



New Content Engine & Competitive Repower



Industrial Power Systems Division
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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

Sales Model	Model Year	Engine S/N	HP range	Reman Engine	New Content Engine	NOX	PM
3406E	1994-1997	5EK	435- 550 hp	0R8700	20R9319	5.0 g/hp-hr	.10 g/hp-hr
	1997	6TS	435- 550 hp			5.0 g/hp-hr	.10 g/hp-hr
	1998	1LW	435- 550 hp	10R7248	20R9318	4.0 g/hp-hr	.10 g/hp-hr
1999	2WS	435- 550 hp	20R6605	4.0 g/hp-hr		.10 g/hp-hr	
C-15	2000-2002	6NZ	435- 550 hp	10R1322	20R9323	4.0 g/hp-hr	.10 g/hp-hr
	2003	BXS	435- 550 hp	10R8767	20R9335	4.0 g/hp-hr	.10 g/hp-hr
C15 ACERT	2004-2006	MXS	435- 550 hp	10R8767	20R9335	2.5 g/hp-hr	.10 g/hp-hr
		NXS	435- 550 hp			2.5 g/hp-hr	.10 g/hp-hr
		MXS	600- 625 hp	10R8802	20R9336	2.5 g/hp-hr	.10 g/hp-hr
		NXS	600- 625 hp			2.5 g/hp-hr	.10 g/hp-hr



Effective date is January 14th, 2021

New Content Engine

Cat Upgrade Add Charge: \$2,000
Competitive Repower Add Charge: \$4,000

- 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

Upgrades and Competitive Repowers

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

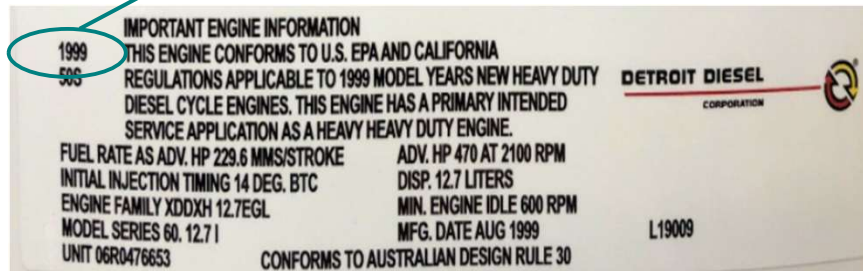
- Identify the model year on the emissions label of the core engine you would like to return.
- Look for that model year in the Caterpillar Reman Engine Cross Reference Table.
- Any engine of that model year range or later will accept the core engine for partial core credit.
- If the emissions label 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.

Caterpillar HD On Highway NRE Cross Reference Table

Model Year	New Replacement Engines	NOX	PM
1994-1997	20R9319	5.0 g/hp-hr	0.10 g/hp-hr
1998-2003	20R9318, 20R9323	4.0 g/hp-hr	0.10 g/hp-hr
2004-2006	20R9335, 20R9336	2.5 g/hp-hr (HC+Nox)	0.10 g/hp-hr



Caterpillar HD On Highway New Content Engine Cross Reference Table

Competitive HD On Highway New Content Engine Cross Reference Table

Sales Model	Model Year	Engine S/N	HP range	Reman Engine	New Content Engine	NOX	PM	Model Year	New Content Engine	NOX	PM
3406E	1994-1997	5EK	435- 550 hp	0R8700	20R9319	5.0 g/hp-hr	.10 g/hp-hr	1994-1997	20R9319	5.0 g/hp-hr	.10 g/hp-hr
	1997	6TS	435- 550 hp			5.0 g/hp-hr	.10 g/hp-hr				
	1998	1LW	435- 550 hp	10R7248	20R9318	4.0 g/hp-hr	.10 g/hp-hr	1998-2003	20R9318,20R9323	4.0 g/hp-hr	.10 g/hp-hr
	1999	2WS	435- 550 hp	20R6605		4.0 g/hp-hr	.10 g/hp-hr				
C-15	2000-2002	6NZ	435- 550 hp	10R1322	20R9323	4.0 g/hp-hr	.10 g/hp-hr				
	2003	BXS	435- 550 hp	10R8767	20R9335	4.0 g/hp-hr	.10 g/hp-hr				
C15 ACERT	2004-2006	MXS	435- 550 hp	10R8767	20R9335	2.5 g/hp-hr	.10 g/hp-hr	2004-2006	20R9335, 20R9336	2.5 g/hp-hr	.10 g/hp-hr
		NXS	435- 550 hp			2.5 g/hp-hr	.10 g/hp-hr				
		MXS	600- 625 hp	10R8802	20R9336	2.5 g/hp-hr	.10 g/hp-hr				
		NXS	600- 625 hp			2.5 g/hp-hr	.10 g/hp-hr				

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.

```

CSMDG10  EZ39          ANTARES ORDER ENTRY      10/DEC/20
D7EZ0025                      CATERPILLAR OE MENU      09:17:04

Cust Cd: Z109  Cust Ref:                      Prim PSO: 373913974

----- ORDER LINE INFORMATION -----
-&LE)  LINE ENTRY                               (&LD)  LINE DETAIL / ENTRY

----- ORDER LEVEL INFORMATION -----
s (&SI) SPECIAL INSTRUCTIONS                    (&AO)  ADDRESS OVERRIDE
-&SC)  SPECIAL CHARGES/DISCOUNTS              (&MG)  ITEM MESSAGES
-&HR)  HEADER                                  (&OR)  OE RULES/INSTRUCTIONS
-&IP)  INVOICE PARAMETERS                     (&IR)  INT'L ORDER ENTRY RULES
-&RA)  RECEIVABLE ADMINISTRATOR

----- ORDER SOURCING INFORMATION -----
-&SF)  SOURCED FACILITY SUMMARY                (&SO)  SOURCING OPTIONS
-&SP)  SOURCED FACILITY PART SUM              (&AC)  SSI / ALTERNATE CARRIER
-&FS)  FIRST SOURCE

F01=HELP  F03=EXIT  F04=SUBMIT  F05=REFRESH  F09=LINENT
F12=CANCEL

NEXT FUNCTION:          OPT DATA:
    
```

2.

```

CSMDG10  EZ39          ANTARES ORDER ENTRY      10/DEC/20
D7EZ0003                      SPECIAL INSTRUCTIONS      09:17:09

Cust Cd: Z109  Cust Ref:                      Prim PSO: 373913974

Code  Type  Message
  |  |  |
  |  |  |
  |  |  |

SPL Goes here

No entries found
F01=HELP  F02=ADD  F03=EXIT  F04=SUBMIT  F05=REFRESH  F06=MENU
F08=FORWARD  F09=LINENT  F12=CANCEL

NEXT FUNCTION:          OPT DATA:
    
```

3.

```

CSMDG10  EZ39          ANTARES ORDER ENTRY      10/DEC/20
D7EZ0003                      SPECIAL INSTRUCTIONS      09:22:48

Cust Cd: Z109  Cust Ref:                      Prim PSO: 373913974

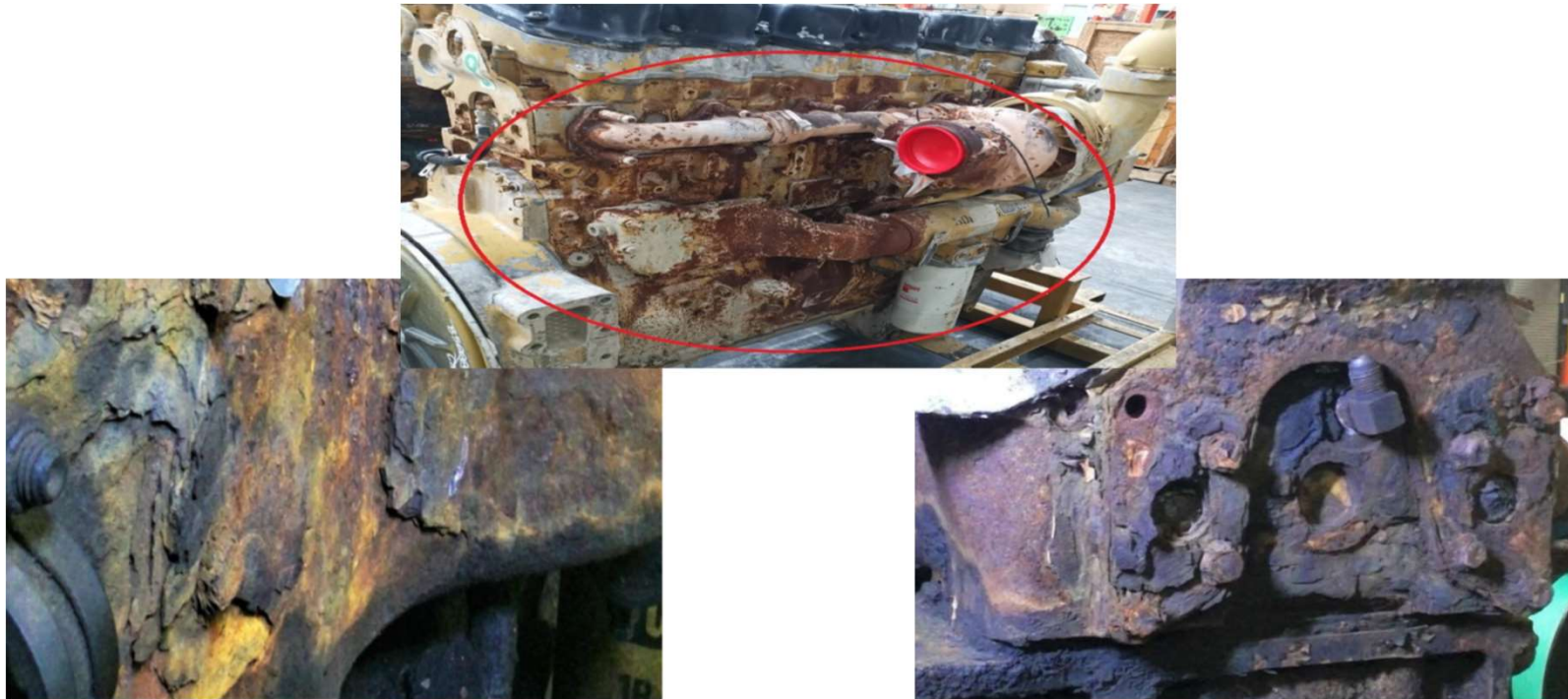
Code  Type  Message
  |  |  |
  |  |  |
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  |  |  |
  |  |  |
  |  |  |
  |  |  |
  |  |  |

Auth Number goes here

Record(s) added
F01=HELP  F02=ADD  F03=EXIT  F04=SUBMIT  F05=REFRESH  F06=MENU
F08=FORWARD  F09=LINENT  F12=CANCEL

NEXT FUNCTION:          OPT DATA:
    
```

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!

Heavy Duty & Medium Duty Reman Engines

- 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

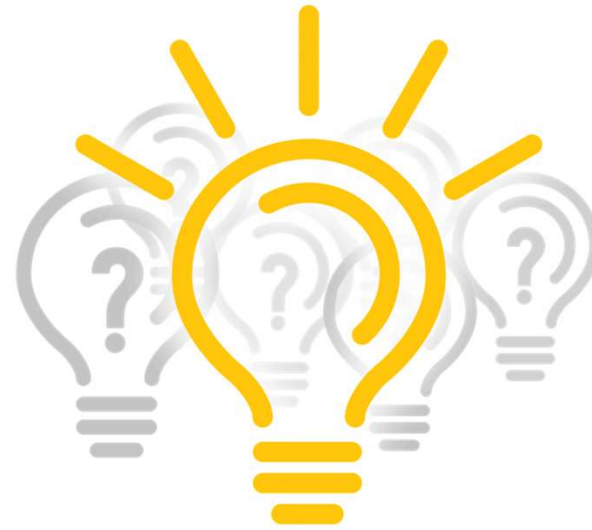
CAT ON-HIGHWAY TRUCK ENGINES REMANUFACTURED ENGINES COVERAGE					2021 CAT DEALER NET PRICES CATERPILLAR CONFIDENTIAL: GREEN					
Prices subject to change without notice					Effective for registrations occurring between January 1 and December 31, 2021.					
PRICE GROUP	SALES MODELS	ESC MONTHS	ESC MILES LIMIT	DEDUCTIBLE (PER FAILURE)	ESC PLUS	AIR COMPRESSOR	INJECTOR	TURBO	WATER PUMP	TOWING
HEAVY DUTY SALES MODEL AND ESC TERMS										
Pre-ACERT	3176, 3406, C-10, C-12, C-15	36	Unlimited	\$0 \$100 \$250	\$2,070 \$1,860 \$1,710	\$200 \$180 \$170	\$110 \$100 \$80	\$180 \$160 \$150	\$130 \$120 \$110	\$500
		48	Unlimited	\$0 \$100 \$250	\$3,710 \$3,340 \$3,060	\$410 \$380 \$340	\$210 \$190 \$180	\$360 \$320 \$290	\$200 \$180 \$160	\$500
	C16, C-16	36	300,000	\$0 \$100 \$250	\$2,070 \$1,860 \$1,710	\$400 \$360 \$330	\$180 \$160 \$150	\$580 \$520 \$480	\$180 \$160 \$140	\$500
		48	400,000	\$0 \$100 \$250	\$3,710 \$3,340 \$3,060	\$800 \$720 \$660	\$380 \$340 \$310	\$1,160 \$1,030 \$950	\$260 \$230 \$210	\$500
ACERT 2004	C13, C15	36	Unlimited	\$0 \$100 \$250	\$2,070 \$1,860 \$1,710	\$200 \$180 \$170	\$110 \$100 \$80	\$180 \$160 \$150	\$130 \$120 \$110	\$500
		48	Unlimited	\$0 \$100 \$250	\$3,710 \$3,340 \$3,060	\$410 \$380 \$340	\$210 \$190 \$180	\$360 \$320 \$290	\$200 \$180 \$160	\$500

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](#)

Truck Engine Call Center
1-800-447-4986
Opt. 1 for OHT engine
Opt. 3 for Cat Dealer
Available 24/7

Marketing flyer coming soon!



QUESTIONS?