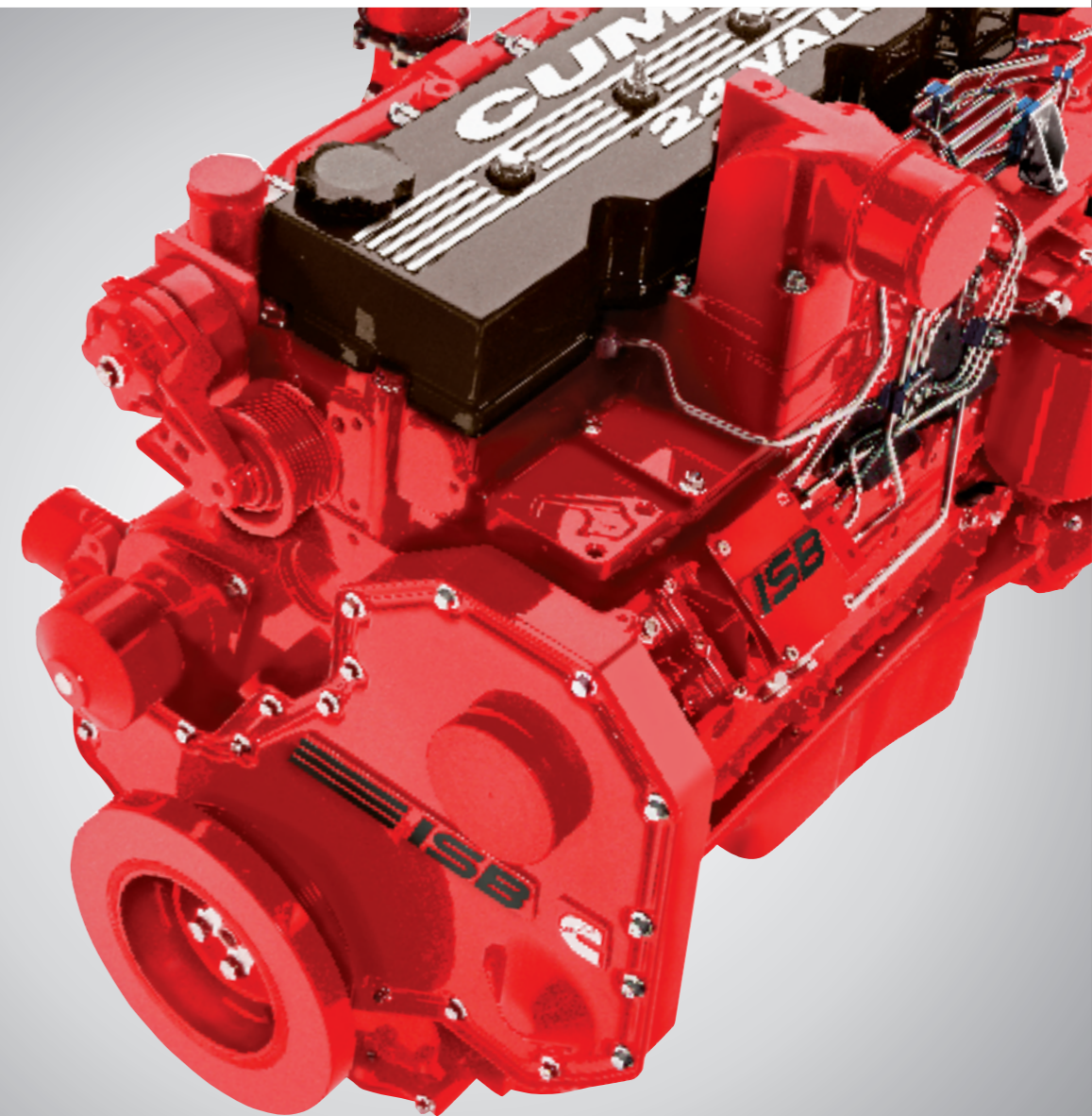




Every™ Part. Genuine.  
ReCon® Products You Can Depend On.



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## Cummins ReCon® Products.

For over 45 years Cummins has professionally remanufactured engines to meet rigorous factory specifications. Cummins ReCon products are the best choice when it is time for a major repair and when downtime needs to be minimized. Only with ReCon you get guaranteed factory remanufactured products built with 100% Cummins new and ReCon parts. All products are assembled and tested in plants which adhere to strict Cummins specifications. Rely on no hassle core return. Our simple visual inspection policy ensures faster turnaround time for our Customers.

Remanufacturing reduces consumption of energy and resources by up to 85 percent versus manufacturing a new part or engine and lessens the need to mine and process iron ore

and other natural resources. It reduces the amount of energy needed to transport raw materials to a facility, melt iron, cast cylinder blocks, and machine cylinders and heads.

Through the common application of salvage technology, component re-use guidelines and remanufacturing-specific policies and procedures, the Company has become increasingly sophisticated in what it can remanufacture and for how long it can extend a product's life. Today, in many cases remanufactured products are "upcycled" to include design and quality upgrades.

ReCon is now a worldwide business and industry leader. In the past several years, Cummins has opened remanufacturing operations in India and China.

## Remanufacture Vs Repair & Rebuild.

**Repair** – The engine is fixed by replacing or adjusting only the part of the component or engine that seems broken. The person making the repair determines the quality standard and may not follow Cummins reuse guidelines.

**Rebuild (Non Certified)** – The engine is fixed by replacing all parts that seem to be broken or worn. It generally requires disassembly and repair or replacement of many parts before reassembling. Often the technician does not utilize a defined work process or Cummins reuse guidelines. Recommended tools may not be available. The person doing the work makes a judgment as to which parts are acceptable for reuse.

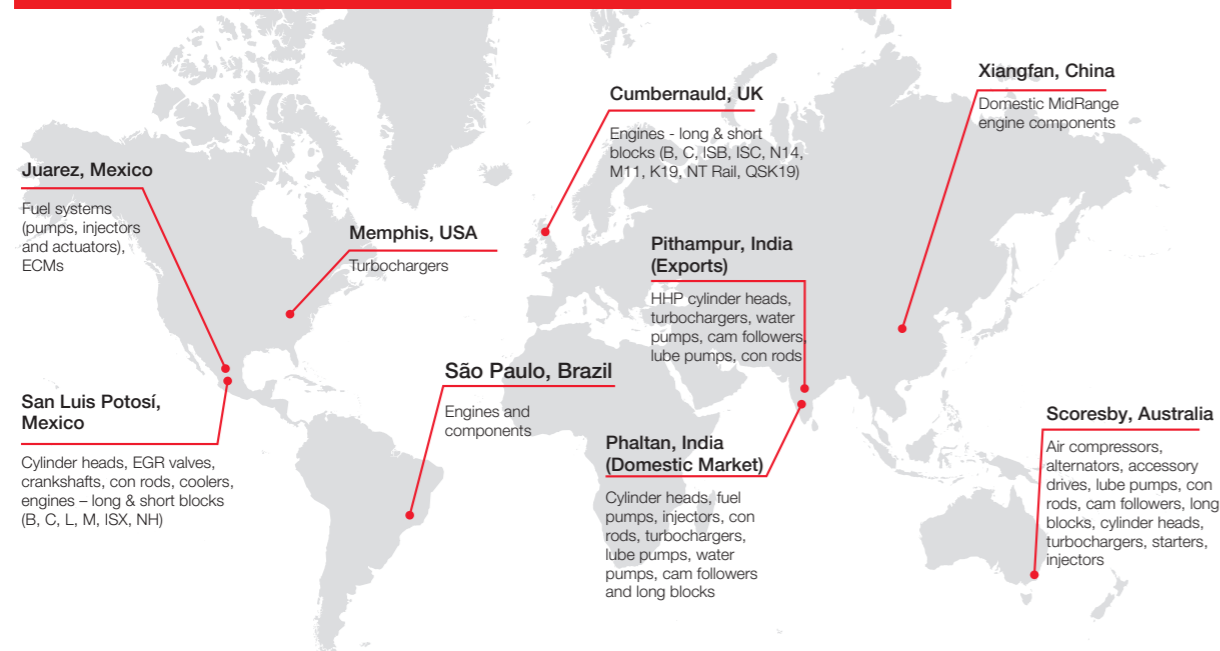
**Remanufacture** – The engine is fixed by completely disassembling every part; cleaning, inspecting and restoring to factory

specifications; replacing worn and rejected parts with Genuine Cummins new or ReCon parts. All work is performed in a factory environment by Cummins certified technicians who follow validated processes and use the right tools.

## Remanufacturing at Cummins.

- Cummins has produced top quality remanufactured products since 1966.
- Remanufacturing is important to product life-cycle management.
- Cummins has the right technology for standard and hi-tech remanufacturing.
- Remanufacturing returns products to original performance specifications.
- Remanufacturing is good for the environment and good for business.
- Cummins has global remanufacturing capability with distribution, reverse logistics and service after the sale.

## Our global presence



# ReCon Process



## Disassembly

- Core received as intact assemblies are disassembled to component level.
- "Unsalvageable" parts are scrapped and salvageable components are routed to cleaning.

1

## Cleaning

- Maximum cleaning with minimum abrasiveness. Liquid-Aqueous chemical baths, high pressure wash, ultrasonic, molten salt.

2



## Inspection

- Methods: Visual, optical comparator, dimensional, magnaflux, liquid penetrant, electrical properties, Eddy current, leak, other functional tests.
- Disposition based on reuse standards: Accept as-is, salvageable, future salvage, scrap.

3

## Salvage

- ReCon salvage technology provides highest quality at lowest cost.
- Salvage processes follow new product/process Introduction procedures based on Cummins & International Standards (VPI-APQP).

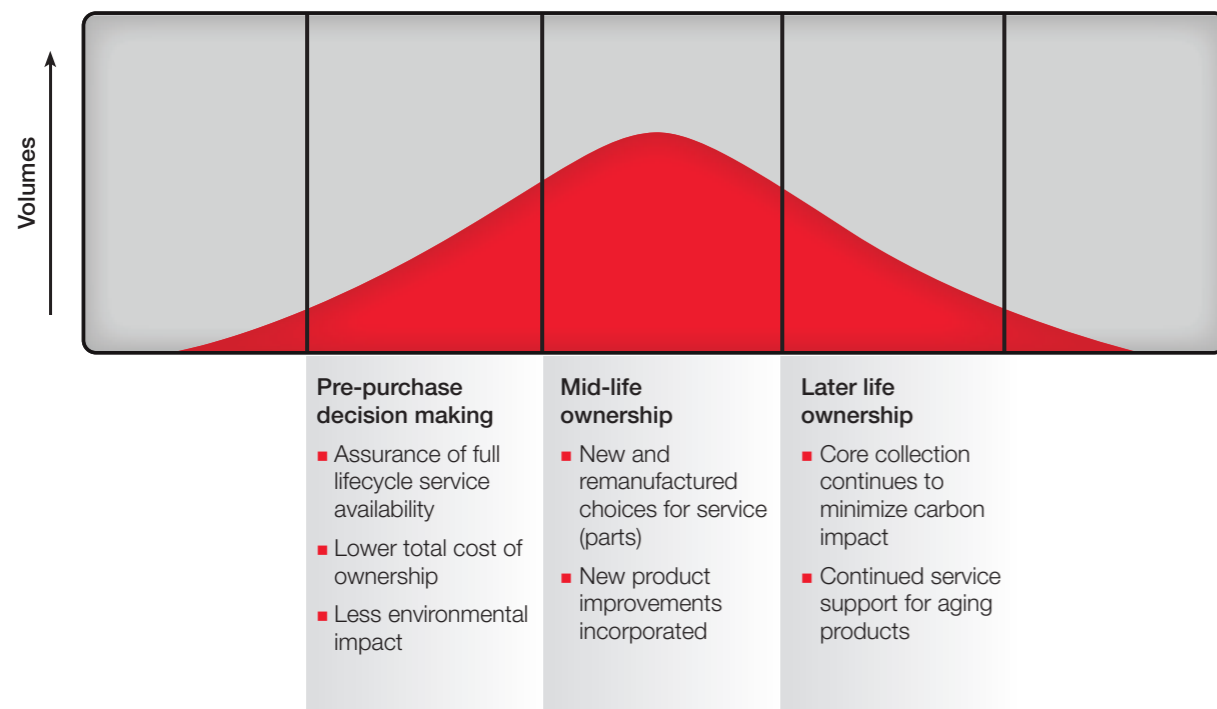
4

## Assembly and Test

- New material supplements core. Some parts 100% new (gaskets, seals).

5

## Product Life Cycle



## Changing with the times



Remanufacturing technology is changing as engines change. Rising fuel costs are changing the way we think about the design and overall operation of today's high-tech diesel engines. Engines need to be lighter and more compact. Today's remanufacturing business is responding to the ever increasing technological challenge to adapt to this smaller engine design. Cummins currently uses a variety of reclamation

techniques, both time-tested and the latest advanced methods. All new salvage processes adhere to the same internal processes and standards as new product introductions.

The Company's more traditional salvage techniques are often processes to reverse the wear and tear that comes with time and use: repairing crankshaft seals, re-machining housings or fusion welding.

However, in recent years, advanced reclamation techniques have enabled employees to recover and reuse failed computer chips from electronic control modules, graft on ventilated cylinder blocks and heads to enable recasting and to re-machine turbine wheels to meet specifications. Specialized laboratories – with complete access to Cummins 26 global technical centers – offer state-of-the-art tools in metallurgy and fluid chemistry, as well as scanning electron microscopes and particle counters.

**Remanufactured ReCon components and long blocks**



Cam Follower



Connecting rod



Water pump



Turbocharger



PT pump



Lube pump



Cylinder head



Injector



Long block



**Cummins Core Policy.**

Cummins Core Policy is based on simple visual inspections of the product. Disassembly and testing are not required prior to awarding the core value, and there are no surprise billbacks if internal damage is later discovered.

**Warranty.**

One of the biggest advantages of doing business with a global company like Cummins is warranty coverage. With 100% parts, labor and progressive damage, ReCon products carry the best warranties in the business, honored at more than 5700 service locations around the world.



**Why ReCon**

- Value for money – Cost-effective means of extending the life of Cummins-powered equipment
- Fast turnaround – you're back on the road in hours, no risky machine shop repairs or unexpected delays
- Off-the-shelf availability
- Genuine factory remanufactured product updated to the latest Cummins specifications
- Improved performance and fuel economy
- Longer engine life/less expense over time
- Warranty available, for further details please contact your nearest dealer

- Optimum reliability and durability
- Hassle-free core acceptance criteria
- Eco-friendly remanufacturing process

**Every Question. Answered.**

Complete information about ReCon products is available with your local Cummins distributor or dealer. You can also call us at our Customer Assistance Cell.



\*For BSNL / MTNL lines  
\*\*From any other line

