

# POWER LINE

NEWS FOR THE INTERNATIONAL/CUMMINS SALES TEAM

ISSUE 68

NOVEMBER 2007



## Cummins Engines Certified To CARB Clean-Idle Standards.

*All Cummins  
on-highway engines  
will be clean-idle  
certified beginning  
in early 2008.*

If your customers have routes through California, they will be impacted by the 2008 CARB idle-reduction regulations, even if they are not domiciled in the state.

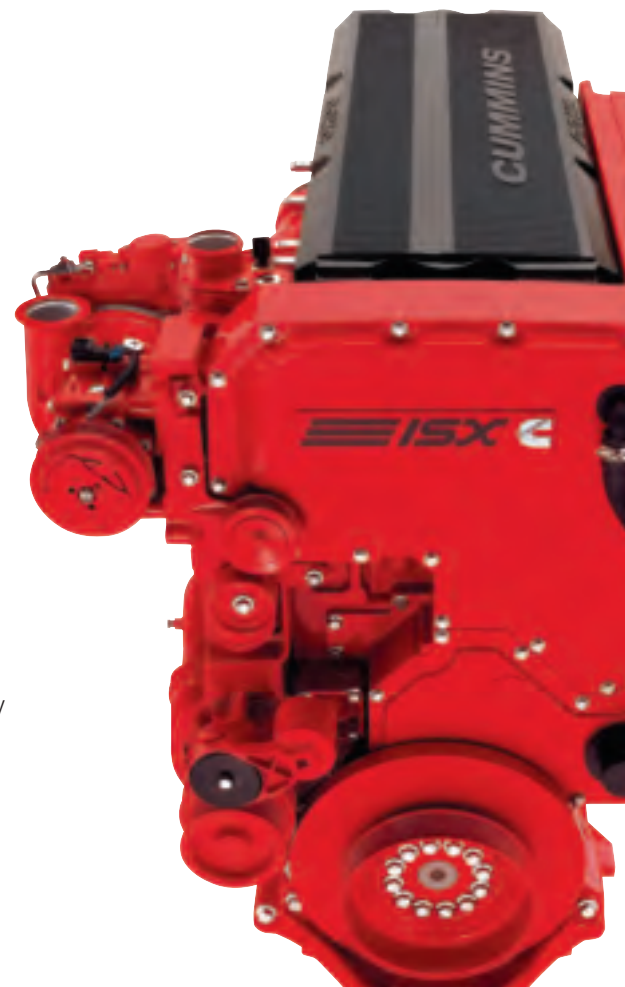
These new regulations apply to vehicles with a Gross Vehicle Weight Rating (GVWR) of over 14,000 lb that are licensed for on-highway operation. There are three main elements:

- Heavy-duty diesel engine manufacturers are required to have idle NOx emissions of 30 grams/hour or less, which allows vehicles to idle indefinitely, OR
- An automatic five-minute idle shutdown timer that is tamper-resistant and non-programmable
- Auxiliary Power Units (APUs) installed on 2007 or newer vehicles will be required to have exhaust aftertreatment

Is this a big concern? Not for Cummins owners. All Cummins on-highway engines will be clean-idle certified beginning in early 2008. Our ComfortGuard™ APU will be equipped with a stand-alone diesel particulate filter or a Cummins engine installation kit to route the APU diesel exhaust into the Cummins Particulate Filter, so it will comply as well. Drivers of Cummins-powered on-highway vehicles won't have to worry about the five-minute rule, and owners won't have to order the automatic five-minute idle shutdown timer. They simply order the clean-idle option for their Cummins engine.

The benefit from this new regulation is a decrease in NOx emissions of 5.1 tons per day over the 2008-2010 time frame.

Vehicles with certified clean-idle engines will be readily identified by a label on the outside of the vehicle cab. A second label will be affixed if the vehicle has an approved APU, such as ComfortGuard, onboard.

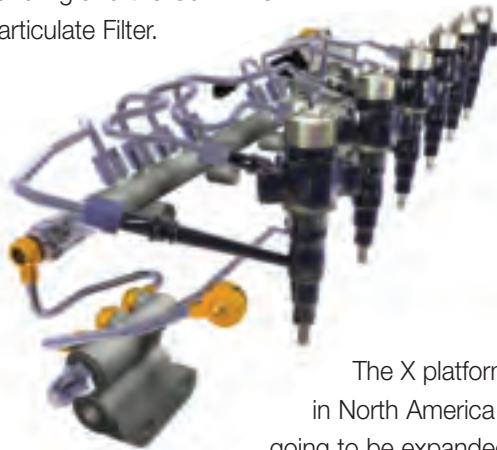


## The Right Technology For 2010.

Many customers are already inquiring about our technology solution for 2010. They want to make sure that the Cummins engine they order today and the engine they buy in 2010 will use many of the same core components and subsystems. The evolution of our proven 2007 solutions will maintain power and torque with comparable fuel economy and maintenance intervals your customers are getting today.

## Heavy-Duty Engines.

Customers will be reassured to know that our 2010 ISX engines will not need NOx aftertreatment. NOx reduction will be achieved by an integrated technology solution comprised of the XPI High Pressure Common Rail (HPCR) fuel system, next-generation cooled Exhaust Gas Recirculation (EGR), advanced electronic controls, proven air handling and the Cummins Particulate Filter.



The X platform in North America is going to be expanded to three displacements in 2010. An 11.9-liter engine and a 16-liter engine will be introduced, complementing the current 15-liter product. These engines will share a common architecture that will enable you to meet a broader array of customer needs. It marks the first time in nearly 20 years that Cummins has had a common architecture across our industry-leading Heavy-Duty lineup.

This common architecture includes a next-generation cooled-EGR subsystem to reduce emissions and oxides of nitrogen (NOx). Power, torque, fuel economy and maintenance intervals will stay the same. Cummins presently leads the U.S. on-highway truck market with cooled-EGR technology.

Cummins will continue to use its proven Variable Geometry Turbocharger (VG Turbo), which bolsters total engine performance. From power output to throttle response to superior engine braking, the VG Turbo works in tandem with the cooled-EGR subsystem.

The Cummins Particulate Filter, designed and manufactured by Cummins Emission Solutions and introduced in 2007, will be the only aftertreatment required for our Heavy-Duty X platform in 2010. The engine and aftertreatment work together to further reduce particulate emissions, just as they do today.

All Cummins on-highway engines will be fully certified and compliant to the near-zero EPA 2010 emissions standards, while delivering the performance, fuel economy, reliability and durability that your customers demand.

## Get Online For Faster Delivery.

You can use e-mail to keep in touch with friends. Now you can sign up to get the latest issue of PowerLine via e-mail. There are many benefits to going electronic:

- You can share it easily with customers, co-workers and friends
- You'll get the latest news up to a week before print subscribers
- You can easily look through past issues for stories of interest

To sign up for online delivery, please contact your local Cummins distributor.