



**Sales and
Service**

Cummins Differentiators

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Cummins Confidential

QuietConnect™

- New 13 kW, 17 kW and 20kW
- 22 kW to 60 kW



Compact
Design



Quiet



No Start
Exercising



Load
Management



Exceptional
Motor Starting

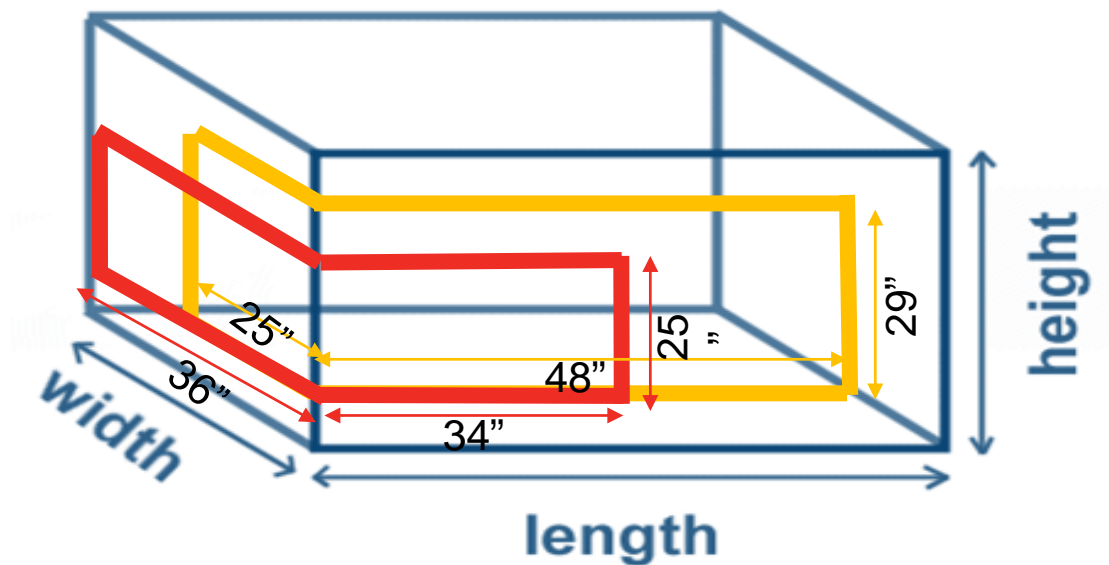




Cold Weather
Capability



Remote
Monitoring

Product Footprint Comparison



	20kW	L	W	H
 Honeywell	Honeywell	48"	25"	29"
 Cummins	Cummins	34"	36"	25"

The dimensions are not to scale
Dimensions are displayed for 20kW model for Honeywell and Cummins

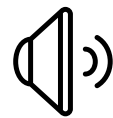


How we test



Quiet

- There are many ways to measure sound
- Cummins has some of the most stringent and comprehensive testing guidelines in the industry
 - Measuring from all sides of the generator
 - Measuring at $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$, and full load*



The Cummins Acoustical Testing Center

The largest sound testing facility in the industry

Designing and testing for minimal noise



Quiet

- Innovative architecture featuring dual wall enclosure and engineered air flow
- 10,000 hours of testing, including competitive benchmarking, to evaluate all aspects of noise
- One of the **quietest** and most pleasant sounding generators on the market
- **Crank only exercise** mode to reduce neighborhood noise and minimize fuel consumption

QuietConnect™
Home Generator

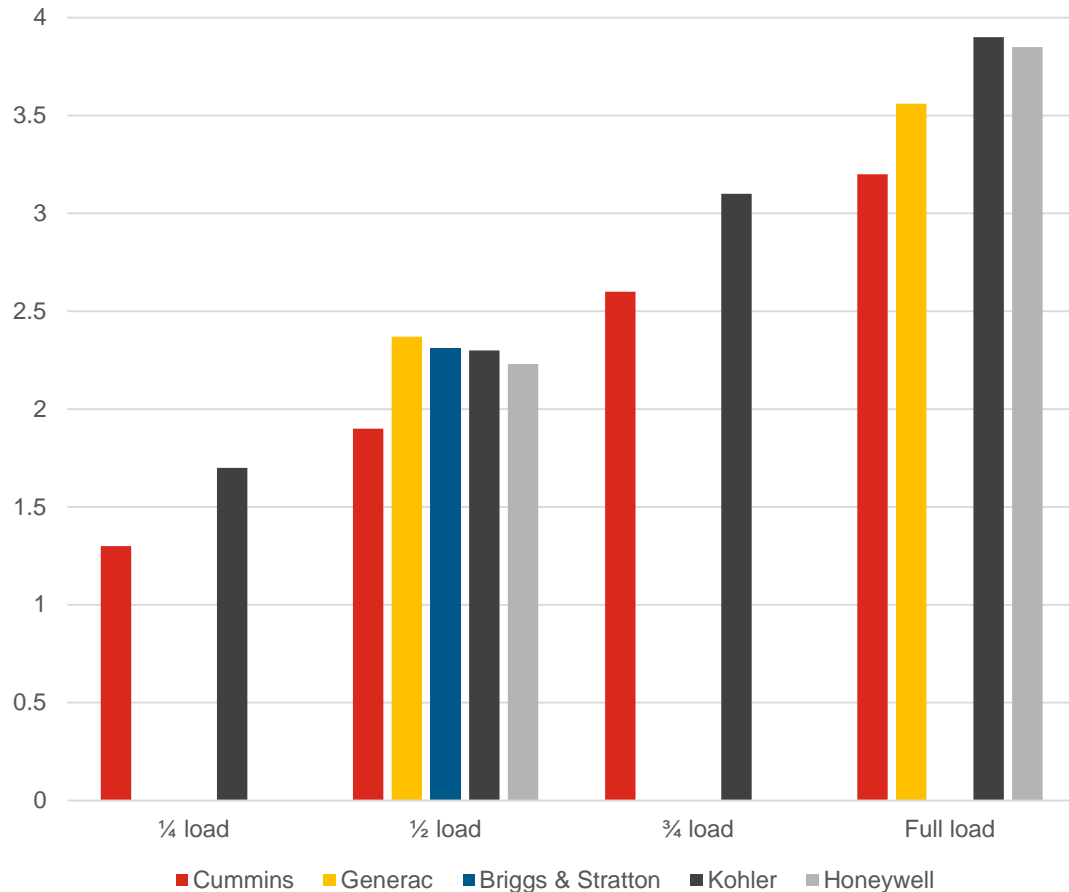


65 dB*

LP vapor (Gal/hr)



No Start
Exercising



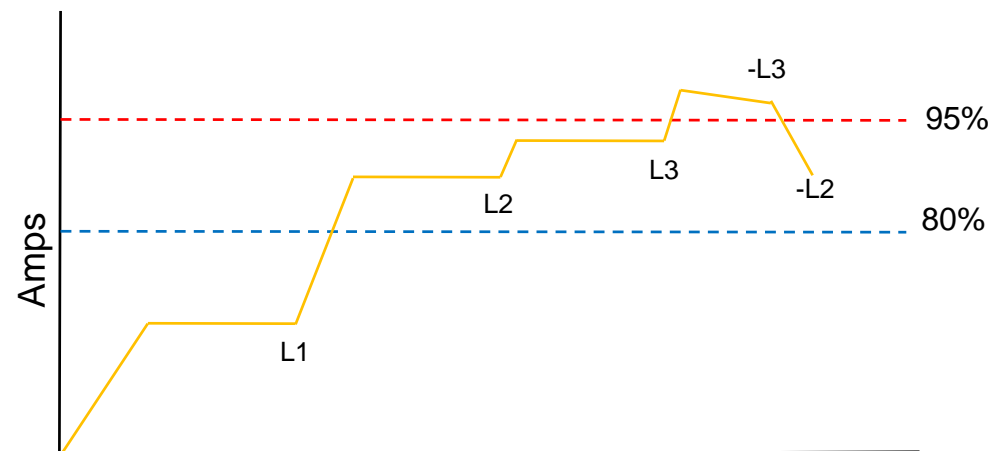
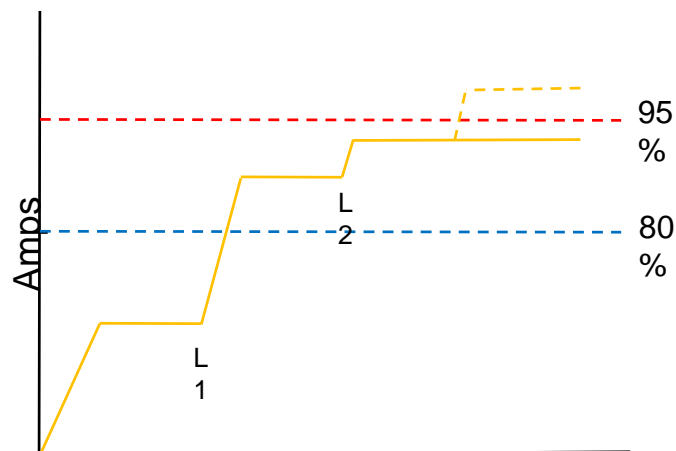
- If you're on propane and fuel supply is limited, Cummins provides an additional advantage in terms of fuel consumption
- Crank only exercise mode: an eco-friendly way to run diagnostics without starting the engine
- Home standby generators typically run at 1/3 to 1/2 load
- Conversion Factor
 - $8.58 \text{ ft}^3 = 1 \text{ lb.}$
 - $0.535 \text{ m}^3 = 1 \text{ kg}$
 - $36.39 \text{ ft}^3 = 1 \text{ gal}$

Load Management



Load
Management

- Do more with a lower output generator
- Built-in the air cooled generators
- Additional load add/shed units for high amperage loads
- Intelligent learning system
- Additional details in 5/12/18 session

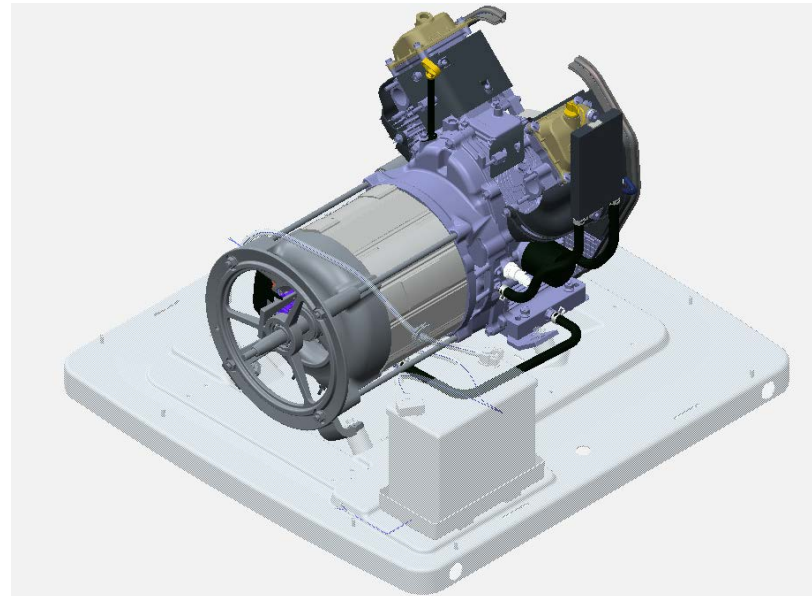


Exceptional Motor Starting



Exceptional
Motor Starting

- Starts and runs a 5T AC under pre-load
- Ability to generate amps consistently throughout the power range
- Testifies to the reliability and quality of the engine, alternator and related components
- True 20 kW power tested for 500 hrs

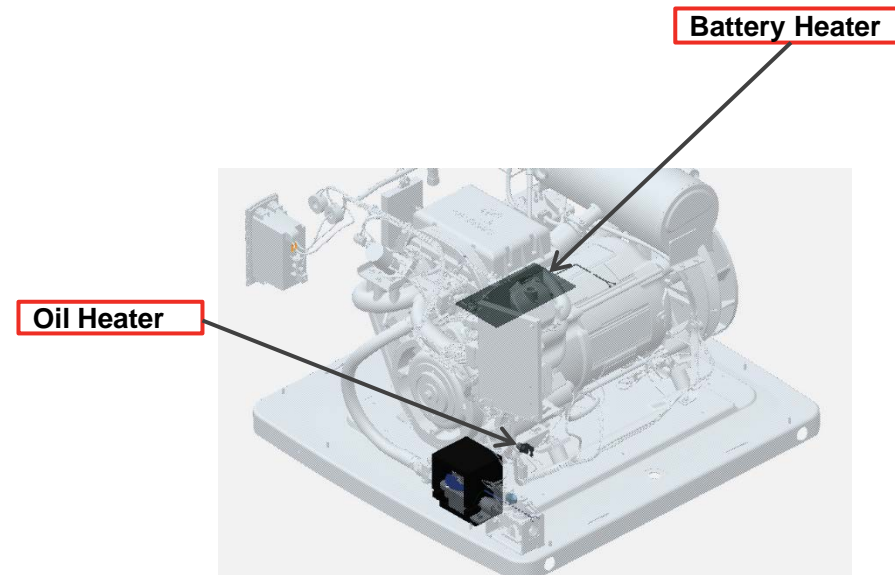


Cold Weather Capability



Cold Weather
Capability

- Designed to operate till 0 deg F (-18 deg C) out of the box
- Oil and battery heater accessories for temperatures below 0 deg F

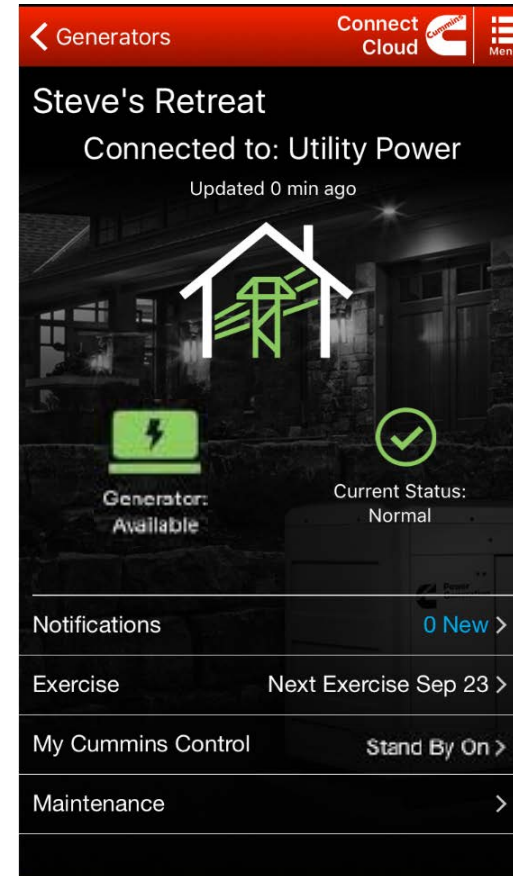


Remote Monitoring

- First of its kind in the industry
- No cost to dealers and end users
- Ability for dealers to value-add
- Details in 5/12/18 session



Remote
Monitoring



What We're Doing

Getting the Word Out

- PowerPoints
 - Creating PowerPoints for many of our differentiators
 - Remote Monitoring
 - Fuel Efficiency
 - Noise
 - Warranty
 - Focusing on the benefits to the customer.
- Other media
 - Videos and web pages posted to the portal
- Power Hours
- Embed in future sales training updates
- Review and use this material.
 - Constantly evolving!
 - Provide feedback!

Summary

- Cummins product has some unique differentiators to make it the better choice for end customers and dealers
- Get familiar with the differentiators
- Help customers make the right choice



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Q+A