



PARTS PRO CLASSIC

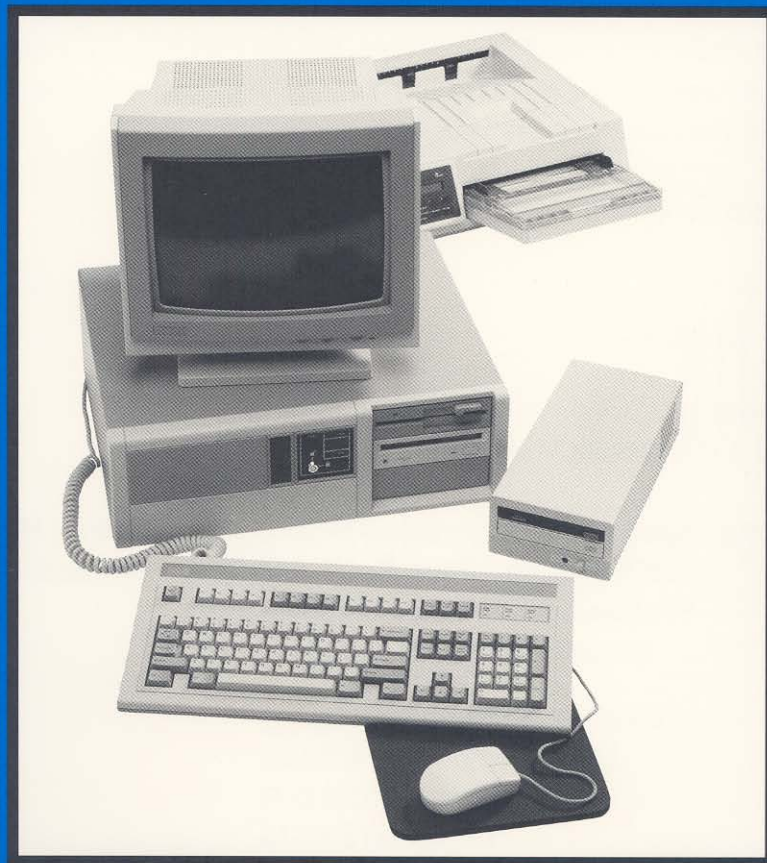
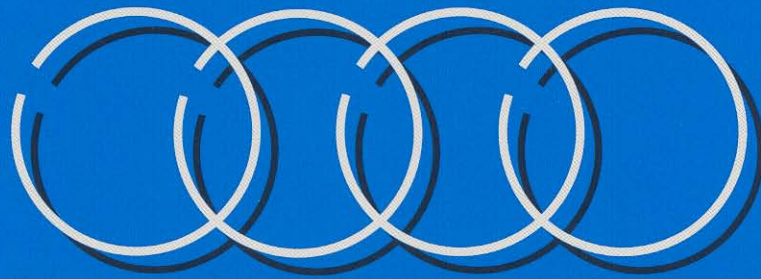
CLASSIC EDITION #24

Parts Pro Classic is provided as a historical reference.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 24



INVEST IN THE BEST

Welcome to Parts Professional 24! This issue covers tools for the parts counter person. You will get a closer look at the various counter tools available for your use, such as CEPC (Cummins Electronic Parts Catalog), Cumpas, and Microfilm.

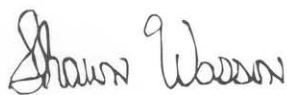
Thanks to everyone who responded on the Parts Professional 23 survey. The Parts Professional program is for you. We don't know what information you want unless you tell us.

We are giving you a year to return the quiz card. This way everyone will have a chance to take the test. Remember we have the peel off address label. Please use it to return your quiz card. If you score a 100% on your test you will receive a Parts Professional gift.

If you have a TIP from the Professional or a success story, you can use the reply card to send me the information. Please remember that the TIPS and the Success Story must be compatible with Cummins standard practices and must relate to the sale of New or ReCon Genuine Parts. If you are the top winner in the TIPS or the Success Story, you will receive a Cummins Parts Professional jacket.

If you need additional Parts Professionals, please contact your local distributor. All past issues are available through your Cummins Distributor, even though the incentives are no longer available.

I look forward to hearing from you!



Shawn Wasson
Advertising & Promotions Manager

Editor's Note: Special thanks to Mike Robbins, John Collier, Mike Johnson, Jeff Miller, and John Rondot for their contributions to Parts Professional 24.

Parts Professional 24 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 _____ Dealer Code _____

Quiz

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

Parts Professional 24 Reply Card

Check here if this is a new address

Current Address

Old Address (if applicable)

Name _____ Name _____
Street _____ Street _____
City _____ State _____ Zip _____ City _____ State _____ Zip _____
Distributor Code _____ Dealer Code _____
(if applicable) (if applicable)

Comments or Suggestions: _____ Dealer Name _____

TIPS

from the Professionals

The first TIP is from David Rollins of Liberty, West Virginia. He writes that when quoting customers InFrame NOW III Overhauls, they include the ReCon Fuel Pump as an option. Most of their customers take advantage of this option. This will increase sales and better serves their customers

The second TIP comes from Jeff Garton of Hoit, Missouri. Jeff states when selling Cummins New or ReCon Parts to be sure to use CPL & Serial # to satisfy customers parts needs. If you have any questions regarding the sale, be sure and always call your local Cummins Distributor, that way you can always take care of the customer.

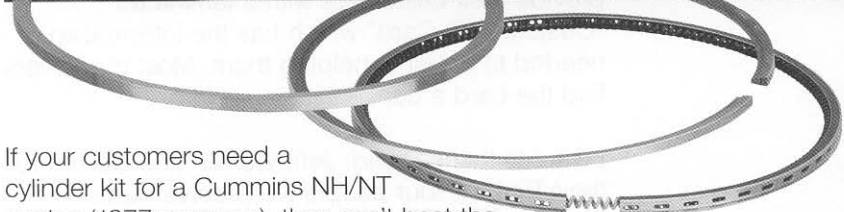
Warren Schott, of Barto, Pennsylvania has the third TIP. He writes, "When selling Cylinder Kits, always get the part number off the liner you are replacing. The CPL alone will not tell you which Cylinder Kit. Save yourself a problem and most importantly, save the customer a problem."

The Winning TIP comes from Darren McKinney of Wilson, North Carolina. Darren writes that they provide their customers with a laminated "Customer ID Card" which has the information needed to assist in helping them. Most customers find the card a convenience.

I want to thank David, Jeff, Warren and Darren for their Tips. All four people will receive Parts Professional caps and patches for their contributions. Darren will also receive a Parts Professional jacket for his winning TIP. Congratulations to all of you for your informative TIPS.

If you have a tip that has been helpful to you, please write the TIP on the postage-paid comment card and send to us. Remember to follow the guidelines outlined in the letter from the editor.

More Power To Go The Distance.



If your customers need a cylinder kit for a Cummins NH/NT engine (1977 or newer), they can't beat the "million-mile" technology that goes into every TriTech® Plus Cylinder Kit.



This is the same power cylinder technology used in newer N14 engines. An independent test has shown that TriTech Plus reduces oil consumption by up to 40% and is twice as durable on key wear characteristics when compared to a representative will-fit kit. For increased durability and higher thermal fatigue strength, the top-of-the-line dual Ni TriTech Plus Cylinder Kits also have anodized bowls.

For overall performance and higher productivity, competitive pistons can't lay a glove on TriTech® or TriTech Plus. For more details, see us or give us a call today.

Cummins has demonstrated the foregoing million-mile claim in customer operations with new engines. Actual experience may vary in engine overhauls and in specific applications for new engines. Cummins expressly disclaims any warranty for failure to achieve the million-mile performance.



**INVEST IN THE BEST.
GENUINE CUMMINS PARTS.**

WHAT CUMMINS SUPPORT PLUS COVERS.



Cummins Support Plus guarantees next-day parts delivery. Our goal is to get the customer back on the road fast – and at a reasonable price. At Cummins, we know that keeping you in business is what keeps us in business.

Support Plus begins in April, 1996. Here are the details:

Cummins Support Plus – Parts Program.

- The part must be a new Cummins or ReCon part for a 1996 Plus engine installed in an on-highway application.
 - This policy applies to parts required during the first five years or 500,000 miles (805,000 km) of operation from the date of delivery to the end user, whichever occurs first, whether covered under warranty or not. Parts provided under warranty will not qualify for an additional reimbursement to the customer.
 - The part must be required by the customer for parts and service to keep the vehicle in an operating condition. This policy does not cover 1) parts purchased for inventory, 2) parts supplied by the OEM which were not originally installed by Cummins, or 3) non-standard and non-service items with which the engine may be fitted.
 - The part must be ordered through a Cummins distributor or dealer in the United States or Canada.
- Next-day delivery is guaranteed on all orders placed on the Cummins distributor before 4 p.m. EST. Delivery is guaranteed to the Cummins distributor or dealer location originating the order.
 - If the part is not delivered by the next day, the part is free. Claims under this policy must be made through the same distributor.
 - This policy does not extend to the labor required in association with the service, or to any special, indirect, incidental or consequential costs. The policy is unavailable if Cummins is prohibited from making the next-day delivery due to reasons beyond the control of Cummins.
 - Cummins reserves the right to specify the premium air carrier for all deliveries, and designate the freight forwarders for Canadian shipments.

Your Cummins 24-Hour Hot Line.

If you have any questions about Cummins Support Plus – or if you want help with your Cummins engine – the Cummins Customer Assistance Center is standing by to help at 1-800-DIESELS (1-800-343-7357). Or contact us at one of the following addresses:

Fax: 1-800-232-6393

E-mail: powermaster@cummins.com

Internet: <http://www.cummins.com>



INVEST IN THE BEST

Cummins Microfilm System

The Cummins Microfilm System is the original parts list. It contains sequential engine serial numbers for every engine built since early 1960. It can identify the major parts and assemblies used to build each engine.



Part supersessions reports are published on microfiche quarterly. They will show you superseding part number as well as listing the relevant Service Part Topic, PIB and service letters. Service Parts Topics are published on microfiche once a year. A complete list of topic numbers and topic titles for each year can be found on row A of the fiche. They are arranged by master parts groupings.

If you don't have the engine serial number, you can still use the Microfilm System to find parts information in the master parts book section. This is arranged by master parts groups, such as block group, cylinder head group, and rocker lever group. You can find the part by accessing a particular engine family, then using the group system to find your part.

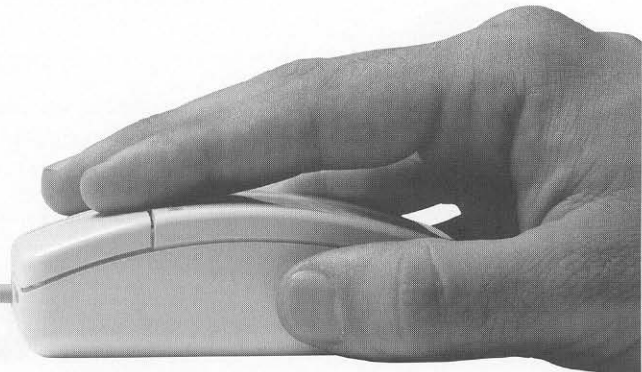
The Cummins Microfilm System is a simple, easy to use, valuable tool to use to find parts information for a specific engine serial number. It is a cost efficient and reliable investment for those not equipped, or not financially able to invest in the Cummins Electronic Parts Catalog (CEPC). It is also a vital backup to the CEPC System, should problems arise in one's computer system.

CEPC Saves you time and money

CEPC is an alternative to using the parts catalogs or the microfilm system. Cummins parts information is available in 200 parts catalogs or as a microfilm system. The Microfilm system consists of four trays of 2,000 microfilm cards, which require monthly updates. The alternative to either of these is CEPC. All engine build data from 1984 to present is included.

The electronic catalog system is a user friendly software system consisting of a data disks, which are updated six times a year. CEPC has important advantages as compared to the catalogs and microfilm system. It:

- CEPC is eight times faster than microfiche.



- Minimizes human error, which increases the accuracy of the data.
- Provides ready information access to support parts sales.
- Reduces employee training time.
- Increases employee productivity.

If you spend several hours or more a day retrieving parts information, you should look into CEPC. In addition to the time and money savings, there are two other factors to consider.

If you are dealing with many different engine manufacturers, odds are you are probably not well-versed in all Cummins parts and engines. CEPC can quickly increase expertise and reduce training expenses. All these advantages of CEPC, of course, can enhance service and satisfaction among your customers.

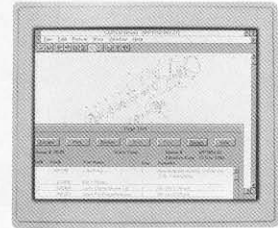
Get the facts fast.

CEPC is a user-friendly, CD ROM-based software system and does not include hardware. The initial cost includes the software, user's guide, and first year's subscription, which consists of the CD ROM and five B updates. The update is fast and easy with the simple replacement of a disk.

CEPC brings you and your customers the speed and convenience of electronic information about all Cummins parts, options and engines for \$775/yrly. (U.S. \$). Be assured that this CEPC system is designed to "live" a long time without

major changes in type of data. Planned changes are simple enhancements that will make CEPC even more user-friendly.

You can order CEPC just the same way you order the regular parts catalog...through your Cummins Distributor.

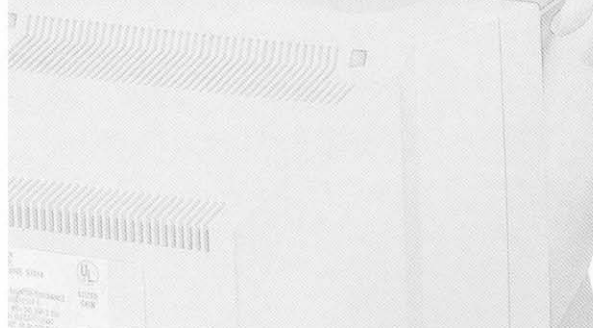


Here's the hardware.

Getting started.

CEPC is a user-friendly, CD-ROM based software system, and does not include hardware. To fully utilize your CEPC discs, you will need:

- IBM-compatible computer with a 486-25 mhz (or greater) processor.
- Microsoft Windows Version 3.1 or later.
- Microsoft DOS Version 6.0 or later.
- Minimum 8 Mb RAM (16 Mb is better.)
- 20 Mb of free hard disc space for CEPC systems files.
- 4 CD-ROM devices or 2.5 gigabyte hard drive (system will operate with 1 CD-ROM device, but you will have to change discs to switch between engine families).
- Microsoft mouse installed.
- The recommended printer is Hewlett-Packard Laserjet or the equivalent, with 2 megabytes of memory.



The total cost for this hardware system is less than \$2,000. For maximum performance and efficiency, the hardware should be located at or near the parts counter, not at a distant secretary's station.



Many businesses that began with one CEPC unit now have multiple units located throughout their businesses. CEPC can be networked at your business for no extra charge. People obviously believe that CEPC pays for itself, and increases productivity as well as customer satisfaction.

The faster you get CEPC, the faster you start saving.

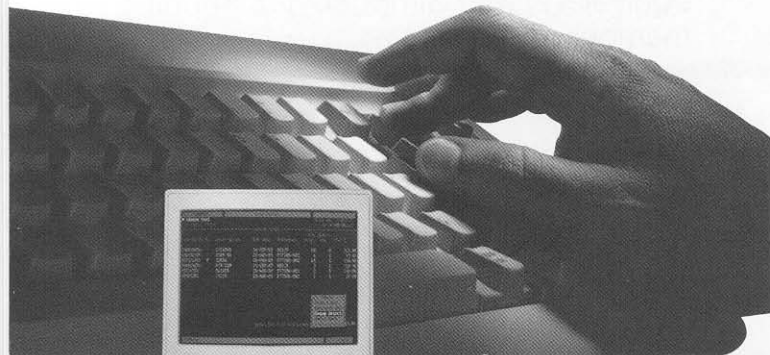
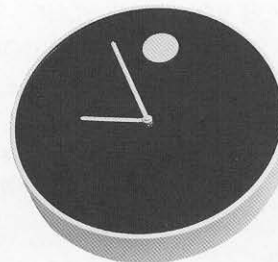
Having CEPC working for you will increase the accuracy and efficiency of your Parts and Service Departments. The faster you make an investment in CEPC...the faster you and your customers will enjoy the benefits of CEPC.

Archives Parts List

The archives Parts List is being developed as a supplement to CEPC and will be available by January 1997. It will contain parts information by engine serial number for some 2,000,000 engines built from 1960 - 1984. Watch for the sales brochure and marketing release during the fourth quarter of 1996.

CUMPAS

Handling your business by mail can be frustrating, time consuming and expensive. Phones and fax machines are an improvement, but they still take time and paperwork. A smarter way to do business is the CUMPAS Parts and Service Network. CUMPAS is an improved way to order, track, search and stay up to date on Genuine Cummins parts and service. It's a direct electronic link between Cummins computers and you. CUMPAS transmits information instantly, making you more efficient, improving your cash flow and helping you give better customer service. CUMPAS saves you time and money by making your whole operation more efficient.



Parts Processing In A Few Keystrokes.

CUMPAS is a valuable resource tool as well. Instead of searching through catalogs or microfilm, you just use your computer. Finding the right part, what it costs, where it is and if it's been superseded takes just seconds.

Placing an order is just as easy. Punch a few more keys and the order is automatically directed to your home distributor. With CUMPAS you can call up the status on an order, or edit it, at any time. You may even be able to download parts orders from your current business management system.

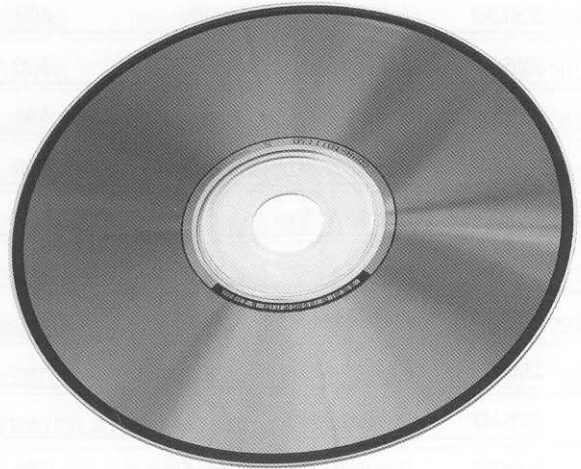
Better Tracking Means More Money.

Losing core deposits could cost you a great deal of money. Keeping track of cores due, and saving you money, is another advantage of the CUMPAS Network. By simply pressing a few keys, you can get a complete core status with reference dates and deposit amounts, so there's no guesswork and no hidden losses reducing your profit margin.

History, Made Easy

Getting engine histories can be a cumbersome process with long delays. CUMPAS relieves you of looking things up and countless hours spent copying volumes of information. Enter the engine serial number into your computer and CUMPAS tells you everything you need to know: base

information, certificates, part numbers, options, claims history-the works, and it can print a hard copy for your customers on demand.



CUMPAS At a Glance.

- * Finds parts faster
- * Places orders instantly
- * Reduces paperwork
- * Improves cash flow
- * Uses existing PC's in most cases
- * Reduces lost cores
- * Delivers Cummins bulletins
- * Includes extensive on-line help
- * Provides people to assist you with the set-up and training

For a demonstration of all the time-saving, money-saving benefits that CUMPAS puts at your fingertips, contact your Cummins distributor today.

CUMPAS
1-800-3CUMPAS
(1-800-328-6727)
For Service and Support

Parts Promotional List

Part #	Description	Issue	
		Date	Price
3381213	New Engine Parts Warranty	6/94	.10
3381292	A, B, C, New Parts Warranty	8/93	.10
3385556	444 Pulse Exhaust Manifold	3/90	.10
3385584	C Brake Cross Ref. Guide	4/91	.10
3698897	C Brake & Jacobs Brochure	6/96	.25
3698896	C Brake Ad Slick	6/96	.10
3698898	C Brake Poster	6/96	.25
3698837	Chrome Hardware Brochure	2/96	.05
3385709	PT Pacer Mailer	—	.10
3385742	L10 Bolt Sizer	—	.10
3385756	Camshaft Feature/Benefits Flyer	2/90	.10
3385755	Crankshaft Feature/Benefit Flyer	2/90	.10
3385753	Valves Feature/Benefit Flyer	2/90	.10
3385836	How To Talk To CECO 800-Dies	10/90	.10
3385838	Associated Parts Guide Booklet	11/90	.10
3385852	Parts Overhaul Kit Co-op Ad	1/91	.10
3385917	Cummins Care Aftermarket Flyer	8/92	.10
3385958	Cummins Care Poster	3/93	1.00
3385959	Genuine Overhaul Poster	3/93	1.00
3385950	CEPC Flyer	3/93	.10
3386577	Cummins Care Shopping Bag	—	.10
3624349	Maintenance Requirements—Lam.	11/93	.10
3624360	Maintenance Requirements Flyer	2/92	.10
3822013	New/ReCon Kits & Sets Booklet	6/92	1.00
3385973	Cummins Care Ad Slick 85line	6/93	.10
3385974	Cummins Care Ad Slick 120line	6/93	.10
3385979	Parts Management Dev. Program	7/93	125.00
3385994	1-800 Diesels Flier	6/95	.10
3698510	Fan Clutch Brochure	3/94	.25
3698545	Marine Spares Kit Flier	11/94	.25
3698633	Marine Spares Kit Incentive Ltr.	11/94	.10
3698634	Marine Spares Kit Incentive Form	11/94	.10
3698625	Cealastic Gasket Brochure	12/94	.25
3698642	Cealastic Gasket Ad Slick 85line	12/94	.10

Part #	Description	Issue	
		Date	Price
3698643	Cealastic Gasket Ad Slick 120line	12/94	.10
3698630	QE Air Compressor Ring Valve Head	12/94	.25
3698664	QE AC Ring Valve Ad Slick 85line	1/95	.10
3698665	QE AC Ring Valve Ad Slick 120line	1/95	.10
3698629	L10 Bus Rebuild Emissions Warranty	2/95	.10
3385899	NOW Certificate	10/93	.10
3385550	NOW Engine Sticker	9/88	.10
3385932	NOW Poster	11/92	1.00
3385933	NOW #10 Flyer	11/92	.10
3385934	NOW Ad Slick 85line	2/93	.10
3385935	NOW Ad Slick 120line	2/93	.10
3385936	NOW Folder	11/92	.25
3385937	NOW Window Decal	4/93	2.00
3386741	NOW Cost Estimate Worksheet	10/89	.10
3386848-02	NOW Pre-Overhaul Checklist Manual	6/95	1.50
3386857	NOW Pre-Overhaul Checklist	10/89	.10
3386858	NOW Component Inspection Check.	10/89	.10
3386866	NOW Program Manual	10/93	1.50
3698906	NOW Banners	7/96	40.00
3387320-01	Parts Professional #1	—	1.00
3387320-02	Parts Professional #2	—	1.00
3387320-03	Parts Professional #3	—	1.00
3387320-04	Parts Professional #4	—	1.00
3387320-05	Parts Professional #5	—	1.00
3387320-06	Parts Professional #6	—	1.00
3387320-07	Parts Professional #7	—	1.00
3387320-08	Parts Professional #8	—	1.00
3387320-09	Parts Professional #9	—	1.00
3387320-10	Parts Professional #10	—	1.00
3387320-11	Parts Professional #11	—	1.00
3387320-12	Parts Professional #12	—	1.00
3387320-13	Parts Professional #13	—	1.00
3387320-14	Parts Professional #14	—	1.00
3385815	Parts Professional #15	—	1.00
3385816	Parts Professional #16	—	1.00
3385817	Parts Professional #17	8/93	1.00

Part #	Description	Issue	
		Date	Price
3385818	Parts Professional #18	11/93	1.00
3385819	Parts Professional #19	2/94	1.00
3385820	Parts Professional #20	6/94	1.00
3698700	Parts Professional #21	11/94	1.00
3698701	Parts Professional #22	1/95	1.00
3698702	Parts Professional #23	7/95	1.00
3624186	Parts Professional Binder w/ Issues 1-19	—	5.00
3698522	Parts Professional Binder w/ Issues 20 -	—	3.00
3385706	Parts Professional Enrollment Cards	—	.10
3698530	Extarder Brake Brochure	6/94	.25
3698531	Extarder Brake Flyer	6/94	.25
3698532	Extarder Brake Poster	6/94	1.00
3698533	Extarder Brake B Parts Manual	6/94	1.00
3698534	Extarder Brake C Parts Manual	6/94	1.00
3698535	Extarder Brake B Installation Manual	6/94	.50
3698536	Extarder Brake C Installation Manual	6/94	.50
3698537	Extarder Brake Air Supply Manual	6/94	.50
3698538	Extarder Brake Direct Mail	6/94	.25
3698540	Extarder Brake Counter Card	6/94	.50
3698542	Extarder Brake Ad Slick	6/94	.10
3698632	Extarder Warranty	2/95	.10
3698835	MidRange Brochure	10/95	.25
3698891	TriTech P.O.P.	4/96	.50
3698649	TriTech Wall Chart	1/96	1.00
3698889	TriTech N Series CPL Sheets	3/96	.10
3698901	TriTech Co-op Ad Slick - 85	4/96	.25
3698902	TriTech Co-op Ad Slick - 120	4/96	.25
3698644	TriTech 6 pg Brochure-10pk	4/95	1.00
3698645	TriTech Video	4/95	6.00
3698646	TriTech Ad Slick 85 line	4/95	.10
3698647	TriTech Ad Slick 120 line	4/95	.10
3698663	TriTech Laminated Card-5pk	5/95	.50
3698669	TriTech Video Script	5/95	.10
3698675	TriTech Notepads 8.5 x 11	5/95	.50
3698676	TriTech Most Asked Questions	5/95	.10

Part #	Description	Issue	
		Date	Price
3698690	TriTech Caps-24pk	6/95	102.00
3698691	TriTech Key Chain-25pk	6/95	18.00
3698692	TriTech Coffee Mug-6pk	6/95	13.50
3698693	TriTech Golf Shirt-Small	6/95	20.95
3698694	TriTech Golf Shirt-Medium	6/95	20.95
3698695	TriTech Golf Shirt-Large	6/95	20.95
3698696	TriTech Golf Shirt-XLarge	6/95	20.95
3698697	TriTech Golf Shirt-XXLarge	6/95	24.95
3698698	TriTech Pens-100pk	6/95	29.00
3698774	"Ask Me About TriTech" Buttons-25pk	6/95	2.50

TRANSLATED MATERIALS

3698513	French NOW Certificate	2/94	.10
3698592	French NOW Manual	10/94	1.00
3698672	French TriTech Brochure-10pk	7/95	1.00
3698670	Spanish TriTech Brochure-10pk	7/95	1.00
3150474	Spanish Turbocharger Flyer	3/93	.10
3150475	Spanish Camshaft Flyer	3/93	.10
3150476	Spanish Gasket Flyer	3/93	.10
3150477	Spanish Crankshaft Flyer	3/93	.10
3150478	Spanish Valves Flyer	3/93	.10
3150479	Spanish Injector Cups Flyer	3/93	.10
3150480	Spanish Injector Components	3/93	.10
3385882	Spanish Cylinder Kit Competitive Bro	3/93	.10
3385957	Spanish Aftermarket Flyer	3/93	.10
3385975	Spanish Cummins Care Poster	3/93	.10
3385976	Spanish Genuine Overhaul Poster	3/93	.10
3698548	Spanish Overhaul Flipchart Sections	8/94	5.00
3698593	Spanish Premium Blue Brochure	10/94	.25
3698635	Spanish Literature Kit	12/94	5.00
338733401	French Parts Professional # 1	—	1.00
338733402	French Parts Professional # 2	—	1.00
338733403	French Parts Professional # 3	—	1.00
338733404	French Parts Professional # 4	—	1.00
338733405	French Parts Professional # 5	—	1.00
338733406	French Parts Professional # 6	—	1.00

Part #	Description	Issue	
		Date	Price
338733407	French Parts Professional # 7	—	1.00
338733408	French Parts Professional # 8	—	1.00
338733409	French Parts Professional # 9	—	1.00
338733410	French Parts Professional # 10	—	1.00
338733411	French Parts Professional # 11	—	1.00
3385875	French Parts Professional # 12	—	1.00
3385876	French Parts Professional # 13	—	1.00
3385867	French Parts Professional # 17	2/94	1.00
3385868	French Parts Professional # 18	6/94	1.00
3385869	French Parts Professional # 19	2/95	1.00
3385870	French Parts Professional # 20	2/95	1.00
3387335-01	Spanish Parts Professional # 1	—	1.00
3387335-02	Spanish Parts Professional # 2	—	1.00
3387335-03	Spanish Parts Professional # 3	—	1.00
3387335-04	Spanish Parts Professional # 4	—	1.00
3387335-05	Spanish Parts Professional # 5	—	1.00

Part #	Description	Issue	
		Date	Price
3387335-06	Spanish Parts Professional # 6	—	1.00
3387335-07	Spanish Parts Professional # 7	—	1.00
3387335-08	Spanish Parts Professional # 8	—	1.00
3387335-09	Spanish Parts Professional # 9	—	1.00
3387335-10	Spanish Parts Professional # 10	—	1.00
3387335-11	Spanish Parts Professional # 11	—	1.00
3385854	Spanish Parts Professional # 12	—	1.00
3385855	Spanish Parts Professional # 13	—	1.00
3385856	Spanish Parts Professional # 14	—	1.00
3385857	Spanish Parts Professional # 15	—	1.00
3385858	Spanish Parts Professional #16	—	1.00
3385859	Spanish Parts Professional #17	6/94	1.00
3385860	Spanish Parts Professional #18	7/94	1.00
3385861	Spanish Parts Professional # 19	8/94	1.00
3385862	Spanish Parts Professional #20	9/94	1.00
3698636	Spanish Parts Professional Binder	12/94	5.00

Note: To order literature, contact your local distributor.
Distributors may order this literature through IMS.

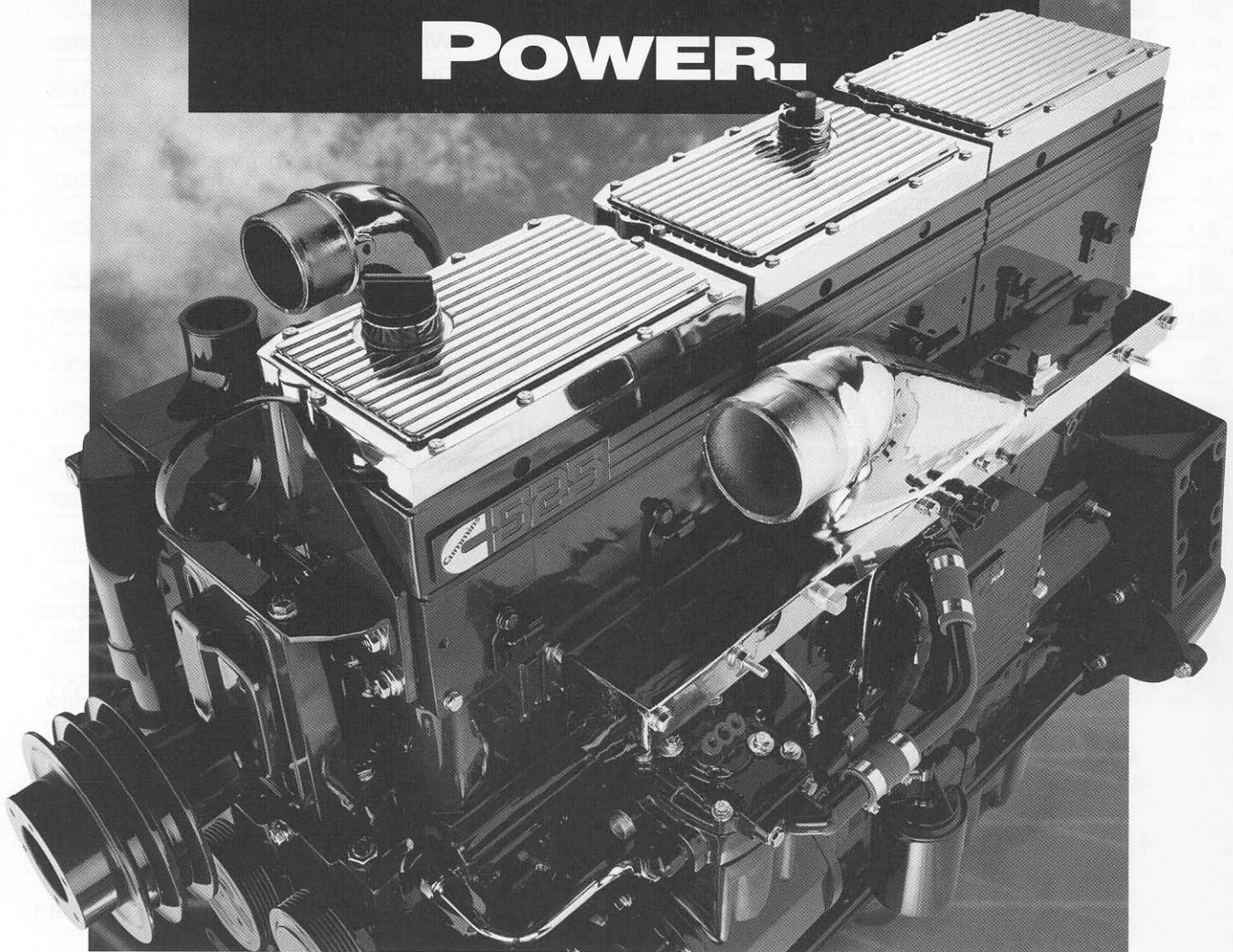
Parts

Professional Quiz 24

How well do you know the Counter Tools? Take this quiz to find out! If you score 100%, you will receive a Parts Professional prize.

1. The CEPC data disk is updated _____ times a year.
 - A. 1
 - B. 2
 - C. 3
 - D. 4
2. An advantage of the electronic parts catalog is.
 - A. Reduced time necessary to do searches.
 - B. Minimized human error.
 - C. Providing ready information access to support parts sales.
 - D. All of the above.
3. The initial cost of the electronics parts catalog does not include software.
 - A. True
 - B. False
4. CEPC brings you information on Cummins Parts, options and engines for about \$ (U.S.) _____ a month.
 - A. 50
 - B. 250
 - C. 100
 - D. 750
5. The Total cost for the CEPC system is between.
 - A. 2,500 - 3,500 (U.S. \$)
 - B. 1,000 - 2,000 (U.S. \$)
 - C. 4,000 - 5,000 (U.S. \$)
 - D. 7,000 - 8,000 (U.S. \$)
6. The Cummins Microfilm System contains engine Serial numbers for every engine built since the early _____.
 - A. 50's
 - B. 60's
 - C. 70's
 - D. 80's
7. If you don't have the engine serial # it is not possible to use the Microfilm system.
 - A. True
 - B. False
8. With the Microfilm system it's possible to access engine information through.
 - A. Master Parts group.
 - B. Particular engine family.
 - C. Both A and B.
 - D. None of the above.
9. Microfilm is a good safety device to backup the CEPC system.
 - A. True
 - B. False
10. CUMPAS is an electronic link between Cummins Computers and you.
 - A. True
 - B. False
11. With CUMPAS your claims processing will go faster because.
 - A. They use Federal Express.
 - B. It is no longer necessary to file claims.
 - C. The claims get to Cummins the moment you transmit them.
 - D. All of the above.
12. With the CUMPAS system it is possible to call up the status of an order but not to edit it.
 - A. True
 - B. False
13. Keeping track of cores is not part of the CUMPAS System.
 - A. True
 - B. False
14. Which of these does CUMPAS not do.
 - A. Places order instantly.
 - B. Requires purchase of new P.C.
 - C. Delivers Cummins Bulletins.
 - D. Provides people to assist you with set-up and training.

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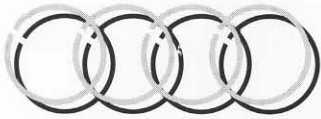
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- Air Intake Manifold
- Water Inlet (elbow)
- Turbo Air Inlet (elbow)

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