

# 2019 ON-HIGHWAY TRUCK MERCHANDISING PROGRAMS

---

## TEPS VERSION





# LEGACY ENGINE PROGRAMS



# OPT Coverage Program

## US Dealers:

**2 yr OPT Program - NAT-ENG-276**

**3 yr OPT Program - NAT-ENG-3135**

- Post Sale Credit
- No counter sales apply
- Oil coolers are now covered under OPT if replaced
- HD engines only
  - For MD opportunities, contact your Truck ASR
- **JAN 1 – DEC 31, 2019**



# OPT Coverage Program

## 2 Year OPT Program:

- **NAT-ENG-276- US Dealers**
- **NAT-ENG-396- Canadian Dealers**
- Minimum of a Gold Kit + Head or Platinum Kit (or equivalent)
- **Program Reimbursement:**
  - **TEPS Dealers (at TEPS Net)**
    - **07 ACERT: \$2,880**
    - **04 ACERT: \$ 2,420**
    - **Pre-ACERT: \$1,930**
- \*Oil coolers are now covered under OPT if replaced

## 3 Year OPT Program:

- **NAT-ENG-3135- US Dealers**
- **NAT-ENG-3136- Canadian Dealers**
- Gold Kit + Head or Platinum Kit (or equivalent)  
**PLUS**
- Turbocharger(s)
- **AND**, 1 additional component
  - Air compressor, VVA, Oil Cooler OR Injector set
- **Program Reimbursement:**
  - **TEPS Dealers (at TEPS Net)**
    - **07 ACERT: \$3,690**
    - **04 ACERT: \$3,220**
    - **Pre-ACERT: \$2,460**
- \*ACERT engine requires both turbos to be replaced
- \*\*If Platinum kit used additional component qualification met (injector set in kit)
- \*\*\*If injector is chosen optional component, must replace all 6 (set)
- **PLEASE NOTE: 04 AND 07 ACERT OPT PRICING HAS DIFFERENT CLAIM AMOUNTS**

# Serial Number Prefix's that apply

- 07 ACERT: SDP, LEE, C9S
- 04 ACERT: NXS, MXS, BXS, KCB, KCA, 9DG
- Pre-ACERT: All other HD engines fall under Pre-ACERT
  - MD engines are excluded from the National OPT programs



# Key Changes to the OPT Program

- 3 OPT coverage prices in 2019
  - 07 ACERT
  - 04 ACERT
  - Pre-ACERT
- Oil coolers now covered under OPT if replaced



# OPT Reference Material

- HD Engine Model Reference:
  - ACERT:
    - C9, C11, C13, C15
  - PRE-ACERT:
    - 3176, 3306, 3406, C-10, C-12, C-15
- OPT 1 Page Price Matrix
  - Dealer Net (DN), TEPS Net, and Suggested Customer List (SCL) versions available

# OPT Examples- 3406E

## Scenario 1- 3406E

- 2 yr OPT coverage wanted by customer
- Cat/TEPS Dealer utilizes Gold Kit + Head
- **2 yr OPT program provides \$1,930**
- 2019 2yr OPT coverage cost = \$1,930 TEPS Net
  - Difference is \$0 TEPS Net

## Scenario 2 – 3406E

- 3 yr OPT coverage wanted by customer
- Cat/TEPS Dealer utilizes Platinum Kit + Turbo
- **3 yr OPT program provides \$2,460**
- 2019 3yr OPT coverage cost = \$2,460 TEPS Net
  - Difference is \$0 at TEPS Net



# OPT Examples- 04 ACERT

## Scenario 1- 04 ACERT

- 2 yr OPT coverage wanted by customer
- Cat/TEPS Dealer utilizes Gold Kit + Head
- **2 yr OPT program provides \$2,520**
- 2019 2yr OPT coverage cost = \$2,520 TEPS Net
  - Difference is \$0 TEPS Net

## Scenario 2 – 04 ACERT

- 4 yr OPT coverage wanted by customer
- Cat/TEPS Dealer utilizes Platinum Kit + Turbo
- **3 yr OPT program provides \$3,220**
- 2019 4yr OPT coverage cost = \$5,710 TEPS Net
  - Difference is \$2,490 TEPS Net

# OPT Examples- C-16

## Scenario 1- C-16

- 3 yr OPT coverage wanted by customer
- Cat/TEPS dealer utilizes Gold Kit + Head, plus turbo & air compressor
- **3yr OPT program provides \$2,460**
- 2019 3yr OPT coverage cost = \$5,830 (TEPS Net)
  - Difference is \$3,370 (TEPS Net)

## Scenario 2 – C-16

- 2 yr OPT coverage wanted by customer
- Cat/TEPS dealer utilizes Gold Kit + Head
- **2yr OPT program provides \$1,930**
- 2018 2yr OPT coverage cost = \$4,530 (TEPS Net)
  - Difference is \$2,600 (TEPS Net)

# OPT Examples- 3406B Mechanical

## Scenario 1- 3406B

- 2 yr OPT coverage wanted by customer
- Cat/TEPS dealer utilizes OPT qualifying parts
- **2yr OPT program provides \$1,930**
- 2019 2 yr OPT coverage cost = \$1,930 TEPS Net
  - Difference is \$0 TEPS Net

## Scenario 2 – 3406B

- 4 yr OPT coverage wanted by customer
- Cat/TEPS dealer utilizes OPT qualifying parts (including nozzles) + turbo
- **3yr OPT program provides \$2,460**
- 2019 4yr coverage cost = \$4,340 TEPS Net
  - Difference is \$1,880 TEPS Net

# Cat Medium Duty Engine Program

- **NAT-ENG-3144 (US)/NAT-ENG-3152 (Canada)**
- **End-customer discount**
- **T1: \$11,000 - \$14,999 --> \$1000 off** to receive discount, purchase must include:
  - Long Block
  - Titanium Kit
  - Platinum Kit
- **OR**
- **T2: +\$15,000 --> \$1500 off** to receive discount, purchase must include a Reman engine
- Offer valid: Jan 1-June 30<sup>th</sup> 2019
- Discount must be passed on to customer and shown on invoice

\*\*\*Sales flyers & key selling features ppt available on  
[Dealer.cat.com/cattruckengines](http://Dealer.cat.com/cattruckengines)

## Applicable Cat Engine Models / SN

Model	Prefix
3126B	7AS
3126B	8YL
3126E	9SZ
3126E	HEP
3126E	CKM
C7	SAP
C7	WAX
C7	KAL



# Qualifying Part Numbers & Claim Instructions

MD National Program Part Numbers												
Platinum Kits (Bare Block)	20R0638	20R0639	20R0640	20R0648	20R0649	20R0650	20R0651	20R0659				
	20R0660	20R0661	20R0662	20R0664	20R0665	20R0666	20R0667					
Titanium Kits (Long Block)	20R0797	20R0798	20R0799	20R0800	20R0801	20R0802	20R0803	20R0804	20R0805	20R0806	20R0821	
Long Blocks	0R7907	10R4144	10R4145	10R7038	10R7039	10R7040	10R7953					
Reman Engines	0R1048	0R1047	0R4855	0R4859	0R4879	0R9961	10R7252	10R8774	10R8775	10R8776	10R8777	10R8778
	10R8809	10R8810	10R8811	10R8812	10R8813	20R0014	20R0015	20R0016	20R0017	20R3664	20R7243	

- Claim instructions:
  - Submit claims to Cat dealer
  - TEPS dealer code
  - Invoice number / date
  - Cat \$ parts on invoice
  - PN of required MD repair option (complete Engine, long block, titanium kit or platinum kit)