New Content Engine & Competitive Repower
## New Content Engine

- Fully assembled & factory tested solution that Contains 100% new cylinder block, crankshaft, & cylinder head
  - Turbocharger
  - Injector set
  - ECM / harnesses & sensors
  - Rear housing & flywheel
  - Inlet / exhaust Manifolds
  - Oil / fuel Lines
  - Air Compressor

<table>
<thead>
<tr>
<th>Sales Model</th>
<th>Model Year</th>
<th>Engine S/N</th>
<th>HP range</th>
<th>Reman Engine</th>
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<th>NOX</th>
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<tbody>
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<td>3406E</td>
<td>1994-1997</td>
<td>5EK</td>
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Effective date is January 14th, 2021
New Content Engine

- Allows for higher emitting engine to be replaced with the same or lower emitting engine
  - For instance, can replace a 5EK with a 6NZ or replace a MBN with a BXS
  - **DOES NOT allow for C13 to C15 repower**
    - C13’s are mainly used in vocational type applications and in most cases a 3406 /C15 /C-15 configuration is not feasible
- Allows for Cummins and Detroit Repower on similar displacement range
  - 12.5L to 15.5 L
- Technical support via call center for the installation advice for Dealers
  - TEPS/ TIA’s questions will need to be routed through the dealers to the Truck engine call center
  - Offer application and installation changes needed based on scenario
  - Advice will be engine focused
  - Direct support for TEPS/TIA’s in the works
- Dealers will not be able to stock these; Must be ordered on a Case-by-Case situation
  - Can be stock ordered however

**Cat Upgrade Add Charge: $2,000**
**Competitive Repower Add Charge: $4,000**
Program Requirements
- Displacement: 12.5L to 15.5L or equivalent
- Emissions Label must be intact on the core engine
- Detroit Diesel or Cummins engine

Dealer Instructions
- Identify the model year on the emissions label of the core engine you would like to return.
- Look for that model year in the Caterpillar Reman Engine Cross Reference Table.
- Any engine of that model year range or later will accept the core engine for partial core credit.
- If the emissions label indicates Family Emissions Limit (FEL) was utilized, locate the FEL type (NOX or PM) and amount to ensure the ordered engine is lower emitting.

Example
Using the example emissions labels below, Core credit would be given for this (Detroit Diesel) core engine if any of the Model Year 1998-2003 or 2004-2006 engines were purchased. Core Credit would be given for this (Cummins) core engine if any of the Model Year 2004-2006 engines were purchased.
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Engine Ordering Process

• Dealer will contact the Truck Engine Call Center first
  – Engines are on a hard freeze and must be released by customer service

• Call Center will verify the correct engine to match engine in the chassis
  – Vehicle Identification Number (VIN) needed
  – Picture of Emission Label on current engine is needed

• Once verified Call Center will provide a Auth # to be used when ordering
  – Auth code is to be entered as Special Instruction comment
    ▪ Type code "SPL" and Enter auth number provided by call center in message field (See next slide)
    ▪ Order will create a "grief" notice to cust. svc.; Cust. svc. verifies auth num. from call cntr. and releases order within 24 hrs.
  – Auth # also allows for record of what was discussed if need further assistance

• All cores must be shipped back using the normal process.
  – Cat engine cores need to be returned on stand like normal
  – Competitive cores need to be laid on their side, on a sturdy wood pallet and strapped to pallet with metal straps.
  – Replacement engine tracking form filled out by Dealer and submitted along with Core
    ▪ Dummy Serial # will be given to use in Core return/CCR return process if performing competitive repower
Engine ordering process - ANTARES Order entry specifics

1. SPL Goes here

2. SPL Goes here

3. Auth Number goes here
Caterpillar cores like pictured, receive no core value under the traditional Reman model. These would receive full value with the New Content Engines.
2020 National HD & MD Reman Engines Program

$1,500 OFF!

• Offer valid Q1-Q2: January 1, 2021 – June 30, 2021
• Reference Number: NAT-ENG-3144 (U.S.) / NAT-ENG-3152 (Canada)
  • Valid in shop or over the counter
• Marketing Materials:
  • Sales Flyer PEDJ0538 -Coming January 2021!!
Frequently Asked Questions (FAQ)

• Q: Are these engine available outside the U.S.?
  A: Yes!! The new replacement engines can be used for like for like exchanges and Cat upgrades. Competitive repowers are not available outside the U.S.

• Q: Can we utilize the national program NAT-ENG-3144/3152 on these engines?
  A: Yes!! This program can be used on these engines as well.

• Q: Do we need to contact the truck engine call center for a traditional reman engine replacement?
  A: No. You only need to contact the call center if you are wanting to order a new content engine.

• Q: Can I replace a newer engine with an older one?
  A: No. All engine replacements must be the same or a newer model than it is replacing.

• Q: Can I replace a C13 with a C15?
  A: No. Since most C13 engines are in vocational type applications, space is a critical factor and most 3406/C15 will not fit. It must be a 3406E, C15, C-15, or similar displacement competitive engine.
Frequently Asked Questions ( FAQ )

• Q: Will I need to rerate my engine?
  A: Possibly. You will need to match the engine to what the drivetrain can handle which in most cases will be what the core engine was set up as. The Truck engine call center can help you identify what to rerate the engine to.

• Q: What do I do with the core?
  A: Dealers will return all cores (Cat and Competitive) through normal core return process. TEPS will return it to their dealer like normal.

• Q: Will Caterpillar take back core engines that contain aftermarket parts?
  A: Yes!! Reman will take back these core engines as long as they are assembled & complete and have the same fit, form, & function as the equivalent Cat part.

• Q: What engine serial number do I use on the form PEEP9262-07 if I am replacing a competitive engine?
  A: You will be given a dummy engine serial number by the truck engine call center to use on the replacement engine tracking form for you core return( CCR ).
ESC coverages

- January 2021- Mileage limitation is removed from 36 mo. & 48 mo. coverages except for C16/C-16
- ESC Coverages available for purchase
Sales Support Materials

• Truck Engine Call Center *
  - Required to call for engine to be obtained as part numbers are on soft freeze
  - Requires engine serial / model and vehicle identification number to start request
  - Provides correct part identification assistance, Authorization to release order
    *Will not answer questions about pricing, discount or core entitlement

• Warranty is the same as current offering
  - 24 mo./ Unlimited miles base warranty SELF5666

• ESC and Component coverages
  - ESC/Component Plus price matrices available Dealer NET ; TEPS Net ; Sugg. Cust List
  - 36 mo. & 48 mo. are now Unlimited Mileage

• Supporting Documents
  - Core Acceptance Criteria- SELD0318-02 & SELD0440-01
  - Information Release Memo-PELJ2562 Coming Soon!!
  - Replacement Engine Tracking Form PEEP9262-07
  - Regulations for the Sale of New Replacement Engines PELJ1301-02
QUESTIONS?