

# CATERPILLAR EMISSIONS SOLUTIONS

*Reduce Emissions. Stay Competitive.*

[www.cat.com/EmissionsSolutions](http://www.cat.com/EmissionsSolutions)

August 2008 / Issue 7

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## Latest News: Caterpillar Emissions Solutions teaming with CleanAIR Systems

Caterpillar Inc. recently selected CleanAIR Systems, Inc. of Santa Fe, New Mexico, as the Caterpillar allied vendor for emission retrofit products. These products are installed into existing applications in order to reduce hydrocarbons, nitrogen oxides and diesel particulates. This alliance encompasses CleanAIR's proprietary technology, custom engineering capability as well as flexible manufacturing of diesel particulate filters, oxidation catalysts, three-way catalysts and selective catalytic reduction catalysts. Caterpillar will provide system integration capability, engineering and marketing support, as well as assistance to enable CleanAIR to meet the growing demand from the broad Caterpillar® customer-base. The agreement between Caterpillar and CleanAIR also allows Cat® dealers to more effectively meet customers' stringent air quality requirements by offering a responsive and cost competitive solution. The ability to sell CleanAIR's retrofit systems permits Cat dealers to offer a product customized for a particular application, the latest in product technology, and direct access to dedicated product support. The relationship between CAT and CleanAIR Systems is part of a long-term strategy that combines the strengths of both companies, creating a formidable team to deliver cost-effective solutions to customers' increasingly complex emissions challenges.

## Manager Spotlight – Michael Readey, Emissions Solutions Product Manager

As many of you are well aware, environmental pressure for improved air quality is driving unprecedented regulatory action directed at diesel-powered machines and equipment. Nationally, the EPA is regulating diesel emissions in new engines to near zero levels (i.e. Tier 4). Local governments are now adopting the same or even more stringent regulations to address the existing field population requiring customers to determine the most cost-effective means of compliance, often choosing to retrofit machines with extensive particulate and NOx aftertreatment.

As we explored opportunities to further grow Caterpillar's emissions solutions business, we recognized that the best customer solution was through a strategic alliance with an existing leader in retrofit aftertreatment. After searching, we selected CleanAIR Systems as the clear choice to provide the aftertreatment products necessary for our retrofit commercial engine markets.

Over the past few months, we have introduced our strategic alliance with CleanAIR Systems to North American dealers. The announcement was followed by several "webinars" which explained the relationship in more detail, its underlying motivation, how it will function, and to address any questions or concerns. In addition, four Regional Launch Events were held throughout the summer, where CleanAIR representatives discussed their product portfolio, engineering and manufacturing capabilities, and their overall approach to the market. A Dealer Event at CleanAIR's headquarters will occur later this year. We appreciate your continued interest and support; please continue to call or email with any questions or comments.

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## DPF System meets emissions and job needs in NYC tunneling project

H.O. Penn and CES are working together to provide fleet emissions solutions for 'S3 Tunnel Constructors' (includes Skanska, J.F. Shea Construction, and Schiavone Construction Company) to meet NYC requirements on a large subway job in Manhattan. Construction of a new 3.6 kilometer subway tunnel (6m diameter) will extend service to the West Side of Manhattan. The 57-month project also includes construction of an underground station at 34th Street and lowering of existing track at the Times Square Station to connect the new tunnels. Jeff Jacobs, Northeast Emissions Territory Manager, said, "The key ingredients for successful execution of an emissions retrofit plan include understanding the regulatory requirements, providing solutions that have a minimal effect on the operation of the equipment, and most importantly having a dealer product support representative that is engaged in the entire process." In order to meet the NYC requirements of this \$1.1B project, CES has worked alongside J.F. Shea Construction to install DPFs on two 966H machines and three 980H machines. J.F. Shea's equipment superintendent was impressed by the integrated (non-intrusive) DPF system designs and H.O. Penn's ability to provide complete sales and service solutions.



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## Emissions Solutions web pages reformatted to improve navigation

The Emissions Solutions product web pages (located under 'Retrofit Solutions') have been restructured. Changes include:

- Quick links have been added to the top of each page, allowing easier access to Solutions Reports, Request Forms, and contact information
- All Solutions Reports renamed "Product Offerings"
- Product definitions added
- Related Links available under the "Learn More" link

No content has been removed. To visit the Emissions Solutions page, go to: [nacd.cat.com](http://nacd.cat.com) > Product Support > Parts Products > Emissions Solutions.

## New machine Diesel Particulate Filter datasheet is now available

A new machine Diesel Particulate Filter (DPF) datasheet is now available. Caterpillar Emission Solutions offers a complete range of products from diesel particulate filters and diesel oxidation catalysts to engine upgrade kits and complete engine repowers. Please visit us on our website at: [www.nacd.cat.com/infocast/frames/prodsupp/emissions/](http://www.nacd.cat.com/infocast/frames/prodsupp/emissions/) to view our complete solutions list. The DPF datasheet is available on our site under the "Datasheets" section on the Emissions Solutions home page. (Media number: PEHJ0203.)

**NEW  
DATASHEET**

Please contact Jaime Nash ([Nash\\_Jaime\\_L@cat.com](mailto:Nash_Jaime_L@cat.com)) with questions or comments. (Note: This newsletter is intended for Caterpillar employees and dealers only.)

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