

AFRICA DISTRIBUTOR AWARDS 2011 RESULTS



Dear Distributor Principals,

Cummins is very pleased to continue recognizing the high performing distributors in Africa and to be able to announce winner of the **Africa Distributor Performance Award** and **Africa Improvement Award** for 2011. We have delayed making this announcement until a representative of the Africa Leadership Team could personally present the awards to the winning Distributor.

As a reminder, the 2011 Awards are based on the average Distributor Balanced Scorecard results on all common categories covering the four quarters of 2011. Where Cummins-owned distributors have additional elements on which they are measured, these are removed to enable fair "apples to apples" measurement.



Graham Swan, Director – Africa EBU handing the Performance Award Trophy to C&G employees

The first award is the Africa-inspired calabash design **Performance Award Trophy** for the Distributor who achieved the highest average scorecard result over the year:

Winner: Car & General (Kenya) Ltd

The second award is **Improvement Award Certificate** for the Distributor who displayed the best improvement in scorecard performance from 2010 to 2011:

Winner: Car & General (Kenya) Ltd



Graham Swan handing the Performance Improvement Certificate to Vijay Gidoomal, C&G Group MD and Erick Sangoro, C&G Regional Service Manager

This is a great result from Car & General - please join us in conveying Cummins' appreciation to their leadership and members of staff.

With best regards,

Yours sincerely,

Brady Southwick
Vice President & Managing Director - Africa

Ron Somerville
Executive Director – Africa DBU