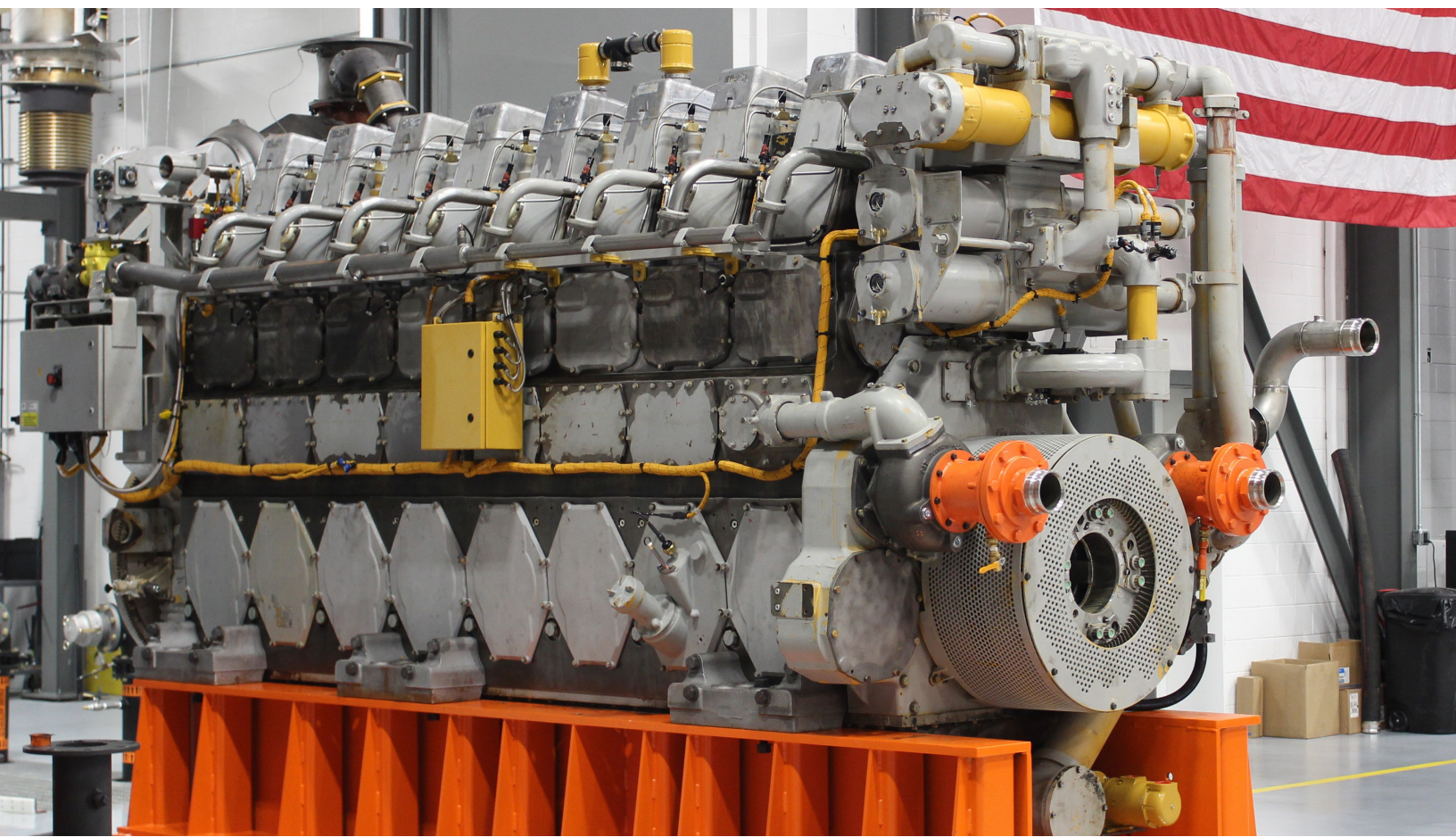
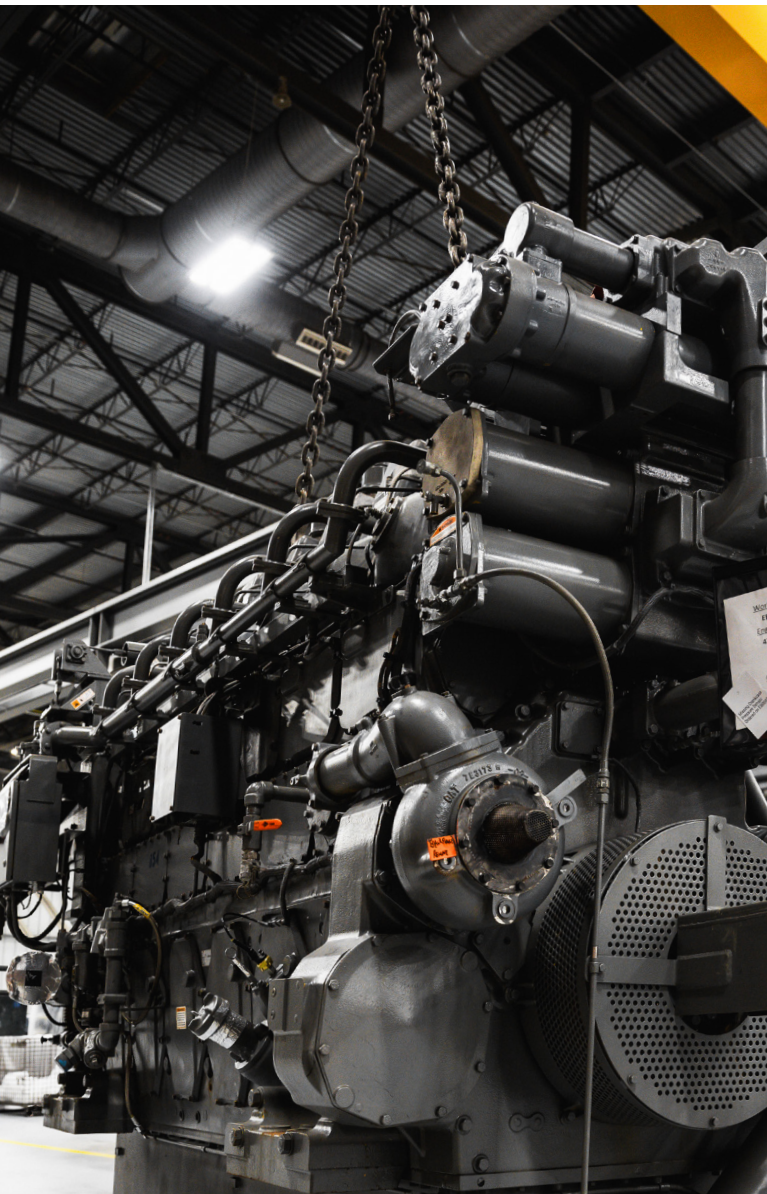


# REBUILD OR BUY NEW? AN IN-DEPTH COST ANALYSIS FOR CAT® GAS COMPRESSION ENGINES





## AFTER YEARS OF RELIABLE SERVICE, YOUR CATERPILLAR 3500 OR 3600 GAS COMPRESSION ENGINE FAILS.

### WHAT'S THE NEXT STEP? DO YOU REBUILD OR INVEST IN A NEW UNIT?

Every decision-maker battles this balance: cost versus benefits, budget and timing. A comprehensive, cost-effective rebuild can restore your existing engine to like-new condition. A brand-new engine gives your team access to the latest technology and warranties. What makes the most sense for your engines, your business, your team, customers and future?

This guide walks you toward an informed answer, breaking down the costs associated with both options and helping you find a solution that's tailored to your company's specific needs.

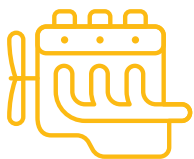


# Factors to Consider When Rebuilding Your Caterpillar Gas Compression Engine



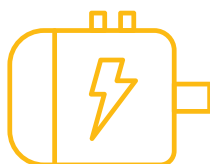
## 1. INITIAL REBUILD COST

The first and most significant cost associated with rebuilding your Caterpillar gas compression engine is the initial rebuild expense. This cost can vary widely depending on several factors. The most common considerations include:



### Engine Condition

Does your engine need minor adjustments to return it to spec, or is it struggling to meet daily demands? The total cost of a rebuild depends significantly on the wear and damage in your current unit. Engines with extensive damage often require more replacement parts, a longer rebuild time and custom machining, which can all increase the necessary investment.



### Component Replacement

Deciding whether to replace or refurbish individual parts and components comes with its own cost/benefit analysis. Replacing your connecting rods will cost more than refurbishing them, for example, but it could enhance engine performance and build durability. Cleveland Brothers' expert representatives can provide the details you need to make the right choice for your engine – and your business.



### Labor Costs

Labor costs for skilled technicians are another significant component. Our Cat Certified technicians are experts on your exact engine model and are trained with the best programs and resources available directly from Caterpillar. This expertise guarantees quality at every step of the rebuild. When you choose Cleveland Brothers, you invest in the best.



**2. GETTING THE RIGHT PARTS**

Can you afford to cut corners when it comes to your engine? Using genuine Caterpillar parts is essential for delivering quality you can rely on. These parts cost more up front but save you money in the long run, extending total lifecycle and guaranteeing compatibility and quality. Opting for non-genuine or substandard parts can cost your company in the long run, with poor performance, more frequent maintenance, unexpected breakdowns and even engine damage. Cleveland Brothers Engine Rebuild Center's parts warehouse carries one of the largest inventories of genuine Cat parts in the nation, so you can get the exact parts you need, and get back to work, faster than ever.

**3. PRECISION MACHINING**

Restoring your engine's core components to OEM specifications may require precision machining to the cylinder block decks or crankshaft bore. This process can add to overall cost, but it's crucial for achieving the desired performance and reliability your business needs from your rebuilt engine.

**4. LABOR COSTS**

Our experienced technicians adhere to OEM guidelines through every step – a must for a successful engine rebuild. Labor costs are a significant portion of the total cost, but they are an investment in the quality of workmanship and the longevity of your rebuilt engine.

**5. TESTING AND QUALITY ASSURANCE**

Every engine rebuilt at Cleveland Brothers ERC undergoes rigorous testing, including dynamometer testing at full load, to ensure it meets or exceeds performance standards. Quality assurance measures add to the overall cost but guarantee your engine is ready to perform in the field for years to come.

**6. ENVIRONMENTAL IMPACT**

When you replace your current engine with a brand-new model, what happens to the old unit? Rebuilds can greatly reduce your environmental impact by restoring and reusing engine components that still have years of life left to offer, cutting down on unnecessary waste and keeping quality machinery from being scrapped prematurely. This can help your organization align business practices with sustainability goals.



*Can you afford to cut corners when it comes to your engine?*

# Purchasing a New Cat Gas Compression Engine

## 1. INITIAL PURCHASE PRICE

Purchase price is usually the largest cost associated with buying a new engine. New Cat 3500 and 3600 gas compression engines come with a substantial investment from your business, with a range of costs depending on the engine model, features, and the supplier you choose. When unanticipated, these replacements can eat into your profits and reverse the results you've worked so hard to achieve.

## 2. INSTALLATION AND INTEGRATION

Unexpected costs often come with adding and integrating a new engine, and they can add up. Integrating it with your existing equipment may require modifications, adaptations and investments in additional machinery before you can even get started.

## 3. DOWNTIME

When switching to a new engine, you'll be forced to deal with downtime as the old engine is removed and the new one is installed. Additionally, consider additional downtime and costs with the potential need to reconfigure the compressor station during this process.

## Making the Decision: Rebuild or Buy New?

When choosing between rebuilding your Caterpillar gas compression engine and buying new, making the right decision for your business requires a careful evaluation of your specific needs and circumstances.

### REBUILDING

*MAY BE THE RIGHT CHOICE WHEN:*

**Your engine is in the right condition for a rebuild**

If your current engine has significant life left and isn't excessively damaged, rebuilding is a more cost-effective option.

**Minimizing cost is a high priority**

Rebuilding is often more cost-effective than purchasing a new engine, especially when considering the total cost of ownership.

**Sustainability is a key factor**

Rebuilding your gas compression engines extends the life of your machines, minimizing waste and environmental impact.

**You need customized machinery**

Rebuilding allows for custom configurations, giving you the flexibility to build your machines in ways that align with your specific needs.

### BUYING NEW

*MAY BE THE RIGHT CHOICE WHEN:*

**Your existing engine is too worn**

Purchasing a new engine may be necessary if your current engine has extensive damage or wear that makes a rebuild impractical or excessively costly.

**You need the latest technology**

New engines come with the latest technology, which can bring new features, connectivity or designs. These additions can translate to improved efficiency, emissions and performance.

**Downtime isn't a dealbreaker**

If your company's use of gas compression engines is flexible, situational or seasonal, the extended lead time of a new engine delivery may not be a major deciding factor in which option is right for you.

Here are some factors to consider:

# RECAP

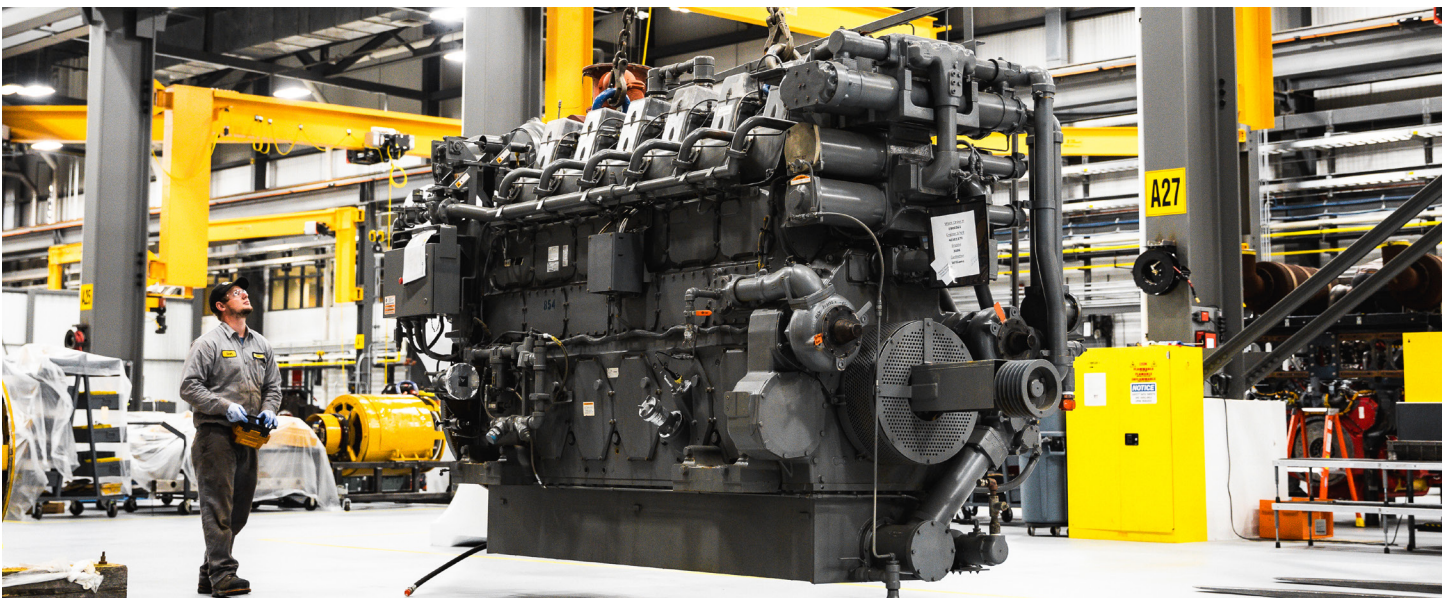
Now that you've covered our in-depth analysis of all the factors associated with a rebuild vs. buying new, you're better equipped to make the best decision for your needs.

From the initial price comparison to identifying which engines best qualify for a rebuild, potential downtime, warranty coverages and technology upgrades, choosing whether to rebuild your Cat 3500 or 3600 gas compression engine or buy new is a major decision for your business.

A rebuild from the Cleveland Brothers Engine Rebuild Center can prove a cost-effective and environmentally responsible option. But if a rebuild doesn't align with your needs, purchasing a new engine brings distinct benefits and brings you the latest technology and warranty support. Cleveland Brothers' Engine Rebuild Center, with its extensive expertise, can help you make an

**Still not sure which choice is right for you?**

REQUEST MORE INFORMATION BY CALLING **1-800-538-1020** OR **VISIT OUR WEBSITE** →



informed choice based on your unique circumstances, ensuring the longevity and performance of all your machines.

We encourage you to use this resource and share insights with others in your company who are involved in managing your company's equipment.