

Cummins QSK parts

Know the difference:
genuine vs non-genuine



Know the impact

For over 100 years, Cummins has been the industry's #1 choice for new diesel engines, as well as the parts used to keep them operating reliably and efficiently for decades. The Genuine Cummins parts that you buy from a Cummins distributor or authorized dealer are built to our exact standards, meeting or exceeding original specifications on your QSK engines. However, as we all know, there are non-genuine options being manufactured and sold. The question is, do you know how one non-genuine part can impact your sophisticated electronic QSK engine?



Non-genuine parts results

The Cummins engineering team performed rigorous testing on non-genuine parts compared to Genuine Cummins K-Series parts. Out of the 237 parts tested, not a single component met Cummins specifications. As a result of the K-Series testing, we wanted to learn more about how non-genuine QSK parts would perform under more extensive testing. As part of a more detailed test, Cummins engineers tested 106 non-genuine QSK-Series parts from a recognized supplier and put them through the same rigorous test procedures that we use to manufacture our own Genuine Cummins parts.

Many failed on visual inspection. Some failed because the metal was either too soft (leading to early wear) or brittle (potential for cracking and downstream failure to other parts). While the parts tested failed for different reasons, the conclusion was simple: the non-genuine parts were simply not reliable.

The Cummins difference explained

QSK45/QSK60

- Cummins only sells connecting rod bushings with the connecting rod

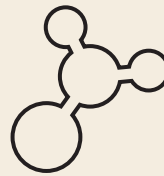
WHY:

- To ensure quality, durability and precise fit
- While competitors sell the parts separately, ignoring Cummins engineering requirements

Non-genuine parts fail to measure up



**HARDNESS
FAILED**



**MATERIAL CHEMISTRY
FAILED**



**VISUAL APPEARANCE
FAILED**

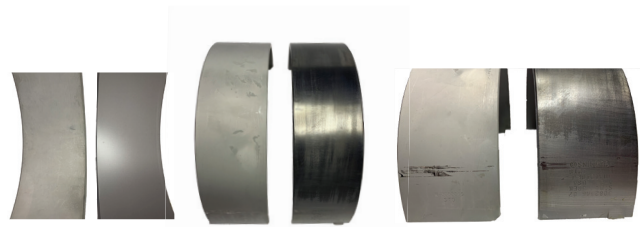


**MICROSCOPIC ANALYSIS
FAILED**



**TOLERANCE AND
MEASUREMENT
SPECIFICATIONS
FAILED**

Both the differences that you can see and those you can't could cost you over time.



All risk. No reward.

Using non-genuine parts does more than compromise the performance of your high-horsepower engine. It jeopardizes your business and makes it hard to meet customer expectations. The miniscule amount

you save upfront using non-genuine parts is likely to cost you down the road. When your profitability and reputation count on it, use Genuine Cummins Parts to assure continuous performance.

NON-GENUINE PART INSPECTION RESULTS

Part category tested	Measurement inspection	Material inspection
Piston	FAILED	FAILED
Piston pin	FAILED	FAILED
Piston rings	FAILED	FAILED
Cylinder liner	FAILED	FAILED
Valves	FAILED	FAILED
Bearings	FAILED	FAILED
Thrust bearing	FAILED	FAILED
Exhaust manifold gasket	FAILED	FAILED

A total of 106 non-genuine parts were tested internally, including multiple parts per component category. Every part was measured and inspected compared to Genuine Cummins Part specifications and requirements. Testing results confirmed every part category failed in measurement or material inspection compared to Cummins standards.



Genuine Cummins parts

Saving \$200 could cost you...

Today non-genuine parts suppliers develop parts that they think will fit your Cummins engine. While the initial savings can be enticing, oftentimes there are differences compared to the Genuine Cummins part that you may or may not be able to see with the naked eye. Your genuine part will perform the same or better than the original.

- Cost to prematurely replace parts or perform early overhauls
- Cost of additional fuel consumption
- Lost revenue from equipment downtime
- Costs related to inadequate service support
- Unwarranted failure cost

\$200

\$???

Genuine Cummins parts

- Part cost

Non-genuine Cummins parts

- Part cost
- Non-warranty repair
- Inadequate service cost
- Additional fuel cost
- Downtime cost
- Reduced engine life cost

Learn more, earn more.

When it comes to productivity, efficiency, uptime and profitability, there is a genuine difference. The proof is in the test results; non-genuine parts simply can't live up to the standard of Genuine Cummins parts. To get the most out of your engine and equipment, always specify Genuine Cummins parts. We earn your business by helping you earn more money.

For more information about Genuine versus non-genuine parts, visit www.cummins.com/parts/why-buy-genuine/qsk-engine-parts, or see your local Cummins distributor or authorized dealer.



LEARN MORE



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