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**CUMMINS SALES AND SERVICE PROGRAMS**

# **WE PROVIDE THE TOOLS TO TAKE YOUR IDEAS TO THE NEXT LEVEL**

***POWERING YOUR POTENTIAL***



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**#LifeAtCummins**



## CUMMINS SALES AND SERVICE

A woman with dreadlocks, wearing a dark Cummins uniform shirt and pants, stands smiling next to a white van. The van has 'Sales and Service' written on its side and a Cummins logo on the rear. The background is a bright, outdoor setting.

**Cummins Inc., a global power leader, is a corporation of complementary business segments that design, manufacture, distribute and service a broad portfolio of power solutions.**

**Cummins provides support and service to our customers across a wide variety of industries and power needs. Our teams work in the shop, in the office, in the field and customer sites. Wherever and whenever we are needed, we are there. This is Sales and Service.**

Each sales and service branch is like a diverse family — and that feeling is shared by our customers as well. As we support each other, the culture of our work environment grows to feel more comfortable and inclusive for everyone.

The Cummins Technician Apprentice Program and School to Work program provide different tools and programs to accelerate an employee's career.



### SALES AND SERVICE PROGRAMS

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# TECHNICIAN APPRENTICE PROGRAM

The Cummins Technician Apprentice Program is a four year government-registered apprentice program. A collaboration between Cummins, community colleges, the U.S. Department of Labor and, in some states, the local department of labor. Students must have an unweighted high school GPA of 2.8 to participate.

With both on-the-job training to embed skills in a real-world context and formal education in a classroom setting, apprentices achieve the highest recognized industry standards.

## PROGRAM OVERVIEW

A formal written apprenticeship agreement with Cummins ensures you receive the following upon successful completion of the program:

- » Hired as a full time employee with benefits on your date of hire
- » Progressive wage scale
- » Snap-on® tool box and tools when you begin the program
- » Earn an Associate of Applied Science degree during first 2 ½ years
- » Last 18 months of program is career focused
- » Assigned mentor to support career development
- » No college debt – all tuition and travel costs are paid for by Cummins



## ENGINE TECHNICIAN APPRENTICE PROGRAM

When in the program, you will graduate from college with an Associate of Applied Science degree in Diesel Engine and Heavy Equipment Technology. Following college graduation, you will take additional classes at one of our Service Training Centers for advanced training providing you an opportunity to:

- » Continue in the shop as a technician for diesel and natural gas engines
- » Attend service leadership training classes to prepare for leadership opportunities
- » Move into a service truck as a field service technician for agriculture, construction, logging, mining or power generation planned maintenance

## POWER GENERATION TECHNICIAN APPRENTICE PROGRAM

When in the program, you will be in the shop during your first year, learning diesel engines and quickly progress to Power Generation support in Field Service. Specific training at the college to include:

- » Diesel engine systems and maintenance
- » Fundamentals of alternating current
- » NFPA70E electrical safety training
- » Preventive maintenance for power generation products
- » Automatic transfer switch controls
- » Power generation controls and systems



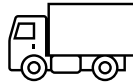
***I have gained so much since joining Cummins! I have improved my time management skills, strengthened my leadership skills, graduated valedictorian with an Associate of Applied Science and most importantly, found a company to aid in my endeavor for excellence."***

**KATIE K.**

FORMER TAP ASSOCIATE, NOW SERVICE TECHNICIAN

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**Depending on the program you choose, your first two and a half years will be dedicated to engine or power generation fundamentals, then you will have the opportunity to focus on one of these five specialties:**



### **DIESEL ENGINES**

Light-duty, MidRange, heavy-duty and natural gas



### **HIGH HORSEPOWER**

19L to 95L engines



### **MARINE**

Pleasure and commercial vessels



### **POWER GENERATION**

Consumer and commercial products



### **SERVICE OPERATIONS**

Business management and process training

## **POWERING YOUR POTENTIAL**

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## SCHOOL TO WORK PROGRAM

The School to Work program at Cummins is a partnership with high school vocational and technical automotive or diesel programs to identify talented students during their high school years. Students selected for the program can work in Cummins facilities after reaching legal working age of 16 in the United States.



**HANDS-ON LEARNING**  
AT A LOCAL FACILITY



**EARN MONEY**  
WHILE LEARNING  
YOUR TRADE



**WORK EXPERIENCE**  
ACCELERATES YOUR  
CAREER GROWTH

## STUDENT REQUIREMENTS

- » Must be at least 16 years of age in the U.S. to participate
- » Must participate in high school automotive or diesel vocational educational program and maintain academic studies
- » Must maintain a minimum 2.8 GPA to remain in the program
- » In the U.S., student and instructor must work together to complete identified competencies during the student's junior and senior years
- » Must work the designated number of hours at the Cummins facility during the program each year (in U.S., students work up to 19 hours per week during school year, no restrictions during summer months when out of school)
- » Meet safety compliance requirements
- » Be on time each day and work well with mentor

**SALES AND SERVICE PROGRAMS**

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**BUILDING THE BEST** distribution  
business for the world's best company.  
Working together more efficiently to  
better serve our customers.

WHO WE ARE

EST. **1919**

Our company consists of five complementary business segments.

**Engines**  
**New Power**  
**Distribution**  
**Components**  
**Power Systems**

**The largest independent diesel engine manufacturer in the world**, with related products in the **United Kingdom** (1956), **India** (1963), **Brazil** (1971), **China** (1978) and **Mexico** (1985).

WHERE WE ARE

WORLD  
HEADQUARTERS  
**COLUMBUS,**  
**INDIANA**



We serve customers  
in more than **190 COUNTRIES.**

**POWERING  
YOUR POTENTIAL**

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