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**Cummins marine segment benefits from oil-price surge**

The surge in the oil price has helped Cummins’ marine segment, especially in the Middle East, where its clients are contractors and service providers to major players like Abu Dhabi National Oil Company (ADNOC), Saudi Aramco, etc.

Considering the oil exploration activities in the region, the United Arab Emirates (UAE) is the preferred docking site for many companies. Hence the marine segment is a critical market for Cummins in this region. However, there are upcoming markets in Africa as well, for example Nigeria, according to Prafulla Dande, CTT & Parts Territory Manager at Cummins in Dubai.

“We offer a full range of both commercial and recreational marine diesel engines, marine application engineering services and a global parts and service network,” comments Dande. These range from three litres to 95 litres, with Cummins having a legacy of 80 years’ experience in this market. Its variable speed propulsion solutions have been designed specifically for the challenges of commercial, government and recreational marine applications.

These include the mechanical K and N Series and the electronic Quantum Series. All have proven extremely durable in arduous marine environments, with the NTA855 and KTA19/38/50 certified to meet IMO Tier II emissions standards. For the Quantum Series, the QSK38 and QSK60 meet both the US Environmental Protection Agency’s Tier 3 and 4 emissions standards as well as IMO Tier III global emissions standards.

Dande adds that ReCon engines are also available, offering major benefits such as reliability, performance, service network, warranty and price. “Our sales and service teams maintain regular contact with our clients in terms of their specific requirements. They also raise awareness about our ReCon engines, which represent a significant saving in downtime, especially when a vessel is docked.”

Reliability is probably the most critical factor in the marine segment, together with a global service and distribution network, adds Dande. “It is important that we maintain a high level of engagement with our marine clients. Even if they approach us with a particular issue that requires a short turnaround time, we always ensure we have required support to assist customers. Ensuring parts availability is a critical aspect.”

Another key differentiator for Cummins is the technical capability of its service team, which often needs to carry out repairs on marine vessels themselves. “Here we are often working against the clock, which means that a quick turnaround is essential,” stresses Dande. Cummins’ global experience and distribution network stands it in good stead in this regard.

Commenting on the issue of clients opting for counterfeit or will-fit parts, Dande stresses it may result in short-term gains, but Cummins is educating customers through Genuine Vs. Non-Genuine campaigns and highlighting the value that Cummins Genuine parts can offer. “For us, it goes beyond selling spares; it is all about strong engagement with our partners and customers and helping them to grow and remain profitable,” concludes Dande.

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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. The company’s products range from diesel, natural gas, electric and hybrid powertrains and powertrain-related components including filtration, aftertreatment, turbochargers, fuel systems, controls systems, air handling systems, automated transmissions, electric power generation systems, batteries, electrified power systems, hydrogen generation and fuel cell products. Headquartered in Columbus, Indiana (U.S.), since its founding in 1919, Cummins employs approximately 57,800 people committed to powering a more prosperous world through three global corporate responsibility priorities critical to healthy communities: education, environment and equality of opportunity. Cummins serves its customers online, through a network of company-owned and independent distributor locations, and through thousands of dealer locations worldwide and earned about $1.8 billion on sales of $19.8 billion in 2020. Learn more at [cummins.com](https://www.cummins.com/).

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