



Filtration

MARKETING NEWSLETTER

For Europe, the Middle East & Africa

December 2006

Dear Distributor Partners,

2006 has been an extremely busy year for Cummins Filtration. In January, preparations for the organisational name change – and the many impacted facets of our business – required a great deal of attention. In May, the new branding was announced, and the implementation started – at the time when the warehouse moved from Mechelen to the new CEDC in Rumst. Also halfway through the year, the first User-Friendly Filter was introduced in EMEA. This filter line just recently received the “Top 100 Award” from ‘Construction Equipment Magazine’ for the “most significant product announced” in 2006. Three more of these light weight incinerable replacements for metal spin-on products will be introduced in just a few weeks. In September, Cummins Filtration successfully attended the IAA in Hannover together with three other Cummins Business units. At the BAUMA in Munich in April 2007, you will again see the Fleetguard products displayed jointly with our family members from the Engine business, from Emission Solutions and Power Gen. While we speak we, are preparing the introduction of our wide range of Industrial Pro and Sea Pro Fuel Systems in Europe. As the names imply, these are the Fuel Pro & Diesel Pro equivalents for Industrial and Marine applications, and we are confident that they will be as successful as their On-Highway counterparts. The Marketing team would like to thank you for your support and your confidence, and we promise to continue to serve you to the best we can in 2007.

Kind regards

Wolfgang Pflanz
Marketing Communications Manager
Europe, Middle East and Africa

THE CENTRE OF THE FILTER PRODUCTION IN EUROPE

CUMMINS FILTRATION IN QUIMPER CELEBRATES 25 YEARS ANNIVERSARY

To address the growing needs of an expanding, worldwide operating company and to directly serve its European customers, the first manufacturing site of Cummins Filtration – at that time known under the organisational and the product name ‘Fleetguard’ – was built in 1981 in Quimper, a city in the West of France. Today, 25 years later, the Quimper site has not only continuously grown its production capacity, but is also the second largest Cummins Filtration distribution centre in Europe.

Furthermore it is hosting the successful In-line Fuel Filtration product line.

On October 9, exactly 25 years after the first filter left the Quimper production line, all Quimper employees were invited to the local National Theatre to celebrate the first 25 years of the site.

Robert Lau, General Manager of the Quimper site, Michèle Simon, Vice President and General Manager EMEA, and the Mayor of Quimper in 1981, took a deep dive into the facility’s colourful history.



The Quimper premises today: Manufacturing (foreground) and Distribution centre (background)



Vice President EMEA, Michèle Simon during the celebration event

The visit to the past was created with presentations, perfectly illustrated through photographs of employees and customers, showing the evolution of the facility during the last 25 years. Michèle Simon also gave an overview of future opportunities that will allow Quimper

to continue its success. The facts of the Quimper site speak for themselves: since 1981 the number of employees has dramatically increased from 20 to 465.

Ten million filters are produced per year, on six – and in the near future on seven – production lines. Including the Distribution centre and administration offices the total surface of the site today covers 15,500 square meters.

All employees had a great time together celebrating the event – before commencing the next 25 years the following day.

one company



one focus



one wish



A Merry
X-Mas
and a
Happy
2007



AF26185

Industrial Kit for Cummins engine D1703

Dimensions H 142 mm
OD 126 / 126 mm
ID 60 mm

Cross references Cummins Power Generation 1403828

Industrial Kit for Cummins engine B3.3-G1

Dimensions H 142 mm
OD 126 / 126 mm
ID 60 mm

Cross references Cummins Power Generation 1403829



AF26186



AF26187

Industrial Kit for Cummins engine B3.3-G2

Dimensions H 142 mm
OD 126 / 126 mm
ID 60 mm

Cross references Cummins Power Generation 1403830

Primary Air Filter for Iveco trucks, Euromower 250/270/310 with Cursor Engine 8, Stralis Active Day 270/ 310/330/350/360 with Cursor Engine 8 ///400/420/430/450 with Cursor Engine 10, Stralis Active Space 400/420/430/450 with Cursor Engine 10 ///480/500/540/560 with Cursor Engine 13, Stralis Active Time 270/310/330/350/360 with Cursor Engine 8 ///400/420/430/450 with Cursor Engine 10, Stralis Executive Space 480/500/540/560 with Cursor Engine 13, Trakker 270/310/330/350/360

Dimensions H 461 mm
OD 312.5 / 312.5 mm
ID 205 mm

Cross references Iveco 41272124, 41270082
M&H C 32 1420/1



AF26241



AF26242

Primary Air Filter for Mercedes trucks Actros II: 1832, 1836, 1841, 1844, 1846, 1848, 1851, 1855, 1860, 2532, 2536, 2541, 2544, 2546, 2548, 2551, 2555, 2560, 2632, 2636, 2641, 2644, 2646, 2650, 2654, 2658, 3232, 3236, 3241, 3244, 3246, 3250, 3332, 3336, 3341, 3344, 3346, 3350, 3354, 3358, 4141AK, 4141K, 4141AK, 4141K, 4146AK, 4146K, 4150AK, 4150K, 4154AK, 4154K, with Mercedes engines OM501LA

Dimensions H 533 mm
OD 266 / 267 mm
ID 159 mm

Cross references Mercedes 0040943504 / A0040943504, Donaldson P784457, Hengst E603L, M&H C271320/1

Secondary Air Filter for Iveco trucks: Eurotrakker with Cursor 13 engine – Year 2001 to 2004, 190E38 / 190E44 / 340E38 / 340E44 / 380E38 / 380E44 / 410E38 / 410E44 / 720E48

Dimensions H 462 mm
OD 202 / 210 mm
ID 17 / 191 mm

Cross references Hengst E433LS, M&H CF2100/1, Iveco 41214149



AF26245



AF26246

Primary Air Filter for Mercedes Bus: Model Setra S313UL, S315GT, S315H, S315NF, S315UL, S316UL, S317UL, S319NF, S319UL, SG321UL, S412UL, S415UL, S417UL, S419UL, S415GT, S415GT-HD with Mercedes engines OM 457 LA – hLA, Mercedes Bus Cito O 520 with Mercedes engine

Dimensions H 480 mm
OD 266 / 267 mm
ID 159 mm

Cross references Hengst E491L, Liebherr 571755608, Mahle LX1627, Man 81.08304.0100, M&H C27 1170, Mercedes 003 094 17 04/004 094 17 04/A0040941704, Neoplan 14008575

Primary Air Filter for Caterpillar Backhoe Loaders 428D Serie II – 432D – 432F with Caterpillar engine 3054C

Dimensions H 172 mm
OD 198.8 / 223 mm

Cross references Caterpillar 2277448, M&H CP23210



AF26247



AF26248

Secondary Air Filter fitted with Primary AF26247 for Caterpillar Backhoe loaders 428D serie II / 432D / 432F with Caterpillar engine 3054C

Dimensions H 44.5 mm
OD 1207.8 / 140.8 mm

Cross references Caterpillar 2277449
M&H CF2135

Primary Air Filter for Man trucks TGL 7.150, 7.180, 8.180, 8.210, 8.240, 10.180, 10.210, 10.240, 12.180, 12.210, 12.240 with engines D0834 or D0836, Man trucks TGM 12.240, 12.280, 15.240, 15.280, 18.240, 18.280, 18.330, 26.280, 26.330 with engine D0836

Dimensions H 305 mm
OD 227 / 227 mm
ID 119 mm

Cross references Man 81.08405.0023, Donaldson P785001, Hengst E661L, Mahle LX1798, M&H C23513/1



AF26262



AF26267

Cabin Air Filter for Volvo dumpers A25D, A30D with engine D10B, Volvo haulers A25D, A40D, Volvo dump trucks A35D with engine D12C ADE2, Volvo loaders BL60, BL70, BL71 with engine D4D CBE1, L110E, L120D, L120E with engine D7D LA E2, L150D, L150E with engine D10B, L180D, L180E with engine D12C, L180E HL, L220D, L220E with engine D12C, L330D, L330E with engine D16B, L50D, L60E, L70D, L70E, L90D, L90E, L180C with engines TD122KHE or TD122KLE, L220D with engines TD122KHE or TD122KLE

Dimensions H 44 mm
OD 122 mm
ID 434 mm

Cross references Baldwin PA5310, Volvo construction equipment 11703979, Volvo construction equipment 117039792

Primary Air Filter, flame retardant version of AF25382 for Renault Trucks KERAX : 370 DXI - 410 DXI - 450 DXI with engine DXI 11 (2006), Renault Trucks Premium Lander: HL370DXI - HL410DXI - HL450DXI with engine DXI 11 (2006)

Dimensions H 553 mm
OD 310 / 310 mm
ID 179.5 mm

Cross references Renault trucks 5001 865 725
Donaldson P783657, P785530



AF26272

Fuel



FF5629

Fuel Filter for Man trucks TG310A / TG350A / TG390A / TG430A / TGL 10.180 / TGL 10.210 / TGL 10.240 / TGL 12.180 / TGL 12.210 / TGL 12.240 / TGL 7.150 / TGL 7.180 / TGL 8.180 / TGL 8.210 / TGL 8.240 / TGM 18.240 / TGM 18.280 / TGM 18.330
 Man engines D2066 LF04/D2066 LF03 D2066 LF02/D2066 LF01/D0834 LFL41/D0834 LFL42/D0836 LFL40/D0836
Dimensions H 173 mm
 OD 91 / 91 mm
 ID 13.5 / 45 mm
Cross references MAN 51125030061/
 51125030063
 Hengst E422KPD98
 M&H P1059X/ PU1059X

Fuel



FF5645

Spin-On Fuel Filter Deutz engines BF4M2012 and BF6M2012, Volvo Penta engines 6D and 7D, Volvo loaders BL70 and BL71 with engine D4DCBE1, BL86 with engine D4DCBE2 ; L20B with engine D3D-C-A-E1 and L25B with engine D3D-C-B-E1 ; L50 and L60 ; L60E, L70E, L90E, L110E, L120E ; EW160B and EW180B, Volvo excavators EC240B and EC290B with engine D7DEBE2
Dimensions H 116.1 mm **new!**
 OD 93.5 mm
 Threads M16 X 1.5-6H INT
Cross references Volvo 11708555, M&H WK930/5,
 Liebherr 10323630, Hengst H158WK, Deutz 1181909,
 Baldwin BF7883

Fuel Water Separator



FS19803

Cartridge Fuel Water Separator for Separ complete assembly SWK2000/18
Dimensions H 51 mm
 Width 179 mm
 Length 183 mm
Cross references Separ 04030

Fuel Water Separator



FS19824

Fuel/Water Separator Cartridge for miscellaneous marine and off-highway applications
Dimensions H 84.5 mm **new!**
 Diameter 96.5 mm
 Threads 1-14 UNS-2B
Cross references Racor R15P

Lube



LF16172

Spin-On Lube Filter for Iveco Vans Daily IV 35-14 Turbo HPI / 35-17 TURBO HPT / 50-14 Turbo HPI / 50-17 Turbo HPT / 65-14 Turbo HPI / 65-17 Turbo HPT **new!**
Dimensions H 173 mm
 OD 93.5 mm
 Threads M22 X 1.5-6H INT
Cross references Fiaam FT5744, Fram PH9988, Iveco 2995561, Purflux LS368, Tecnocar R284

Lube



LF16173

Spin-on Lube Filter for John Deere engine 3029DF/TF 120-160- 150- 152- 180- 270, John Deere Powertech 2.4L engine (4024), John Deere loaders 317- 320 -325 -328- 332- CT322- CT332, John Deere tractor 4120- 4320- 4520- 4720- 5325N- 5425N- 5525N
Dimensions H 142.8 mm
 OD 93.4 mm
 Threads M24 X 1.5-6H INT
Cross references John Deere RE519626, RE518977
 Baldwin B7306

Hydraulic



HF35317

Cartridge Hydraulic Filter for Claas Combines Dominator 38 S/48 S/58/58S/68/68R/68S/88VX/98VX/108VX with engines Mercedes OM366/OM366LA/OM441A/OM352; Perkins 4.236/4.258/4.428/1004-42/1006.6/1006-60T/1006-60TW/6.354.4; Caterpillar 3056E **Claas Combines Mega** 202/203/204/208/218 with engines Mercedes OM366A/OM366LA/OM441A; Perkins T1006-6, **Claas Combines Mega II** 202 / 203 / 204 / 208 / 218 with engines Mercedes OM366A/OM366LA/OM441A; Perkins T1006-6
Dimensions H 75 mm
 OD 69,5 / 69,5 mm
 ID 13,5 / 27 mm
Cross references Claas 7665380, Argo S2.0708.00

Hydraulic



HF35319

Cartridge Hydraulic Filter for Demag excavators H95 with Cummins engine, **Komatsu excavators** H95 with Cummins engine
Dimensions H 199 mm
 OD 45 / 45 mm
 ID 19 mm
Cross references Argo P3.0520-01
 Baldwin PT9210
 Demag 69625773 / 696257
 Woodgate WGH9434



HF35320

Cartridge Hydraulic Filter for Fendt tractors-Model Varjo: Farmer 409,410, 411 / Favorit 712, 716, 815, 817, 818, 916, 920, 924, 926 with engines KHD BF4M2013/BF6M2013/BF6M2013C, Deutz BF6M2013 and Man D0826LE / D0836LE
Dimensions H 198,5 mm
 OD 70 / 70 mm
 ID 25 mm
Cross references Fendt F916.100.600.010
 Argo V3.0720-46



HF35322

Cartridge Hydraulic Filter for Valmet tractors: 6000/6100/6200 /6200R/6300/6300LS/6400/6400DW/6400LS/6600/6600E/ 6800/8000/8000H/8000LS/8100/8100E/8100LS/8120/8200/ 8400/8050/8150/8150HI/8450/8450HI/8550/8550HI/8750 55 series: 355, 455, 555/ 65 series: 365, 365-2, 465, 465-2, 565, 665, 865, 865S/ 100 series: 600/700/800/900/ City95/City105
Dimensions H 180 mm
 OD 72 / 73 mm
 ID 31 mm
Cross references Valmet 20639610/31539610
 Donaldson P763757



HF35327

Cartridge Hydraulic Filter for Massey Ferguson tractors MF 3050-3060-3070 with Perkins Engine 4.236, MF 3095-3120-3140-6190-6235-6245-6255-6270-6280-6290, MF 6475-6480 with Perkins Engine 1106C-E60TA **new!**
Dimensions H 208 mm
 OD 50,5 / 50,5 mm
 ID 23.3 mm
Cross references Massey Ferguson 3615949M2,
 3615949M1



HF35328

Cartridge Hydraulic Filter for miscellaneous industrial applications
Dimensions H 401 mm
 OD 118 / 133.2 mm
 ID 57 / 75 mm
Cross references ARGO V5.1240-06 **new!**

+++ New Fleet Manager Data update+++

Please note that a new data update for the Fleet Manager is available for customers around the world. Through a single mouse click on 'program update' in the 'update' menu, Fleet Manager users can download the latest product information onto their



hard drive. While this update is limited to product data only, a version update, planned for Q2, 2007,

will also include product pictures and an update of the interactive training tool.

Cummins Filtration NEWSFLASH

+++ 3 Month wall calendar +++

At year end Cummins Filtration traditionally provide calendars to its distributor partners. Based on the positive feedback received last year, Marketing will distribute a 2007 version of the 3 month wall calendar shortly. You will receive these calendars free of charge directly from your Area Manager or together with one of your product shipments.

++New, 'User-Friendly Filter' product available as of January 2007++

In addition to the FF 42002 (which replaced the FF5095 and FF5113) and the FF 42003 (replacing the FF5226), Cummins Filtration will shortly be launching another product in its new incinerable, 'User-Friendly' Filter Design.

The FF42000 will be superseding the following metal Spin-On Fuel Filters: FF5033, FF5052 and FF5494. The official launch and availability will be communicated through our



"Newsflash"
New Product
release in January.

CUMMINS FILTRATION FIELD SUPPORT

TECHNICAL TRAININGS & SUPPORT OF DISTRIBUTOR PARTNERS AT REGIONAL SHOWS

Cummins Filtration is continuously striving to offer a maximum of support to its distributor partners so they can adequately present products & systems to end-users. Our distributor partners, in turn, share their expertise about products and systems to the end-users and assist in maintaining the heritage and equity of the Fleetguard product brand. Here are some recent examples of the joint activities of Cummins Filtration and its distributor partners:

orders were issued during the four-day show. A week later, Cummins Filtration supported the distributor partner **Bakker** at a **regional show in the southwest of**



Michel Malaizé & Jean Jacques Gourtay facilitating end-user trainings in Madagascar

the **Netherlands**, where new, important customer contacts were acquired.

At the same time, thousands of kilometres to the south, another partner-



The Cummins Filtration stand at the Lasaulec days in the Netherlands

In September, **Cummins Czech Republic** attended the 48th International Engineering Fair in Brno. Over 2,100 exhibitors from 32 countries presented their latest technologies and products to 100,000 visitors, predominantly from the engineering industry. It was the first time since 1994 that Cummins had its own stand, and it was also the first joint appearance of Cummins Filtration together with Cummins in the Czech Republic since the new branding strategy was implemented. Of main focus were the A2000 and B 3.3 engines, featured on a skid steer loader (manufactured by Novotny Company) and a forklift (manufactured by Desta), both equipped with Fleetguard OptiAir systems. More Fleetguard products were displayed, including Fuel Pro Fuel Systems, Centrifuges, and Lube & Fuel Modules. In October, Cummins Filtration displayed Fleetguard products and systems at the **Lasaulec Professional Days** in the Netherlands. This bi-annual exhibition is organized by one of Cummins Filtration's largest distributor partners in the Netherlands, who invites all their suppliers to present products and services to end-users.



The Cummins stand at the International Engineering Fair in Brno.

ship brought 120 end-users together on the island of Madagascar in the Indian Ocean. Jean Jacques Gourtay and Michel Malaizé spent two weeks on the island to the east of the African continent working closely with Cummins Filtration's distributor partner **Sodirex**. Together they hosted a series of technical trainings (including Fuel Processors, Cooling System products, etc.) and created awareness about the needs and potential issues of heavy-duty engines and the role of Filtration in that context.

These events are all good examples of the great amount of work and commitment that continues at both ends – by Cummins Filtration as well as our distributor partners.