

FIXED PRICE COMPONENT REBUILDS

Extend machine life. Control costs.



Dealer Name





ARE YOU READY FOR A REBUILD?

YOUR CHECKLIST

- Based on your experience, are your components reaching the end of their first productive life?
- Are there any oil sampling alerts?
- Are you experiencing power loss or overheating?
- Have you noticed increased oil consumption or smoke?
- Do you notice any oil leaks?
- Are you experiencing clutch slippage?
- Have you found debris in your filters?
- Are your brakes 'chattering'?

CONTACT YOUR CAT DEALER TODAY

Rebuild after failure is not an option. The costs are too high and the disruption to your business is incalculable.

The most cost-effective route to rebuild is a Cat Fixed Price Rebuild.

To talk to an experienced Cat specialist about Cat Fixed Price Rebuilds, contact your local Cat dealer today.



COMPONENT REBUILDS

A SIMPLE PROCESS

1 Initial visit

Your Cat dealer will visit you and inspect your machines to determine if any are in the component rebuild time frame.

2 Review

Your Cat dealer will work with you to review your fleet and application to help you assess the right time for a rebuild - it may be sooner or later, depending on the circumstances.

Valuable information can be gained through 'planned indicators' - a series of scheduled tests that can be undertaken by your own mechanics. We can package these ongoing checks as part of a flexible customer support agreement, or a series of inspections.

Planned indicators include:

- S-O-SSM fluid analysis
- Machine service meter hours
- Service history
- Experience
- Fuel consumption
- Inspections
- Site Operation and Maintenance Advisor

A 'problem indicator' assessment will complete the review. This will cover issues causing concern on a daily basis, such as power loss and excessive noise or vibration.

3 Quote

After the review stage, you will be provided with a fixed quote and estimated turnaround times for each rebuild.

4 Rebuild

You can have absolute confidence in a Cat Fixed Price Rebuild. The work will be undertaken by skilled, Cat trained technicians, to Cat specifications, using only genuine Cat[®] parts. The scheduling of workshop time and our excellent parts availability ensures turnaround times are as short as possible.



FIXED PRICE COMP

CHECK THE BENEFITS

Extend the life of your machine cost-effectively

A Cat Fixed Price Rebuild provides a fresh life for your component - equal to its first life. This is a major factor in reducing your Cat machine owning and operating costs. Cat Fixed Price Rebuilds are highly cost-effective because our components are designed to be rebuildable. Also a high percentage of our parts are reuseable - a feature which is unique to Caterpillar.

A better way of managing your equipment

Caterpillar helps you save money by rebuilding your component when it reaches the end of its natural life. Major parts will not be damaged, so other parts and components can be cost effectively reconditioned or reused.

Fixed price up front

Knowing your rebuild price up front removes uncertainty, allows you to budget effectively and removes time-consuming invoice queries.

Fast turnaround reduces downtime

Because everything is planned, and your rebuild is being undertaken before failure, turnaround times are short, so downtime is significantly reduced and your machine is back at work as soon as possible. Your rebuild can be fitted neatly into a pre-planned schedule, so firm delivery dates can be provided.

Cat know-how extends second life

Your Cat dealer works closely with you to identify the best time to rebuild your components. The rebuild itself, with experienced Cat trained personnel and Cat® parts designed and manufactured to the highest specifications, ensures a long second life for your components.

FIXED PRICE REBUILD V. REPAIR AFTER FAILURE

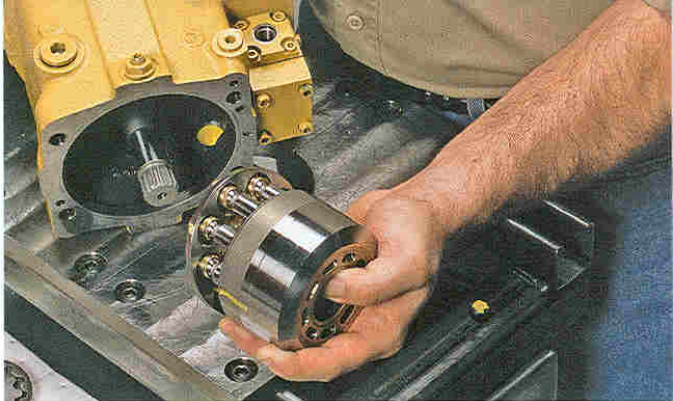
Case Study: 375 excavator. Spain

A 375 engine failed after 15,206 hours. The total rebuild cost was 41 per cent higher than if the engine had been scheduled for a Cat Fixed Price Rebuild, before failure.

The additional cost involved cleaning and evaluating individual parts and the salvaging or replacement of damaged key components, including cylinder heads, pistons and oil cooler.

The investigation and refurbishment process, coupled with the fact that sudden failures cannot immediately be planned into workshop schedules, generates additional downtime and more lost production. Extended replacement machine rental costs add extra financial impact.

When all factors are taken into account, repair after failure often costs 100 per cent more than a Cat Fixed Price Rebuild, before failure.



FIXED PRICE COMPONENT REBUILDS

COMPONENTS COVERED

ENGINES

TRANSMISSIONS

**FINAL DRIVES AND
COMPLETE AXLES**

**HYDRAULIC PISTON PUMPS
AND MOTORS**

HYDRAULIC CYLINDERS

The smart way to extend machine life

Rebuilding and reconditioning major components when they reach the end of their expected life makes good business sense.

If you wait until the component fails, a rebuild will be much more expensive, your business is thrown off balance, and the cost of unplanned downtime will seriously affect your bottom line.

A great offer from your Cat® dealer

A Cat Fixed Price Rebuild is the cost-effective way of extending component life and lowering machine owning and operating costs. With a Cat Fixed Price Rebuild, you have a single point of contact, everything is professionally planned and there are no unpleasant surprises.

Fixed price and agreed schedule

Your Cat dealer will work with you to determine the expected life of major components, based on your application, experience, and data from thousands of Cat® machines. You will receive a fixed price, a clear description of work to be done and a schedule identifying the right time for the rebuild, so you can plan ahead with confidence.

Cat expertise ensures quality

Your Cat Fixed Price Rebuild will be undertaken by Cat trained technicians using the right tools and Cat® parts, which have the highest specifications in the industry and are readily available. Only Cat dealers have Cat training and access to Cat specifications to maximise parts reuse and keep rebuild costs down.

Dealer Name



DEALER NAME OR IDENTITY

Address line 1

Address line 2

Telephone Number

Email address

