



# PARTS PRO CLASSIC

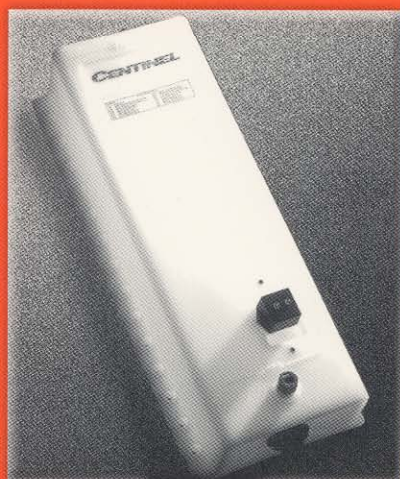
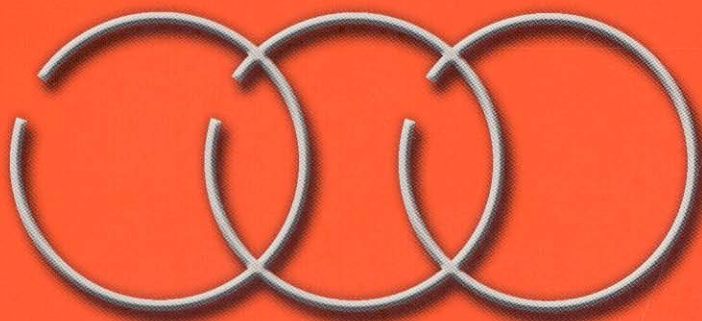
## CLASSIC EDITION #28

Parts Pro Classic is provided as a historical reference.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 28



**INVEST IN THE BEST**

### Parts Professional 28 Quiz

Please sign me up for

Current Address  Check here if this is a new address

**Parts ProFacts**

Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_ Fax Number \_\_\_\_\_

#### 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
- 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

### Parts Professional 28 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 \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Welcome to Parts Professional 28

This issue will feature the new products from Cummins Aftermarket. Our focus has been on customer driven innovations, and as a result you will see a lot of great new ideas. Several of our new products are not the traditional repair driven parts, but rather value-added products that help your customers manage their business better, make their equipment last longer or make it run more efficiently. We will discuss the L10 TriTech Plus Cylinder Kits, Service Products, and Centinel Advanced Oil Management System. After reading this issue and getting a better understanding of our new products, you will see that Cummins is listening and responding to both our customer and dealer needs.

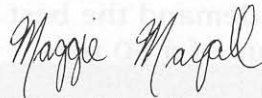
Please take the quiz located in the back of the book. Tear out the answer card in the front of the book and circle the correct answers and fill in your contact information (name, address, etc.) or use the peel-off address label from the back of this magazine. If you return the quiz card by next January and receive 100% on the quiz, you will win a Parts Professional prize.

We would like to welcome many new members to our Parts Professional program. We recently started a program, called Parts ProFacts, which is a one page fax going out to our Parts Professional participants. This one page fax is a short overview of special products or programs from Cummins, distributed

about twice per month. It enables you to find out about new things going on in the time between the Parts Professional magazines. We gave participating locations an opportunity to sign up new members, and remove those no longer at their service location. As a result, we are happy to welcome the many new participants. If you are signed up on the Parts Professional program and currently are not receiving our one page Parts ProFacts and would like to, please check the "Parts ProFacts" box on your quiz card, fill in your fax number, and return your quiz as you normally do. Your name will then be added to our Parts ProFacts program. If you are already receiving our Parts ProFacts, then you don't have to do anything to continue to receive it. More information is available in the article on page 8.

If you need additional copies of Parts Professional, or would like past issues, please contact your local Cummins distributor.

Thank you for your participation!



Maggie Mayall  
Advertising and  
Sales Promotion Manager

**Editor's Note: Thanks to Scott Grant, Sharon Johnson and Roy Gifford for their contributions in Parts Professional #28.**

## TIPS from the Professionals

We continue to look for a Success Story or TIP from you. Success Stories or TIPS relate to the sale of Cummins Genuine Parts, and we are eager to hear your ideas. To submit ideas, please use the postage paid reply card located in the front of the magazine, next to the quiz answer card. The person who submits the best Success Story or TIP will receive a special Parts Professional prize.

## Pre '91 L-10 TriTech® is Here!



Tests have shown that improvements in TriTech design increase piston life expectancy by 50 percent.

The L10 TriTech Plus comes with warranty three times longer than TriTech – 3 years / 300,000 miles!

Cummins recently released TriTech cylinder kits and overhaul kits for Pre '91 L10 engines. You know the TriTech name! You know the quality! TriTech has been available for N Series engines for over four years, and is now available for L10's.

There are two new products for the pre-'91 L10:

TriTech and TriTech Plus. The TriTech product is targeted to the more price sensitive customer and features the existing L10 cylinder kit design. It carries a one year/100,000 mile warranty.

The TriTech Plus features many of the most recent developments in Cummins power cylinder design and is targeted to customers who demand the best and see the value of a 50 percent increase in piston life expectancy.

L10 TriTech Plus products have several features that offer significant durability improvements, including the following:

- Anodized bowl for improved thermal fatigue strength

- Dual Ni Insert for reduced ring land wear
- 15° keystone angle on both compression rings for improved blowby performance
- "I" oil control ring for improved oil control
- 4 mm longer wrist pin distributes load over greater area
- Contoured pin bore reduces pin bore stress, eliminates stress risers

Tests have shown that these improvements increase piston life expectancy by 50 percent. In addition, the L10 TriTech Plus come with a warranty three times longer than TriTech – three years / 300,000 miles!

The L10 TriTech program is easy to understand. There were only three cylinder kits that covered Pre '91 L10's. There is now a TriTech and a TriTech Plus cylinder kit and overhaul kit for each of these.

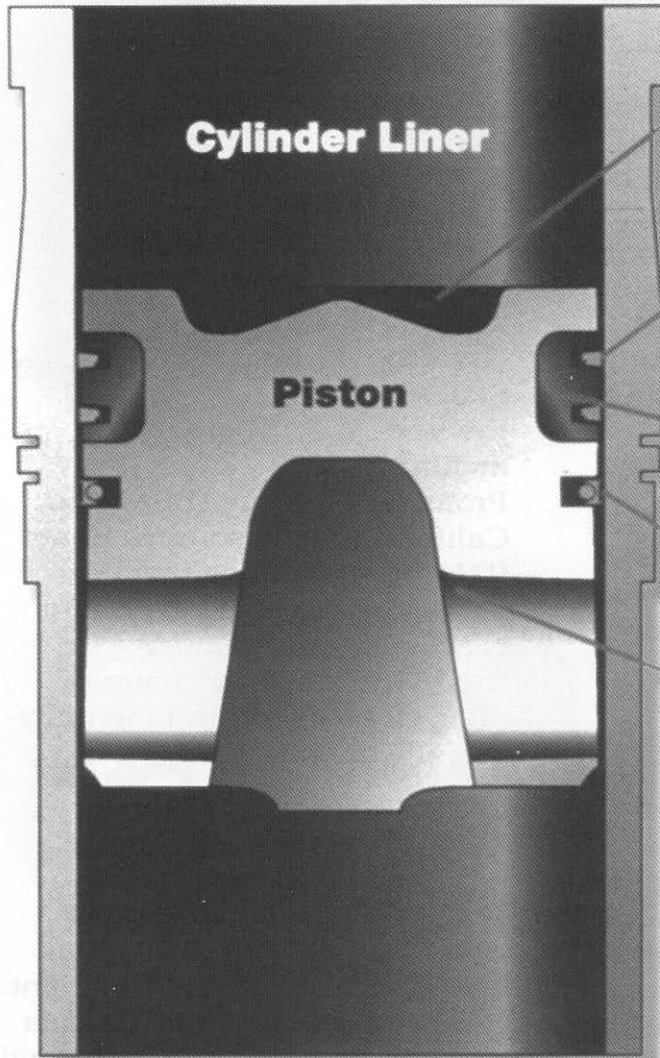
Cylinder kits include a piston, a piston pin kit, a cylinder liner and seal, and a ring set. Overhaul kits include cylinder kits, rod and main bearings, an upper engine gasket set, and a pan gasket.

When customers are looking for the very best for their Cummins L10 engine, tell them about the new Iron man – L10 TriTech Plus.

### Pre '91 L10 TriTech Models

Previous Cylinder Kits	TriTech Cylinder Kits	TriTech Overhaul Kits	TriTech Plus Cylinder Kits	TriTech Plus Overhaul Kits
3803970	3800800	3800803	3800477	3800478
3803973	3800801	3800804	3800809	3800812
3803974	3800802	3800805	3800810	3800813

# Heavy Duty Automotive/Industrial Markets



**Cylinder Liner**

**Piston**

**Anodized Bowl**

Improves Thermal Fatigue Strength

**15° Keystone Angle**

Improves Blowby Performance

**Dual Ni Insert**

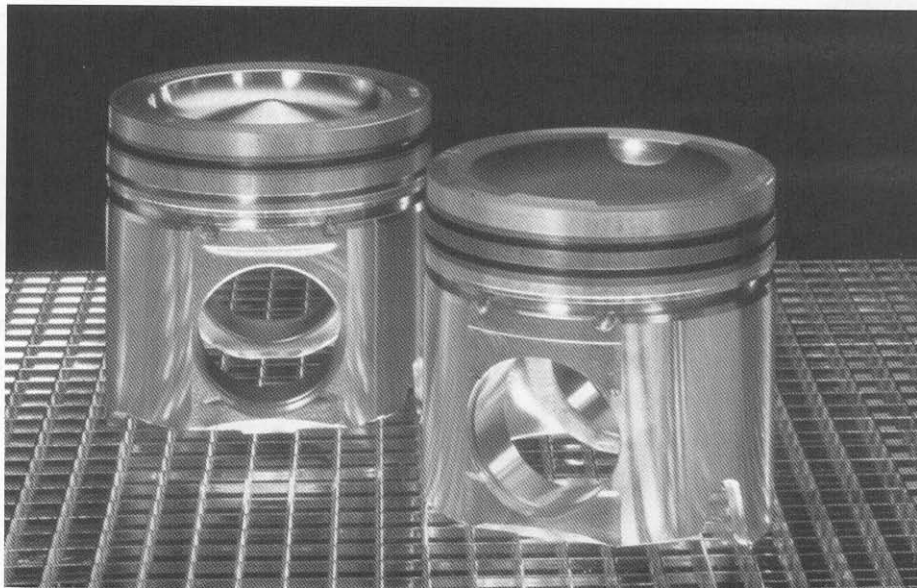
Reduces Wear

**"I" Oil Ring**

Improves Oil Control

**Contoured Pin Bore & Longer Pin**

Reduces Pin Bore Stress



## Order TriTech Sales Tools!

Description	Part Number
L10 TriTech Plus Product Flyer	3401780
L10 TriTech Pocket Reference Card	3401783
N14/L10 TriTech Plus Counter Card	3401781
L10 TriTech Iron man Co-op Ad 85 screen	3401786
L10 TriTech Iron man Co-op Ad 120 screen	3401787
L10 TriTech Iron man Poster	3401782
<b>L10 TriTech Iron man Posters</b>	
Western Star	3401792
Volvo	3401793
Freightliner	3401794
Kenworth	3401795
Peterbilt	3401796
Navistar	3401797
Sterling	3401799
"Ask me about TriTech Plus" Buttons	3698774
TriTech Plus Key Chains	3698691

## Service Products Improvements

Cummins Service Products is excited to announce the availability of heavy-duty performance tools.

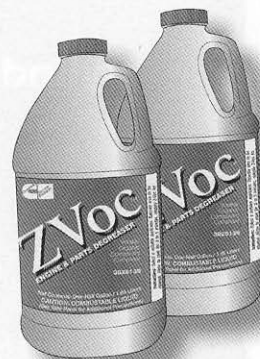
ZVoc™ Engine and Part Degreaser cleans parts and engines quickly and easily without harming belts, hoses, or electrical wiring.

The company that knows engines, also knows your business. Your job is more than just parts. You also need tools and cleaners to get the job done. Cummins has made it easy for dealers to find all they need. Providing fast, convenient service, as well as competitively priced items are a few of the benefits Cummins Service Products provide to their dealers.

Cummins Service Products is excited to announce the availability of heavy-duty performance tools. Made in the U.S.A. by KD tools, they are backed by a Cummins lifetime warranty. The complete line of hand tools includes everything from socket sets to specialty applications tools. The tools are built to Cummins factory specifications, yet are priced significantly below other brands. Cummins also offers a midrange performance tool kit for servicing B and C Series engines.

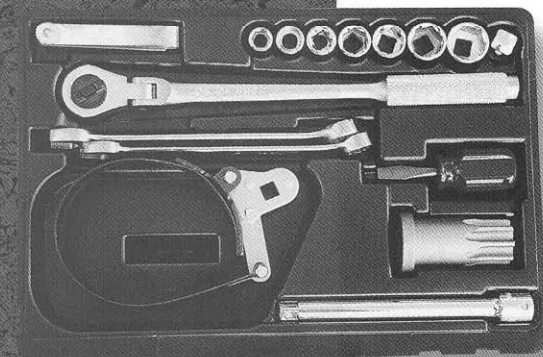
Additional items available at your Cummins distributor include ZVoc™ Engine Cleaner and Cummins Industrial Hand Cleaner. The ZVoc™ Engine and Part Degreaser cleans parts and engines quickly and easily without harming belts, hoses,

or electrical wiring. ZVoc™ is environmentally friendly, compliant with the United States Environmental Protection Agency (EPA) and California Air Resources Board (CARB) regulations for zero VOC emissions. This product is another example of Cummins' ongoing commitment to be an environmentally friendly supplier.



Cummins Industrial Hand Cleaner cuts through grease, oil, gasket sealer and adhesives, yet is still easy on the hands. It will not clog drains and is safe for the environment. It has an antibacterial formula, and can be used in institutional and food-handling environments. The Industrial Hand Cleaner is available in a four ounce or one gallon size, with convenient heavy-duty pumps and wall brackets available.

These are a few examples of the Service Products available at your local Cummins distributor. For more information on these, or other Cummins products, please contact your local Cummins distributor, or call 1-800-DIESELS.



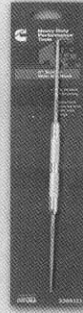
# Service Products Best Sellers



Combination  
Snap Ring Pliers  
#3397769



Telescoping  
Mirror  
#3397818



Scriber With  
90° Hook  
#3398121



Midrange  
Performance  
Tool Kit  
#3399869



Premium Plus™  
Lubricity  
Additive/Cleaner  
#3824769 (Quart)  
#3824770 (Pint)



Genuine  
Cummins Paint  
(Aerosol or Gallons)



ZVoc™  
Engine Cleaner  
#3825158  
(Gallon)



Industrial Hand  
Cleaner  
1 gallon flat top  
(4/case) #3162857  
4oz. squeeze bottle  
(24/case) #3162858



Wall bracket for use  
w/flat top gallon (left)  
#3162859  
Heavy Duty Pump  
#3162860  
Lighter Weight Pump  
#3162861

## Order Service Parts Sales Tools!

Description	Part Number
Industrial Hand Cleaner Flyer	3396567
ZVoc Engine Cleaner Flyer	3396568
Engine Cleaner Flyer	3396568
Heavy Duty Performance Tools Informa- tional Flyer	3396659
Heavy Duty Performance Tools Flyer	3396654



# Centinel—No Pain, No Drain!

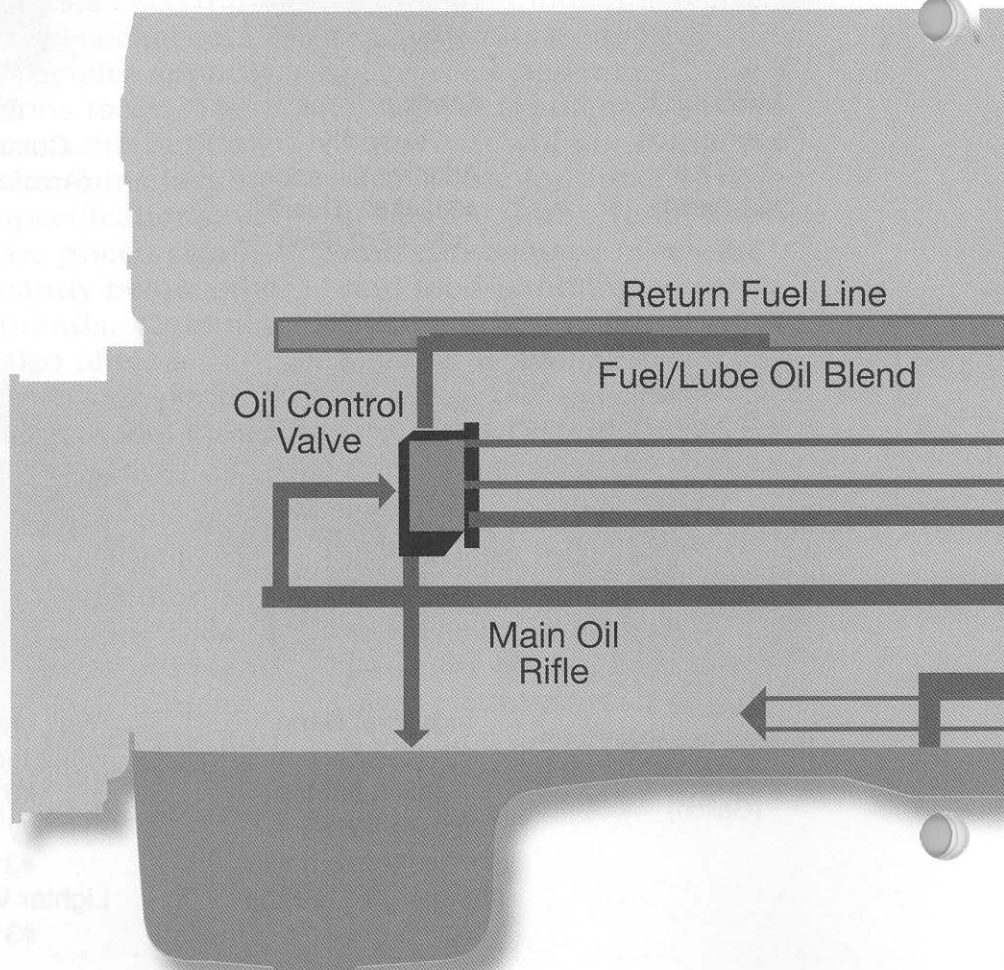


Above: view of 6.5 gallon make-up tank.

You can provide your customers with a product that will increase their productivity and profits! The Cummins Centinel Advanced Engine Oil Management System allows customers to go 525,000 miles\* between oil changes and 75,000 miles before changing their filter. It is unlike any other competitive oil-blending system because Centinel operates based on the engine's duty cycle.

Centinel works by removing a small amount of used oil out of the lubrication system and sends it to the fuel tank. The used oil is then blended with the diesel fuel and burned during fuel combustion. During this time, the Centinel System adds new oil from a makeup tank into the engine. The result is a better protected, better running engine...with less time and money spent

Diagnostic Lamp Display



on oil system maintenance. It's like having a 24-hour watchdog protecting their equipment.

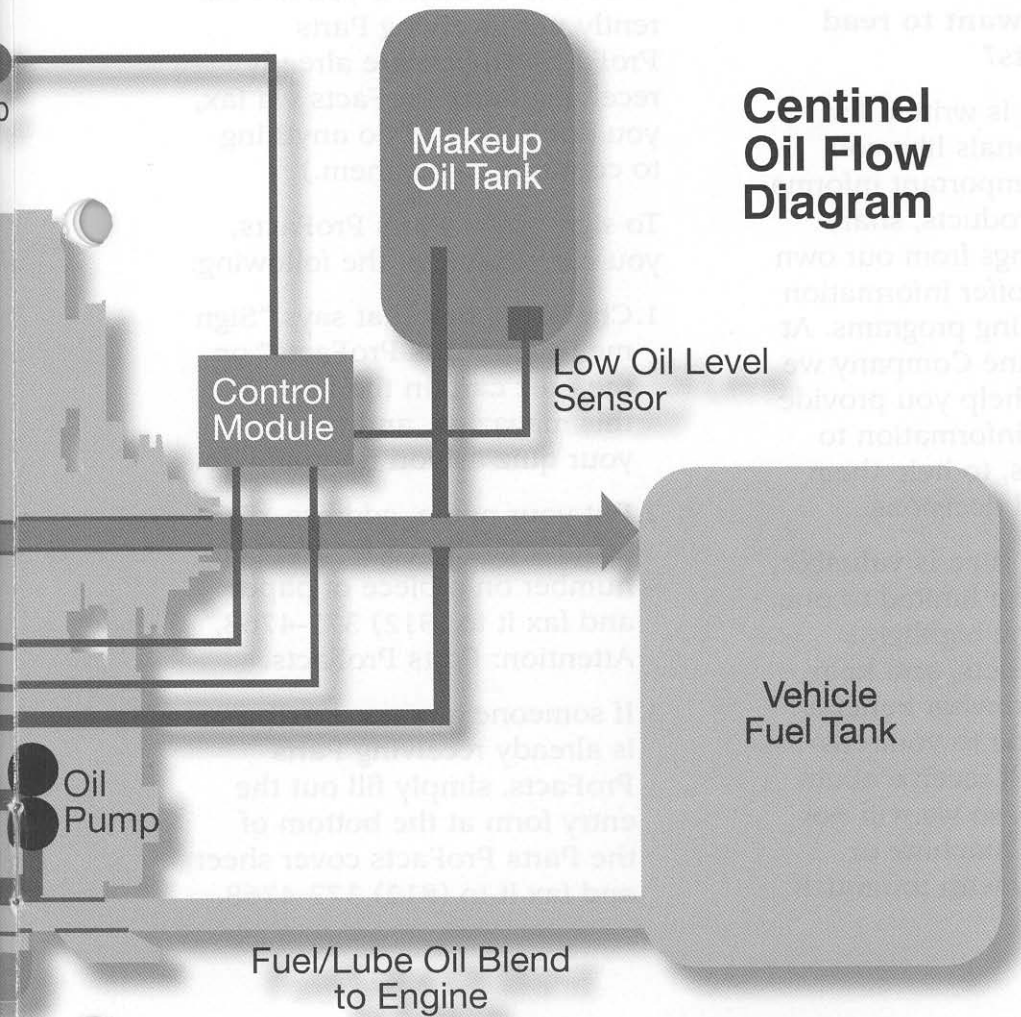
Many Cummins owners can benefit from Centinel because the Aftermarket retrofit kit is available for heavy-duty L10/M11/ISM/N14 CELECT electronic engines and high horse power K/KV PT mechanical engines. Through technology, Cummins is deliv-

ering value to their customers by helping them minimize their downtime while increasing their efficiency.

Talk to your Cummins Distributor about Centinel!



## Centinel Oil Flow Diagram



## Order Centinel Sales Tools!

Description	Part Number
Centinel Testimonial Flyer (Heavy Duty)	3401720
Centinel Testimonial Flyer (High HP)	3401721
Centinel Value Analysis Disk	3401618
Centinel User's Guide	3401662
Centinel Burn Only Cab Sticker	3401736
Centinel Maintenance Repair Manual	3666231
<b>Co-op Ad Slicks</b>	
Heavy Duty 85 screen	3401724
Heavy Duty 120 screen	3401727
High Horse Power 85 screen	3401726
High Horse Power 120 screen	3401725

\*When using the following guidelines: On L10/M11/N14 1998 & prior engine models using CES20071 (CH-4) or CES 20076 (CH-4+) use .25% blend rate. With CG-4 oil use .33% blend rate. Must use LF3000 or LF 9009 filters.

**Past  
Parts ProFacts  
Issues**

Business First  
Centinel  
L10 Uprate Kits  
ReCon Electrics Stocking  
Program  
L10 TriTech  
Intercept

**Upcoming  
Parts ProFacts  
Issues**

New Cummins Engines  
Information Products  
Service Products  
Overhaul Market Information  
Special Research Information  
Contests

## Parts ProFacts

As many of you are already aware, Cummins Engine Company has started communicating with its distributors and dealers via fax. These short one-page summaries offer information relating to Cummins Aftermarket products and marketing programs. The fax program, called Parts ProFacts, is designed to provide our Parts Professionals with important products and program information in the time between Parts Professional publications.

### Why do you want to read Parts ProFacts?

Parts ProFacts is written for Parts Professionals like you. They include important information on new products, share with you findings from our own research, and offer information on special pricing programs. At Cummins Engine Company we are striving to help you provide the necessary information to your customers, to help them make informed decisions.

We know your time is valuable, so we keep them limited to one page. We hit the highlights about the products, and help you understand what benefits they can provide to your customers. You will receive about two per month, so we will not tie up your fax machine or overwhelm you with too much

information.

Another reason you will want to read Parts ProFacts is because we sometimes offer contests to win valuable prizes. So sign-up to get Parts ProFacts and read them to find out about special deals!

### How do you sign up for Parts ProFacts?

Its easy! There are three ways you can make sure to receive Parts ProFacts. You only have to do one of them if you are currently not receiving Parts ProFacts. (If you are already receiving Parts ProFacts via fax, you don't have to do anything to continue to get them.)

To sign-up for Parts ProFacts, you can do one of the following:

1. Check the box that says "Sign me up on Parts ProFacts" on the quiz card in the front of this magazine, and return your quiz as you normally do.
2. Put your name, address, distributor/dealer code, and fax number on a piece of paper and fax it to (812) 377-4768, Attention: Parts ProFacts.
3. If someone at your distributor is already receiving Parts ProFacts, simply fill out the entry form at the bottom of the Parts ProFacts cover sheet and fax it to (812) 377-4768.

## Parts Professional Quiz 28

Please circle the letter associated with your answer on the quiz card found in the front of your Parts Professional issue. Return the card in the mail, complete with your contact information. (You can use the self adhesive address label from the back cover of your Parts Professional on your quiz card to let us know who you are). By answering all of the questions correctly by Jan. 31, 2000, you will receive a special Parts Professional prize.

1. The TriTech name has been around for about four years. Prior to the launch of TriTech for the L10 engines, on what series engine was the TriTech name first introduced?
  - a. K Series
  - b. N Series
  - c. M Series
  - d. Q Series
2. The purpose of the anodized bowl on the TriTech Plus piston is to:
  - a. Improve thermal fatigue strength.
  - b. Increase thermal fatigue.
  - c. Differentiate between TriTech Plus and TriTech.
  - d. Improve engine performance.
3. The advantages of TriTech Plus over TriTech include:
  - a. Three times longer warranty.
  - b. A 50% longer life expectancy on the pistons.
  - c. No benefit
  - d. Both a. and b.
4. Which of the following contains all of the correct contents of an overhaul kit?
  - a. Cylinder kits, rod and main bearings, lower gasket set.
  - b. Rod and main bearings, pan gasket, piston and cylinder liner.
  - c. Cylinder kits, rod & main bearings, an upper engine gasket set and pan gasket
  - d. Piston, piston pin kit, cylinder liner & seals, rod & main bearings and pan gasket.
5. Cummins Heavy Duty Performance Tools are backed by a \_\_\_\_\_ warranty.
  - a. 1 year limited.
  - b. 10 year unlimited.
  - c. Cummins lifetime.
  - d. none of the above.
6. The ZVoc™ Engine and Part Degreaser cleans parts and engines quickly and easily without harming belts, hoses, or electrical wiring.
  - a. True.
  - b. False.
7. How far can Centinel customers go between oil changes?
  - a. 250,000 miles
  - b. 450,000 miles
  - c. 525,000 miles
  - d. 1,000,000 miles
8. What makes Centinel different from the competitive oil blending systems on the market?
  - a. Centinel extends the miles an engine can go between oil changes.
  - b. Centinel operates on the engine's duty cycle.
  - c. Centinel extends the miles an engine can go between changing the filter.
  - d. There are not any differences between Centinel and the competitive oil blending systems.
9. What happens to the used oil with the Centinel Advanced Oil Management System?
  - a. The operator must empty all of the used oil out.
  - b. There is a special device that must be hooked up to the system each night to drain the used oil.
  - c. The used oil is collected in a "Receptacle Bin" and should be emptied when the dash indicator light shows that it is full.
  - d. The used oil is removed from the lubrication system and then sent to the fuel tank where it is blended with the diesel fuel and burned during fuel combustion.
10. Cummins Engine Company realizes your time is valuable, and for that reason, we keep Parts ProFacts limited to:
  - a. Four pages
  - b. Two pages
  - c. One Page
  - d. No limit
11. If you are already receiving the Parts ProFacts, what do you have to do to continue receiving them?
  - a. Nothing.
  - b. Fill out the special enrollment form that will arrive through the mail.
  - c. Call the phone number provided in the article.
  - d. Write "Sign Me Up" on the next Parts ProFacts cover sheet and fax it back.

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Parts Professional

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