

# BETTER EQUIPMENT MAINTENANCE INCREASES YOUR PROFITS

An effective maintenance program lengthens machine life, keeps your equipment productive, increases resale value and reduces unscheduled downtime.

## How does proactive maintenance impact profitability?



Source: Cat® Equipment Investment Analysis program

## Why give up productive hours to repair before failure?

Overhauling your engine before a component fails saves you money. In this example, the additional 999 hours cost an additional \$7500, \$7.50/service hour. And that doesn't include the cost of ancillary damage from the failure or the impact of unscheduled downtime to make the repairs. So, in this example, even though it's an overhaul nearly 1,000 hours before breakdown, repair before failure still saves money.

**IN-FRAME OVERHAUL @ 8,000 HOURS**  
(Bearings, cylinder packs, injectors, recondition the head)

**\$5,500** TOTAL COST

**\$0.68** COST/SERVICE HR.



**IN-FRAME OVERHAUL @ 9,000 HOURS**  
(Bearings, cylinder packs, injectors, recondition the head)

**\$4,800** TOTAL COST

**\$0.61** COST/SERVICE HR.



**ENGINE FAILURE @ 8,999 HOURS**  
(Rebuild engine)

**\$13,000** TOTAL COST

**\$1.44** COST/SERVICE HR.



Source: Stewart, Larry; RX for Profit, Construction Equipment, November 01, 2004

## What should you include in your maintenance program?

### 7 KEY ELEMENTS FOR PROACTIVE EQUIPMENT MANAGEMENT

- 1 PREVENTIVE MAINTENANCE**  
Complete maintenance and service recommended in your Operation and Maintenance Manual (OMM).  
[Click here to learn more >](#)
- 2 SOS FLUID ANALYSIS**  
Analyze oil, coolant and hydraulic fluids for wear indicators. Talk to your Cat® dealer about your results.  
[Click here to learn more >](#)
- 3 INSPECTIONS**  
Regularly look for signs—smoke, leaks, lagging performance. Identify causes and service or repair.  
[Click here to learn more >](#)
- 4 REPAIR MANAGEMENT**  
Plan and select repair options, schedule major repairs and control costs.  
[Click here to learn more >](#)
- 5 OPERATOR TRAINING**  
Train your operators. Operating practices dramatically impact performance and component wear. Teach your operators to help reduce operating costs.  
[Click here to learn more >](#)
- 6 SCHEDULED MAINTENANCE**  
Good scheduling helps you make sure critical maintenance gets done and keeps your operation as productive as possible.  
[Click here to learn more >](#)
- 7 RECORD KEEPING**  
Record keeping consists of full documentation on machine history, component life and cost information. It helps you identify high-cost or problem areas, track work flow, control costs and increase machine resale value.