



1. Action at the C&G Motorcross - the company sponsored the 2011 Championship to the tune of Ksh 750,000.

2. Amon Hajula, Senior Technician at C&G explains to a customer the working of a three-wheeler during a Piaggio customer day in Nairobi.

3. At C&G, we believe healthy employees yield healthy performance. This is the action at the company's sports day.

LETTERS

Thanks CSR Team

The entire management of Nageya; Peter Lang'o, Coordinator, Social workers, Orphans and the entire community of Mathare would like to sincerely thank Car & General CSR Team for the heartfelt donation of a 2000 litre tank and foodstuffs to the Orphanage. May God bless you.

**Peter Lang'o, Centre Director
Nageya Children Home, Mathare.**

Sports Days Important

I would like to thank the management for supporting the C&G staff sports days. The truth is that such events encourage cohesion and socialization among employees of all levels out of the office environment.

**Francis Andiva Lumumba
C&G Engineering, Nairobi.**

Finally... Seeking Financial Freedom

There is a big difference between being well-off and well-to-do. Wealth is the number of days, months or years that one and their family can sustain their current standard of living without having to go to work.

To succeed one must sacrifice certain comforts today for a better tomorrow. A spending plan will ensure prudent spending and equip one with important money management skills. Personal budgets enhance planned investment for the future, which in turn ensure greater financial security and stability.

Patrick Wameyo, a Financial Literacy Coach says "if management of cash flow is the problem, more millions may not make the wealthy millionaire you really want to be."

DON'T QUOTE ME!

"All men dream: but not equally. Those who dream at night in the dusty recesses of their minds wake up in the day to find that it was vanity: but the dreamers of the day are dangerous men, for they may act their dreams with open eyes, to make it possible."

T. E. Lawrence

"A vibrant business must critically evaluate its business and identify all the inherent risks and subsequently craft strategies to mitigate them."

Joseph Kihuro

"Success means never letting the competition define you. Instead, you have to define yourself based on a point of view you care deeply about."

Tom Peters

HUMOUR

New Customer on phone: It says, hit any key, but when I do that, nothing happens.

Technician: Try again.

Customer: Still nothing.

Technician: Which key did you hit?

Customer: Well, first my car keys, and just now the office key.

Driving instructor: What does that notice say?

Student: Can't see it.

Instructor: What does it mean when it is your right of way?

Student: Don't go if you value life.

Instructor: What does a red light suggest?

Student: Carry on unless you want to be hooted at.

Instructor: It looks like you can cope on Kenyan roads. Collect a valid licence in 3 weeks.

Sunday Nation

Power for better living

Our Mission is to be the leading organization for power generation, automotive and engine related products in East Africa.

HIGHLIGHTS . . .

- GMD's Message
- Staff Interviews - Chesoni
- Highlight - Tim Solso
- C&G in Society - CSR
- C&G Briefs - Bits & Pieces
- Cargen Extra, Pictorial

Editor

Ndakala R Atanda

The Editorial Team wishes to encourage members of Car & General to send in contributions to Cargen Times. Send your comments, letters, pictures etc to raphael.atanda@cargen.com

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The First Line . . .

A number of factors have affected our business performance in the first half of the 2010/11 financial year - forex fluctuations, margin decline among others.

While it is true that such factors will continue to affect businesses, it is important that we strengthen the balance of our operations in all regions.

Making customers smile on every street, every town



Dear Members,

We have now come to the end of the first half of FY10/11. It has been a challenging period. Competition has intensified in all our core areas. In addition, we have faced significant forex movements throughout the region. Whereas we have seen good volume growth over the same period last year, this has not translated into higher profitability due to margin declines resulting from currency depreciation. We have now revised prices upwards. We should see margin improvements in the coming months.

Notwithstanding the above, our core strategy remains the same – "Making customers smile, in every street every town" through disciplined people, disciplined thought and disciplined action. More than ever before, we must remain true to our values – customer focus, quality, innovation, empowerment and integrity. I would like to dwell on two of these;

Integrity – this encompasses a broad range of principles but ultimately entails "doing what is right at the right time" whether in our family, business or personal lives. From our business perspective, this means doing the right thing, every minute, every day for the benefit of our organization.

Innovation – is the process of trying to make today better than yesterday. Daily ripples of superior performance over a period of time add up to outrageous success. We must consciously strive to improve every day every aspect of our lives including the manner in which we carry out our business.

Following on from this, and as discussed at our monthly meeting, we need to continuously ask ourselves two questions; "Are we doing the right thing right now?" and "Are we doing it better than we did it yesterday?". Disciplined thought facilitates the first question, disciplined people and disciplined action facilitates the second question.

I remain confident that we will meet our market share and key strategic objectives for the year. Discipline will be the key to success, sustainability and unassailability. We have improved over the years and our organization is well placed to succeed in these turbulent times.

Nijang Goddard

This will make each business in each region as successful as possible.

We must protect and build our successful businesses and respond quickly and intensively to competition which is, needless to say, moving quite aggressively. Raf.



Question: Is there a checklist to help being paid on time?

When you are negotiating or quoting:

- Have you told the customer clearly when payment is required?
- Have they agreed when payment will be due?

When you take the order:

- Do you acknowledge it in writing, ensuring the payment terms are clear on the LPO?-

If the customer is new to you

- Do you always require a Credit Application form?
- Do you check the customer's solvency?
- Do you check the customer's payment reliability with others?
- Do you send a New Account Welcome letter stressing the payment arrangements?

When the goods are delivered or the service supplied:

- Do you get proof of delivery or written acceptance?
- Does your invoice show the customer's order reference?
- Do you invoice within 24 hours of delivery/supply, stressing the due date?
- Do you send a monthly statement of account?

For collecting unpaid sales:

- Do you have a daily account display?
- Do you apply specific resources to follow-up debts?
- Do you visit or telephone all large accounts?
- Do you have a good letter programme for all small ones?
- Do you send demand/Lawyers letters to the customers avoiding you?
- Do you have a clear policy on stopping supplies to slow payers?
- Do you have a timetable for collecting with defined steps at stated intervals, until payment or insolvency?

Daily Monitor:

- Do you monitor daily collections and correct bad trends promptly?
- Do you devote enough skilled time, including your own, to collections?

Jeremiah Mureu is the Credit Controller, Car & General (Kenya) Limited.



Interview by Faith Mumo

David Chesoni

Chief Operations Officer, C&G Kenya shares his experience on his role and vision for the organization



When did you join Car & General and what has been your journey to becoming the Chief Operations Officer?

I joined Car & General in April 1st 1996 as a Management Trainee for 6 months. From there I moved to Briggs and Stratton as a Sales Executive, during this time I moved in different departments learning from each of them in the same capacity. Towards the end of 1998, I went back to Briggs and Stratton but this time as a Product Development Manager. In 2001 I moved to Mombasa as a Sales Manager where I oversaw the operations of the branch. After 3 years I was transferred to Nairobi as the Business Manager for Piaggio. In 2006 I became the Assistant General Manager then rose to General Manager in 2008. Currently I am the Chief Operations Officer since the beginning of this year.

What is your role as the Chief Operations Officer of the company?

Among other things, I oversee the operations of all divisions in Kenya ascertaining profitability. I also support the sales, marketing and administrative functions ensuring that the necessary tools and people are available.

What have you been able to achieve since you joined Car & General?

When I was transferred to Mombasa, the team and I turned the branch into a more profitable organization. Moving back to Nairobi, Abel and I launched the Piaggio brand which was very significant because we contributed to both the transport sector and company revenue. My greatest accomplishment being mentoring people.

What are the challenges you are facing as the Chief Operations Officer?

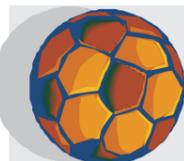
Personally, the 'lime light' is a challenge in itself, and then comes expectations and sitting next to the corner office which I am still getting used to. On a group level, previously I mainly dealt with trading which had its own culture and way of doing things. Now getting into the bigger picture and doing things differently, experiencing a different culture and people is a challenge.

Tell us about your vision for the company?

I would like to see an organization sharing a common culture of highly disciplined people, sensitive to customer needs, ready to go an extra mile to ensure customer satisfaction. Also creating people who are highly motivated self driven and capable of assuming future responsibilities in the organization.

Away from office what do you enjoy doing?

I enjoy spending time with my family and friends, watching football and I am also learning how to live healthy. On a different note, I hate politics both organizational and political.



The PITCH - Cargen Premier league

The Cargen Premier League Season 2010/11 has kicked off in earnest, all indications show that this will be a very competitive year. Quarter 1 results put Mombasa in an early lead at 71%, followed by new entrants

Trading Aftermarket at 67%. Last year's winners Kisumu Branch tie with Kibo Poultry at the fourth position at 57%. For complete league table standings as at Q1 >> Page 7.

C&G Posts 18% Profit

Car & General has announced financial results for the year ending September 2010. Turnover closed at 4.78 billion shillings which is ten per cent higher than 2009.

The company generated profit before tax of 330 million shillings up from 280 million shillings last year, representing a growth of 18 per cent. The positive results are largely attributed to growth in core markets and Car and General's market share. Results were affected by a difficult year in Uganda and adverse forex movements throughout the region.

Now in Zanzibar, Mwanza

Car & General is now in Zanzibar! The facility is located in Kilimani area and is headed by Aisha Jamal. For Mwanza, Ashraf Saku is the branch representative. This is in line with the company's philosophy of becoming regional and delivering smiles on every street in every town.

C&G in Bonus Share Issue

Car & General has announced plans to issue bonus shares to raise expansion capital. The move was approved by shareholders during the annual general meeting held on March 25, 2011.

The bonus issue will raise the Car & General's share capital base from KSh 115 million to KSh 170 million by creating 11 million ordinary shares priced at KSh 5 each. The shares will be issued at the rate of one for each two shares held.

C&G Opens in Eldoret

Car & General has opened a branch at Bhogal's Building on Kisumu Road in Eldoret, the fifth largest town in Kenya to bring quality products closer to customers.

The Car & General premises consists of a showroom and a workshop and will handle sales, service and spares for all the Company's product lines.

Car & General Launches Motorol Oil



Car & General have been appointed by Oil Zone of the United Arabs Emirates (UAE) as the distributor of Motorol Oil in Kenya. This is suitable for both diesel and petrol engines.

This oil is available in packs ranging from one to 200 litres at Car & General outlets in Kenya and also from the Company's appointed dealers, service camps and clinics throughout the country.

Motorol Oil is synthetic and is designed to reduce engine maintenance costs by having high alkaline reserves which ensures corrosive acid formed by the combustion of the fuel sulphur is neutralized. This reduces corrosive wear without damaging the valves.

C&G: 75 Years On

Established in 1936, Car & General is marking its 75th anniversary this year.

When the Company started, it was initially located in Nakuru before moving to Nairobi in 1937 due to rapid expansion. Initial objectives were to import and distribute automotive parts and household appliances. Tyre re-treading was introduced in 1941 and was one of the first local industries.

Today, Car & General is one of the leading names in motorcycles (TVS and Suzuki), three -wheelers (Piaggio and TVS), diesel generators (Cummins), water pumps, lawnmowers petrol generators and trimmers (Briggs and Stratton), laundry equipment (Elecrolux) and air compressors and light construction equipment (Ingersoll-Rand) among others.

The Company is in Nairobi, Mombasa, Kisumu, Nakuru Eldoret and Kitengela in Kenya, Dar-es-Salaam, Arusha, Mwanza and Zanzibar in Tanzania, Kampala and Mbarara in Uganda and Kigali in Rwanda. Car & General is the distributor for Cummins products in Kenya, Tanzania, Uganda, Djibouti, Ethiopia, Eritrea, the Seychelles, Rwanda, Burundi and Somalia.

Open Day for Three Wheelers

Car & General treated owners of Piaggio three wheelers to an open day, lunch and free service clinic for their vehicles. This was held at the organisation's head office in Lusaka Road in Nairobi. This open day was held to thank customers for their support and choosing Piaggio three wheeler vehicles. It is also an important gathering where we are able to listen to them and address their needs.

Cargen Premier League

As at Quarter 1 2010/11

Organization	% Score	Code
Mombasa Trading	71	
Trading Aftermarket	67	
CEI	60	
Kibo Poultry	57	
Kisumu Trading	57	
Shared Services	56	
Nakuru Trading	47	
Nairobi Trading	43	
Engineering	38	
C&G Uganda	21	
C&G Tanzania	20	

C&G Sponsors the 2011 Kenya Motocross Championships

Car & General (Kenya) Limited announced the title sponsorship of the 2011 Kenya National Motocross Championships at a ceremony held at the East African Motor Sports Club track near Jamhuri Park. Vijay Gidoomal, the Company's Managing Director, presented a cheque for 750,000 shillings to George Guya, the Vice Chairman, of the Club amid loud cheers from officials and motocross competitors.

Vijay Gidoomal said, "The Motocross Championships were chosen because we believe in providing opportunities for the development of youth. This sport caters for children from the age of six onwards. As youngsters grow they are able to progress through the classes for different age groups. Teenagers can continue motocross racing as adults, or opt for other forms of motor sport such as autocross and rallying."

He concluded, "This year Car & General is celebrating the Company's 75th anniversary hence our donation of 750,000 shillings to the East African Motor Sports Club to help cover the costs of running the remaining eight events and the purchase of trophies. We wish the club and competitors safe and exciting racing."

Thanking Car & General for the sponsorship, Ashley Njoroge, one of the East African Motor Sports Club riders, said, "Our club members, competitors and officials are extremely grateful for this support for motocross."

The first of the Car & General series of events was held on March 6th. It was an international meeting featuring riders from Tanzania and Uganda. The second was held on April 17th.



Car & General (Kenya) Limited announced the title sponsorship of the 2011 Kenya National Motocross Championships at a ceremony held at the East African Motor Sports Club track near Jamhuri Park. Vijay Gidoomal (left), the Company's Managing Director, presented a cheque for 750,000 shillings to Rick Ashley (right), the Chairman of the Club, George Guya (second left), Vice Chairman and Maina Muturi (second right), the Vice President of FIM Africa.

C&G Signs an MoU With Machakos Technical



David Chesoni (right), the Chief Operating Officer of Car & General and Joel Mulelu (left), the Deputy Principal of Machakos Technical Training Institute (MTTI), sign a Memorandum of Understanding which was witnessed by Bernard Ndolo (second left) of MTTI and Raphael Atanda (second right) of Car and General.

Car & General (Kenya) Limited has signed a Memorandum of Understanding with Machakos Technical Training Institute (MTTI) to offer training sessions for students and lecturers and donate equipment. The first batch of lectures to be trained at the Company's workshops for one week will arrive on April 18th.

MTTI will establish a repair centre to cater for small engine equipment including generators, water pumps, lawnmowers, motorcycles and three wheelers.

David Chesoni, the Car & General Chief Operating Officer said, "Our Company encourages links between colleges and industries. Technical institutions offer courses that are complemented with practical sessions which help students to apply theoretical knowledge to actual work on machines."

"MTTI students and lecturers will benefit from hands-on training at our Company's workshops other departments."

Joel Mulelu, the Deputy Principal of MTTI, said, "We have established a good working relationship with Car & General over the last few years. Already, we have received several Briggs and Stratton engines donated by the Company for our mechanical engineering department. We are also happy that Car and General will provide attachment positions and arrange career visits for our students."

On Training Juakali Mechanics

In order to curb road accidents, Car & General rolled out an extensive countrywide road safety campaign which targets Jua Kali motorcycle mechanics and boda boda riders.

The 2011 programme started with a training for mechanics at the Car & General offices on Lusaka Road in Nairobi. Such sessions has been held in towns in Western Kenya, Coast and Rift Valley.

Technicians from Car & General also travel around the country ensuring that each area where boda boda riders operate TVS and Suzuki motorcycles has trained mechanics to service the motorcycles.

The riders are also made aware of the importance of road safety for themselves and their passengers.

With proper servicing and repairs, the bikes will have a longer lifespan to give the owners of these machines the best value from their investment.

C&G Eye Camp Goes to Voi and Eldoret

Car & General's eye care programme in conjunction with the the Lions Club seeks to reach needy people with sight problems in the society.

The Car & General-sponsored 1.75 million shilling annual programme kicked off in Voi in the Coastal region. The Voi camp, sponsored to a tune of Ksh 250,000, was held at Moi District Hospital on February 26, 2011.

A total of 339 patients attended the camp out of which 39 were cataract cases. 94 patients received glasses. Patients with cataract cases were driven to Mombasa to undergo surgery at the Mombasa Blood Hospital.

And for three days in a row (March 18th to 20th), it was Eldoret residents' turn to benefit from the Car & General-funded eye camp at the Eldoret General Hospital. the Eldoret camp was sponsored to the tune of Ksh 250,000.

"Eyesight is vital and people from the areas we go take advantage of the camps. Patients are usually screened, treated and medication provided according to individual needs," say Vijay Gidoomal, Car & General's Group Managing Director.

The next eye camp will be held in the Western town of Kisumu in a venue to be announced later. These camps are part of Car & General's Ksh 1.75 million eye project.



Car & General GMD Vijay Gidoomal listens to a patient during the Voi eye camp.



C&G Boda Boda Rider Tips for Kitengela and Maragua

As part of Car & General's CSR programme that includes free eye camps across Kenya in conjunction with the Lions Club, the company also runs a safety campaign in conjunction with St. John Ambulance.

Here, riders are taught how to handle common injuries caused by road accidents including airway management, unconsciousness, bleeding, burns and fractures.

This quarter alone, Car & General-sponsored safety campaign went to Kitengela and Maragua towns.

With the growth of the number of motorcycles on the road, so is the growth in risk. Car & General is playing its rightful part of ensuring riders understand and follow traffic rules with the objective of curbing the number of accidents and saving lives.

Car & General and St John Ambulance signed an agreement to provide safety training for TVS and Suzuki motorcycle riders in Kenya.

A safety training in session (left)

BITS & PIECES



SOS Industrial Visit
Thirty one students from SOS Technical Training Institute visited C&G in Nairobi to learn about the company's operations. This is line with the company's policy to work closely with institutions that offer technical and engineering courses.



It's Electrolux for Maanzoni
That's how it works! Louise Wangui, Sales Representative at C&G shows Stephen Anyanje of Maanzoni Lodge how an Electrolux machine works. The lodge purchased a 28kg washer dryer.

HEALTHY LIVING

As years pass by, lifestyle keeps changing. This has led to increase in health problems due to reduced body activity and increased consumption of processed foodstuffs.

Today, the society is being sensitized on healthy living to avoid such health problems. Healthy living involves aspects of food and nutrition, avoiding addictions of harmful substance, emotional health and issues of safety.

Currently, time and health are at odds; we appear to have time for everything else except ourselves, those we love and people in need of our help. The common excuse is "lack of time". Nature has its way of balancing everything – we end up spending time recuperating due to ill health. Would you choose health or wealth?

Eat right, avoid substance abuse, drink adequate water, be physically active, avoid impulse spending, live within your means, avoid procrastination, avoid unnecessary worries, apply proper methods of stress management, get enough sleep, share with the less fortunate, share time with loved ones and above all, remain at peace with God.

Isaac Kituu.

New Presence in Uganda
Car & General has strengthened its presence in Uganda by opening a new outlet in Ndeeba. This is in addition to the branches in Kampala and Mbarara. The branch targets Ndeeba's growing township. The town has thriving businesses, small industries, retail shops and a farmer's market and is surrounded by productive agricultural area. The branch is situated on Masaka Road.



Tanzania Unveils Showroom
Car & General Tanzania has inaugurated a new state-of-the-art TVS service centre in Dar-es-Salaam, Tanzania in a function officiated by C&G Group Managing Director Vijay Gidoomal and the Vice President, TVS International Marketing Sunil Walunjkar on February 20th, 2011.

MANAGEMENT TALK

Creating Team Culture
A team is a group of individuals with specific roles and complementary skills and talents, aligned and committed to a common purpose, which consistently exhibit levels of creativity and collaboration that produces extraordinary results.

A good team has good leadership, can be relied on, has mutual trust and confidence and delivers results. Every successful team needs a balance of roles in it. To enhance teamwork at the work place, a number of things must be in place – character (which defines personal values – honour, caring, listening and compassion), trust (be understanding, respect, keep promises and be loyal), agreement (have acceptable agreement that sets clear expectations) and synergy (together we are stronger and differences should be viewed as strengths).

Lastly, constructive feedback is paramount. Feedback should not judgemental. The intention should be to make the other person grow and not humiliated. Feedback should be timely and must set expectations clear. On the other hand, feedback should be received positively and not personally. It is an opportunity to grow and thus should be taken as a gift.
Ndakala Atanda.

C&G Sponsors Games
Car & General supported the Nyanza Provincial Secondary Schools ball games by donating trophies and sports t-shirts worth Ksh 75,000. The trophies were presented to the winners of the event. Speaking to the press at his Kisumu office when he received the donations, Nyanza Provincial Director of Education Geoffrey Cherongis applauded the company for the donations saying that they would help enhance the quality of the competition.



This is how it looks . . .
Inside the Car & General Tanzania's state-of-the-art service facility..

MANAGEMENT TALK

Welcome and Goodbye . . .
We welcome Eunice Njoroge, Jackson Mulinge, Joseph Getimo, Naomi Karagu, Fredrick Mulu and Julius Mati to Nairobi Trading; Faith Makokha, James Githaiga, Halima Makokha, David Kimungui and Francis Njenga to Cummins Aftermarket; and Simon Njenga and Lute Odenyo to Shared Services. Welcome to C&G family.

The following members have left the Group: David Maingi (Nairobi Trading), Albert Opiyo (Engineering), Kones Ibrahim (Kisumu) and Joseph Orina and Velzian Okebiro (Mombasa).

Bereavements
We say *pole* to the following members who lost close members of their families - Humphrey Okoth (father), Kennedy Odhiambo (father), Julius Mati (son), Peter Mungai (brother) and James Njoroge (mother). May God give you strength to bear your losses.

Congrats to New Borns!
Erick Sangoro (Cummins) was blessed with a baby girl, Maureen Loko (Nairobi Trading) baby boy and Gerald Muchika (Mombasa) had a bouncing baby girl. Congratulations!

HIGHLIGHT OF THE QUARTER



Tim Solso to Open Cummins Facility
The Cummins Inc Chairman and CEO set to open Car & General's High Horsepower Rebuild Facility

Car & General (Kenya) Limited will officially open its High Horsepower Engine Rebuild Centre on April 29th, 2011 and the plaque to inaugurate the occasion will be unveiled by none other than Tim Solso, the Chairman and CEO of Cummins Inc. himself! What an honour!

Car & General was appointed Cummins distributor for Power Generation products in Kenya in October 2003 and as a Cummins lead distributor for East Africa region in 2006. As such Car & General is the master distributor for Cummins (all product lines from gensets to engines, parts and filters) in Kenya, Uganda, Tanzania, Rwanda, Burundi, Ethiopia, Eritrea, Djibouti, Somalia and the Seychelles and has representation in all countries except Somalia.

Cummins is a Fortune 250 company that designs, produces and sells diesel engines, power generation equipment and related components

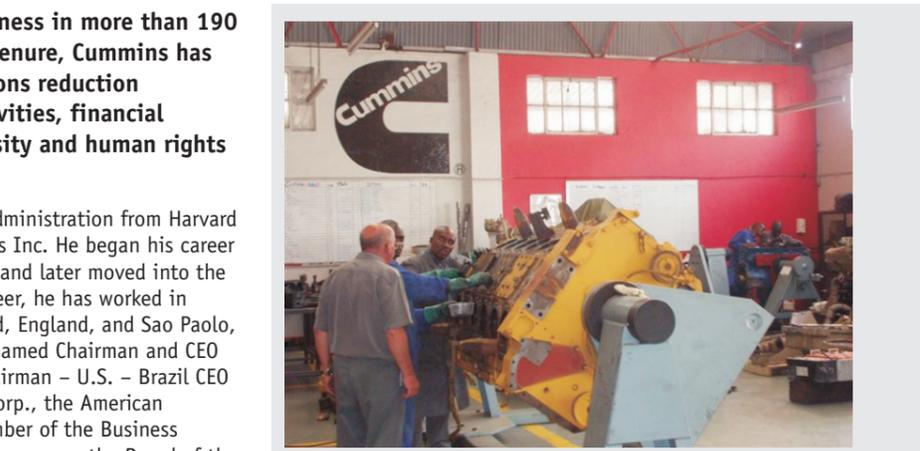
worldwide. The Company currently does business in more than 190 countries and territories. Under Mr. Solso's tenure, Cummins has been recognized for its leadership in emissions reduction technologies and related environmental activities, financial performance, corporate responsibility, diversity and human rights issues.

In 1971, after receiving an MBA in Business Administration from Harvard University, Tim Solso went to work for Cummins Inc. He began his career as assistant to the Vice President of Personnel and later moved into the operations side of the business. During his career, he has worked in various global locations, including Huddersfield, England, and Sao Paulo, Brazil. After 29 years in the business, he was named Chairman and CEO in 2000. Mr. Solso currently serves as U.S. Chairman – U.S. – Brazil CEO Forum, is a Director of Ashland Inc. and Ball Corp., the American Transportation Research Institute and is a member of the Business Roundtable and the Indiana Academy. He also serves on the Board of the Initiative for Global Development, EARTH University and the EARTH University Foundation.

He is a Principal of the American Energy Innovation Council, whose mission is to foster strong economic growth, create jobs in new industries and re-establish America's energy technology leadership through robust public investments in the development of world-changing energy technologies. Among his recent honors, in March 2011 Mr. Solso was appointed to serve as a member of President Barack Obama's Management Advisory Board. The Board was established by Executive Order in 2010 to provide advice on how to implement best business practices in the federal government's management and operation.

In 2010, he was named a top five finalist to Marketwatch's CEO of the Decade and to Barron's list of the 30 Most Respected CEOs for 2010. He was awarded the William R. Laws Human Rights Award by the Human Rights Commission of Columbus, IN, where Cummins is headquartered, in 2009 and the Ellis Island Medal of Honor in 2008. In 2007, he was selected as the national Six Sigma CEO of the year and was selected to receive the Anti-Defamation League's Man of Achievement Award. That same year he was named the International Executive of the Year by the Academy of International Business and received the American Business Award for Best Chairman.

He formerly served as a member of the Boards of Amoco Corporation, Cyprus AMAX Minerals Inc., Irwin Financial Corporation, the Trustees of DePauw University, the Indiana Economic Development Corporation, the Central Indiana Corporate Partnership and the Heritage Fund of Bartholomew County. An Oregon native, Mr. Solso, 64, earned a bachelor's degree in psychology from DePauw University in 1969. He was the recipient of the DePauw Distinguished Alumni Award for Management and Entrepreneurship, and the Old Gold Goblet. He also has received honorary doctorate degrees from Rose-Hulman University and Franklin College.



The Cummins High Horsepower Engine Rebuild Centre
The 50 million shilling state-of-the-art facility rebuilds Cummins engines. It is economical to rebuild an old engine than acquire a new one.

A 1.5 million shilling heat exchanger to speed the testing of customers' engines was installed.

A 4 million shilling piper diagnostic dynamometer for testing Cummins engines which have been repaired to ensure they have the power outputs specified by the manufacturer.

A dedicated training centre in Nairobi has been established to serve the regional network of dealers and distributors.

A 5 million shilling Rotajet D108 washing machine with a load capacity of 2,500 kilogrammes and a mix of water and Neospray chemical is used to wash the engine parts.

An 8 million shilling Hyster folklift truck with an 8 tonne load capacity was acquired to speed the handling of Cummins engines and generators.

Engine rotating stands have been acquired at 5million shillings to enable easy working on engines.

20 million worth of workshop and special tools have been purchased to improve efficiency and quality of workmanship.