

SUCCESS LINE

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Cummins ISL vs. Caterpillar C9 And International HT 570.

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Over the first nine months of 2004, ISL engine sales increased 46% over the same period in 2003, which was the previous sales record. Obviously, word's getting out that Cummins ISL is a proven performer. It offers the highest peak horsepower and torque in its class and has outstanding performance in a wide variety of LTL trucks, dumps, refuse haulers and mixers. At times, you might find that competitors offer either the Caterpillar C9 or the International HT 570 in their equipment as alternatives to the proven power of the ISL. How do the Caterpillar C9 and the International HT 570 compare with the Cummins ISL? Let's take a look.

Cummins ISL vs. Caterpillar C9.

To begin, the ISL offers superior performance with greater torque than the C9. The ISL has a Variable Geometry Turbocharger (VG Turbo) by Holset which delivers outstanding throttle response along with industry-leading reliability and durability. That means more pulling power to get a load started and better performance pulling a grade. Plus, there is no compression brake available for the C9. With the VG Turbo, the optional C Brake™ by Jacobs®* on the ISL provides up to 330 braking horsepower at 2200 rpm.

The ISL also provides your customers with extended maintenance intervals that translate into a lower cost of operation. Your customers can go 20,000 miles (32,000 km) between oil and filter changes compared to just 10,000 miles (16,000 km) for the C9. Fuel filter changes for the ISL are 40,000 miles (64,000 km) compared to just 10,000 miles (16,000 km) for the C9. This

adds up to a major savings in terms of both maintenance costs and downtime over the life of the engine!

Also, the Caterpillar C9 engine is relatively new to the heavy-duty market. And, although its durability is not yet known, there are some areas that customers should consider. For instance, the Caterpillar C9 utilizes the HEUI (Hydraulic-actuated Electronic Unit Injection) fuel system, which uses the lube oil to operate the injectors. By contrast, the ISL uses a state-of-the-art High-Pressure Common-Rail (HPCR) fuel system that delivers high injection pressures at every engine rpm for better performance across the entire power range.

The ISL utilizes a Fleetguard® combination full-flow and bypass oil filter in an all-in-one spin-on canister. The Caterpillar C9 uses a full-flow filter only. Studies show that the addition of bypass filtration increases bearing and ring life by as much as 63%.

The Cummins ISL also provides customers with advantages in terms of service support. The Caterpillar service network is slightly more than 2,500 service locations compared to more than 3,500 Cummins service locations throughout North America.

*C Brake is a trademark of Cummins Inc. Jacobs is a registered trademark of Jacobs Vehicle Systems.

Cummins ISL vs. International HT 570.

The ISL delivers superior performance compared to the HT 570 with more horsepower and torque. The greater torque is particularly important for customers who are interested in more power to get a load moving or climb out of tough construction sites. The VG Turbo by Holset on the ISL delivers unmatched throttle response. Plus, with the optional C Brake by Jacobs, the ISL can deliver more braking power.

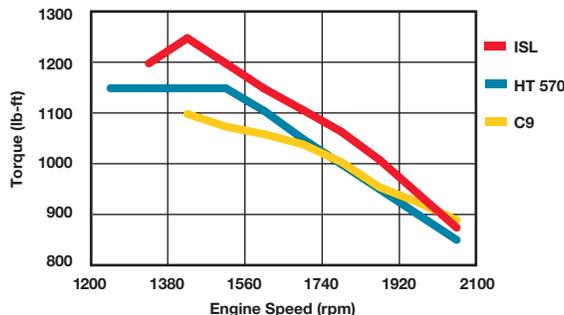
Compared to the HT 570, the ISL extended maintenance intervals also provide customers with a lower cost of operation. With the ISL, your customers can go 20,000 miles (32,000 km) between oil and filter changes compared to just 15,000 miles (24,000 km) for the HT 570. Replacement of extended life coolant for the ISL is at 600,000 miles (960,000 km) compared to 300,000 miles (480,000 km) for the HT 570. Again, this adds up to a major savings in terms of both maintenance costs and downtime over the life of the engine.

The ISL provides more heavy-duty features including larger bearings, a high-strength block and cylinder head and targeted piston cooling. The ISL also utilizes a Fleetguard full-flow and bypass oil filter for unmatched protection.

Again, the Cummins ISL is backed by the full Cummins service and support network. That means more than 3,500 Cummins service locations throughout North America compared to just 1,000 service locations for the HT 570.

ISL. The Best Choice.

Altogether, the ISL delivers better performance, lower maintenance costs, better reliability and unmatched service support. The bottom line is – the Cummins ISL can help your customers operate more successfully.



ISL Comparison.

	Cummins ISL	Caterpillar C9	HT 570
Maintenance			
Engine Oil* Normal Use	20,000 mi 32,000 km	10,000 mi 16,000 km	15,000 mi 24,000 km
Oil Filter*	20,000 mi 32,000 km	10,000 mi 16,000 km	15,000 mi 24,000 km
Fuel Filter	40,000 mi 64,000 km	10,000 mi 16,000 km	30,000 mi 48,000 km
Antifreeze	600,000 mi 960,000 km	600,000 mi 960,000 km	300,000 mi 480,000 km

Specifications

Horsepower**	310-350 hp 231-261 kW	335-350 hp 250-261 kW	295-340 hp 220-254 kW
Peak Torque**	1050-1250 lb-ft 1424-1695 N•m	1050-1100 lb-ft 1424-1491 N•m	950-1150 lb-ft 1288-1559 N•m
Displacement	540 cu in 8.8 L	537 cu in 8.8 L	570 cu in 9.3 L
Turbocharger	VG Turbo	Wastegated	VG Turbo
Weight	1,555 lb 705 kg	1,500 lb (published) 680 kg 1,700 lb (measured) 771 kg	1,560 lb 708 kg

Service Support

Service Locations	3,500	2,500	1,000
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*Engine oil change intervals from Engine Owners Manual based on miles, engine hours, fuel consumption or months of operation. Caterpillar's information is referenced from Bulletin LEDT3135.

**On-highway truck engine ratings only.

