<table>
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<tr>
<th>Dealer Category</th>
<th>Required Signs</th>
<th>Tooling</th>
<th>Training</th>
<th>Parts</th>
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<th>Certification Guidelines</th>
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<tr>
<td>Full-Service Dealer</td>
<td>4’x4’ illuminated sign</td>
<td>Maintenance, Performance, Checks, Troubleshooting and repair tools, Engine and component rebuild</td>
<td>Virtual College/Classroom engine qualification, Warranty qualification</td>
<td>Sufficient inventory to not delay a predictable service event</td>
<td>INTERCEPT™ or QSOL or Hard copy equivalent</td>
<td>All warranty repairs (subject to pre-authorization requirements)</td>
</tr>
<tr>
<td>Repair Dealer</td>
<td>2’x2’ illuminated sign</td>
<td>Maintenance, Performance checks, Troubleshooting and repair tools</td>
<td>Virtual College/Classroom engine qualification, Warranty qualification</td>
<td>Sufficient inventory to not delay a predictable service event</td>
<td>INTERCEPT™ or QSOL or Hard copy equivalent</td>
<td>Warranty repairs on external components only, including fuel systems (subject to pre-authorization requirements) Cannot remove/replace cylinder heads or any internal rotating components without prior approval from distributor</td>
</tr>
<tr>
<td>Maintenance</td>
<td>2’x2’ non-illuminated sign</td>
<td>Maintenance, Performance checks, Electronic engines require QuickCheck at a minimum</td>
<td>Warranty qualification</td>
<td>Sufficient inventory to not delay a predictable service event</td>
<td>Fleet QSOL or Parts, O &amp; M and T &amp; R manuals</td>
<td>Warranty repairs on water pump, exhaust manifold, starter, alternator and bracket, fan hub, belt tensioner, valve cover and valve cover gasket, vibration damper, front cover and front cover gasket, thermostat, oil fill cap, dipstick and dipstick holder, filter heads, filters, belts, external lines, hoses and fluids components only, excluding fuel systems</td>
</tr>
</tbody>
</table>
## Guidelines For Displaying Various Signs/Signage Per Type Of Dealership

<table>
<thead>
<tr>
<th>SN</th>
<th>Sign Description</th>
<th>Reference Document</th>
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<th>Types Available</th>
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<th>Cummins Dealers</th>
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<tr>
<td>1</td>
<td>Exterior Signage</td>
<td>Guide to Cummins Dealer Sign</td>
<td>Refer to Cummins worldwide certification matrix for size and illuminated or non-illuminated option per certification level</td>
<td>Single-faced wall, Double-faced mast arm, Double-faced rigid-mount, Double-faced pole, 2&quot; double-faced hanging</td>
<td>4’ x 4’ illuminated, 2’ x 2’ illuminated, 2’ x 2’ non-illuminated, 2’ x 2’ non-illuminated service associate sign</td>
<td>Mandatory</td>
<td>Mandatory if competitor’s signage is displayed</td>
<td>Not in any case</td>
</tr>
<tr>
<td>2</td>
<td>Entry Sign for Cummins dealers</td>
<td>Guide to Cummins Dealer Sign</td>
<td>Nil</td>
<td>Nil</td>
<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
<td>Not in any case</td>
</tr>
<tr>
<td>4</td>
<td>Cummins dealer certification Interior Plaque</td>
<td>Guide to Cummins Dealer Sign</td>
<td>Nil</td>
<td>Nil</td>
<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
<td>Not in any case</td>
</tr>
<tr>
<td>6</td>
<td>Cummins dealer Certificates</td>
<td>Guide to Cummins Dealer Sign</td>
<td>Nil</td>
<td>Cummins dealers, Cummins Onan dealers</td>
<td>U.S. size (8.5” x 11”)</td>
<td>Mandatory</td>
<td>Mandatory</td>
<td>Not in any case</td>
</tr>
<tr>
<td>7</td>
<td>Hand Embossing Tool for Cummins Seal</td>
<td>Guide to Cummins Dealer Sign</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
<td>Nil</td>
</tr>
</tbody>
</table>
Required Exterior Signs For Full-Service Dealers

4' Single-Faced Wall Sign

WS-4 174-WS-4  4' x 4' Illuminated Single-Faced Wall Sign  $400.00

Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html
MA-4 174-MA-4  4’ x 4’ Illuminated Double-Faced Mast Arm Sign  $895.00

Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html
4' Double-Faced Rigid-Mount Sign

RS-4 174-RS-4  4' x 4' Illuminated Double-Faced Rigid-Mount Sign          $885.00

Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html
4' Double-Faced Pole Sign

DF-4 174-DF4  4' x 4' Double-Faced Pole Sign  $650.00

Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html
**Required Exterior Signs**

Illuminated 2' x 2' Sign for Repair Dealers  
Non-Illuminated 2' x 2' Sign for Maintenance Dealers

2' Single-Faced Wall Sign

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WS-2 174-WS-2  2' x 2' Illuminated Single-Faced Wall Sign       $265.00

Distributors and/or regional offices may place orders directly to  
http://cummingssigns.com/cumminsinc/cumminsdefault.html
Distributors and/or regional offices may place orders directly to
http://cummingssigns.com/cumminsinc/cumminsdefault.html
2' Double-Faced Rigid-Mount Sign

Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html

RS-2 174-RS-2 2’ x 2’ Illuminated Double-Faced Rigid-Mount Sign $500.00
Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html

NI-2 174-NI-2  2' x 2' Non-Illuminated Double-Faced Interior Hanging Sign $250.00
**Optional Signs**

Optional exterior signs for certified dealers consist of a square metal sign in combination with a smaller sign beneath that specifies the level of certification. These signs match the fabrication specs of the Cummins directional/informational signs which feature a radius face, surface-applied vinyl graphics and do not have internal lighting. The entire sign background is painted red to match the stripe on Cummins directional/informational signs.

These are optional signs and are in addition to the required Cummins logo sign for dealers. These signs should also be used for dealers selling commercial Power Generation products.

The signs should be hung near the customer entrance, on a wall or on poles.

Allow 7-8 weeks for delivery. Installation should be sourced locally by the distributor or dealer.

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Optional Exterior Sign $79.50  
Title Bar $23.00

Distributors and/or regional offices may place orders directly to http://cummingssigns.com/cumminsinc/cumminsdefault.html
Sign Dimensions

Optional dealer exterior signs are 18 in (457 mm) square for the upper sign and 18 in x 3.5 in (457 mm x 89 mm) for the lower sign. The signs should be hung with a space of 2 in (50.8 mm) between signs.

White vinyl surface-applied logo and type on aluminum sign with radius face. Fabrication and red color to match Cummins directional/informational signs.
**Dealer Certification Interior Plaque**

A certified Cummins dealer may choose to display a dealer plaque in an internal location that is visible to customers.

Interior plaques for certified dealers consist of an acrylic 14 in (356 mm) square panel and a 3 in x 14 in (76 mm x 356 mm) panel sign mounted to a 14 in x 17 in (356 mm x 432 mm) base plate, painted red with white graphics. The bottom sign can be changed to reflect the highest certification level. Materials, colors and fabrication match the specs for interior plant signage.

Plaques are warranted to arrive at initial shipping destination free of breakage. Any damage must be reported within 10 days of receipt to be covered under the warranty. Shipping and handling costs not included.

Distributors and/or regional offices may place orders directly to kenneth.e.reynolds@cummins.com

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Dealer Certification Interior Plaque $ 104.11
Title Bar $ 11.57

Acrylic substrate with bevel edge painted red with white graphics.
Separate signs attached to a single base plate.
Lower sign can be changed as needed.
**Dealer Certificate - U.S. Size**

Each certified Cummins dealer should receive a certificate annually to reflect their current certification status. The certificate should be displayed in a black metal frame in an area that’s visible to customers.

Cummins certificates for certified dealers are printed 8.5 in x 11 in and are framed with a matte-black aluminum frame and regular glass. The certificate is replaced annually and is dated, signed and stamped with a handheld embosser. The dealer name and certification levels are imprinted by the Cummins distributor or corporate contact person on a laser or ink-jet printer.

Use International Paper’s Hammermill color copy paper, 28-lb weight, 100 brightness.

Distributors and/or regional offices may place orders directly to kenneth.e.reynolds@cummins.com (note: there is no charge to you for these certificates).

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**M/S Srinivasa Diesel Corporation Hyderabad**

Has met Cummins Dealer Certification standards for service of the following Cummins engine models at the designated levels:

- **Full-Service level:** L10, N14, QSK 19, QSK 38, QSK 60, QSK 78, QSX, ISX, QSM, ISM, QSL, ISL
- **Repair level:** QSC, ISC, QSB, ISB, B6.7, B5.9, B3.3
- **Maintenance level:** A2300, A1700, A1400, V903

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**Black imprinted dealer name:**
24-point Helvetica 65 Medium or Arial Bold

**Black preprinted text:**
18-point Helvetica 55 Roman

**Black imprinted text:**
14-point Helvetica 55 Roman or Arial

**Hand-embossed seal**

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**Preprinted PMS 485 Red text:**
10-point Helvetica 45 Light

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**Bulletin 4081781**
Dealer Certificate - A4 Size

Each certified Cummins dealer should receive a certificate annually to reflect their current certification status. The certificate should be displayed in a black metal frame in an area that’s visible to customers.

Cummins certificates for certified dealers are printed 210 mm x 297 mm and are framed with a matte-black aluminum frame and regular glass. The certificate is replaced annually and is dated, signed and stamped with a handheld embosser. The dealer name and certification levels are imprinted by the Cummins distributor or corporate contact person on a laser or ink-jet printer.

Use International Paper’s Hammermill or equivalent color copy paper, 105-gsm weight, 100 brightness.

Distributors and/or regional offices may place orders directly to kenneth.e.reynolds@cummins.com (note: there is no charge to you for these certificates).

M/S Srinivasa Diesel Corporation Hyderabad

Has met Cummins Dealer Certification standards for service of the following Cummins engine models at the designated levels:

- **Full-Service level:** L10, N14, QSK 19, QSK 38, QSK 60, QSK 78, QSX, ISX, QSM, ISM, QSL, ISL
- **Repair level:** QSC, ISC, QSB, ISB, B6.7, B5.9, B3.3
- **Maintenance level:** A2300, A1700, A1400, V903

Date: [Field]

Valid Until: [Field]

Authorized Signature: [Field]

Black imprinted dealer name: 24-point Helvetica 65 Medium or Arial Bold

Black preprinted text: 18-point Helvetica 55 Roman

Black imprinted text: 14-point Helvetica 55 Roman or Arial

Hand-embossed seal

Black preprinted text: 6-point Helvetica 45 Light

Preprinted PMS 485 Red text: 10-point Helvetica 45 Light
**Frame Style**

Frames should be sourced locally by the distributor or corporate contact who issues the certificate.

Use matte-black aluminum frames with a 1-in (25.5 mm) depth and a .375-in (9.5 mm) face. When imprinting text, a margin of 1 in (25.5 mm) should be maintained on both sides. Glass should be ordered to match the size of the certificate. Use regular glass because non-glare glass will make the red color appear dull or faded.

This style of frame is commonly available at frame shops or online and is easy to assemble. All assembly hardware for this style of frame is typically supplied with the exception of hanging wire and wall hooks. A piece of thin cardboard the same size as the certificate is needed as a backer. Spring clips to hold the certificate and backer tightly in the frame are included with the hardware.
**Embossing**

The seal is embossed in the lower-right corner of the certificate and is not specific to year or level of certification.

Distributors and/or regional offices may place orders directly to kenneth.e.reynolds@cummins.com (note: there is no charge to you for this embossing tool).