Supporting customers across the UK and Ireland

ECO EXCHANGE

REBUILDING A LIFELINE FOR COACH AND BUS OPERATORS

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Welcome to the new-look, spring issue of the Cummins Magazine.

The past 12 months has seen a period of significant change for Cummins UK; we have restructured our business to create a modern service organization that is fast and responsive, and is better suited to meet the current needs of our customers across a wide range of industry sectors and application types.

Moving forward in 2010, our nationwide support network has emerged as arguably one of the best available anywhere today, able to deliver strong support either in the field or from one of our specialist regional workshop locations. We boast over 100 fully trained, highly experienced mobile service engineers who are able to provide efficient and flexible field-support service to customers across the UK and Ireland at a location of their choice. This is complemented by a strong regional workshop network providing specialised in-shop service that includes the ability to carry out major repairs and engine overhauls.

Throughout this issue, you will see how we support our customers in their own environment across many different market sectors and product applications. This clearly demonstrates our capability to consistently deliver world-class service that supports our customers through the Cummins core values of quality, reliability and dependability in everything we do.

We hope you enjoy reading the Cummins Magazine.

ToNy KiritO
Managing Director, Cummins UK

For all enquiries or to request extra copies please contact the Cummins UK Marketing Department: Email: marketinguk@cummins.com. 40-44 Rutland Road, Park Farm Ind Est, Wellingborough, NN8 6AN. www.cummins-uk.com. For Cummins UK: Mark Dunk, Catherine Bredin, Harvy Moore, Hannah Wilson. Published by www.zedpublishing.co.uk. Publishing Editor: Matthew Jenns. Art Editor: Jon Hart. Editor: Simon Wittenberg, V12 PR

1. High performance, they also played a significant role in the vehicle’s ability to be responsive. These new engines are an increasingly important factor in the vehicle purchasing decision. Not only do the engines offer high performance, they also support the green credentials of the operator.

2. The Cummins-propelled Bombardier Class 221 fleet, operated by Arriva Cross Country, won both the Gold and Silver awards in the 221 fleet, operated by Arriva Cross Country, Programme (NFRIP).

3. Across the rail fleet maintenance network, with winners selected on statistical data provided by the National Fleet Reliability Improvement Programme (NFRIP).

4. The honours recognise ‘excellence’ across the rail fleet maintenance network, with winners selected on statistical data provided by the National Fleet Reliability Improvement Programme (NFRIP). The Cummins–powered Edith Cavell Hospital in Peterborough.

5. We’ll continue to stay focused on improving the product and our customer support.

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9. Pamela Carter, President of the Cummins Distribution Business, crowned her visit to the UK by handing out awards to several Cummins employees in recognition of their outstanding achievement. Mrs Carter also visited the customer sites of rail vehicle manufacturer Bombardier, generator supplier Broadcross, and the Cummins–powered Edith Cavell Hospital in Peterborough.

10. Left: Pamela Carter pictured alongside Ron Somerville, Managing Director, Cummins Greater Europe Distribution Business, and the Cummins-powered Edith Cavell Hospital in Peterborough.
CUMMINS HELPS WELSH COAL COMEBACK

Cummins–powered excavator enables Celtic Energy to mine East Pit site

The Cummins engine is durable, efficient, and is a tier above what we need to comply with current European emissions regulations.

The Welsh coal industry is undergoing a welcome change in fortune, and to cope with the surge in demand, the leading South Wales–based mining company, Celtic Energy, has invested in a new Cummins powered Hitachi EX1900–6 excavator for their East Pit surface site, near Ammanford.

Supplied by Hitachi Construction Machinery, the EX1900–6 is the first of its kind in the UK and is powered by a Cummins QSK38 engine producing 775 kW (750hp), the first Tier II and is powered by a Cummins QSK38 engine

The Cummins QSK38 engine is used for the first time in a mining excavator at Celtic Energy's East Pit location, providing an important addition to its (Walter's Plant) excavator fleet. Celtic Energy to mine East Pit site

Celtic Energy's purchase of the new Cummins–powered EX1900–6 excavator enables Celtic Energy to achieve this prestigious standing.

Kevin Archer, Owner of A.K.Commercials says: "The award recognises our commitment to the Cummins business during the last two decades, and we would like to thank all the people for their help and support who have helped us to achieve this prestigious standing."

From left to right: Jason Taylor (Dealer Development & Certification Manager – Cummins UK), Alan Thomas, Kevin Archer (Joint Owners of A.K.Commercials)

A.K. COMMERCIALS AWARDED DEALER CERTIFICATION

The Bristol–based automotive maintenance specialist, A.K. Commercials, has been awarded Cummins Dealer Certification status. Building on 20 years of experience as a Cummins Automotive Parts and Service Dealer, the St.Phillips workshop received the accolade after conforming to the strict criteria of the accreditation programme. This demands that all participants not only have sufficient site inventory to carry the appropriate tooling and diagnostic equipment, but also requires qualified technicians to pass a yearly audit across all elements to be able to offer a first class service to customers.

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CUMMINS FIRES ON ALL CYLINDERS

Cummins UK showcased their very latest engines geared to the defence market at the DVD Show 2009, the MOD’s Defence Equipment and Support (DE&S) annual stakeholder event for land equipment, joint support chain and air commodities communities, which took place at the Millbrook Vehicle Proving Ground in Bedfordshire. As the largest military exhibition in the UK, the two–day show brings together the acquisition community with military personnel and thought leading industry organisations for informal discussion and briefings, which Cummins UK was central to.

As the sector continues to deliver the highest levels of technology, customers were able to view Cummins’ range of GSB (3.3 T3, 4, and 6–liter), GSSL, GDM and GDS diesel engines, and gain first hand experience of the former by booking ride–ons with various armoured personnel carriers, tanks, and other military vehicles. Supacat and BAE Systems were also amongst the manufacturers which had Cummins–powered vehicles on display at the event.

Cummins Mercruiser Diesel (CMD) continues to make waves through the launch of its GSB480 NXT high performance diesel sterndrive package which combines the torque, strength and power of the 480 mhp Cummins GSB 5.9–litre diesel engine with the hydrodynamic performance and flexibility of Mercury Racing’s popular NXT sterndrive.

First seen at the International Boat Show in London last year, Cummins has again revolutionised the sports boat industry through the integrated sterndrive package, which is loaded with game–changing technology from the SmartCraft electronic architecture to the dry–sump NXT drive developed exclusively by Mercury Racing. The package is available exclusively by Mercury Racing.

David Johnson, General Manager – Marine for Cummins UK says: "The Cummins GSB5.9 480 unit offers the best power to weight ratio of any marine diesel engine in its class, and its high pressure common rail fuel system makes it one of the quietest and cleanest powerplants on the market. And thanks to Cummins’ renowned diesel durability, this means that users can now spend more time enjoying their boat on the water with less downtime in the docks."

The package is available through Cummins UK’s Marine dealer network of over 30 certified dealers in the UK and Ireland.

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Cummins today is one of the leading providers of power solutions to the UK and Ireland, boasting a product range of diesel driven generator sets from 8 to 3325kVA single or three phase, and low or medium voltage applications, spanning from critical stand-by duty. Their unique Power-All-One approach uses group partners for the supply of engines, alternators, controls, exhaust filtration and switchgear to ensure continued reliability and enhanced performance. Cummins Power Generation heads the industry in the development of cleaner, quieter and more efficient generator units, which are controlled by the world’s first fully integrated microprocessor-based control system for high efficiency, operational flexibility and low life-cycle costs. Nevertheless, Cummins also recognises the importance of going beyond these innovative technologies by meeting the individual needs of their client base, and building a long standing relationship which is backed by fast, efficient operation. Our client base is continually backed by a support structure which they can fully depend on, whether it is routine servicing or optional oil sampling.

Andrew Lawrie, Projects Group Manager for Power Generation at Cummins UK, says: “We are committed to providing our customers with rapid, and innovative turnkey solutions which deliver unequalled reliability, power quality, rated performance and efficient operation. Our client base is continually backed by a support structure which they can fully depend on, regardless of where they are located, and the nature of their energy requirements.”

Furthermore, a National Parts Team is on-hand for specialist advice and assistance on all products, and to place orders for the next day delivery of genuine Cummins parts and engine consumables, which include specialist coolant with extended drain intervals, oil and filters.

Cummins Power Generation provides rapid turnkey solutions to its customers.

Cummins and London Eye turn 10 years

Cummins Power Generation is celebrating a decade of supplying backup power to the London Eye, the highest observation wheel in the world. Standby energy comes courtesy of an in-house 800 kW (1100 VA) C51100 generator set driven by a 12-cylinder turbocharged KTA19- G3 engine.

In the event of a power failure, movement of the 32 capsules, which have carried more than 36 million people since the structure’s inauguration in 2000, is automatically restored within 15 seconds, preventing disruption to the UK Capital’s tourist attraction.

In the occurrence of a failure in the electricity supply, the DMC 300 digital master control has been programmed to allow the first generator to come on-line, and energise the whole 11 kVa ring whilst the remaining two units are synchronising with the first generator set. Once operating at full capacity, the standby system is capable of paralleling of the mains supply and generator sets, load management, and the recording of data on critical items.

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The British Broadcasting Corporation (BBC), the longest established and largest broadcaster in the world, has commissioned Cummins Power Generation for emergency standby power to support its critical business systems in the event of a utility outage at the MediaCityUK complex in Salford Quays, Lancashire. The media institution is currently taking up the tenancy of three of the buildings on the 36-acre site which will become their second largest base outside of London by 2011.

The fully-integrated 10 MVA standby system, which comprises five individually controlled C2250 D5 generator sets, is being installed to support the Corporation’s major five-division relocation from its current headquarters in White City to the purpose built media hub in Greater Manchester, as part of a £500 million investment plan. It comprises, amongst others, the switch of over 2,500 staff, coupled with the relocation of Radio 5 Live, BBC Sport, and the renowned BBC Philharmonic Orchestra.

The Cummins power generation equipment has been sourced to safeguard against any interruptions to some of the most watched and listened to programmes across the globe. Cummins’ exceptional reputation for reliability and providing high quality standby systems was central to the decision-making process.

Andrew Lawrie, Projects Group Manager for Power Generation at Cummins UK, says: “The Corporation attracts over 50 million viewers in the UK alone, so they cannot afford for their critical systems to malfunction and cause any interruption to transmissions. With our reputation for excellence in the provision of backup standby power and first-class customer care, the BBC had no hesitation in aligning themselves with the expertise of Cummins UK in this very exciting project.”

Situated in two adjacent plant rooms on the ground level of the newly-built multi-storey car park on the banks of the Manchester Ship Canal, the 2250 kVA C2250 D5 generator sets at Salford Quays are powered by an individual Cummins’ 60-degree V16 turbocharged QSK60-G4 engine. All are fuelled by a day tank and two underground 90,000-litre reservoirs which have been fitted with a double knock safety system for added safety and to prevent and minimise spillages.

Each of the units features a controller capable of being able to operate independently from one another. However, when linked to the PowerCommand digital master control, this will enable the rapid paralleling of the mains supply and generator sets, load management, and the recording of date on critical items. The attenuated inlet and discharge-cooling package also helps to reduce the exterior noise from the plant rooms at a one-metre distance from 100 to around 65dBA.

In the event of a power outage at Salford Quays, the first generator will be primed to supply backup energy to essential business systems automatically within a period of 15 seconds from receipt of a start signal, preventing any disruption to the BBC’s on-air or offline activities. The whole 66-kVA ring, therefore, will in turn be energised, whilst the remaining four sets are synchronising with the former. Once at full capacity, and within 20 to 30 seconds, the structure will be capable of operating at a 100 per cent load for a 72-hour duration. Furthermore, the digital master control incorporates a “hot PLC standby system”, designed to eliminate a complete failure in the event of a problem with the primary PLC.

“The creation of MediaCityUK is the largest project of its kind in the UK, and the emergency backup power solution provided by Cummins Power Generation will play a key role in ensuring that the BBC continues to provide the best possible service to their customers as they extend their facilities into the north of England,” added Andrew Lawrie.

The PowerCommand digital master control and switchgear that have been installed, require the generator sets to be tested on load in parallel with the mains supply on a fortnightly basis. This is to ensure continued reliability and the sustained backup of business systems within the BBC’s northern broadcasting centre.
The new equipment is vital to maintaining their daily operation function and high level of customer service. The installation also includes a bespoke controller, and a fuel system comprising of a 10,300-litre double skinned fuel tank and 1,600-litre day reservoir from which both generators are fed.

Andrew Lawrie, Projects Group Manager for Power Generation at Cummins UK says: “The outstanding reputation of Cummins Power Generation for superior quality and reliability, coupled with our dedication to putting the needs of the customer first, is a philosophy that is a core component of the Next business, and key to Cummins being enlisted to supply their emergency standby facility.”

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Cummins at Work: Next PLC

A Perfect Six

Since its implementation by Cummins UK, the business management strategy Six Sigma is improving processes and saving costs and its impact is set to continue...
LEARNING A PRACTICAL LESSON

Cummins apprenticeship programme is setting the standard for nurturing new engineering talent, boasting state of the art facilities and a recent high-profile visit...

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Maintaining a leading edge in the marketplace means that training the next generation of engineers to continue the global Cummins success story is just as important as expanding the skill sets of today’s pool of talent. The growing needs of customers demands a sustainable source of expertise within the company, and in 2005, Cummins UK established their Modern Apprenticeship Programme.

The three year vocational course has been carefully designed to provide school leavers, aged between 16 and 18 years, with a solid set of practical skills and qualifications for a career in engineering. The continued dedication of Trevor Nodding, Technical Training Manager of Cummins UK, who took the helm of the Modern Apprenticeship after accruing more than 30 years of experience of working across numerous business units of the UK, has cemented Cummins’ reputation amongst the very best in the industry.

Once an apprentice himself, he has recognised the need to encourage more women to join a notoriously male-dominated industrial sector, which has been a core focus of his work to date. “In providing a structured apprenticeship programme, Cummins is ensuring that we build up sustainable skill levels within our business and enable our apprentices to have the best possible start to their working life. We are keen to promote women in engineering, and Nikki Jannaway is a prime example of a success story, winning Apprentice of the Year” in 2007, explains Nodding.

Paid as they learn, the curriculum is delivered to tutees in conjunction with the dedicated Cummins trainer. In addition, the fully-equipped workshop used for practical-based teaching, brings students face-to-face with an extensive range of engine equipment and electrical diagnostic technology.

On the successful completion of the programme, apprentices graduate with a well-rounded skill base, which is supported by a solid portfolio of highly-regarded qualifications namely the Performing Engineering Operations (PEO), the Vocationally Related Qualification (VRQ), and NVQ level 2 and 3 certificates. Every student is encouraged to apply for internal positions within Cummins in their area of interest, and build further on their practical learning gained during their last three years of tuition.

Past alumni who have taken advantage of this invaluable career opportunity have moved to more senior ranks within the business, progressing from the position of Workshop Technician to Service Centre Manager. For further information on the Cummins Modern Apprenticeship Programme, contact Trevor Nodding by e-mail at trevor.nodding@cummins.com, or call 01933 334295.

My fellow apprentices treat me equally and fairly. I feel it is a good environment for females to work in and would like to see a lot more in the future. Nikki Jannaway (Iver)

The Cummins Apprenticeship programme has provided me with an exciting opportunity to learn new skills, gain a qualification, and enable me to develop a great career in engineering. Matthew Jackson (Aberdeen)

Gordon Brown tours flagship facilities

British Prime Minister Gordon Brown visited Cummins UK’s flagship national apprenticeship programme at Stephenson College, as part of a Cabinet regional visit to focus on youth training and employment opportunities. During his tour of the college, Mr Brown learned first-hand about the success of the Cummins Modern Apprenticeship from Trevor Nodding, Cummins UK Technical Training Manager, and Nikki Jannaway, Cummins’ 2008 Apprentice of the Year. As he made his way through the workshop, the British Prime Minister also had the chance to meet some of the young men and women currently on the three-year training programme.

Delighted after meeting Gordon Brown, Trevor Nodding said “Cummins UK is very proud of its achievements in vocational training and we valued the opportunity to present our flagship national programme to the Prime Minister. The course we operate at Stephenson College provides young people with the chance to gain formal qualifications that will greatly strengthen their future employment prospects. By operating a structured apprenticeship programme, we are ensuring that we build up sustainable skill levels within our business and have the capability to fully support our customers’ growing needs.”

Sixteen apprentices have completed the programme since it was launched, and they have gone on to secure a wide range of jobs, spanning from a workshop technician to service centre manager. In 2009, Cummins UK employed 10 new apprentices across the country, each of whom have been given the opportunity to continue their professional development towards a HNC in engineering by working in partnership with the in-house Cummins Active Learning Centre at Wellingborough, and in partnership with Stephenson College.
RIB International magazine puts the Cummins–powered Parker 900 RS RIB through its paces

Parker have come a long way since their first foray into RIB production back in 2000, and they manufacture a wide selection of RIBs, both commercial and leisure, that range from 3.8m up to a whopping 16.5m. With their modern offices, warehouse and showroom HQ based on the outskirts of Warsaw, and expansive workshops in Ostróda in northern Poland, Parker are a typical example of how this once eastern bloc country has become a major player in the small-to medium GRP boat market.

Their core business has always been as Polish/eastern bloc distributors for Mercury outboard motors and Mercruiser sterndrives (now Cummins Mercruiser), and their original reason for getting involved with RIBs was to provide transoms on which to install more engines. Today, Parker is not only one of Europe’s leading Mercury/Mercruiser-Cummins distributors, they are a highly respected RIB manufacturer and, despite global recession, their market share continues to grow, particularly in the professional, commercial, military and border patrol areas of the market.

Cummins Mercruiser are justifiably proud of their new QSD range of diesels, and contrary to what a number of people think, apart from the block, from the crankshaft up these really are new engines, embodying the latest in electrical engine management to reduce emissions, improve both low and high RPM performance and, most importantly, reduce fuel consumption. With completely new internals, compared to the old Mercruiser VM-based engines, the latest Cummins range perform, sound and react so differently that it is hard to believe there is any relationship between old and new.

The subject of the test was the well-tried-and-tested 9-metre 900 RS, a modified version of the first 9-metre Parker RIB back in 2000, and this particular craft was fitted with the latest Cummins Mercruiser QSD 350 hp coupled to a Bravo 3X sterndrive. Sporting a very deep 24° deadrise V, the 900 RS is a development of the venerable Rapier hull, made famous back in 1993 for establishing the UK circumnavigation record that remained unbroken for seven years. Since then the hull has been waterlined and modified in various ways to provide more internal volume, but not at the expense of its excellent dynamics, which will show many more modern designs how a RIB should handle.

Strangely attractive in its military grey livery, the RS looks like a craft with a purpose, and the 2” double ‘A’ frame, solid stainless fittings and heavy-duty reinforced rubbing strake all give the impression that the craft is equally at home as a tough family cruiser or tackling rough seas as a coastal patrol or commercial boat.

This superb sea boat gives one of the smoothest rides of any 9-metre RIB. Like a well-sorted smaller craft, the RS responded instantly to small movements of the wheel, cornering with zeal and instilling the helmsman and crew with a confidence normally associated with a thoroughbred sports boat.

Outright performance aside, there is no denying the refined, smooth nature of the QSD motors, and the lack of turbo lag created by the electronic management means there is a linear power delivery right through from tickover to maximum speed. Another benefit of the QSD motors is their improved fuel consumption, which is of significant advantage with the increased prices of fuel that have been passing through recently.
THE LORD NELSON RE-POWERED

The Jubilee Sailing Trust charity commissions Cummins technology to deliver a continually reliable powertrain solution for their largest tall ship

Cummins UK continues to build upon its successful ten-year relationship with the Jubilee Sailing Trust (JST), a registered charity that owns and operates the only two tall ships in the world designed to enable people of all physical abilities to sail side-by-side as equals in a demanding environment.

The 368-tonne ‘Lord Nelson’ is subject to regular maintenance programmes, and as part of the latest 144-day winter refit of the ship in Southampton’s Western Docks, the Jubilee Sailing Trust required the replacement of the existing 260 hp twin powerplants and expert voluntary assistance for the installation of the new hardware.

The engines play a vital role in the annual voyage schedule of the vessel, propelling the ship nearly 10,000 miles every year, primarily in the absence of the wind and during the navigation of ports and rivers. The subsidised nautical excursions provided by the charitable organisation, takes 2,000 adults of all physical abilities around the waters of the United Kingdom, Western Europe, the Canary Islands and the Caribbean every year.

The Jubilee Sailing Trust commissioned top level Cummins MerCruiser Diesel’s technology to deliver a continually reliable powertrain solution through two EPA Marine Tier 2 compliant 225 hp 5.9-litre six-cylinder, four-stroke QSB230 heavy duty diesel propulsion units, featuring a high pressure common rail fuel system, designed to eliminate both white and black start-up smoke. The six-cylinder QBS5.9 series equally includes a water-cooled exhaust manifold and turbine housing, in addition to front mounted fuel and lubrication filters for ease of access.

The JST engineers were aided in the installation of the new propulsion equipment courtesy of a team of six highly experienced engineers from the local Hamble Marina-based dedicated Cummins UK Marine Centre, who all donated their time free of charge to the Jubilee Sailing Trust.

Mark Drew, Engineering Manager for the Jubilee Sailing Trust says: “To complete the voyage schedule that both our tall ships undertake every season, they require a continually reliable and robust propulsion package, coupled with an ongoing maintenance programme and high level of expert support, for which Cummins are renowned, and something that the charity depends on in order to continue to deliver unforgettable experiences.

“We first approached Cummins UK 10 years ago to deliver an engine and genset solution for our other vessel Tenacious, which has since proved invaluable. Therefore, we did not hesitate to bring Cummins UK onboard to supply new engines to the ‘Lord Nelson’, which further extends our highly successful partnership”, added Mark Drew.

The configuration of the power units was completed with the integration of a SmartCraft® instrumentation display, and Cummins MerCruiser Diesel’s electronic throttle and shift (ETS), which permits personnel at the helm of the ‘Lord Nelson’ to have total control over the entire propulsion system with synchronised port and starboard engine speeds.

Upon completion of the installation, Cummins UK personnel used laptops and software to check the engines were performing within specification. Andrew Bowden, Marine Centre Manager for Cummins UK’s Marine Centre in Southampton, commented, “Cummins UK will also be providing regular servicing of the units at yearly intervals as part of an ongoing maintenance package to ensure continued reliability and performance.”

Delighted with the installation and the support shown by Cummins UK during the recent refit of the ‘Lord Nelson’, Mark Drew said: “We are extremely grateful for the hard work and dedication shown by the team from Cummins UK Marine Centre during the latest refit. Without them, the tall ship would not be able to set sail. Special thanks to Dirk Smith, Cummins UK Service Engineer, who together with the Cummins UK team of volunteers, went the extra mile to solve all the technical issues that inevitably crop up during such an unusual installation. It is this kind of generosity that allows us to continue to meet our charitable aims.”

If you would like to volunteer your specialist services to the Jubilee Sailing Trust, please contact the charity on 023 8044 3113 or email operations@jst.org.uk

THE CUMMINS MAGAZINE SPRING 2010

www.cummins-uk.com
POWERING THE WAY TO SUCCESS
Cummins continues to maintain its presence in the marine marketplace.

A world leader in diesel-powered marine engines and generator sets, Cummins has built its reputation for exceptional customer service, quality and performance based on more than 50 years’ experience of producing reliable propulsion and auxiliary drive engines for both recreational and commercial marine applications.

Cummins marine products power an ever increasing number of vessels across the world. As the sole distributor for the UK and Ireland for Cummins MerCruiser Diesel (CMD), Cummins Onan and Cummins Marine commercial marine engines, Cummins UK provides new equipment sales, factory reconditioned engines and parts, and full aftermarket parts and service support.

DEDICATED MARINE CENTRE
From its dedicated Marine Centre in Swanwick Marina, upon the Hamble river near Southampton, Cummins UK is well placed to serve its marine customers. This highly visible, high profile location is ideally situated to support boat builders, distributors, dealers and end users, providing an ideal strategic presence at the heart of the British recreational marine community.

Over the counter sales, product information, and technical advice is delivered by a team of marine experts boasting unrivalled support for Cummins equipment gained over many years of both working with the product and in the industry.

Customers benefit from easy access to genuine Cummins parts and consumables, thanks to a 3,000 square foot on-site office, warehouse, and parts storage facility. The Marine Centre also provides support for those requiring product and service assistance, and the rapid procurement of parts. Additional support capability is provided from Cummins UK’s central parts team and warehouse facility at its UK headquarters in Wellingborough, requiring product and service assistance, and the rapid procurement of parts.

The marine dealer network is complemented by a further seven of Cummins UK’s own in-house service centres located in major towns and cities, boasting modern, fully-equipped facilities, and a fleet of fully trained, experienced mobile service engineers, offering support to customers, wherever they may be.

With this strong marine support network, users of Cummins’ equipment are always in easy reach of sales, parts, and service support.

EXTENSIVE PRODUCT RANGE
Cummins produces some of the most technologically advanced, cleanest and compact diesel engines and generator sets available in the marine marketplace.

Offering an extensive range of Cummins MerCruiser Diesel (CMD) inboard, sterndrive and pod drive propulsion packages, these include 2.0 litre to 11.0 litre engines (115–715hp), the revolutionary ‘Zeus’ pod drive and ‘Aksa’ sterndrive systems. In addition, sterndrive packages range in power from 130 to 480hp, and include the market-leading QSB480 NET® configuration.

A wide range of technologically advanced Cummins Onan generator sets are available from 4–99kW. These include QD Series Digital Gensets offering legendary reliability with extremely low noise and vibration together with advanced digital electronic control for extensive diagnostics and highly efficient engine management.

For more details, contact Cummins UK Marine Centre on tel: +44 (0) 1489 724 106, or email marineuk@cummins.com

The dedicated Cummins Marine Centre at Swanwick Marina

WE ARE COMMITTED TO MEETING OR EXCEEDING CLEAN AIR STANDARDS
On-site support for Terex

To maintain continued reliability in the years ahead and minimise downtime, Cummins UK and Terex, the manufacturer of trucks and excavators, have signed a repair and maintenance contract for equipment used in Scotland by ATH Resources and Scottish Coal’s Castlebridge Plant.

The agreement ensures that a Cummins UK engineer is available on site for 60 hours per week to help look after the companies’ fleets of Terex TR100 rigid trucks and RH120 (C&E) excavators which are powered by Cummins 38 and 49–litre engines respectively.

At any one time, the Cummins UK man-on-site will be based at one of ATH’s Ayrshire locations. As well as supporting the companies’ fleets of Terex TR100 rigid trucks and RH120 (C&E) excavators which are powered by Cummins 38 and 49–litre engines respectively.

Richard Brodie, Cummins UK Mining Manager, commented: “Having readily available access to high level engineering expertise around the clock, the Cummins man-on-site has proved invaluable, and is a critical resource to both maintaining productivity at the mining sites and reducing costly equipment downtime.”

CLEANER ENGINES FOR SCOTTISH COAL
Cummins, renowned as a major global player in the mining industry, is supporting Scottish Coal, the largest open-pit coal mining company in the UK, with technologically advanced engines that are cleaner, more efficient, and which meet the increasingly stringent European emissions legislation. This relationship builds on a long-standing heritage in Scotland which dates back over 50 years. The diesel engine maker currently procures engines to over 100 pieces of heavy duty equipment at numerous mining sites in Scotland, with 19, 38 and 45–litre units driving an extensive range of trucks and shovels.

Cummins’ philosophy has always been clear: to deliver products that meet emissions standards and provide customers with the best reliability, fuel economy, durability, performance, and the lowest cost of operation. These values are further reinforced by a strong economic presence across the Scottish counties, made up of Service Centres located at Cumbernauld (Lanarkshire) and Aberdeen (Aberdeenshire), and a ReCon® manufacturing plant at the former location.

Ran Somerville, Managing Director, Cummins Greater Europe Distribution Business, reinforced the pledge to make the future greener for the mining corporation: “We are pleased to support Scottish Coal at its Broken Cross venture, and across all its sites in the region. Cummins has long been a pioneer in emissions research and development. We are committed to meeting or exceeding clean air standards worldwide—by investing in critical technologies and developing cleaner and more efficient engines to achieve current and future emissions standards.”

For further details contact:
Richard Brodie, Cummins UK Mining Manager
+44 (0) 1489 724 106, or email richard.brodie@cummins.com

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A NEW LEASE OF LIFE

The Cummins ECO Exchange service enables bus and coach fleet operators to re-build their existing engines instead of buying new.

A ny bus or coach fleet operator knows only too well how expensive it is to purchase a replacement engine. This is why Cummins has recently introduced the new range of ECO Exchange engines as part of their continued commitment to providing their customers with low cost and durable technology.

The re-manufacturing and re-building of engines are equally a key part of Cummins’ global commitment to reduce greenhouse gas emissions by 25 per cent by the end of this year. Re-using key components such as blocks, cylinder heads and crankshafts significantly decreases the use of fossil-fuel based materials during production and transport. Mark Goundry, General Manager – Automotive for Cummins UK explains: “We anticipate and respond to key market trends by developing cost effective and sustainable solutions to support our customers. Understanding current user needs to reduce cost without compromising the highest quality standards, whilst also meeting our responsibility for environmental care, has lead to the development of the new ECO product offering.”

The ECO exchange service, which covers engines of a Euro 3 ISBe specification ranging between 135 and 150ps and for those of a ISCe designation spanning from 225ps to 360ps, has been designed to offer an affordable, high quality, and reliable alternative to buying a new engine. The fast turnaround by Cummins not only maintains vehicle fleet productivity, but also makes any downtime and unscheduled repairs less likely.

ECO units possess service characteristics similar to new engines because Cummins’ processes are significantly different from those used by most exchange suppliers, who only repair units rather than re-build. The existing power unit is completely disassembled, stripped down to the bare block, and each part is cleaned, inspected and checked to ensure compliance with factory specifications. All work is performed using genuine Cummins parts in a purpose built assembly-line environment at the diesel engine maker’s state-of-the-art facility in Stockton-on-Tees. Certified technicians follow validated, consistent procedures using the right tools, with every engine dynamometer tested for the delivery of optimum performance.

“The ECO engine complements the current range of exchange engine options, which include our mechanical Budget B engines and the fully re-manufactured products available from Diesel ReCon®. By maintaining a stock of the most popular specifications, we make the ECO engine the fastest and most cost effective way to get your vehicle back in service,” continues Mark Goundry.

In addition, the reconstruction procedure incorporates several product and electronic improvements for enhanced performance and fuel economy, a match for the notoriously arduous bus duty cycle. These updates include a new EGM wiring harness, oil pump and cooler and air compressor. All ECO customers have total confidence and peace of mind, supported, as standard, by a comprehensive Cummins two-year warranty and the largest mobile nationwide parts and service network in the UK and Ireland, providing Cummins engine owners and operators with rapid and responsive world-class assistance.

O ver 30,000 Cummins-powered vehicles are running on the UK’s roads every day, and Cummins boasts around a 30% and 40% respective market share in the single and double decker segments in the UK. Due to the extended vehicle life expectancy of modern buses and coaches, Cummins created the Diesel ReCon® division based at Cumbernauld in Lanarkshire to provide high quality re-manufactured engines for commercial transport applications.

Using Cummins re-manufactured products not only provides benefits to the environment, but also offers the best value to operators in terms of performance, reliability and life cycle costs. The diesel engine manufacturer has committed to reducing greenhouse gas emissions by 25% by the end of this year, with the re-manufacturing business being a key part of this as it requires about 85% less energy than fabricating the same product from new parts. For example, if an engine block can be reused, this means that the ore mining, ore processing, transportation, casting foundry, and machining line energy consumption are all eliminated. The same principle applies to the reuse of the other engine components. The processes used by Cummins ReCon® are markedly different from those used by most exchange engine suppliers who overhaul rather than re-manufacture.

Cummins ReCon® strip engines down to the smallest components. All critical fasteners and worn out items such as pistons, bearings and gaskets are discarded and the major components are ultimately remanufactured in our state-of-the-art facility in Stockton-on-Tees. Certified technicians follow validated, consistent procedures using the right tools, with every engine dynamometer tested for the delivery of optimum performance. Cummins ReCon® engines are typically 30% more cost effective than re-manufacture.

Globally, Cummins is able to reuse or recycle over 22,000 tonnes of material each year and the amount of greenhouse gas reduced is approximately 100,000 tonnes per annum. In addition to the energy and GHG savings, remanufacturing also results in both a smaller amount of landfill space being used and less water usage.

“Due to the long vehicle life expectancy of buses and coaches, our re-manufactured products offer the best value to operators in performance, reliability and life cycle costs,” says Mark Goundry, General Manager – Automotive for Cummins UK. “Every one of our engines is completely re-manufactured to the same specification as a new Cummins engine, whilst also incorporating the latest product design improvements.”

The Cummins ReCon® exchange programme includes a no-hassle core acceptance process, which dramatically decreases turn around time and gets the vehicle back on the road faster. Engine change-outs can also be planned alongside bus maintenance, substantially cutting down time. This also protects against unexpected delays from poor quality repairs by unauthorised agents. Any replacements parts are always 100% genuine from Cummins, maintaining the highest levels of quality, durability and dependability.

“Every ReCon® engine is backed by the same 2 year Cummins warranty. This provides Cummins customers with the best warranty in the marketplace”, adds Mark Goundry.
In an era where customers demand fast and flexible nationwide service support across a wide range of product and industry applications, Cummins UK has responded to changing customer needs by restructuring its service organisation to better meet today’s requirements.

With an increased demand to provide customers with local service support, wherever they may be, Cummins UK has invested in the size and capability of its mobile support team. With over 100 highly skilled service professionals available across the UK and Ireland, this increased capacity enables Cummins to provide a rapid response to customer service needs.

Armed with the necessary tools and equipment contained within a dedicated service support vehicle, Cummins highly trained and experienced service engineers are able to conduct a wide range of service and repairs. This includes the latest in diagnostic equipment, such as the QuickCheck 5100, a handheld computer device that captures all the information required from an electronic engine to enable the service engineer to quickly assess the job requirements and begin to complete the service or repair.

In addition to bolstering the capability and capacity of their field support team, Cummins UK has also continued to invest in developing their in-shop network. Customers are supported by 8 fully-equipped, modern Service Centres located at key regions across the UK and Ireland, providing specialised workshop-based expertise including major repairs, re-powers and engine overhauls.

With over 25,000 product lines available, customers can call the Cummins UK National Parts Team for support on all products, or can view every part and service fact online on one easy to use website, at quickserve.cummins.com. QuickServe Online is a complete reference tool for Cummins parts and service information on the internet, providing all the information customers need on over 11 million engine serial numbers, with easy search functionality, while exploded-view diagrams help identify repair parts for ordering purposes, and is available 24 hours a day, 7 days a week.

He continued, “More mobile service engineers means we are now better able to support our customers, wherever they are in the UK and Ireland. Customers are reassured with peace of mind that they benefit from a faster and more responsive quality service from our team of highly trained engineers. A quicker response equates to faster turnaround of service work, and more importantly minimises equipment downtime and costs.”

He added, “Where customers require a more complex piece of work such as a major repair or engine overhaul, Cummins UK continue to retain a number of highly specialised Service Centre workshops at key regional locations in the North, Midlands and South of England, Aberdeen and Cumbernauld in Scotland, and Dublin in Ireland. These Service Centres, coupled with our enhanced field support team, provide our customers with one of the strongest and most comprehensive support networks available anywhere today. When you buy or operate a Cummins engine, you are buying into the best nationwide support network, where service comes as standard.”

For more information, contact Cummins UK Support Team on 08705 32 92 02, or email: cduksales@cummins.com

www.cummins-uk.com
Nationwide Sales and Service Support

With comprehensive support on all products across the UK and Ireland, Cummins UK provide world-class customer service that is fast and responsive, flexible and convenient, which minimises vehicle downtime and costs.

Our nationwide fleet of mobile engineers are highly trained, skilled service professionals, who have the capability, expertise and experience to support you wherever you may be.

Cummins continues to provide highly specialised workshop support from fully equipped modern Service Centres at key regional locations across the UK and Ireland.

For a quotation, to book a service, overhaul or repair, contact our Service Team.

Tel: 08705 32 92 02
Email: cduksales@cummins.com
www.cummins-uk.com