



TAKE CONTROL OF YOUR OPERATING COSTS

FINNING[®]

E X C H A N G E



FINNING

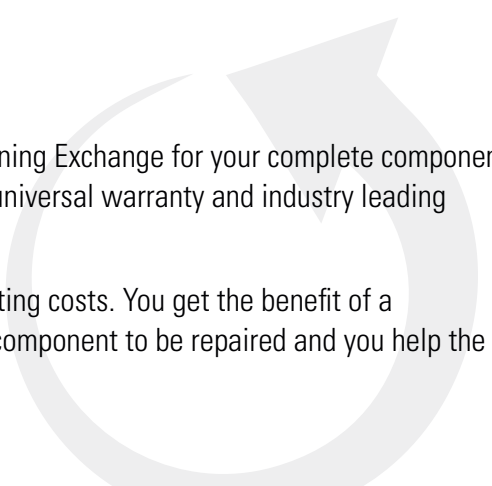
E X C H A N G E

Replace your worn or timed out components with Finning remanufactured units and realize savings of up to 50% compared to new component pricing. When you purchase a component from Finning Exchange, you will receive a credit for returning your old, worn-out core. This amount will offset the purchase price of the new exchange component, leading to reduced owning and operating costs. Finning then takes that core and remanufactures it, bringing it back to "like new" condition.

THE FINNING EXCHANGE ADVANTAGE

When it comes time to rebuild your Caterpillar® machine components, look to Finning Exchange for your complete component repair and replacement needs. Finning Exchange offers superior product quality, universal warranty and industry leading availability, together with Finning's everyday value added services.

Finning Exchange helps you minimize machine downtime and manage your operating costs. You get the benefit of a like-new component immediately at a reduced price. There's no waiting for your component to be repaired and you help the environment by recycling.





CATERPILLAR MACHINE COMPONENTS REBUILT TO LIKE NEW QUALITY IN WESTERN CANADA

Finning Exchange components are remanufactured to like-new Caterpillar specifications at our state-of-the-art facilities in western Canada following industry leading safety practices. This allows us to provide our customers with components especially suited for our demanding conditions.

Our components are produced using the strictest quality control and most innovative manufacturing processes in the industry.

Our remanufacturing facilities are custom designed to meet strict contamination control and production flow requirements.

We use only the latest production techniques like Lean Manufacturing and Cat Production System to improve product quality and process efficiencies.

Key machining and salvaging capabilities that Finning Exchange uses to provide the most value in every exchange component are:

- **Comprehensive Cleaning and Inspection**
- **Safe Work Practices**
- **Strict Quality Management**
- **Effective Contamination Control**
- **Latest Product Updates**
- **Rigorous Testing**
- **Genuine CAT® Parts**
- **Advance Surface Technology for Cylinders Coating**
- **Metal Arc Spray Welding**
- **Lock-and-stitch Technology for fixing Cylinder Blocks**
- **Optimized Engine Components Balancing**
- **CNC Machines**
- **4000 HP Dyno Test Equipment**
- **Latest Caterpillar® Salvage Technology and Processes**



ENJOY PEACE OF MIND WITH THE FINNING EXCHANGE UNIVERSAL WARRANTY.

Every exchange component we sell is covered, no matter where you make your purchase in the Finning territory.

Your component warranty coverage period starts from the date the component is installed (subject to Caterpillar® installation guidelines).

If you wish to have us install your components, highly skilled Caterpillar certified Finning technicians will work on your machine with the added security of removal and installation labour coverage as well.

12 MONTH
/4000 hrs*
UNIVERSAL WARRANTY

*Whichever comes first.

Contact your local Finning branch or Product Support Sales Rep for additional warranty information or visit the Finning Exchange webpage on www.finning.ca.



FROM MINING TO CONSTRUCTION TO POWER SYSTEMS

Finning Exchange offers a wide range of components and cylinders for your Caterpillar® equipment.

POWERTRAIN

Engines
Transmissions
Torque Converters
Final Drives
Wheel and Brake Groups
Differentials
Axle Groups

HYDRAULICS

Suspension Cylinders
Tilt Cylinders
Hoist Cylinders
Lift Cylinders
Steering Cylinders
Pumps/Motors
Drive Group

UNDERCARRIAGE

Rollers
Idlers
Track Frames

POWER SYSTEMS

Gas Engines
3600 Series Turbo Chargers

The Finning Exchange components selection is continually expanding. Contact your local Finning branch or Product Support Sales Rep for all your machine components needs.

VALUE ADDED SERVICES

Take advantage of the services offered by Finning Exchange to maximize the performance and cost-effectiveness of your Caterpillar® Equipment.

- Planning/Scheduling
- Condition/Failure Reports
- Technical Support & Info
- Reliability Engineering
- Customer Viewings
- Remanufacturing Facility Visits
- Components Repair and Return
- Equipment Management
- Special Projects
- Component Contracts



FINNING EXCHANGE FAQs

WHAT ARE YOUR PRICING OPTIONS?

Enjoy peace of mind and cost certainty with Finning Exchange's fixed pricing options*. For special situations, Finning Exchange also has a unique variable price option.

The following pricing options are available:

BEFORE FAILURE

Fixed Price for components meeting Finning's before failure core acceptance criteria.

AFTER FAILURE

Fixed Price for components meeting Finning's after failure core acceptance criteria.

SERVICE PLUS⁺

Base Price for must-use parts and labour followed by additional charges per condition of the component.

*Subject to core inspection

WHAT ARE YOUR COMPONENT CONTRACT OPTIONS?

There are a variety of contract options to suit the unique requirements of your Caterpillar® fleet:

- **Cost Per Hour**
- **Planned Performance Guarantee**
- **Fixed Pricing Arrangement**
- **Mechanical Availability Guarantee**

Finning's contract options also include products and services beyond Finning Exchange Components. These include but are not limited to:

- **Components removal and installation labour**
- **Scheduled Maintenance**
- **Mid-life maintenance and machine overhauls**

The Finning contracts team can also work with you to customize a components contract to suit your unique needs.

DECREASE RISK

SMOOTH OUT CASH FLOW

REDUCE COST



WHAT IS YOUR CORE ACCEPTANCE CRITERIA?

The Finning Exchange Core Acceptance Criteria is clear and easy to use, facilitating smooth flow of core credits and cores to better support your needs.

BEFORE FAILURE

- No visible cracks, damage or welds
- Non-failed, running core
- Meets "Rotation" requirements
- No non-operational damage (mishandling, excessive rust, corrosion, pitting, or fire damage)
- Fully assembled and complete
- Acceptable part number

AFTER FAILURE

- Visible cracks, damage or welds
- Failed, non-running core
- Doesn't meet "Rotation" requirements
- Evidence of internal failure
- Excessive rust, corrosion, or pitting
- Fully assembled and complete
- Acceptable part number

ADD CHARGES

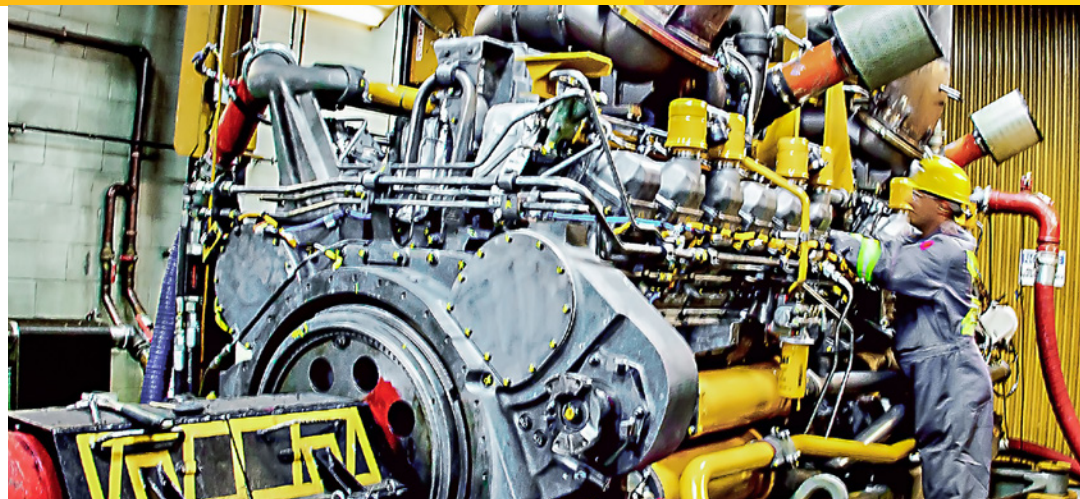
- Missing, cracked, broken, or welded parts or sub-components
- Missing, non-genuine or not like-for-like components or parts
- Missing Finning supplied shipping stand and/or shipping covers
- Fluids not properly drained

NO CORE CREDIT

- Unacceptable part number
- Scavenged cores
- Fire damage
- Disassembled

WHAT IS YOUR CORE RETURN POLICY?

In order to ensure adequate component availability at manageable costs, cores are required to be returned within 60 days of component shipping. The core credit is removed after 120 days of component shipping to allow seeding the program to maintain required level of component availability for customers.



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TALK TO US ABOUT FINNING EXCHANGE TODAY

Finning Exchange stands for industry leading components availability, superior quality and value-added services together with a warranty that's got your back to help you take control of your operating costs. When it's time for your next machine component, make the most of your Caterpillar[®] Equipment investment by choosing Finning Exchange.

**CONTACT YOUR LOCAL FINNING BRANCH OR PRODUCT SUPPORT SALES REP FOR
ADDITIONAL INFORMATION.**

BUILT FOR IT.™

1-888-finning | finning.ca
346-6464

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