



PARTS PRO CLASSIC

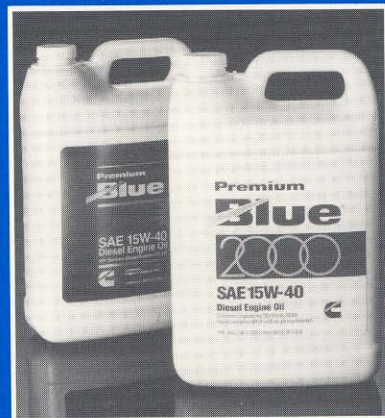
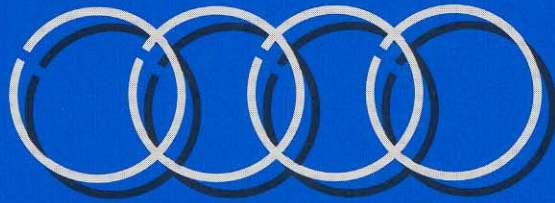
CLASSIC EDITION #18

Parts Pro Classic is provided as a historical reference. Special offers, prizes and awards no longer apply to this edition. Current Parts Pro issues along with all Parts Pro Classics may be found at [click\) qsol.cummins.com](http://qsol.cummins.com).



Cummins

Parts Professional 18



Invest in the best.

Parts Professional 18 Quiz

Current Address Check here if this is a new address.

Name _____
Street _____
City _____
State _____ Zip _____

Old Address (If Applicable)

Name _____
Street _____
City _____
State _____ Zip _____

Distributor Code _____

Quiz

1. A B C D
2. A B C D
3. A B
4. A B C D
5. A B
6. A B
7. A B
8. A B C D
9. A B C D
10. A B
11. A B C D
12. A B
13. A B C
14. A B C D
15. A B

▲ This issue's prize is a Cummins flashlight...and to win, all you have to do is score 100% on our quiz and return this form by January 30, 1994.

▼ Fill this card out and return it to be put on the Parts Professional mailing list and to receive future issues. Cards must be **completely** filled out in order to be processed.

Parts Professional Reply Card

Please put me on the Cummins Parts Professional mailing list:

Name _____
Street _____
City _____
State _____ Zip _____

If Applicable:

Distributor Code _____ Dealer Code _____

Company Name _____
Street _____
City _____
State _____ Zip _____

Welcome! Due to your requests, this issue of the Parts Professional will focus on important areas of the aftermarket – including Premium Blue®/Premium Blue® 2000, CEPC, NOW®, the Customer Assistance Center, Fleetguard®, Cummins New Parts, ReCon® Products/Parts and Cummins Service Products.

You'll find a quiz and enrollment card at the front of this book. To win this issue's prize – a Cummins flashlight – you'll have to show us how bright you are. Just answer all fifteen questions correctly, and be sure to mail in your card by January 30.

Please send me your success stories and "TIPS from the Professional" too. The stories and TIPS must be compatible with Cummins standard practices and must relate to the sale of new or ReCon® Genuine Cummins Parts. The top TIP and top success story writers will each receive a Parts Professional jacket.

If you need past booklets, please contact your Cummins distributor. All past issues are available through your distributor, even though the incentives are no longer available.

I look forward to hearing from you – and I welcome any suggestions you may have on ways to improve the Parts Professional.



Kathy Gastineau
Advertising & Promotions Specialist

Cummins Engine Company, Inc.
Mail Code 40911
Box 3005
Columbus, IN 47202-3005

Editor's Note: Special thanks to Mike Robbins, Merle Laswell, Lloyd Glick, Sharon Johnson, Mike Thomas, Loretta Evans and Ellen Jordan for their contributions to Parts Professional 18.

Sales Success

The winning story for this issue of Parts Professional goes to Brian Brunson of Cummins Southern Plains. His success story ties into the national "Save A Bundle" promotion Cummins is now offering.

His story is regarding a counter person, Alvis Willis, at Cummins Southern Plains in Arlington, Texas. The story goes...

Recently, a customer came to the counter asking about pricing on an overhaul. He stated that he had received a flyer in the mail the other day. This flyer made him decide to check out our prices and see if we could fix him up with the parts to overhaul his NTC 290 CPL 322. Alvis advised the customer that we were running a new promotion called "Save A Bundle," and then proceeded to tell the customer what this program offered. After hearing about the program, the customer revealed his mailer.

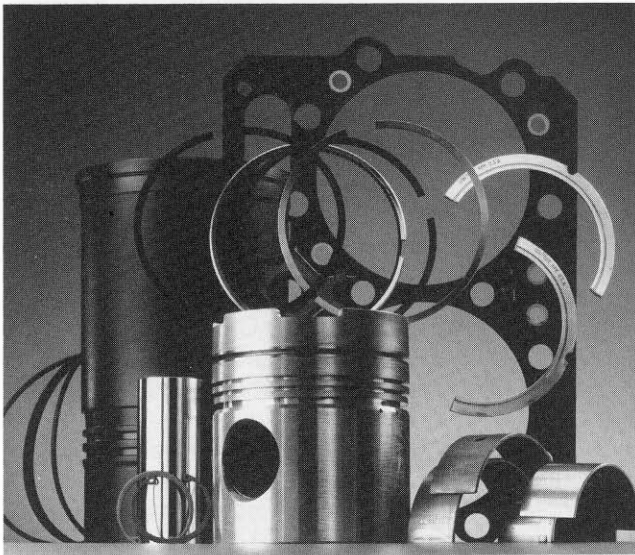


The customer stated that he had priced our parts in the past, but simply couldn't justify spending that much more for Genuine Cummins Parts. He was an owner/operator who was just trying to make ends meet. He said that this special was just in time for him, and he was pleased as punch to purchase Genuine Cummins.

Upon reviewing the customer's CPL, Alvis found that the cylinder kit required for the customer's engine was not available in a premium overhaul kit. This lack of availability was due to the customer's engine being an older engine, and there wasn't an existing premium overhaul kit for that engine. Alvis then took the time to review what it would take to upgrade the customer to CPL 353. Alvis found that he was able to upgrade the customer with only a difference in injectors. Therefore, he was able to sell the customer our lower-priced overhaul and truly "Save A Bundle" for the customer.

Congratulations Alvis for taking the time to service the customer. Thank you Brian for submitting this success story. Alvis will receive a Cummins Parts Professional jacket for his excellent customer service. Brian will receive a Cummins Genuine Parts shirt to thank him for submitting the story.

Remember, every issue will feature a success story, so be sure to send me your stories.



National Overhaul Warranty (NOW®)

Cummins NOW program offers several standardized overhauls and options warranted throughout the U.S. and Canada by Cummins Engine Company. There are four plans to choose from – Plans 1 through 3 are in-chassis, and Plan 4 is out-of-chassis.

Plan 1 – This plan includes the installation of piston rings, connecting rod bearings, cylinder liner seals, counterbore sealing rings, and required seals and gaskets. Plan 1 offers coverage of installed parts, inspected parts and workmanship for 1 year or 100,000 miles (160,935 kilometers).

Plan 2 – This plan also covers installed parts, inspected parts and installation workmanship for 1 year or 100,000 miles (160,935 kilometers). The plan includes installation of lower press-fit cylinder kits, main bearings, connecting rod bearings, ReCon cylinder heads, counterbore sealing rings, and required seals and gaskets.

Plan 3 – This plan features 2-year/200,000-mile (321,870-kilometer) coverage. It includes installation of Premium Plus® lower press-fit cylinder kits, main bearings, connecting rod bearings, ReCon cylinder heads, counterbore sealing rings, and required seals and gaskets.

Plan 4 – This final plan offers a choice of five options – all with 2-year/200,000-mile (321,870-kilometer) coverage.

Option 1: Cylinder Block – Includes installation of a new or ReCon cylinder block, Premium Plus lower press-fit cylinder kits, main bearings, connecting rod bearings, ReCon cylinder heads, counterbore sealing rings, and required seals and gaskets.

Option 2: “Short” Block – Installation of new or ReCon “short” block, ReCon cylinder heads, and required seals and gaskets.

Option 3: Crankshaft – Installation of new or ReCon crankshaft, Premium Plus lower press-fit cylinder kits, main bearings, connecting rod bearings, ReCon cylinder heads, counterbore sealing rings, and required seals and gaskets.

Option 4: ReCon Engine – A complete ReCon engine is installed in this option.

Option 5: Repair Sleeves and Camshaft Bushings – Includes installation of camshaft bushing repair sleeves, camshaft bushings, Premium Plus lower press-fit cylinder kits, main bearings, connecting rod bearings, ReCon cylinder heads, counterbore sealing rings, and required seals and gaskets.

A major advantage of the NOW program is that only Cummins-trained, qualified technicians perform all the work. These technicians use only Genuine Cummins and/or ReCon parts.

And while they’re doing the overhaul, they inspect up to 17 other key engine parts. These parts include the cylinder block, crankshaft, connecting rod assemblies, main bearings, vibration damper, cylinder liners, oil pan, camshaft and bushings, aftercooler assembly, piston assemblies, cylinder head assemblies, upper rocker assemblies, cam follower assemblies, water manifold, intake manifold, exhaust manifold and push tubes/push rods.

The warranty repairs can be performed at any authorized repair location in the U.S. or Canada, but the overhauling location must be a NOW-certified Cummins distributor or dealer.



Cummins Electronic Parts Catalog (CEPC)

CEPC is an easy-to-use, computerized version of the Cummins Parts Catalog. It contains exactly the same information as the 176 different print catalogs, or the four trays of 1,700 microfilm cards you may be used to. But it's much simpler and faster to use, it doesn't require monthly updates, and it's less prone to error.

If you're using microfilm or print catalogs, switching to CEPC could save you one to five minutes each time you need to look something up. If your microfilm trays aren't updated and in perfect order, you'll save even more time. CEPC minimizes human error, so you'll have more accurate results. Employee training time is cut, and employee productivity is increased.

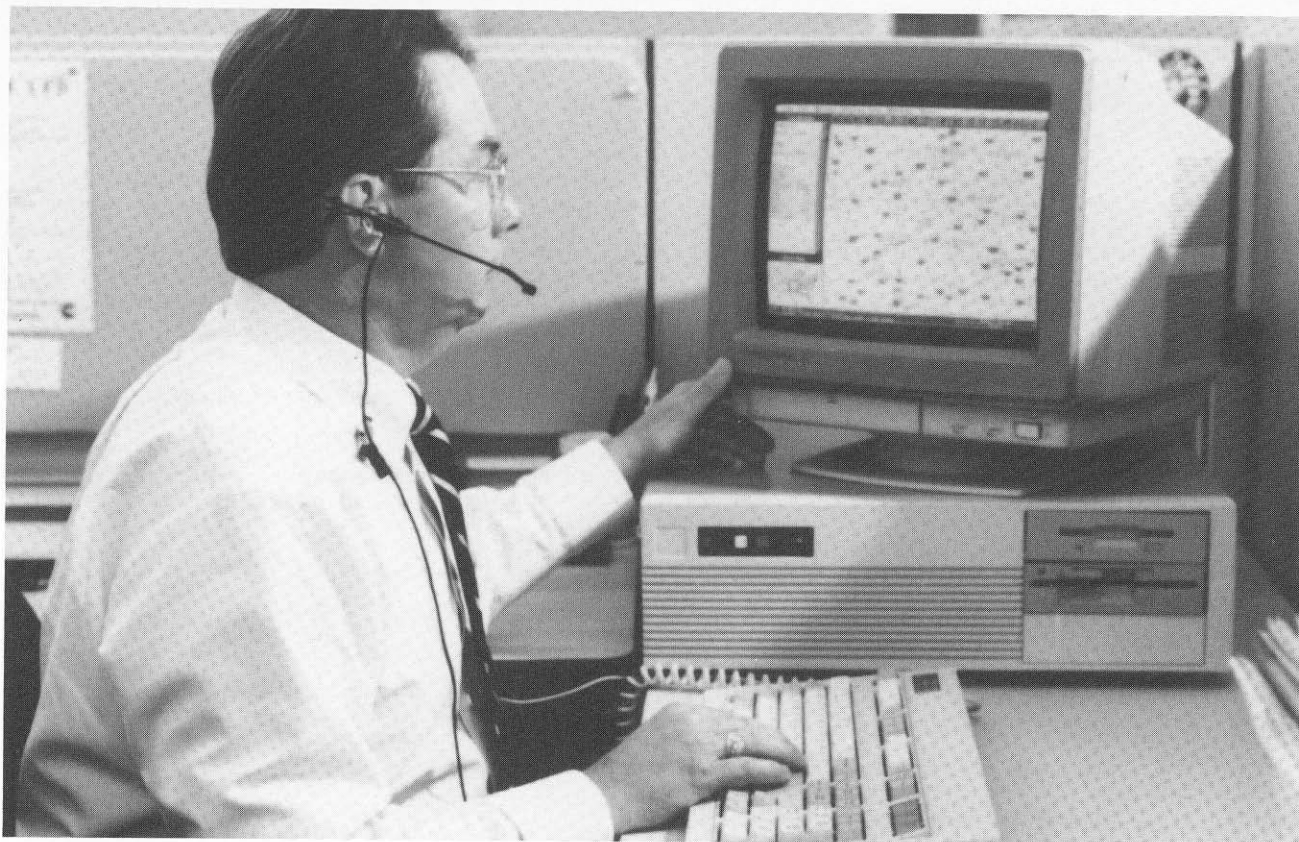
Information in the electronic catalog can be retrieved several different ways. You can search by part number, option, option category, engine serial number, repair group, description or engine family.

CEPC is a CD ROM-based software system, and it's updated four times a year. Initial cost includes the software, the user's guide and your first year's subscription – which gives you the initial CD ROM and three quarterly updates. Updates are fast and easy with the simple replacement of a disk.

CEPC does not include hardware, and you'll need an IBM-compatible computer with an 80386 or 80486 processor. Microsoft Windows Version 3.1 or later and Microsoft DOS 3.3 or later are also required. You'll need eight megabytes of RAM (random access memory) and three megabytes of free hard disk drive space for CEPC system files. A video display adapter supported by Windows Version 3.1 is required. The Microsoft mouse installed on COM1 is optional, but highly recommended. CEPC can also be installed on a network to allow multiple users to access the data. You'll need an IBM-compatible network card and network software to install the network.

To get the most out of CEPC, the hardware should be located at or near your parts counter. That way, everyone can have immediate access to information about all Cummins parts, options and engines – faster and easier than ever before. And after your initial investment, the cost is only about \$100 a month.





Customer Assistance Center

The Cummins Customer Assistance Center offers many valuable services to end users, and it's always on call through the 1-800-DIESELS hot line. The customer assistance department was established more than 20 years ago to provide a contact point to respond to customer letters and phone calls. Today, customer specialists handle calls ranging from truckers to RV owners to generator users. And the 1-800-DIESELS phone number is included in practically every publication and advertisement that Cummins produces.

The Customer Assistance Center's services include:

Service Locator System – The service locator system offers both an automated voice system (direct dial) and an integrated mapping system (PC-based). Both systems pinpoint the nearest service locations and provide that information to the caller. They also provide service location phone numbers, business hours and certification levels. The mapping system can even give callers distance and directions to the nearest service location. A caller just has to give the customer specialist a phone number (including area code), or a zip code, or a city and state, or a latitude and longitude.

Product Literature – When customers select this option, they're forwarded to the literature control service – where they can order service literature, sales literature, aftermarket parts literature or customer referrals (product purchase information). Literature may be purchased COD or by VISA credit card.

Onan Generator Service Support – Customers receive Onan auxiliary product support, emergency service support and after-hours support via pager service.

Technical/Emergency Assistance – Information is provided on repairs, troubleshooting, product applications and specifications. Customer specialists also field calls on customer complaints and make recommendations on product operation and maintenance. This is a support function for dealers, distributors and OEM Customer Assistance Centers.

National Answer Center – This is a centralized, after-hours communication service developed by distributors in conjunction with the Customer Assistance Center. The service is available to all distributor branches, and it's supported by 1-800-DIESELS through training. The center personally screens calls and makes information available regarding proper procedures, and closest dealer and wrecker locations.



Premium Blue®/ Premium Blue® 2000

With the introduction of Premium Blue® oil in 1984, Cummins became the first and only engine company to make its own oil. We designed Premium Blue® with firsthand knowledge of the demands and stresses put on an engine. We made Premium Blue® able to protect, lubricate, cool, clean and seal engines – better controlling engine deposits while delivering greater engine performance.

Compared to competitors' premium quality oils, Premium Blue® gives your customers up to 30% more miles between overhauls caused by excessive oil consumption. With Premium Blue®, you can expect up to 20% less oil consumption over the life of an engine. Premium Blue® delivers greater cold-start protection (down to -25° C), and superior oxidation and wear protection.

And Premium Blue® 2000 oil delivers even more. After extensive research and 50,000,000 road test miles, Premium Blue® 2000 has exceeded all goals. It's a premium grade oil with outstanding cold flow and cold pumpability – for quicker, safer starts down to -25° C. When engines are running at higher temperatures, Premium Blue® 2000 provides a thicker oil film between rapidly moving engine parts – for better lubrication and less wear. Premium Blue® 2000 delivers outstanding wear protection for heavily loaded internal engine parts, even if the used oil becomes excessively contaminated with 4% to 5% soot.

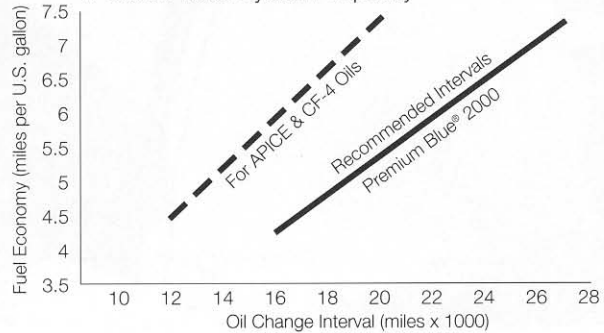
Premium Blue® 2000 keeps engine parts looking near new, mile after mile. It runs cleaner for a longer time, thanks to its unique ability of neutralizing acids and harmlessly suspending the impurities of today's newer engines.

And most important of all, Premium Blue® 2000 lets your customers extend maintenance schedules without compromising engine life or increasing reliability problems. It gives your customers maximum vehicle uptime and availability.

With Premium Blue® 2000, fixed-method maintenance intervals for NT/N14 and L10 line-haul applications can be extended by 50% – to 15,000 miles or 6 months. For the NT/N14 chart method, Premium Blue® 2000 can stretch the maintenance schedule to 27,000 miles. With the L10 chart method, maintenance schedules can be extended to 22,000 miles. These schedules may vary depending on your customer's fuel consumption and work load.

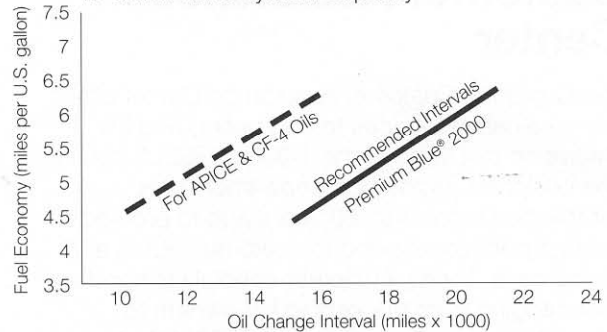
N14 Oil Maintenance

11 Gallon Lube System Capacity



L10 Oil Maintenance

10 Gallon Lube System Capacity

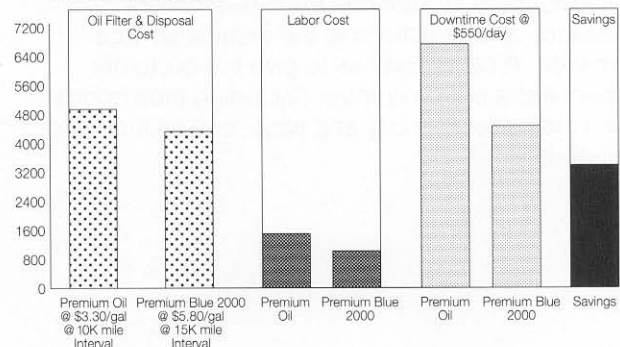


By using Premium Blue® 2000 and extending maintenance schedules, your customers can decrease engine downtime and cut labor, filter and replacement oil costs. In most fleets, these savings can exceed \$500 per unit per year.

Premium Blue® 2000 is the only oil recognized by Cummins as an extended-maintenance oil. The performance required for an oil to be recognized as an extended-maintenance oil is described in Cummins Engine Standard 20066.

Premium Blue® 2000 - Potential Savings

600,000 Mile Operation



Service Products

Cummins Service Products – a division of Cummins Engine Company, with offices and warehouses in Columbus, Indiana – gives you the right tool for the right job, along with extensive customer service and technical support.

Utilizing the latest technology, Cummins Service Products has developed an extensive line of over 4,000 tools and tool-related products. Design and prototype development is supported by a staff of Service Tool Engineers, and products are purchased through a supplier listing of quality manufacturers. All service tool drawings are proprietary.

Products include alternative repair tooling designed for Cummins engines that allows repairs to restore the engine to original Cummins specifications.

Electronic tooling, such as Compulink™ and Echeck™



offers sophisticated diagnostics to help technicians eliminate unnecessary downtime and expense.

The line also includes shop consumables such as cleaners, lubricants, sealants and Genuine Cummins paint. In addition, Cummins Service Products

offers shop equipment and waste management products that enhance safety and productivity, and help uphold Cummins commitment to current environmental issues.

Cummins Service Products offers an 800-line for your convenience. Please call 1-800-433-9341 for additional information on products, service or support.



Fleetguard®

Fleetguard began business by producing a single filter for Cummins diesel engines. Through the years, Fleetguard has grown to keep pace with the growth of the industry and the need for filtration. In 1970, they became a full subsidiary of Cummins Engine Company. Today, Fleetguard is one of the largest manufacturers of heavy-duty filtration products in the world. The worldwide headquarters are located in Nashville, Tennessee.

Fleetguard has expanded its line through the years. Their product line now includes a comprehensive line of air, fuel, lube, hydraulic and coolant filter elements. They also offer a full range of cold-weather products, service tools, cooling-system chemistry and fluid analysis programs.

Fleetguard supports these products by offering marketing support. This support includes sales assistance, Automated Inventory Management System, competitive analysis, telemarketing and literature services. Technical assistance and technical information are provided by their expert technical service representatives.

With a commitment to quality, Fleetguard continues to pursue opportunities to grow their product line.



Cummins New Parts

Genuine Cummins Parts are designed to exactly match the performance, durability and emissions standards of your Cummins engines. With Genuine Cummins Parts, one can have confidence that these parts have been developed only after rigorous testing to ensure product reliability. These parts are manufactured on the same production lines as the parts used on the engines.

Cummins offers a complete line of parts to support Cummins engines, whether it is a new 1994 engine or an engine built in 1960. These parts are manufactured worldwide since Cummins supplies parts all over the world. They are manufactured right along with the engines, so the parts are manufactured to an exact fit for the engines.

Since we offer the top quality in parts, we back it with the best warranty in the business. On page 9, we have listed a fact sheet showing the warranty on Cummins engine parts. This fact sheet is just a quick reference. For a detailed description of the warranty coverage, please refer to Bulletin 3381292 for B & C Series parts and Bulletin 3381213 for all other engine series parts.

ReCon®

Cummins ReCon is the remanufacturing division of Cummins Engine Co., Inc., and has been the only Genuine Cummins supplier of remanufactured product for more than 25 years. ReCon puts like-new quality and performance back into its product line to support Cummins customers throughout the world – no matter what engine they have.

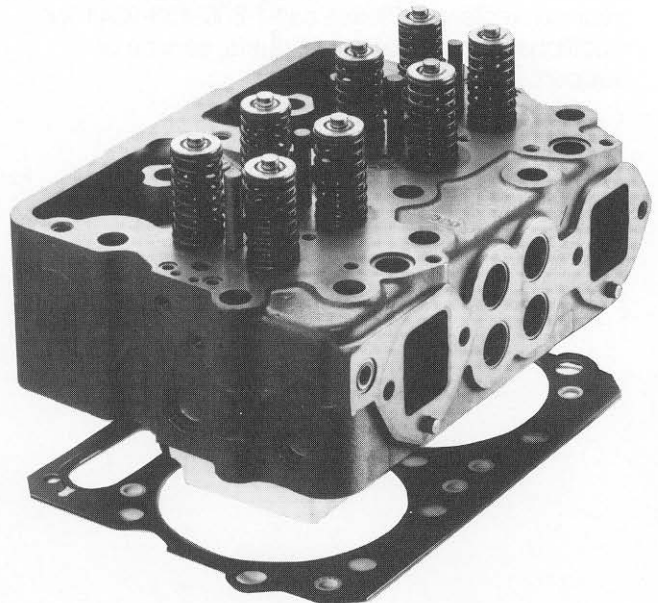
ReCon offers a complete product line of remanufactured products for all Cummins engine families. Modern facilities, staffed by highly trained personnel and equipped with the latest manufacturing and testing equipment, help ReCon remain the industry leader.

In order to be successful, Parts Professionals must satisfy customers. The foundation of this is high-quality products. In ReCon plants, critical processes are being failsafed so operators will not be able to make mistakes. Why? Because you and your customers need quality products that help you accomplish your goals and meet your needs.

You and your customers also need support. ReCon set the standard for ease of core acceptance many years ago. ReCon continues to outshine the competition with easy-to-follow policies, core literature and upgrade programs.

ReCon products are backed with confidence, with a Cummins warranty and the Cummins distribution system behind them. What has always made the Cummins warranty so great? The distribution system – over 3,800 service locations. No competitors can compare.

For a general summary of ReCon warranty, please refer to the Warranty Fact Sheet on page 9. In the fact sheet is information on how to send for more detailed printed materials free of charge.



Warranty Fact Sheet

Cummins New Parts

A, B and C Engine Parts	6 months
Premium Plus Cylinder Kits	2 years/200,000 miles (321,870 km) or 7,200 hours
Big Power Performer Cylinder Kits	2 years/200,000 miles (321,870 km) or 7,200 hours
All Other Engine Series Parts	1 year/100,000 miles (160,935 km) or 3,600 hours
Extended Major Component Warranty	3 years/300,000 miles (482,805 km) or 10,800 hours Coverage begins at the expiration of base warranty. Covers warrantable failures of engine cylinder block, crankshafts, flangeless NT camshafts and connecting rods. Warranty does not apply to A, B and C Series engine parts.

For a detailed description of New Parts warranties, consult Bulletin 3381292 for B and C Series parts and Bulletin 3381213 for all other engine parts.

ReCon

B and C Series Components	6 months/unlimited mileage
B and C Series Injectors	1 year/unlimited miles, kilometers, hours
ReCon XX Injectors	1 year/unlimited miles, kilometers, hours
Non-CELECT PX Injectors	2 years/125,000 miles (201,168 km) or 3,600 hours
CELECT Injectors	1 year/100,000 miles (160,935 km) or 3,600 hours
High-Volume Water Pumps – AR45184RX, AR45184-1RX, AR45090RX, AR45090-1RX, 3405943RX, 3803138RX, 3803605RX	2 years/200,000 miles (321,870 km) or 7,200 hours
Premium Gold Cylinder Head	2 years/200,000 miles (321,870 km)
Standard ReCon Components	1 year/100,000 miles (160,935 km) or 3,600 hours Warranty applies to all engine series except B & C.
Extended Major Component Warranty – Components	3 years/300,000 miles (482,805 km) or 10,800 hours Coverage begins at the expiration of base warranty. This warranty does not apply to B and C Series engines. Warranty applies to all ReCon parts except to special components outlined above.
Extended Major Component Warranty – Engines	3 years/300,000 miles (482,805 km) or 10,800 hours Coverage begins at the expiration of base warranty and is applicable to ReCon NT and L10 engines – this coverage does not apply to B and C Series engines.
ReCon NH/NT Engine	1 year/100,000 miles (160,935 km) or 3,600 hours Optional coverage for 2 years is available for \$250 (U.S. dollars)
ReCon L10 Engine	1 year/100,000 miles (160,935 km) or 3,600 hours
ReCon 4B Automotive Engine	2 years/50,000 miles (80,468 km)
ReCon 6B Automotive Engine	2 years/100,000 miles (160,935 km)
ReCon 4B and 6B Industrial Application Engines	12 months/2,000 hours
ReCon 6C Automotive Engine	2 years/100,000 miles (160,935 km)
ReCon 6C Industrial Application Engine	12 months/2,000 hours

For detailed descriptions of ReCon warranties see the following printed materials:

- ReCon Components Warranty, Bulletin 3385966
- ReCon B and C Series Components Warranty, Bulletin 3385682
- ReCon Engine Warranty, Bulletin 3381195
- ReCon B and C Series Engine Warranty, Bulletin 3385683

These materials are available at no charge by mailing to Cummins ReCon, 5765 Summer Trees, Memphis, Tennessee 38134 or by faxing 901-373-0627, attn: B. D. Woodruff.

Parts Promotional List

Part #	Description	Issue Date	Price
3381213	New Engine Parts Warranty	4/87	.10
3381292*	A, B, C, New Parts Warranty	8/93	.10
3385109	Silver 3-Ring Binder	—	.70
3385119	Cummins Matches (2500/pk)	—	.01
3385550	NOW® Engine Sticker	9/88	.05
3385556	444 Pulse Exhaust Manifold	3/90	.10
3385584	C-Brake™ Cross-Reference Guide	4/91	.10
3385589	Water Pump Poster	—	.05
3385591	Water Pump Mail Brochure	—	.05
3385709	PT® PACER Mailer	—	.10
3385742	L10 Bolt Sizer	—	.25
3385752	Gasket Feature/Benefit Flyer	2/90	.01
3385753	Valves Feature/Benefit Flyer	2/90	.01
3385754	Injector Component Feature/Benefit Flyer	2/90	.01
3385755	Crankshaft Feature/Benefit Flyer	2/90	.01
3385757	Turbo Feature/Benefit Flyer	2/90	.01
3385758	Injector Cups Feature/Benefit Flyer	2/90	.01
3385774	Parts Are Parts Co-Op Ad Slick	1/90	.10
3385836	How to Talk to CECO 800-Diesels	10/90	.10
3385838	Associated Parts Guide Booklet	11/90	.01
3385852	Parts Overhaul Kit Co-Op Ad	1/91	.01
3385877	Cylinder Kit Competitive Brochure	7/91	.10
3385878	NT/L10 Cylinder Kit Cross Reference	6/92	.25
3385899*	NOW® Certificate	10/93	.05
3385914	Premium Cylinder Ad Slick – 85-line	6/92	.01
3385915	Premium Cylinder Ad Slick – 120-line	6/92	.01
3385917	Cummins Care Aftermarket Flyer	8/92	.10
3385932	NOW® Poster	11/92	1.00
3385933	NOW® #10 Flyer	11/92	.10
3385934	NOW® Ad Slick – 85-line	2/93	.10
3385935	NOW® Ad Slick – 120-line	2/93	.10
3385936	NOW® Folder	11/92	.25
3385937	NOW® Window Decal	4/93	2.00
3385950	CEPC Flyer	3/93	.10
3385958	Cummins Care Poster	3/93	1.00
3385959	Genuine Overhaul Poster	3/93	1.00

Part #	Description	Issue Date	Price
3386577	Cummins Care Shopping Bag	—	.25
3386741	NOW® Cost Estimate Worksheet	10/89	.10
3386848	NOW® Pre-Overhaul Checklist	9/89	.10
3386857	NOW® Pre-Overhaul Checklist	10/89	.10
3386858	NOW® Component Inspection Checklist	10/89	.10
3386866	NOW® Service Manual	12/89	.00
3387320-1	Parts Professional #1	—	.01
3387320-2	Parts Professional #2	—	.01
3387320-3	Parts Professional #3	—	.01
3387320-4	Parts Professional #4	—	.01
3387320-5	Parts Professional #5	—	.01
3387320-6	Parts Professional #6	—	.01
3387320-7	Parts Professional #7	—	.01
3387320-8	Parts Professional #8	—	.01
3387320-9	Parts Professional #9	—	.01
3387320-10	Parts Professional #10	—	.01
3387320-11	Parts Professional #11	—	.01
3387320-12	Parts Professional #12	—	.01
3387320-13	Parts Professional #13	—	.01
3387320-14	Parts Professional #14	—	.01
3385815	Parts Professional #15	—	.01
3385816	Parts Professional #16	—	.01
3385817	Parts Professional #17	8/93	.01
3385818*	Parts Professional #18	11/93	.01
3624186	Parts Professional Binder w/Tabs	—	1.00
3624349*	Maintenance Requirements – Laminated	11/93	.10
3624360	Maintenance Requirements Flyer	2/92	.10
3822013	New/ReCon® Kits & Sets Booklet	6/92	1.00
3385885	Premium Blue® CF-4 Flyer	2/92	.10
3385887	Premium Plus® Injector Cleaner Flyer	2/92	.10
3385888	Premium Blue® Flyer	2/92	.10
3385889	Premium Blue® Ad Slick – 85-line	4/92	.10
3385890	Premium Blue® Ad Slick – 120-line	4/92	.10
3385891	Premium Blue® Availability Directory	4/93	.15
3385892	Premium Blue® Data Sheet	7/92	.10
3385893	Premium Blue® 2000 Data Sheet	7/92	.10
3385894	Premium Blue® Premium Blue® 2000 Folder	7/92	.50

Part #	Description	Issue Date	Price
3385896	Premium Blue® Premium Blue® 2000 Brochure	7/92	.25
3385897	Premium Blue® Value Wheel	7/92	.50
3385898	Premium Blue® 2000 Value Chart	7/92	.25
3385918	Premium Blue® Premium Blue® 2000 Poster	7/92	1.00
3385920	Premium Blue® A-OK Analysis Flyer	2/93	.10
3385938	Premium Blue® 2000 Ad Slick - 85-line	10/92	.10
3385939	Premium Blue® 2000 Ad Slick - 120-line	10/92	.10
3385941	Premium Blue® Customer Kits	9/92	2.00

Translated Materials

FRENCH

3385970	Premium Blue® Premium Blue® 2000	3/93	.25
3385971	Premium Blue® 2000 Value Wheel	3/93	.25
3385972	Premium Blue® 2000 Data Sheet	3/93	.10
338733401	Parts Professional #1	—	.01
338733402	Parts Professional #2	—	.01
338733403	Parts Professional #3	—	.01
338733404	Parts Professional #4	—	.01
338733405	Parts Professional #5	—	.01
338733406	Parts Professional #6	—	.01
338733407	Parts Professional #7	—	.01
338733408	Parts Professional #8	—	.01
338733409	Parts Professional #9	—	.01
338733410	Parts Professional #10	—	.01
338733411	Parts Professional #11	—	.01
3385875	Parts Professional #12	—	.01
3385876	Parts Professional #13	—	.01

Part #	Description	Issue Date	Price
3385960	Premium Blue® 2000 Ad Insert	3/93	.15
3385985	Premium Blue® 2000 #10 Mailer	—	.10
3385973	Cummins Care Ad Slick - 85-line	6/93	.10
3385974	Cummins Care Ad Slick - 120-line	6/93	.10
3385979	Parts Management Development Program	7/93	125.00
3385994*	1-800-DIESELS Flyer	9/93	.10
3385995*	"Save A Bundle" Flyer	9/93	.10
3385996*	"Save A Bundle" Poster	9/93	1.00
3385999*	NOW® Premium Plan Certificate	10/93	.05

SPANISH

3150474	Turbocharger Flyer	3/93	.10
3150475	Camshaft Flyer	3/93	.10
3150476	Gasket Flyer	3/93	.10
3150477	Crankshaft Flyer	3/93	.10
3150478	Valves Flyer	3/93	.10
3150479	Injector Cups Flyer	3/93	.10
3150480	Injector Components	3/93	.10
3385882	Cylinder Kit Competitive Brochure	3/93	.10
3385957	Aftermarket Flyer	3/93	.10
3385975	Cummins Care Poster	3/93	.10
3385976	Genuine Overhaul Poster	3/93	.10
3387335-1	Parts Professional #1	—	.01
3387335-2	Parts Professional #2	—	.01
3387335-3	Parts Professional #3	—	.01
3387335-4	Parts Professional #4	—	.01
3387335-5	Parts Professional #5	—	.01
3387335-6	Parts Professional #6	—	.01
3387335-7	Parts Professional #7	—	.01
3387335-8	Parts Professional #8	—	.01
3387335-9	Parts Professional #9	—	.01
3387335-10	Parts Professional #10	—	.01
3387335-11	Parts Professional #11	—	.01
3385854	Parts Professional #12	—	.01
3385855	Parts Professional #13	—	.01
3385856	Parts Professional #14	—	.01

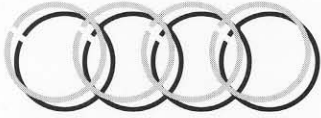
* New or Revised Literature

Quiz 18 Promotional List

Here's a chance to test your knowledge and win a Cummins flashlight! Just use the postage-paid card in the front of this issue to record your answers. Then return the card to us by January 30.

1. NOW Plan 4 has ____ options.
 - a. 2
 - b. 3
 - c. 5
 - d. 6
2. An advantage of using CEPC is that it
 - a. reduces the time necessary to search for data by one to five minutes per search.
 - b. minimizes human error, resulting in an increase in the accuracy of the data.
 - c. eliminates the need to update on a monthly basis.
 - d. All of the above.
3. A key advantage of the NOW overhaul is that while doing the overhaul, technicians will inspect other key engine parts.
 - a. True.
 - b. False.
4. Information in the electronic catalog system may be retrieved by several different ways, including by
 - a. part number.
 - b. engine serial number.
 - c. repair group.
 - d. All of the above.
5. Only Cummins-trained, qualified technicians are allowed to perform NOW overhauls at authorized NOW overhaul locations.
 - a. True.
 - b. False.
6. CEPC replaces the Cummins parts catalogs and microfilm with complete information on Cummins engine families.
 - a. True.
 - b. False.
7. Only truckers use the 1-800-DIESELS assistance center.
 - a. True.
 - b. False.
8. A heavy-duty oil (like Premium Blue®) must be able to
 - a. protect.
 - b. lubricate.
 - c. cool, clean and seal the engine.
 - d. All of the above.
9. The Customer Assistance Center service locator system is able to pinpoint the
 - a. nearest location.
 - b. nearest location's business hours.
 - c. certification levels of the nearest location.
 - d. All of the above.
10. By using Premium Blue® 2000 and extending the maintenance schedule, one can decrease the downtime of an engine and reduce the costs of labor, filters and replacement oils.
 - a. True.
 - b. False.
11. Some of the services that the Customer Assistance Center provides are
 - a. service locator system and Onan generator service support department.
 - b. technical/emergency assistance service and the ordering of product literature.
 - c. Both a and b.
 - d. ordering parts and weather updates.
12. With the introduction of Premium Blue® oil, Cummins became the first and only engine company to make its own oil.
 - a. True.
 - b. False.
13. Premium Blue® 2000 is the only oil recognized by Cummins as an extended maintenance oil. The performance required by Cummins for an oil to be identified as an extended maintenance oil is contained in
 - a. an SAE standard.
 - b. API's CF-4 standards.
 - c. Cummins Engineering Standard 20066.
14. Cummins Service Products offers an extensive line of over _____ tools and tool-related products.
 - a. 400
 - b. 2,000
 - c. 4,000
 - d. 3,000
15. Cummins New Parts are manufactured worldwide.
 - a. True.
 - b. False.

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