

REPAIR OPTIONS



320C/D



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BROADEST RANGE OF OPTIONS



UPGRADES & ENHANCEMENTS

A RANGE OF UPGRADES AND ENHANCEMENTS INCLUDING, BUT NOT LIMITED TO:

SAFETY & SUSTAINABILITY	PERFORMANCE & PRODUCTIVITY	EQUIPMENT MANAGEMENT & MAINTENANCE
Seat Belt Reminder, White Noise Back-Up Alarms, Work Area Vision System	Fuel Consumption Monitoring	Asset IQ™



PLANNED MAINTENANCE

PARTS	KITS/S•O•S SM	SERVICE CONTRACTS
Filters, Fluids, Other Parts	PM Kits (dry/wet), PM Kits (dry/wet, w/S•O•S), S•O•S Services	Parts Contract, Parts & Service Contract, Parts/Service & Repair Contract

ENGINE OPTIONS



OWNERSHIP

How long do you plan to own the machine?



UTILIZATION

How much/often do you use the machine?



AFFORDABILITY

What is your expectation with regard to price?



TURNAROUND

How quickly does your machine need to get back to work?

	REBEARING/RESEAL	REBEARING/RESEAL PLUS COMPONENT	DEALER REBUILD/EXCHANGE	REMAN	NEW
OWNERSHIP	< 2 years			> 2 years	
UTILIZATION	< 1000 hours			> 1000 hours	
AFFORDABILITY	< 50% of new			> 50% of new	
TURNAROUND	Flexible			Urgent	

COMPONENT LIFE	Extend	Extend	Extend/Restore	Restore	Restore
INDICATORS	Planned	Planned	Planned/Problem	Problem	Problem
UPGRADE OPTIONS			●	●	●

* Options determined based on condition



DRIVE TRAIN OPTIONS



OWNERSHIP

How long do you plan to own the machine?



UTILIZATION

How much/often do you use the machine?



AFFORDABILITY

What is your expectation with regard to price?



TURNAROUND

How quickly does your machine need to get back to work?

	REBEARING/RESEAL	REBEARING/RESEAL PLUS COMPONENT	COMPONENT REBUILD/EXCHANGE	REMAN	NEW
OWNERSHIP	< 2 years			> 2 years	
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TURNAROUND	Flexible			Urgent	

COMPONENT LIFE	Extend	Extend	Extend/Restore	Restore	Restore
INDICATORS	Planned	Planned	Planned/Problem	Problem	Problem
UPGRADE OPTIONS			●	●	●

* Options determined based on condition



HYDRAULIC OPTIONS

LEAKS?	CYLINDER RESEAL/LIGHT HONE			
PRICE	← \$ →			
TURNAROUND TIME	Scheduled	Dependent*	Fast	Fast
BROKEN?		DEALER REBUILD/EXCHANGE	REMAN	NEW

*Dealer Rebuild = Scheduled Turnaround Time. Dealer Exchange = Fast Turnaround Time.

TOTAL SOLUTIONS: CAT® COMPETITIVE ADVANTAGE

CATERPILLAR WARRANTY & INSURANCE

GENUINE CAT® NEW AND REMAN PARTS ARE BACKED BY OUR 12-MONTH WARRANTY, SO YOU CAN FEEL CONFIDENT SELECTING A REPAIR OPTION THROUGH YOUR CAT DEALER.

CAT PARTS

New Cat parts and components are built for more than one life, so you can get the most value at the lowest possible cost. Cat REMAN parts carry a same-as-new Caterpillar warranty for less than the price of new. Classic parts are available for lower cost, lower utilization applications.

OTHER DEALER CAPABILITIES

We are dedicated to providing complete solutions for your equipment needs. As a part of the Cat dealer network, we have vast product support capabilities allowing us to offer worldwide support at a local level.

CAT FINANCING

No matter where your job takes you, Cat Commercial Account is a quick and easy way to manage costs. For a limited time, special financing terms are available to qualifying customers.

EMSOLUTIONS

Cat EMSolutions™ puts our knowledge and expertise to work with the latest equipment technologies and services to help you reduce operating costs and get more value from your equipment.

UPGRADES & ENHANCEMENTS

Unlike our competitors, the initial sale of the Cat product is only the beginning of the product's lifecycle. With upgrades, you can add features that were available (but not purchased) and features introduced on newer equipment. Cat Upgrade Enhancements retrofit programs allow you to update the safety, comfort, performance and appearance of your Cat equipment, as well as extend product life and add to the resale value.