

THE BENEFITS OF A REBUILD

Finning worked with a longtime customer in the winter of 2018 to rebuild two of their wheel loaders. The two Cat® 988H's were reaching the end of their lifecycle and the company had to decide if they wanted to rebuild or buy new. In the end, their choice to rebuild saved them more than a million dollars.

This particular company has been a Finning customer for over a decade. Being an aggregate company based in Alberta, their machines are put to the test and worked hard daily.

As a mostly-seasonal aggregate company, it was important to have the rebuild done in a timely manner so they could get the equipment ready to work for the spring season.

THE REBUILD DETAILS

The rebuild of the two 988H's cost \$1.1-million — about half the cost of what it would be to buy two brand new wheel loaders.

The rebuild included replacing major components such as the engine, transmission, and torque. Our service team also added hydraulics, bucket linkage and re-detailed the cab, installing a new headliner and adding floor mats.

Our customer saved a million dollars by choosing to rebuild the two machines.

SIX WEEK
TURNAROUND

FULL CSA
AGREEMENT

HALF THE
COST TO BUY
TWO NEW
WHEEL
LOADERS

CPT PLUS
REBUILD =
SEVEN TO
EIGHT YEARS
LIFECYCLE

"It's a definite cost-savings," said Steve Cox, a Major Product Support Sales Representative at Finning. "That's how Caterpillar builds their machines. They're built to be rebuilt."



REBUILD TIMELINE

A typical rebuild on a 988H is usually about six to eight weeks. The total turnaround for this rebuild project took a total of six weeks — meaning the customer had their machines back working well before the scheduled completion date.

Our team made sure the rebuild was well planned, ensuring all the necessary parts were ordered in advance of the job start date. This allowed the team to schedule technicians for the repair, go over the rebuild plan in detail and confirm customer expectations.

TYPES OF REBUILDS

When a customer is considering a rebuild we look at whether they need a CPT (Certified Power Train) Rebuild, a CPT Plus (Certified Powertrain Plus Hydraulics) Rebuild, or a CCR (Cat Certified Rebuild). From there, we weigh those rebuild costs against the cost of buying brand new.

Typically, a 988H has a 60,000 hour frame type. In this instance, both machines were reaching the end of their first life cycle — which is typically between 14,000-16,000 hours. The customer went with a CPT Plus rebuild, which will give them seven to eight years on to their second life cycle.

BUILT TO BE REBUILT

The decision to go with a rebuild can also vary based on how long the customer is going to keep the machine, the availability of a new machine, and the value of the machine prior to a rebuild.

Most medium size and large Cat equipment is built to be rebuilt, so customers often have the choice to rebuild or buy new. If you're considering a rebuild on your Cat machine, a Finning expert will help you determine whether it's the right option for your business based on the type of machine you own and how many hours are on it.

UPKEEP ON REBUILDS

Once the rebuild is complete, the machine will have a full Customer Support Agreement (CSA) with it. These agreements are essential to tracking service, monitoring fleet health and maintenance requirements to ensure service work is completed in a timely manner and agreed on between Finning and the customer.

Our CSAs include advanced maintenance solutions, equipment inspections, remote fleet monitoring, VisionLink, fluid analysis, and fleet health reporting. Our service experts will take care of everything from routine oil changes to major engine repairs.

"We're always out to see these machines, talking to the customer, seeing how they're working and if the operators are happy. We've had nothing but great feedback on both units," said Cox.