



## CAT® ULTRALIFE CYLINDER ROD COATING

### Frequently Asked Questions

#### **1) Is the UltraLife rod coating proprietary to Caterpillar?**

We hold a patent covering the spray coating technology on hydraulic cylinders, including the coating's material composition, particle size and thickness. These process details are proprietary. To maintain our competitive advantage, we do not plan to disclose process details or enable dealers to apply the UltraLife coating at this time.

#### **2) Do the UltraLife rods use standard seal kits or do they require special seals?**

The UltraLife rods do not require special seals. They extend seal life by providing a more consistent and uniform surface finish, thanks to greater hardness and improved wear, abrasion, and impact resistance.

#### **3) Can dealers service UltraLife rods as they would chrome or HVOF rods? Can they be rerodded, chromed, replaced with HVOF, or polished? Will dealers need to buy additional tooling to service these rods?**

Yes, dealers can salvage UltraLife rods using HVOF, chrome or laser cladding. Because the UltraLife coating is significantly harder than HVOF or chrome, dealers may need new tooling—such as diamond-coated grinding wheels—depending on what they currently have available.

#### **4) What will be the service parts/stocking plan?**

Dealers can service the rods and should utilize standard stocking plans.

#### **5) Can the UltraLife rods be remanufactured or will they only be available as new?**

Dealers can have UltraLife rods remanufactured.



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#### **6) Did we develop UltraLife rods in response to customer demand or did we develop them as a planned improvement? When will dealers use UltraLife rods in place of standard rods?**

We developed UltraLife rods both in response to customer demand and as a proactive performance improvement. Dealers should use them in our more severe applications to leverage their enhanced corrosion, wear and impact resistance. In these demanding environments, UltraLife has demonstrated a 5–7x increase in rod life to date—improving from 2–2,500 hours to over 14,000 hours—and these rods are still in service.

#### **7) How do we make sure that customers see the benefit of UltraLife rods?**

Customers will realize the true value of UltraLife over the long term, which is why it's important to connect the product to specific customer pain points. Ideally, we will be able to demonstrate that UltraLife rods solve a known problem and extend component life, providing added value.

Generally, UltraLife rods provide customers with a more durable product option that's appropriate for harsh environments. Nevertheless, the impact will vary by application. In extreme environments—such as highly corrosive or otherwise severe conditions—baseline rod life is low, so customers will see meaningful improvements more quickly. In lower-to-medium duty applications, where most customers already experience acceptable rod life, the benefits will be smaller and the payback period longer.

We plan to position UltraLife as a premium aftermarket offering that complements, rather than replaces, our standard chrome and HVOF options.