



# This is Cummins

A Global Power Leader





# Cummins – A Global Power Leader

Cummins Inc. is a **global power leader**, approaching 100 years of diesel engine production. The company's technologies has pioneered many industry firsts since its inception in 1919. From being one of the first diesel race car, Cummins has consistently been at the **forefront of technological**

Cummins is the engine specialist. The company's product portfolio is unique in the industry, comprising of a **wide range** of engines and related component technologies. This gives Cummins the ability to provide tailored solutions to meet and exceed the needs of global markets and customers. **Worldwide** technical expertise enables Cummins to work closely with vehicle and equipment manufacturers to ensure that their products provide the best possible value to their customers, wherever they are located.

Support from Cummins goes way beyond the sale. The dedicated **global network** of over 6,500 service outlets is the largest in the industry. This gives confidence to manufacturers who know that support is available for their products, right around the world. For users of Cummins powered products, there is a local Cummins dealer that can meet all of their service needs.

Emissions regulations are becoming increasingly more stringent. Cummins remains at the forefront



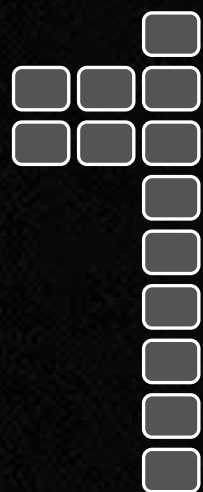
« Cummins has the ability to provide tailored solutions to meet and exceed the needs of global markets and customers »»

n. The world's largest independent manufacturer of diesel engines and related  
of the first companies to instigate the use of diesel in commercial vehicles to running  
**developments** in this ever-changing industry.

of developing and applying **new technology**,  
enabling the company to meet current and future  
legislation. Cummins product strategy is not only  
focused on reducing the impact on the environment,  
but also adding value to customers through  
benefits in performance and running costs.

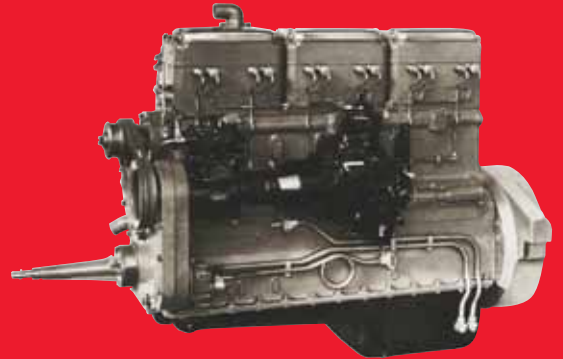
Over many years, Cummins products have built  
a reputation for their **reliability, durability**  
and **dependability**. This is also the case of  
Cummins employees who are dedicated to

provide the best levels of service to customers,  
whilst upholding the company's key values of  
**integrity** and **diversity**.



« Through environmental, technological and industrial evolution, Cummins has consistently produced dependable, industry-leading products »

# Cummins History



Cummins was **founded in 1919** by Clessie Cummins, supported by local banker and investor, W.G. Irwin. Clessie was one of the first to see the commercial potential of an engine invented two decades earlier by Rudolph Diesel.

Originally he built a 4.5 kW (6 hp) agricultural engine under licence, but Cummins soon began to design his own products. The Model F, which included **significant breakthroughs** in injection timing, proved so economical that it was widely used in marine boats, drills, power shovels, air compressors and generator sets.

In a 1932 promotional stunt, a truck powered by the new Cummins six cylinder Model H was driven non-stop for 14,600 miles around Indianapolis Motor Speedway. The two-week trip cost \$17.54 in diesel and led directly to the first use of diesels in commercial vehicles. In 1952, a Cummins **diesel powered race car** captured the coveted pole position at the world famous Indianapolis 500. This experiment helped prove the feasibility for turbocharging in diesel applications.

Through the 50's and 60's, Cummins business began to grow in the US following high sales in the construction business. The company then began looking beyond its traditional borders, opening its **first overseas manufacturing facility** in Scotland in 1956. By the end of the 1960's, Cummins had become truly international, with a sales and service network of 2,500 dealers in 98 countries.

Cummins has continued to invest significantly in **new technologies** over the last few decades, helping to expand its business network into new locations worldwide. This expansion has led the company to generate over 50% of revenue from outside the US. Through environmental, technological and industrial evolution, Cummins has consistently produced **dependable, industry-leading products**, and continues to be at the forefront of diesel engine technology in the 21st Century.

# Cummins Today

- the **world's largest** independent manufacturer of diesel engines.
- a **global company** with manufacturing facilities in 13 countries of the world including US, UK, China, India and Brazil.
- investing over \$600 million per annum in research and development to **maintain technology leadership** from 37 to 3132 kW (49 to 4200 hp).
- successfully providing engines to a **wide range of applications** including truck, bus, construction, agriculture, mining, oil and gas, rail, marine, military and power generation.
- a **supplier to over 1,200 equipment manufacturers** in over 190 countries around the globe.
- a **diversified corporation** of four complimentary business units:

## > ENGINES

diesel and natural gas engines from 2.8 to 95 litres and 37 to 3132 kW (49 to 4200 hp).

## > POWER GENERATION

commercial generator sets, consumer generator sets for recreational vehicles, marine, commercial mobile and portable units; and alternators.

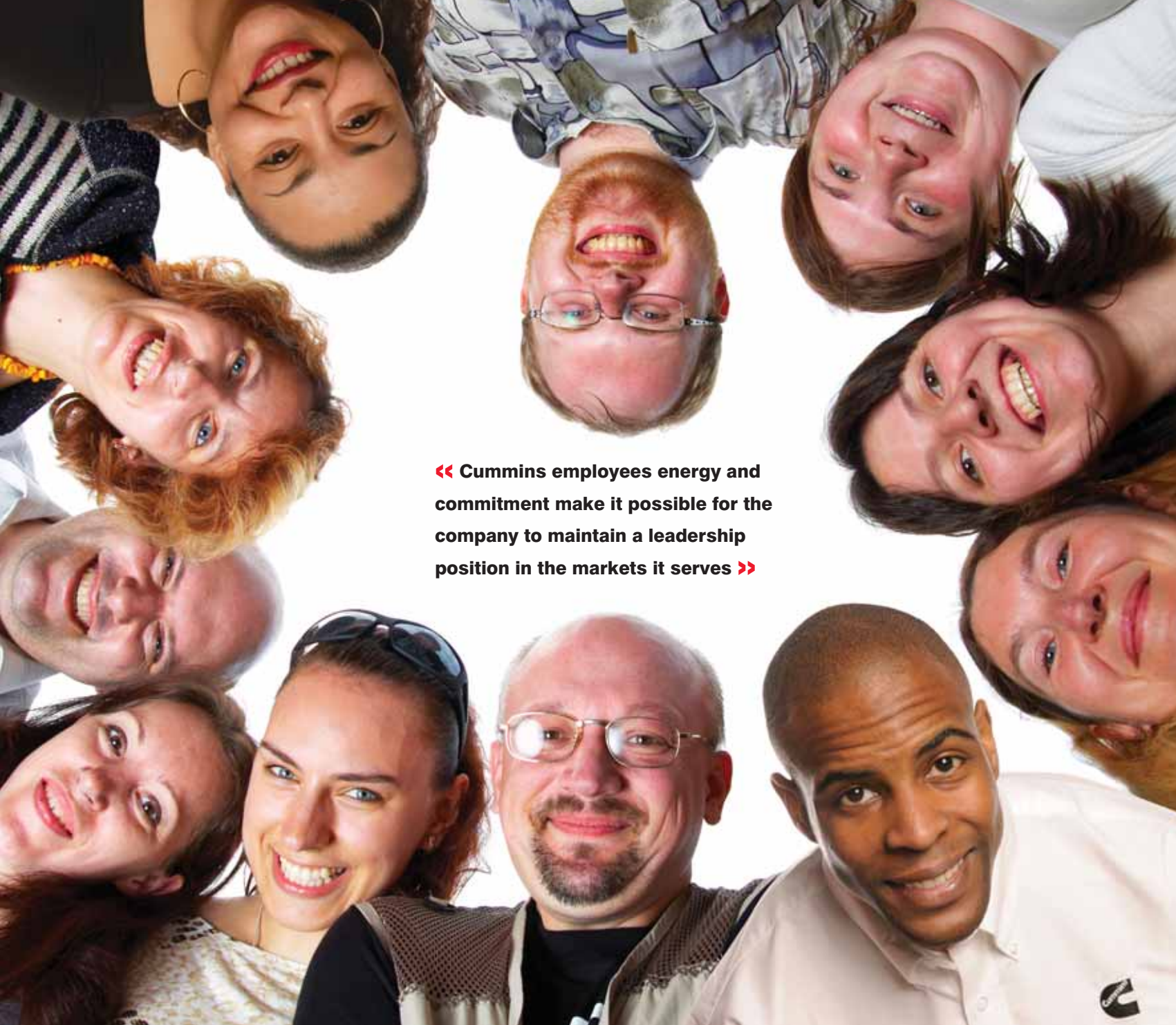
## > COMPONENTS

filtration, exhaust aftertreatment, turbochargers and fuel systems.

## > DISTRIBUTION

retail and wholesale of engines and power generation equipment, parts and service for engines, business solutions for end-user requirements.





« Cummins employees energy and commitment make it possible for the company to maintain a leadership position in the markets it serves »»

## Our Vision

- **Making people's lives better** by unleashing the power of Cummins.
- The company takes **pride in manufacturing** engines, generators, components and related products that serve the varied needs of its customers worldwide. Cummins employees energy and commitment make it possible for the company to maintain a leadership position in the markets it serves.
- Cummins also recognises that with its role as a **corporate leader** comes a responsibility to help improve the communities in which employees work and live. It is a responsibility the company brings to life through its actions and the activities of its employees.

# Our Mission

- **Motivating people** to act like owners working together.
- **Exceeding customer expectations** by always being first to market with the best products.
- **Partnering with our customers** to make sure that they succeed.
- Demanding that everything we do leads to a cleaner, healthier, **safer environment**.
- **Creating wealth** for all stakeholders.

# Our Values

- **Integrity** – Strive to do what is right and do what we say we will do.
- **Innovation** – Apply the creative ingenuity necessary to make us better, faster, first.
- **Delivering Superior Results** – Exceeding expectations, consistently.
- **Corporate Responsibility** – Serve and improve the communities in which we live.
- **Diversity** – Embrace the diverse perspectives of all people and honour with both dignity and respect.
- **Global Involvement** – Seek a world view and act without boundaries.

« Serving and improving the communities  
in which we live »»





# People You Can Depend On

Cummins success is due to more than its products – it is also about the quality and commitment of the employees. The workforce is highly diverse and globally orientated to reflect the international nature of Cummins business. A customer focused culture drives the goal of being “easy to do business with”. Customers understand and trust Cummins products, Cummins people and Cummins service to deliver as promised.

« **Dependability is our key brand attribute and goes beyond product performance or response to a service event. Dependability means the customer can always count on Cummins to do what we say we will do** »

Tom Linebarger, Cummins Chairman & CEO

## Partnerships

Being an independent manufacturer of engines and related components places Cummins in an ideal position to **forge partnerships** with major manufacturers in the industry. Long term agreements with key equipment manufacturers enable closer engineering collaboration. By working together closely, Cummins and their partners can combine skills and resources to **develop market-leading products**, now and in the future.



Successful manufacturing joint ventures extend Cummins presence around the world, opening up **opportunities in developing markets**. Technology joint ventures broaden Cummins capability with natural gas engines and fuel systems.


# The Right Technology Matters

**Since 1919** Cummins has been at the cutting edge of diesel engine technology, resulting in **many milestones** and firsts in the evolution of diesel. The company's commitment to innovation continues to be an integral part of the product strategy.

Today, Cummins is in an exclusive position in the diesel engine industry, with a product portfolio that includes all of the key emissions technologies. No other engine company has all of the critical sub-systems in-house, including **electronic control, air handling, fuel systems, combustion technology, filtration** and **exhaust aftertreatment**. This unique position enables Cummins to provide manufacturers with tailored air-intake to exhaust aftertreatment packages, backed by a global support network.

In developing the product strategy, Cummins evaluates customer needs and market conditions to provide the **best products with the appropriate technologies**. Cummins meets global emissions requirements by adopting the right technology for each market's emissions limits, test cycles and operational factors. Through total system integration, engine installations can be optimised to provide the highest levels of performance and fuel economy, whilst maximising service intervals and equipment availability and reducing noise.

The end result is a wide range of advanced engines that add value to Cummins customers by supplying dependable power wherever it's needed. **At Cummins, the right technology matters.**



« Cummins is in an exclusive position in the diesel engine industry, with a product portfolio that includes all of the key emissions technologies »»

« Cummins is committed to meeting or exceeding clean air standards, having long been a pioneer in emissions research and development »»



# Advanced Emissions Technologies

Cummins range of engine technologies are optimised to drive down levels of oxides of nitrogen and particulate matter, as mandated by governments around the world. Leadership in combustion research, fuel systems, air-handling systems, filtration, controls and exhaust aftertreatment allows Cummins to achieve its goal of maximizing customer value by providing the most appropriate emissions control solution for each market served.

Cummins has special 'in-house' expertise in the following engine technologies:

- **Cummins Filtration** designs, manufactures and distributes heavy-duty engine air, fuel, hydraulic and oil filtration products branded as Cummins and Fleetguard®.
- **Cummins Turbo Technologies** designs and manufactures turbochargers and related products for diesel engines, branded as Cummins and Holset®.

- **Cummins Emission Solutions** develops and supplies exhaust aftertreatment systems required for current and future emissions legislation including selective catalytic reduction and diesel particulate filtration systems.
- **Cummins Fuel Systems** provides world class fuel system technology to enable engine customers to meet increasing emissions requirements while maximizing fuel economy and performance.

Cummins is committed to meeting or exceeding clean air standards, having long been a **pioneer in emissions research and development**. This means investing in critical technologies in order to achieve future emissions standards while meeting the needs of the customer. This commitment also involves being closely aligned with the key environmental trends in the industry such as hybrid and alternative fuels.



# Hybrid

Cummins is the leading supplier of engines for hybrid applications. The company has significant experience in working with manufacturers around the world to develop low emission bus and truck installations. Cummins works closely with all of the leading transmission suppliers, ensuring the engines are compatible with the latest hybrid technologies and **deliver environmental and economic benefits.**

# Alternative Fuels

Through the joint venture with Westport Inc of Canada, Cummins can deliver high-performance alternative fuel engines for the global market. Using **compressed natural gas** or **liquid petroleum gas**, Cummins Westport engines deliver low emissions and low noise with high torque and high efficiency. All are warranted and supported through the global Cummins service network.

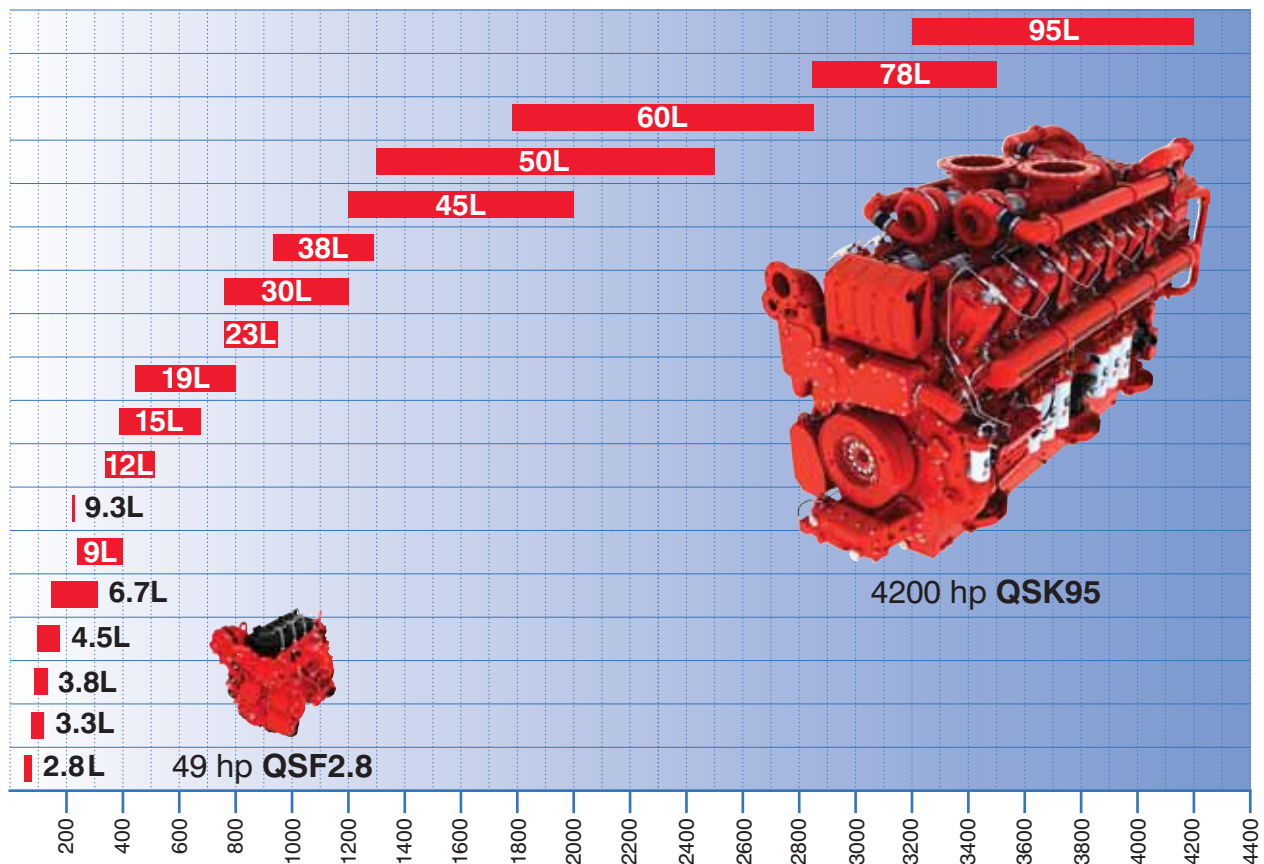
Cummins supports the responsible use of biodiesel and its use in appropriate operations. Cummins also develops products capable of operating with **biodiesel**, helping to provide overall emissions advantages with reduced

Particulate Matter, Hydro-Carbons, Carbon Monoxide & Carbon Dioxide. Cummins has completed the necessary testing and evaluations and developed guidance to ensure that customers can reliably operate selected equipment with confidence using B20 fuel.

For Cummins, the right technology matters. That is why the company has invested in the critical components and subsystems across our entire product line. That is how Cummins will continue to deliver products that meet customer demands at the lowest emissions levels. **Every hour. Every day. Every time.**



# Our Product Range



## The Right Product Matters

Cummins is the world's largest independent engine manufacturer, with a range of diesel and gas engines extending from 37 to 3132 kW (49 to 4200 hp). Engines are available to fit equipment needs in every industry including **truck, bus, industrial, mining, oil and gas, rail, defence, marine** and **power generation**. All are built with the strength and reliability that have made Cummins a leader for many decades. And all are fully backed by Cummins global parts and service network. So you can specify Cummins power with complete confidence. Every time.

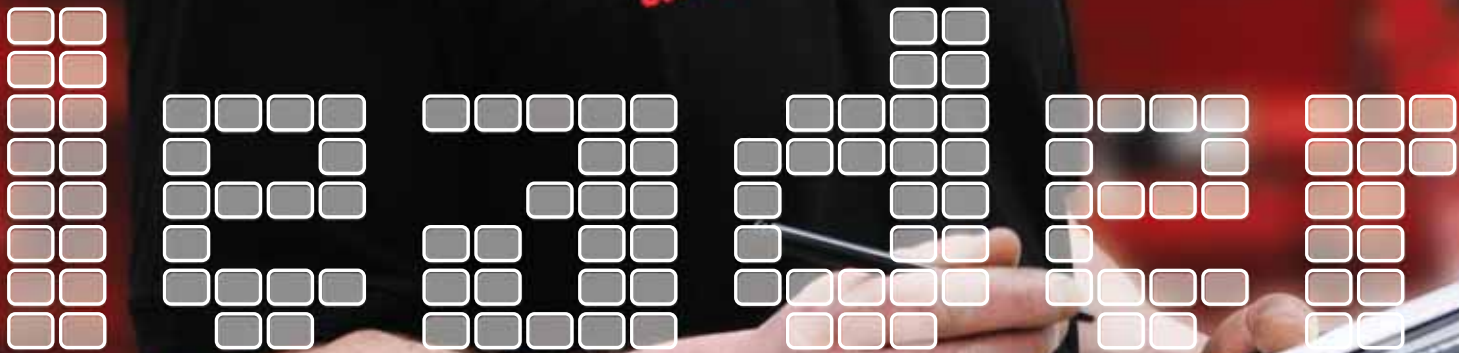
Whatever the market, Cummins is focused on providing the **highest engine availability at the lowest possible running costs**, whilst meeting the latest emissions regulations.

Equipped with a full portfolio of technology options, Cummins can provide every technology to meet global engine emissions requirements. All engines are equipped with the combustion efficiency of high pressure fuel injection and premium componentry.

# Experience with Expertise

With millions of engines produced since 1919, Cummins bring a unique level of experience to every one manufactured, and the ability to provide the right engine for each installation. For vehicle manufacturers it offers a level of application expertise that few, if any, other engine companies can match. For the operator it offers **world-class levels of performance.**

Millions of dollars are invested annually in research and engineering to maintain technology leadership across a power band extending all the way to 3132 kW (4200 hp). With worldwide engine manufacturing and support capabilities, Cummins has evolved into a truly international engine company. An approach which reflects the needs of our global business partners.



**Truck and Bus** – Clean, high performing and fuel efficient Cummins engines deliver exceptional value to the transport operator. Powering many applications including articulated and rigid trucks, specialist vehicles, city buses, school buses and coaches, Cummins power gets the job done.



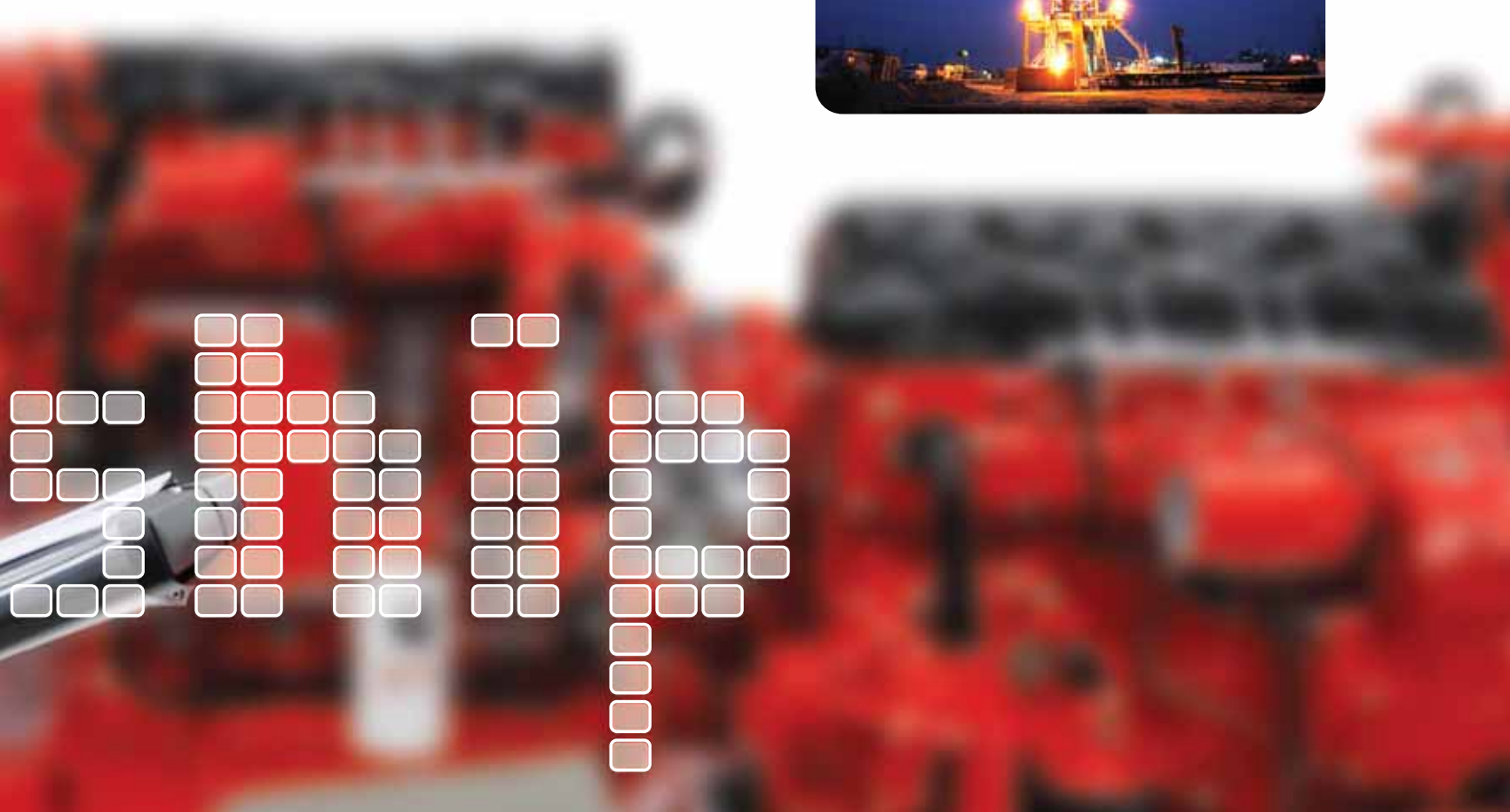
**Mining** – In every type of mining equipment, from haul trucks and dozers to loaders and drills, above ground or underground, there's a Cummins engine that's right for every job. With clean power available up to 3132 kW (4200 hp), Cummins has the right technology to deliver the lowest cost per ton and the highest availability.



**Industrial** – Whether constructing roads or buildings, moving material, felling trees, or harvesting the

fields, Cummins has the power to rely on. In every piece of equipment and in every location around the globe, there's a full range of clean, fuel-efficient diesels to meet every need. Each one custom-engineered to specific load and work environment factors. For the user it means the best performance, every time.

**Oil and Gas** – Everyday, dependable, durable Cummins engines are supporting the global oil and gas industry. Applications include drilling, well servicing, power units, gas compression units and generator sets (standby and prime power). The extensive line-up achieves lower life-cycle costs, with superior uptime, high performance and excellent fuel efficiency.





**Rail** – With over 13,000

Cummins rail engines in operation worldwide

Cummins has a wealth of experience in this industry. Recognising

the unique modes of operation of rail equipment, Cummins can provide dependable power for new and re-power projects in high speed railcars, locomotives, track maintenance, and head end power installations.



**Defence** – Cummins is a major supplier of diesel engines for military applications used by major defence agencies around the world. Large



numbers of Cummins-powered units are currently in active service in a wide variety of equipment ranging from logistic trucks to heavy artillery.

**Marine** – Offering a complete line of propulsion, generating sets and auxiliary power solutions, Cummins engines are designed specifically for the challenges of recreational and commercial marine applications.

Boat builders have access to a complete integrated system for vessel



propulsion, power generation, controls and information from Cummins. A combination that is unique in the diesel marine industry.

**Power Generation** –



Cummins provide low emissions power generation solutions around the world.

Delivering innovative, reliable and cost-effective solutions for commercial, industrial, recreational, emergency and residential use.

# The Right Support Matters

Cummins engines deliver **durable and dependable power** with the highest productivity, setting the standard across all of our markets. To Cummins, power is more than just our engines. It is a level of support from start to finish that is unrivalled in the business.

From the moment a project starts, Cummins engineers partner with the customer's engineers to ensure the engine installation meets their needs. A **virtual model** is developed in advance of prototyping, ensuring every system (air, intake, exhaust, cooling) is integrated for optimum performance. Load factors, operating climates and duty cycles are assessed to identify the components that will deliver the anticipated performance, the first and every time.

Once the engine specification and installation is agreed, Cummins will deliver high quality products from **modern production facilities**. Dedicated contacts ensure close communication with customers, right through from order placement to engine delivery.

Wherever Cummins engines operate, they are supported by thousands of certified service technicians, trained and equipped with the latest diagnostic and repair tools. Distribution centres, **dedicated personnel** and service trucks deliver millions of the highest-quality genuine new and ReCon Cummins parts. Instant access to parts, service, warranty and other information over the Internet gives operators everything they need, where and when they need it, to keep equipment





« Cummins product registration ensures the highest levels of parts and service support »»

running at its best. **The most comprehensive parts and service network in the world**, a total system built by Cummins to meet the toughest standards in the world - the customers'.

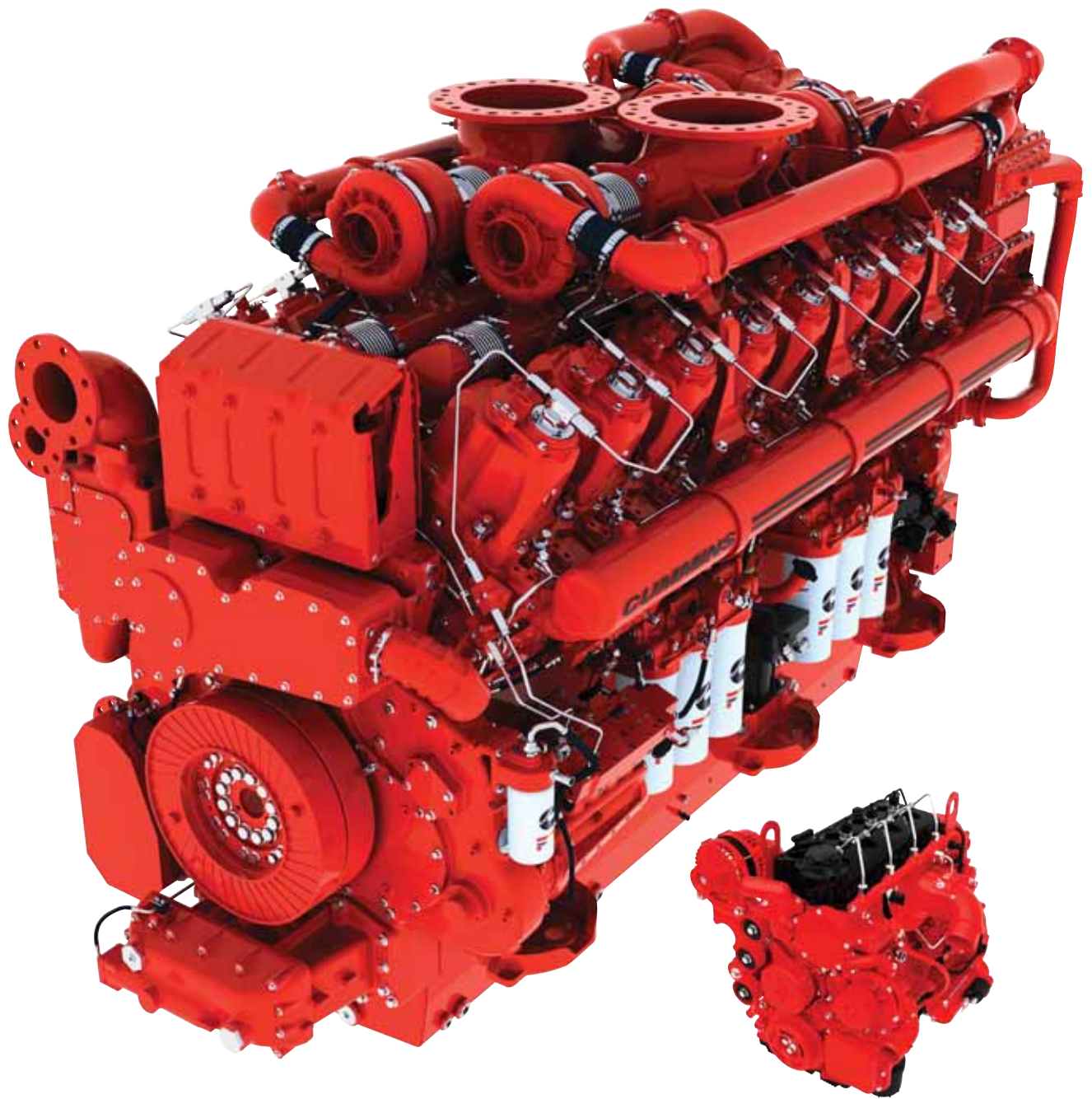
Cummins engines are produced with the highest **quality components** and manufacturing techniques. To ensure high levels of productivity and minimized downtime, the quality of replacement parts should never be compromised. Cummins genuine parts meet the highest quality standards to maintain high levels of durability and reliability.

Cummins engines are backed by the strength of a **global network** of over 600 distributors and 6,500 service locations in over 190 countries. The

nearest outlet can be found using the worldwide service locator on [www.everytime.cummins.com](http://www.everytime.cummins.com)

**Experienced and knowledgeable customer assistance specialists** have information on over 8 million engines at their fingertips. Using each engine's serial number they can answer any question and find the required information in seconds. Local customer assistance centre contacts can be found at; [www.cumminsengines.com](http://www.cumminsengines.com) – selecting customer care.

Cummins product registration ensures the highest levels of parts and service support, wherever and whenever they are needed. Products can be registered on-line at [www.everytime.cummins.com](http://www.everytime.cummins.com)





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