6 REASONS TO CHOOSE CAT® S•O•S℠ SERVICES

If you don't have a strong fluid analysis program or you're sampling with another lab, here are six compelling reasons why Cat® S•O•S℠ Services beats the rest:

1 GET RESULTS YOU CAN TRUST

The S•O•S Services process is built by Caterpillar scientists and backed by product engineers. Our worldwide testing standards ensure consistent quality so you receive accurate, detailed results every time.

2 SEE SOPHISTICATED TREND ANALYSIS

We evaluate your sample based upon complete product knowledge, fluid properties and analysis of millions of data points—with more than 7 million samples tested each year.

3 OUR EXPERTS CARE ABOUT YOUR BOTTOM LINE

Your Cat dealer can set a sampling schedule tailored to your needs, and integrate it into a robust equipment management program. Not only will you save by fixing issues before failure, you can optimize operations to control costs.

4 ENJOY COMPLETE CONDITION KNOWLEDGE

Your fluid data is integrated with other vital condition monitoring information—giving you insights into health, performance, location and more. (And with global software, you can seamlessly sample with any Caterpillar lab and get a complete history.)

5 MIXED FLEET? WE HAVE YOU COVERED

Our team knows engines and components better than anyone, whether made by us or another manufacturer. In fact, about 25% of all samples come from equipment other than Cat. We're your total solution for mixed fleets.

6 WE'RE BUILT FOR EVERY TYPE OF FLUID & APPLICATION

Caterpillar handles oil, coolant and diesel fuel sampling for all kinds of equipment ... from power generation to pipeline, mining to marine and more.



"Why wouldn't I ship (fluids) to the people that can do the best job? Cat S•O•S Services has a very robust reporting and alert mechanism, and the speed of turnover is great."

— **JOHN MEESE**
Senior Director of Heavy Equipment, Waste Management, & AEMP 2016-17 Chairman

S•O•S SERVICES VS. THE COMPETITION*

Some equipment manufacturers offer fluid sampling services, but they're often outsourced to third parties. No other OEM offers the in-house capabilities we do.

	S•O•S SERVICES	THIRD-PARTY LABS
IN-HOUSE ANALYSIS	✓	Farmed out by OEMs
DEALER SAMPLING SERVICES	✓	Some OEMs
ASSET-SPECIFIC RECOMMENDATIONS	✓	No knowledge of Cat equipment or components
KNOWLEDGE OF CAT METALLURGY	✓	N/A
COMPONENT WEAR TABLES	✓	Lack historical data based on tens of millions of samples
GLOBAL NETWORK OF IN-HOUSE EXPERTS	✓	Not able to leverage Caterpillar's enterprise resources and knowledge

** Comparison of fluid sampling services offered by third-party labs and OEMs, as described in their available marketing materials.*

CONNECT WITH THE EXPERTS

Learn what a smart program includes, request a sample kit or discover how your dealer can handle equipment management for you at **www.cat.com**

BUILT FOR IT.™

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