

POWER LINE

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Clean Idle? No Problem.



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on-highway truck
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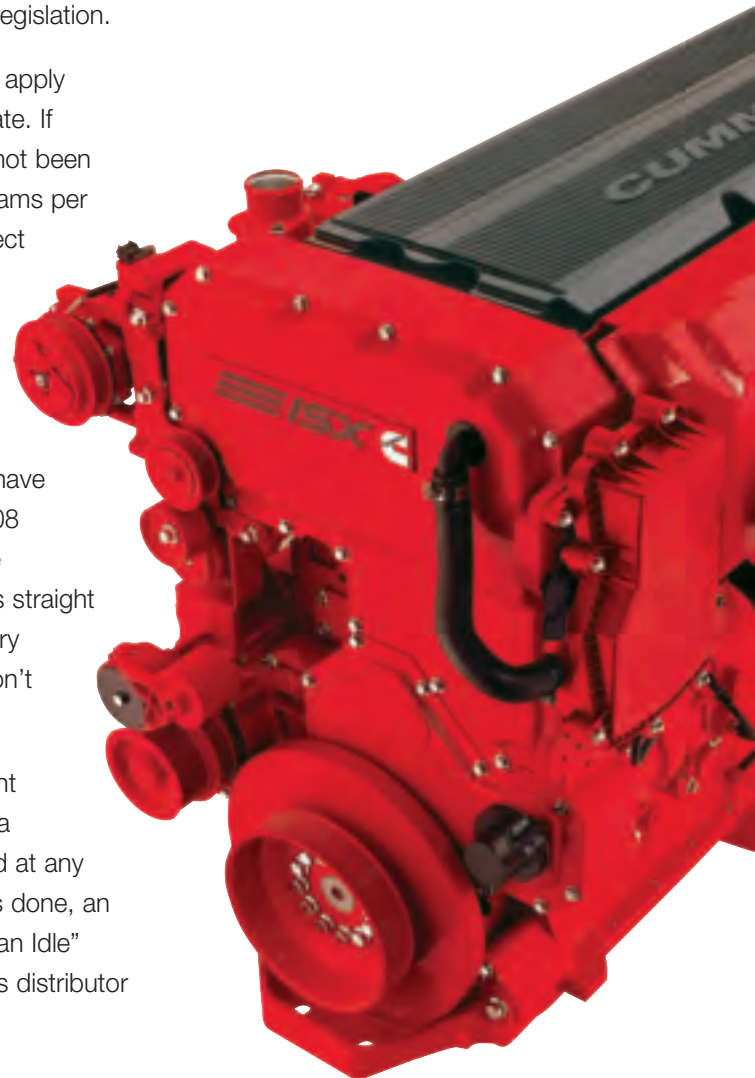
Truck idling standards have been enacted in California as of January 2008. Cummins 2008 engines have already been certified in California to meet the Clean Idle legislation.

California's new idling regulations apply to trucks running through that state. If your customers' equipment has not been certified to idle at less than 30 grams per hour of NOx emissions, it is subject to a mandatory five-minute idle shutdown rule. Regardless of outside temperature conditions or any other operating factor. But your customers with new Cummins-powered trucks don't have to worry about this. All of our 2008 on-highway truck engines can be calibrated to Clean Idle standards straight from the factory. So the mandatory five-minute idle shutdown rule won't apply to drivers of those trucks.

Owners of 2007 models who want Clean Idle Certification just need a quick and easy update performed at any Cummins distributor. Once that is done, an official tamperproof "Certified Clean Idle" label will be issued. The Cummins distributor

will apply the label to the hood of the vehicle in the specified location so it is readily visible.

Of course, customers who never do business in California can still purchase 49-state versions of our engines. Then, if they obtain routes that run through the Golden State, all they need to do is get a Clean Idle calibration upgrade at any Cummins distributor location.



Keeping Idle Times Down.

Even though Cummins 2008 on-highway engines already meet the Clean Idle standards and longer idling is allowed, lowering the amount of time any engine idles is still a good idea. Fewer emissions enter the atmosphere. Less fuel is consumed in nonproductive activity, increasing mpg and reducing operating costs.

To help your customers keep idle time to an absolute minimum, Cummins engines come standard with a programmable idle shutdown timer. Cummins-powered fleets and owner/operators already have the ability to set the idle shutdown on each individual vehicle at the exact interval dictated by the delivery route and weather conditions that they encounter. This can be done using Cummins PowerSpec to set idle shutdown settings (see powerspec.cummins.com for details).

Keeping Driver Satisfaction High.

Diesel-powered Auxiliary Power Units (APU) are also subject to new idling rules. Cummins ComfortGuard™ is the first APU certified to meet 2008 Air Resources Board (ARB) idle reduction regulations. ComfortGuard runs the HVAC system to keep cab temperatures comfortable during layovers. It also delivers 40 amps at 12 volts DC to keep the battery charged, powers the exterior running lights and delivers 4,000 watts of electrical power at 120 volts for driver needs.

ComfortGuard helps drivers rest better, be more alert on the road and be more satisfied with their “home away from home.” Your customers can order it as a factory-installed option where available or it can be installed at an authorized location.

ComfortGuard is available with an adapter kit so that exhaust can be routed through the Cummins Particulate Filter on ISX engines that are equipped with one (2007 and newer models). Or, customers have the option of purchasing ComfortGuard with its own regenerative diesel particulate filter, which is pending approval as this is printed.

ComfortGuard can pay for itself in less than 18 months through reduced fuel use. When it's included in the purchase price of the vehicle, ComfortGuard adds roughly \$5 per month to a typical contract – and results in a fuel savings of \$20 every month in normal operation. So your customers start saving money from day one.

To review and understand all the selling features and benefits of ComfortGuard, visit cumminscomfortguard.com. There you will find diagrams of a typical installation, a description of how it works, financing options, a payback calculator and a guide to idle regulations across the United States and Canada.

Every Reason. Every Customer.

Fewer dollars spent on fuel. Happier drivers. Cleaner air. Three pretty good reasons why every one of your customers will want a ComfortGuard Auxiliary Power Unit installed in every one of their trucks.

