

# CASE STUDY: EXPERT MAINTENANCE PLANNING AND INNOVATIVE REBUILD CAPABILITIES REDUCE REPSOL'S DOWNTIME

CUSTOMER	LOCATION	CAT® DEALER	PRODUCT	INDUSTRY	SOLUTION
Repsol	Pennsylvania, USA	Cleveland Brothers	G3500 & G3600	Gas Compression	Engine Overhauls

## CLEVELAND BROTHERS HELPS GAS COMPRESSION OPERATOR KEEP PACE WITH INDUSTRY DEMANDS

With eleven locations across the Marcellus Shale Play, Cleveland Brothers – a Cat® dealer for over 75 years – is strategically positioned to meet the needs of operators. Cleveland Brothers exemplifies the high level of expertise and quality that oil and gas companies can expect when working with a Cat dealer. The company requires continuous training for their technicians to ensure their team's skills keep pace with technology and industry dynamics. In addition to offering decades of oil and gas knowledge, the Cat dealer provides important services that are hard to match. From their ability to quickly provide technical insights to customizing part ordering and delivery schedules based on unique operator data, Cleveland Brothers and the Cat dealer network are a valuable part of any operator's extended team to ensure uptime is maintained.

### SUPPORT TO KEEP NATURAL GAS FLOWING

Repsol, a gas compression operator in the Marcellus Shale, has benefited from the Cat dealer network as well as Cleveland Brothers' capabilities and close proximity for several years, supporting the operator's growth in the shale play. As a result, Cleveland Brothers now provides Repsol with a dedicated, full-time technician.

Repsol shares engine activity with their dealer to proactively coordinate engine maintenance and service plans. This enables parts and predictive maintenance needs to be identified nearly a year in advance, maximizing uptime. Cleveland Brothers' close monitoring has enabled Repsol to extend overhaul timeframes by 5% to 20%, contributing to a reduction in Repsol's total cost of ownership (TCO) while also minimizing site disruptions. This enables parts and predictive maintenance needs to be identified nearly a year in advance, maximizing uptime. Cleveland Brothers' close monitoring has enabled Repsol to extend overhaul timeframes by 5% to 20%, contributing to a reduction in Repsol's total cost of ownership (TCO) while also minimizing site disruptions.

"We have the confidence of working with a support network that understands the urgency of the gas compression business," stated Ryan Stratton, Repsol senior operator for production operations. "Our dealer's close proximity to our location, their understanding of our business and 24/7 technical support have helped us minimize unplanned downtime."



## READY WHERE AND WHEN NEEDED

The trusted collaboration between Cleveland Brothers and Repsol exemplifies the type of commitment and service operators can expect from Caterpillar's extensive dealer network. Understanding the nuances of the industry, offering convenient locations and the ability to provide parts and support when and where needed makes a difference for gas compression operators. This trusted relationship spans farther than basic maintenance or repairs. It's a value-added collaboration that has helped Repsol expand over the years.

T.J. Cleveland, general manager of operations at Cleveland Brothers explained, "With our eleven locations dedicated to oil and gas, we're able to service all of our customers across our territory. We have put the dedicated resources in place at all our locations – including service operations, service managers, and field technicians – to ensure we can provide 24/7 support."

The oil and gas industry doesn't rest. Neither do Cat dealers.

