



## 20 Years of Kirloskar South Africa

Growing from strength to strength

Kirloskar has been a notable player in the engine manufacturing industry for over seven decades and since 2003 these robust engines have been locally supplied by Kirloskar Engines South Africa.

Throughout the last 20 years, the business has seen numerous exciting developments and celebrated enormous success.

In 2003 the local office started with only 1 full time employee selling to 3 clients. In its first year the business sold 37 engines mainly focussed on mining, power generation and industrial applications.

In 2005 the business burst onto the mining scene with a big contract in 2007 which resulted in the establishment of our Rustenburg branch to service the Western Platinum limb. The HA series was the focus product range with the HA694T/C undergoing 12 upgrades to ensure endurance in the harsh mining environments. Proving that Kirloskar is willing to adapt to meet their client's needs.

Only a year later in 2006, the range expanded with the addition of smaller engines (TAF, DA and DD series) for the agriculture, boreholes and small construction equipment needs.

2007 was a significant year not only for the business, but for South Africa. As the country gets introduced to loadshedding, Kirloskar sees the gap in the power generation and increases their market share by supplying engines for 20kVA to 250kVA power generation applications. As with all businesses in the country, this year proved to be the most testing to date.

In 2008 Kirloskar developed an engine specifically for the South African market and introduced the 5 Cylinder Air Cooled HA594 for the underground locomotive industry.

One year later in 2009, the HA694T/C paved the way for OEM supply to TMM manufacturers in South Africa as the industry demands more emission compliant engines. This engine boasts a US Tier II Emission Compliant design and was the catalyst for the Lydenburg branch that was established in 2016 to service the Eastern Platinum limb.

Between 2010 and 2013 the company was leading up to its 10 year anniversary and increased their mining focus and grew their end user client base with the addition of the HA 394, 494 and 694 engines, all featuring a BSII Emission Compliant Status. We also saw the introduction of the R and SL heat exchanger cooled engines developed for the fire fighting industry, and the addition of DV Series engines for larger diesel generators between 400kVA and 600kVA.

10 years in and the business has grown from 300m<sup>2</sup> premises to 4000m<sup>2</sup> with 41 staff and over 500 clients.

Between 2016 and 2018, we welcomed the 4K and 6K Series with smaller envelopes and a higher power output. Further expansions into the fire fighting market were also seen with the addition of the FMUL R & SL Series and the DV series. 2018 was also the year we hit 10 000 engine unit sales since inception.



Between 2019 and 2020 we upped our compliance levels to keep up with the market demand and developed PDS Level 9 Compliant engines including a US Tier II ECU version of our flagship HA694T/C engine. We also introduced bigger power generation engines with our DV12 and DV16 CRDi engines that showcased capabilities from 750kVA to 1000kVA.

Leading the market and highlighting our forward thinking, we introduced industrial power packs in 2021. A product 10 years in the making. Clients now had access to fully assembled packages with variable speed capabilities from 1800 to 2500 rpm.

As the need for backup power generation became more demanding in 2022 we took the opportunity to introduce the R550 series, bringing even more options to the market when it comes to diesel driven generators.

Prior to our 20 year anniversary in November 2023, we became official global partners of Kirloskar Proprietary Ltd (KPL) for South Africa. Solidifying our status as the sole distributor for the territory and opening up opportunities for further expansion. As part of this incredible partnership, we now share an identity with KPL and will soon be launching even more products locally from the Kirloskar group of companies.

After 20 years the business now showcases 1400 clients, serviced by 82 full time staff on 7500m2 of premises and we are proud to have sold over 17 000 engines to date.

Keep a close eye on our social media feeds or keep in touch with your Kirloskar representative to stay informed on all the latest developments coming in 2024.

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