping Parameters”.
- Enhancement Shopping List (formerly referred to as cart).
  - Add entire Parts list to “list” via single click.
  - Extract to CSV shopping list to import to portals for order entry.

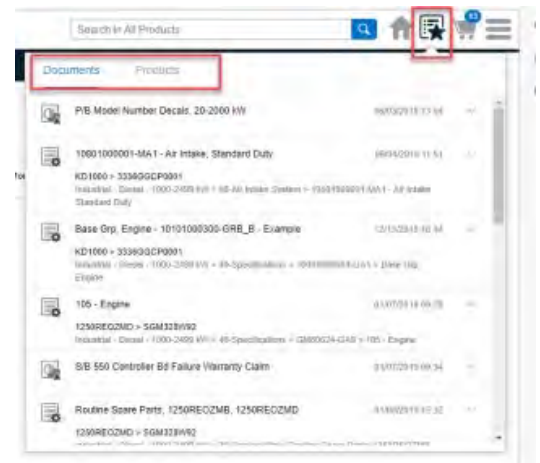
## How does this impact me?

- Favorites / Documents / Products / Shopping Carts will NOT transfer to the new software.
- If you use any of these, we ask that you screenshot to add to the new KohlerPowerParts.com site.
- You can take screenshots or save the information to manually add back into the new version.
- Shopping Carts become “Shopping Lists”; however, if you have any saved, please extract to a CSV to import into the new system.
- KPP also includes recommended part lists and operation and maintenance manuals for Kohler gensets.

## Here's what is coming soon

We have a team dedicated to continuously improving our KohlerPowerParts.com application:

- Update of Graphical Representations / Icons.
- Images of all Models –Image Coming Soon represents the ones we are actively working on.
- Images within Folders – include the exploded view as the folder image.
- Build a Book missing 3D Images – add an image to showcase our 3D parts illustrations. ■





# Helping customers meet *clear air regulations*

## Introducing the Retrofit Emission Control Device (RECD) for KOHLER® Diesel Generators

As more and more clean air regulations are introduced around the world, Kohler has developed a unique solution to help customers comply with them. Our revolutionary Retrofit Emission Control Device (RECD) has been specifically designed for Kohler diesel gensets. Unlike other conventional solutions, our Retrofit Emission Control Devices (RECDs) are the best choice for all duty cycle operation Gensets.

### Better for customers. Better for the environment.

Based on filter-less technology using the Electrostatic Precipitation principle, they are highly effective at improving ambient air quality, capturing particulate matter from diesel generator exhaust with more than 70% efficiency.

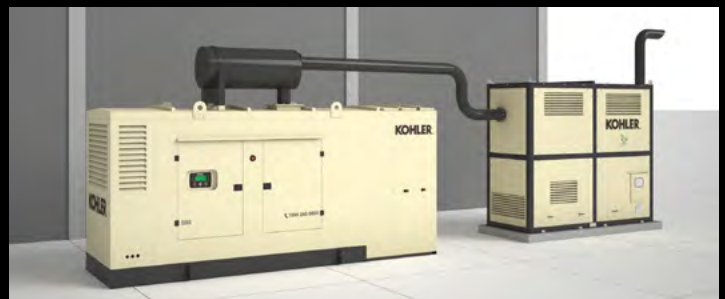
Crucially, compared to conventional solutions, the Kohler RECD generates unbeatably low back pressure on the

engine and so has minimal impact on engine performance, operational efficiency, or reliability. What's more, thanks to robust components and no need for chemicals, these units have very low operating costs for customers.

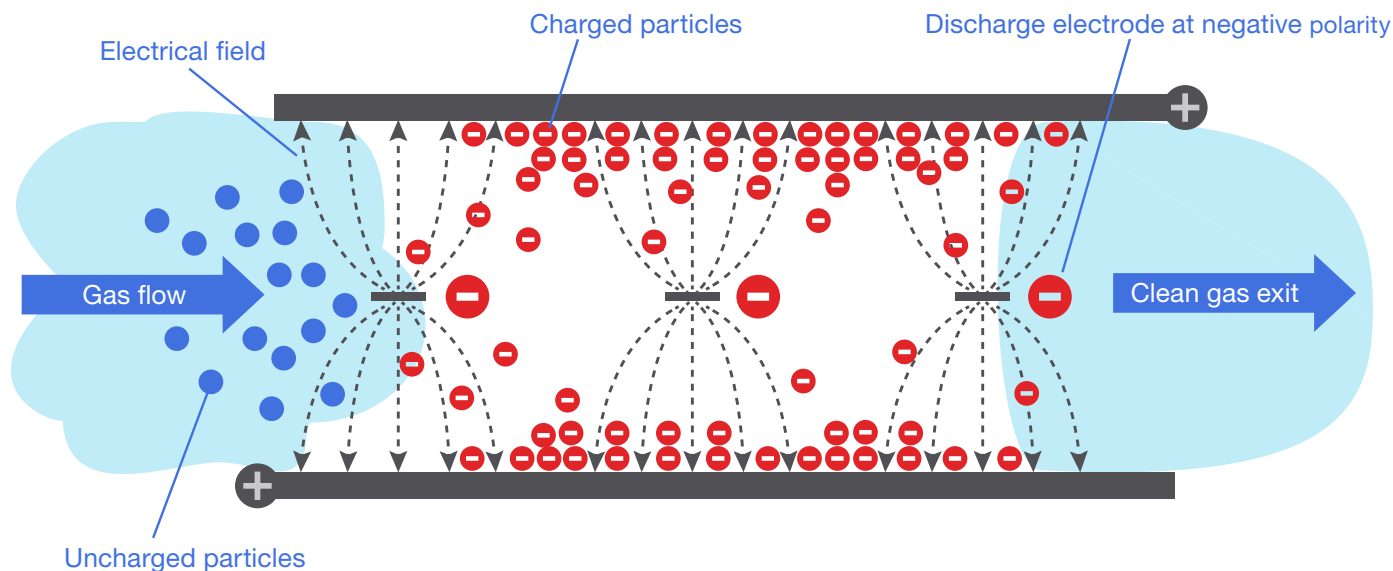
Featuring a robust design, capable of withstanding wide variations in operating conditions. Kohler RECDs are also simple to use and to maintain. Remote installation is possible and they do not require heat for regeneration. On-board diagnostics and telematics also enable trouble-free maintenance.

Best of all, our new RECDs offer a greener solution to the challenges of air quality regulations. After a period of time, customers can recycle separated particulate matter which can then be used as raw material in the paint, dye and rubber industries.

## *One solution customized* for all types of installation



## 2 Parts



### How it works

- The RECD is installed beyond the exhaust muffler, so no modifications are needed to the generator itself.
- Flue gas enters the RECD, and particles become electrically charged.
- Charged particles are attracted to and deposited on oppositely charged electrodes.
- The deposited particulate matter coalesces to create clusters of more than PM10.

- The clusters are periodically scraped automatically and collected in a separate chamber, so they can be safely disposed of, incinerated or reused as raw material.

### Simple but smart

Designed for and tested on Kohler diesel generators, our new RECDs simplify the business of reducing emissions. Thanks to some very smart technology. ■



**No filter**



**Low maintenance**



**No choking**



**No water**



**No manual cleaning**



**No chemical**



**No replacement**



**No solvent**

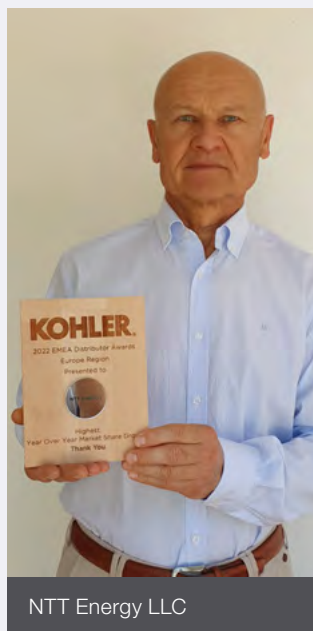
### 3 Distribution Focus

# EMEA Distributor Awards

We recently awarded the below partners as our 2022 Distributor Award Winners from Europe, Middle East and Africa for their outstanding performance and commitment to customers. Congratulations to these distributors and we look forward to many more years of collaboration and growth together.

#### Europe Winners

- Koninklijke Van Twist – The Netherlands
- WB Power Services Ltd – United Kingdom
- Shmerling Synchro Energy– Israel
- NTT Energy LLC – Ukraine



NTT Energy LLC



Shmerling Synchro Energy



Koninklijke Van Twist



WB Power Services Ltd



#### Middle East Winners

- Alghanem Group - Jordania
- Greaves Pakistan (Pvt) Ltd. - Pakistan
- Mideast Data Systems - Abu Dhabi
- Mohammed Mansour Al-Rumaih (MMR KSA) - Saudi Arabia
- Site & Power Kuwait - Kuwait



Greaves Pakistan Ltd.



Mideast Data Systems



Mohammed Mansour Al-Rumaih



Alghanem Group



Site & Power Kuwait

#### Africa Winners

- ADEMAT – Ivory Coast
- RYCE - East Africa
- SIRMEL - Morocco
- Sub-Sahara Power Distributors – South Africa
- PPI-BF SA – Burkina Faso



ADEMAT



RYCE - East Africa



PPI - Burkina Faso



SIRMEL - Morocco



# 3E Expands AOR to *Better Serve Customers*

In October of 2022, Kohler announced a territory expansion for Electrical Engineering & Equipment, also known as 3E. With this expansion, 3E added Kansas City, Northwest Missouri and the state of Kansas to their existing AOR which includes Nebraska, South Dakota, Iowa and northwestern Illinois.

The Kohler Aftermarket Parts channel team sat down with 3E to learn more about how their expansion into the new market is going now that it's been one year since the change.

Since the expansion, 3E opened up a branch location in Kansas City, tell us more about the new facility?

The new facility has about 3,400 square feet in shop space and 2,000 in office space. In May of 2023 we placed our first large stock order for parts, set up our shelving and had our warehouse fully operational.

How many 3E associates work out of the KC Branch?

We have 6 total employees working out of KC. Three technicians along with Chris Nelson, Parts and Service Manager, Brad Coates, responsible for PM Sales & Resi Sales, and Jason Murray, responsible for unit sales.

What have been your challenges?

This is a new market for 3E and there are competitors located here who already have relationships with the customers we are trying to win.

What have you done to overcome these challenges?

We've joined multiple electrical trade and building management organizations, such as NECA and ABC. We've also sponsored some happy hours and golf outings to get the 3E and Kohler name out into this market. In addition we did a large scale flyer blitz to all existing installed Kohler units in the territory, sending out over 5000 postcards.

What has been one of your largest successes?

We landed a major switchgear upgrade we are excited about and working to get more.

What does the future look like in the Kansas Market?

We are hoping to open a brick-and-mortar location in Wichita. Currently we have a trailer stocked up with parts to support that region but would like something more official. ■



## Nixon *visit*

Judd Durant recently visited the parts and service staff from various Nixon branch locations, from Raleigh, Atlanta, Charlotte, Birmingham, Tulsa, Oklahoma City and New Orleans.

The visit allows our Channel Managers to engage with the parts and service personnel that they may not normally interact with, remove barriers and create opportunities.



## Power Systems West *visit*

MaryBeth Bongard visited Power Systems West in July at their Denver, Salt Lake City and Portland branches. While there she visited with the Parts personnel, toured their facilities, and provided the PSW team an overview of Kohler's Parts organization.





# *Introduction of Singapore marine distributor – Amos Industries Pte Ltd.*

Amos Industries Pte Ltd was founded in 1996. In 2003, Amos joined the Kohler family to expand their business offering with the Kohler marine generator. They have grown from selling a few gensets to where they are today – the reputable genset solution provider for the marine segment.

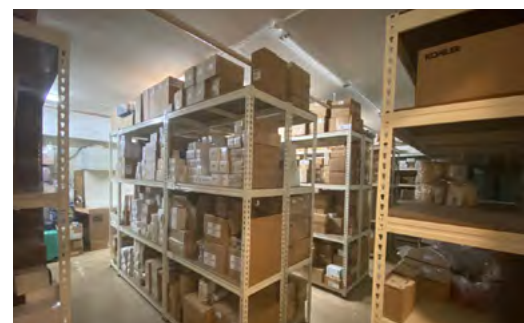
Amos is located in Singapore and they understand that Singapore is an important maritime hub for Asia market. This is how the partnership with Kohler started where Kohler is looking to expand the marine market in Singapore and Amos is looking for a reputable genset provider for marine market.

Amos is a fully accredited ISO 9001:2015 company, with the SAC Quality management stamp of approval. They are also certified with the BizSafe level 3 accreditation from the workplace health and safety council. Being in the business for over a decade, many strong customer relationships have been built through professional services and products. This has also led to the partnership with many shipyards and boat owners. They provide true and open communication with all the customers. They feel the heartbeat of the customer and take accountability of their commitments, be it good and bad.

As the business grows, Amos continues to drive their technical knowledge and expertise on the Kohler marine genset products as they understand that aftermarket support is vital to their business. The end user knows that they can always rely on Amos to provide timely support for the Kohler marine genset installed on their vessels as Amos is always ready to go the extra mile for the customers.

For the past few years, Kohler Singapore aftermarket teams have been discussing with Amos on driving the growth for Kohler genuine parts to further support the market. It is also an important business avenue and strategy for Kohler and Amos. Amos has full commitment to this and as a result, Amos has grown their aftermarket parts business with Kohler exponentially. They store a wide range of spare parts in their warehouse, ready for deployment to support Kohler marine genset.

With Amos professionalism as a Kohler marine distribution network, our customer can be assured of high standards service provided for Kohler marine genset. ■



# *Innovative ideas emerge* from Distributor Advisory Board Meeting

Kohler recently hosted the bi-Annual Aftermarket Parts and Service Distributor Advisory Board Meeting in Nashville.

Eight Kohler Distributors brought 12 representatives to meet with Kohler and discuss important topics over the day-and-a-half-long meeting. Updates and feedback were given on subjects such as service contract obtainment, warranty, parts ordering, switchgear service,

technician certification training, and platform upgrades/changes. In the evening, the group got together to enjoy a pontoon ride on Nashville's Cumberland River with an incredible sunset and views of downtown.

Thanks to everyone for their participation and valuable feedback to help drive and strengthen our business! ■





## 4 Customer Success Stories

# ALGHANEM *success story*

### Overview

In a highly competitive bidding process, ALGHANEM has been awarded a contract for the installation, commissioning, and testing of standby diesel generators in the telecommunications sector.

The project is part of a major upgrade to the telecommunications infrastructure in the region and will provide critical backup power to ensure uninterrupted service for customers in the event of a power outage.

Kohler's expertise in power generation, made them the clear choice for this project. Kohler generators technically complied to suit this applications; especially for the fuel tank size and applicability with GSM-4G module. The ALGHANEM team of experienced engineers drew a proper plan to oversee the installation of the generators, ensuring that they are integrated seamlessly with the existing infrastructure installation plan.

### Challenge

The project included the installation, commissioning, and testing of 7 KOHLER standby diesel generators to serve telecom towers at different locations in Jordan, 33KVA each. All generators were tested successfully at ALGHANEM workshop facilities in Amman before delivery.

Each generator has built-in 1000 L double wall fuel tank, designed in accordance with ISO 12944, automatic transfer switch, canopy, remote control and monitoring system using GSM-4G module; all manufactured and installed at KOHLER facilities in France.

The generators were installed at different locations in Jordan:

- 3 generators in KARAK (140 kilometers to the South of the capital - Amman)
- 1 generator in MA'AN (218 kilometers Southwest Amman)
- 2 generators in MAFRAQ (80 kilometers to the North of Amman)
- 1 generator in BALQA'A (30 kilometers Norwest Amman).

The dismantling of old generators and installation of new generators at each site was part of the project scope that has been successfully executed by ALGHANEM technical team.





### Solution

The dismantling, installation, commissioning, testing, and remote monitor programming phases of the project were crucial to ensure that the generators are fully operational and capable to provide reliable backup power in the event of an outage. ALGHANEM service team worked closely with the telecommunications provider to ensure smooth and thorough installation, commissioning, and testing of the generators to successfully meet all necessary standards and regulations in a timely manner.

### Result

The ALGHANEM team worked tirelessly to ensure that all aspects of the project were executed flawlessly, from the initial planning stages to the final testing phase.





# Bay City *success story*

### Overview

A large electrical contractor in Los Angeles partnered with Bay City Electric Works for a 1.6mw indoor generator for the city's largest residential high rise and fourth tallest building. It is a 60-story building featuring 700 apartments on its upper floors with a 1,000-car garage lined by 15,000 square feet of street-fronting retail and restaurant space.

### Challenge

A 1.6mw unit is quite large and being indoors (and on the fourth floor) also complicates the project. The unit itself was diligently separated by the Bay City technicians, craned in piece by piece, and then reassembled in the room. There were also constraints on space for unloading the unit, crane time, and it was a very active jobsite in the heart of LA.

### Solution

The Bay City PM team and Kris Lintz, Industrial Sales Executive, assisted the customer with all the technical information they needed and what pitfalls to look out for. The service team did a great job with all of the unloading, setting, and installing of the genset.

### Result

The customer and the end user were impressed and are incredibly satisfied with how this project worked out. They had one prior experience with Bay City and Kohler before this, and with this job going so well they have expressed wanting to partner again on 2 to 3 more projects of the same magnitude all in LA.



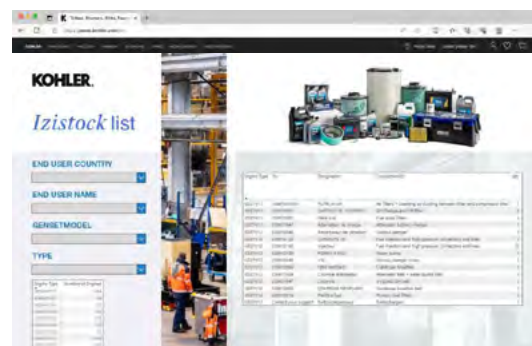
## 5 Product spotlight

# IZISTOCK List – *A simpler way* to manage your inventory

Kohler has launched a new tool to manage your stock of generator parts more efficiently than ever before. IZISTOCK is easy to use and helps maintain inventory stock – so you always have the right parts when you need them. Kohler distributors can now see stock levels per generator at a glance – and stay in complete control.

This new tool can offer quick and simple recommendations to help maintain stock of consumable parts, heavy duty air filters, alternator security parts, and engine security parts.

For more information and access, please contact your usual Kohler EMEA parts representative. ■



So far the feedback has been *very positive* from our partners

“This is by far the most useful tool that Kohler has developed. The user friendliness is in the name as it is “Izi” to navigate and populate the information needed to supply our customer’s needs. Providing energy to a continent where the electricity grid is extremely volatile, being able to supply our customers with a critical spares list has never been easier. This has saved us tons of time and has allowed us the opportunity to be more efficient and effective. Thank you Kohler looking forward to more innovative.

**Brendon Rangasamy,**  
Sub Sahara Power Distributors

“We find this tool extremely useful. We are still implementing it in our daily activities. Currently there is only two people using it but shortly we will ask for access to some more people who will use it on a daily basis. Great job with this - thank you.

**Aljoša Tomljenović,**  
MEP d.o.o. Power & Cooling

“Kohler has put in a lot of effort into creating this tool, and we must applaud you for that. I appreciate the support and look forward to having a positive impact on the customer’s business.

**Khalid Elkhaila,**  
Parts Specialist, Abunayyan Trading



## 6 Training information

# Global training *activities*



John Deere Stage V by John Deere



John Deere



KD135 by Kohler Miami



KD135 by Kohler Miami



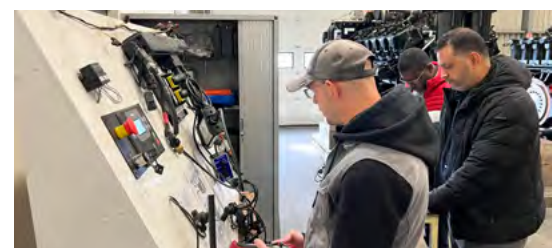
KD135 by Kohler Miami



Volvo



Volvo 13L/16L by Kohler EMEA



Volvo - by Kohler EMEA



## 6 Training information



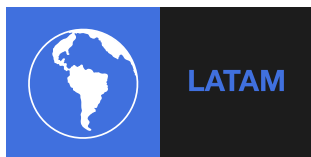
India



India



India



Distributors from  
Spain and LATAM  
regions



KD135/KD175 in Brest



KD135/KD175 in Brest



KD135/KD175 in Brest

# Boost Your Business Success with *Comprehensive Distributor Training*



LATAM Principal Construction Project Manager Rodrigo Sapere recently conducted onsite training in Chile for Kohler distributor Lureye.

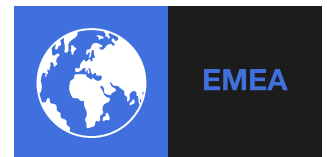
Tailored to the specific needs of our distributor, this session covered the KD Series genset operations, maintenance and diagnostics.

Lorenzo Yévenes Hervera, Owner of Lureye, said, “We had an interesting meeting with all the technicians who participated in this meeting, and their impressions were very positive with regarding the quality of the course and the level of learning, but other new questions also appeared and the need to obtain a response from the specialist.”

We believe proper training is key to profitability — and instrumental in moving your business forward. Reach out to your account manager to schedule your onsite training today. ■



# SEA's Training Program *prepares technicians* for KD Engine Maintenance



SEA training center welcome our partners from Taiwan and Indonesia for 4 days KD engine training.

In this training, the SEA service team share about the engine architecture, cooling & lubrication circuit, fuel system, electrical system and KODIA software.

The trainees get the hands-on experience to service the KD45V20 training engine. They also experience the KODIA software which is connected to the ECUs on the training engine. The trainees managed to witness 2 new electrical motor generators with APM403 and APM802 controllers. The gensets will be the SEA training center new training tools to conduct the controller and synchronization training.

“Training is good for our application in the job site and I would like to come back for more training course”, said our Indonesia partner. ■





# October - December '23

## Global service training schedule

Start	End	Description	Language	Location	Duration	Cost (per person)
October						
10/17	10/20	ILT- KDI/FOCS Engines (Marine, Industrial, Towable)	ENG	Mosel WI (USA)	3,5 days	\$1,200
10/16	10/19	ILT- Communications	ENG	Mosel WI (USA)	4 days	\$1,150
10/16	10/20	Industrial Generator & Controls Concepts	ENG	La Vergne TN (Nixon RTC)	4,5 days	\$1,050
10/17	10/17	VT- Kohler KDI 2504 TCR - Rental Stage V- Systems and Basics (Distributors)	ENG	Teams	3 hours	140€
10/18	10/18	VT- APM403 Architecture and Basics (Part 1)	ENG	Teams	3 hours	140€
10/19	10/19	VT- APM403 Configurator Software (Part 2)	ENG	Teams	3 hours	140€
10/23	10/27	ILT - MM14-FR : Moteurs Volvo D13 - Outil de diagnostic Vodia V5.0	FR	Brest	4 days	1.400 €
10/23	10/27	Industrial Generator & Controls Concepts	ENG	Mosel WI (USA)	4,5 days	\$1,050
10/23	10/27	ILT- Industrial ATS Concepts	ENG	La Vergne TN (Nixon RTC)	4,5 days	\$1,050
10/24	10/24	VT- APM802 - Architecture and Basics (Part 1)	ENG	Teams	3 hours	140€
10/25	10/25	VT- APM802 - Firmwares and PC Softwares (Part 2)	ENG	Teams	3 hours	140€
10/26	10/27	ILT- Diesel Generator Fundamentals (ME2-FR)	FR	Brest	2 days	Internal
10/30	10/03	ILT- Industrial ATS Concepts	ENG	Mosel WI (USA)	4 days	\$1,050
10/23	10/27	ILT- K135 Diesel Engines and Diagnostics	ENG	Mosel WI (USA)	4,5 days	\$1,550
10/30	11/02	ILT- K175 Diesel Engines	ENG	Mosel WI (USA)	3,5 days	\$1,000
November						
11/06	11/06	ILT - MM 11 - Présentation des moteurs Kohlers	FR	Brest	1 day	Internal
11/06	11/07	Industrial Generators & Controls Technician Assessment	ENG	Mosel WI (USA)	2 days	\$450
11/08	11/09	Industrial ATS Technician Assessment	ENG	Mosel WI (USA)	2 days	\$450
11/07	11/08	ILT - Digital AVR	FR	Brest	2 days	Internal
11/07	11/07	ILT - MM1 Introduction au moteur diesel	FR	Brest	1 day	Internal
11/08	11/08	ILT - MM2 - Evolution des systemes d'injection diesel	FR	Brest	1 day	Internal
11/09	11/09	ILT - MM3 - Principes d'installation des groupes électrogènes	FR	Brest	1 day	Internal
11/14	11/15	ILT - Contrôles et réglages culbuteurs sur moteurs 4 et 6 cylindres	FR	Brest	2 days	Internal
11/21	11/21	VT- APM802 Architecture and Basics (Part 1)	ENG	Teams	3 hours	140€
11/23	11/23	VT- APM802 PC Softwares and Firmwares (Part 2)	ENG	Teams	3 hours	140€



## 6 Training information

Start	End	Description	Language	Location	Duration	Cost (per person)
11/28	11/28	WEBINAR - Reporting On-site Feedback, Warranty procedures and training	ENG	Teams	2 hours	Free
11/20	11/24	ILT- MM19 Large BAUDOUIN Engines (Diesel Engines Techs Level I)	ENG	Brest	4 days	1.400€
11/27	12/01	ILT- MM15 Advanced K135 and Diagnostics (Diesel Engines Techs Level II)	ENG	Brest	4 days	1.400€
11/27	12/01	ILT- ME20 APM 403 controller (Power Systems Tech Level III)	FR	Lomé (Togo) (Kohler RTC)	4 days	TBC
December						
12/04	12/08	ILT - MM16 Advanced K175 Engine (Diesel Engines Techs Level II)	ENG	Brest	4 days	1.400€
12/04	12/08	ILT- MM19 Large BAUDOUIN Engines (Diesel Engines Techs Level I)	FR	Brest	4 days	1.400€
12/04	12/08	ILT- ME20 APM 403 Controller (Power Systems Tech Level III)	FR	Lomé (Togo) (Kohler RTC)	4 days	1.400€
12/04	12/07	Marine Product Line Certification	ENG	Mosel WI (USA)	4 days	
12/04	12/05	Industrial Generator & Controls Technician Assessment	ENG	La Vergne TN (Nixon RTC)	2 days	\$450
12/06	12/07	Industrial ATS Technician Assessment	ENG	La Vergne TN (Nixon RTC)	2 days	\$450
12/11	12/15	ILT- Advanced Genset Controls	ENG	Mosel WI (USA)	4,5 days	\$1,400
12/11	12/15	ILT- MM16 Large Kohler K175 SL1/SL2 (Diesel Engines Techs Level II)	FR	Brest	4 days	1.400€
12/11	12/12	ILT- ME14 APM802 Recertification and updates	ENG	Brest	2 days	700€
12/11	12/15	ILT- ME20 APM 403 Controller (Power Systems Tech Level III)	FR	Lomé (Togo) (Kohler RTC)	4 days	1.400€
12/12	12/15	ILT- KDI/FOCS Engines (Marine, Industrial, Towable)	ENG	Mosel WI (USA)	3,5 days	\$1,200
12/11	12/15	ILT- MM16 Large Kohler K175 SL1/SL2 (Diesel Engines Techs Level II)	ENG	Brest	4 days	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 Engine KITS purchase: [benedicte.england@kohler.com](mailto:benedicte.england@kohler.com)

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## 7 Marketing updates

# *Find* Kohler Power Parts on Facebook and Instagram!

Have you heard that we have expanded our social media presence? Kohler Power Parts & Support is now on Facebook and Instagram. Be sure to check us out at the links below.

 Facebook: [facebook.com/KohlerPowerParts](https://facebook.com/KohlerPowerParts)

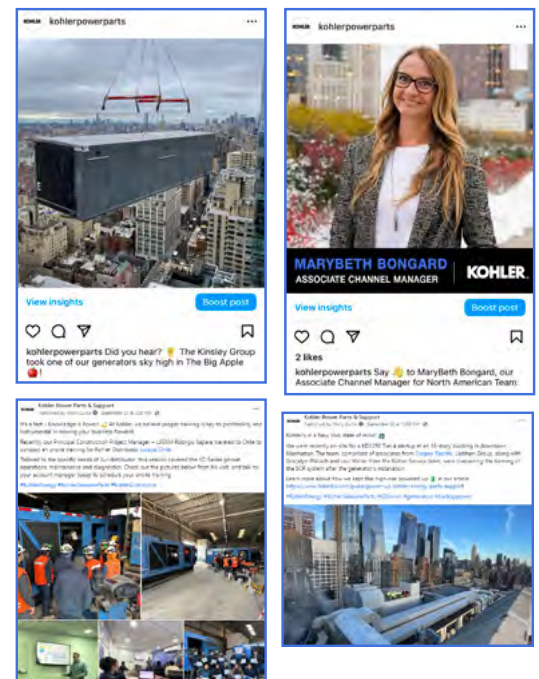
 Instagram: [instagram.com/kohlerpowerparts](https://instagram.com/kohlerpowerparts)  
or find us in the Instagram app @kohlerpowerparts

With these two new channels, we look forward to continuing to educate our customers and distributor partners on the benefits of choosing Kohler genuine parts, service and training while also celebrating the work our Kohler associates are doing.

**Interested in teaming up with us on social?** We enjoy partnering with our distributors and hearing and sharing your success stories on our channels. Contact us today to get mentioned in our next post!

Please contact Ina Fitzgerald to team up:  
[Ina.Fitzgerald@kohler.com](mailto:Ina.Fitzgerald@kohler.com)

Here are some of the recent things we've shared on these platforms



## Conscious Care™ - *Maintenance program* for KD Series generators

Save time, costs and emissions by employing optimized maintenance practices with KOHLER's new Conscious Care maintenance program – comprised of multiple protocols that help end users redesign their maintenance activities on the KD Series of generators.

Learn more about the Conscious Care maintenance program and how we can build a more resilient and environmentally conscious future together:

<https://sustainablefuture.kohlerpower.com>

# *Power Up Your Knowledge* with Kohler's Energy and Power Podcast – Kohler Uncut

## Have you heard? Kohler Power Systems has launched a podcast called Kohler Uncut.

Join us as we navigate through a wide variety of energy and power related topics. Feeling lost with all the current notions we hear in the industry? This podcast series will help you understand hot topics like the energy crisis and new technologies like hydrogen, fuel cell, renewable fuels and much more. Our passionate Kohler experts will give you the keys to understand the energy climate, but also insight into what we do every day to provide resilient energy solutions around the world.



### Check out the first 4 episodes below:

**Episode 1** **Decoding the Energy puzzle: Crisis, Climate change, and Resilient power solutions** - This podcast is dedicated to the fascinating and vast topic of energy! The energy crisis has been a buzzword the past few months and this trend doesn't seem to stop anytime soon. On the other hand, the climate change, and the need for more sustainable solutions are also part of the debate. All these topics, reflect a reality but seem contradictory. When it comes to back-up energy what is the right choice?

[!\[\]\(e474458956c9a37fbf9586ddb60a7fa1\_img.jpg\) KOHLER UNCUT | Energy Resilience | Ausha](#)

**Episode 2** **Diesel Engines' Dilemma: Can we still innovate and reduce emissions?** - In this episode we look at engine optimization and what is being done with existing technologies to make them more sustainable while remaining reliable.

[!\[\]\(5361750c22c4e047a52f4eac1ec2d4cc\_img.jpg\) KOHLER UNCUT | Engine Optimization | Ausha](#)

**Episode 3** **What if maintenance was the secret to reducing emissions from your backup power?** - Find out more about the Conscious Care program and how optimized maintenance can help you reduce your carbon footprint and get closer to Net Zero Carbon.

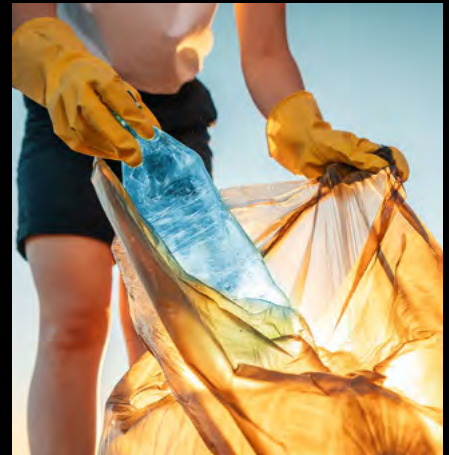
[!\[\]\(4fe57c3593bf1b21d272ae7ac8dfaf77\_img.jpg\) KOHLER UNCUT | Conscious Care | Ausha](#)

**Episode 4** **From cars to backup power: Is hydrogen the ultimate fuel replacement?** - What is the link between the Hindenburg airship, the Apollo missions and fuel cells? You guessed it: hydrogen! In this episode, we're talking about this chemical element that can store and deliver energy. You will understand how it all started, and the promise and challenges it holds for the energy industry today.

[!\[\]\(b792654f2cef9719eabeb6c5be00811e\_img.jpg\) KOHLER UNCUT | Hydrogen 101 | Ausha](#)



# 8 Our contest



## This quarter's *challenge*

Discover the power of “Conscious Care”, the KD Series maintenance program that keeps your backup power running smoothly while reducing fuel consumption and carbon footprint. Say goodbye to worries and hello to a sustainable and reliable power solution.

This quarter we challenge you to share a snap or video of how you're incorporating sustainable practices into your daily life and share it on LinkedIn or Facebook. Make sure to tag #ConsciousCareChallenge. Let's inspire each other with our eco-friendly actions! Share your posts until December 15 for your chance to win \$1,000 in Kohler branded merchandise.

*Share and tag your images and videos on your social media for your chance to win this quarter's contest.*



Send in your answer for an opportunity to win **\$1,000 in Kohler promotional materials for your office or team.** Send best guess to [Ina.Fitzgerald@Kohler.com](mailto:Ina.Fitzgerald@Kohler.com).

# Our previous contest *winner*

Thanks to all the submissions for our Q2 contest.

**Andy Van Rens**, Regional Service Manager at Total Energy Systems

“ The pictured unit is installed on the deck of the USS Constitution. This picture was taken in Boston Harbor. USS Constitution, also known as Old Ironsides, is a three-masted wooden-hulled heavy frigate of the United States Navy. She is the world's oldest ship still afloat. She was launched in 1797, one of six original frigates authorized for construction by the Naval Act of 1794 and the third constructed.

**Congratulations Andy!**



# KOHLER®

