





**MADE IN  
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**Introducing Caterpillar Suzhou Co., Ltd.**



# Caterpillar's Global MWL & MG Manufacturing Footprint

- Driven by world class standards
- One worldwide design
- Common manufacturing processes
- Same high quality products from every facility worldwide
- Multiple manufacturing sites support customers worldwide
- Suzhou provides increased capacity to support worldwide growth



# Our Newest Manufacturing Facility - Caterpillar Suzhou, China

- New world class Caterpillar manufacturing facility
- First wholly-owned green field prime product plant built by Caterpillar in 30 years
- Integrates best practices from over 80 years of manufacturing experience
- 75,000 square meters of manufacturing space optimized for MWL & MG production



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# Our Newest Manufacturing Facility - Caterpillar Suzhou, China

- Designed from the ground up to deliver world class quality products
- Designed for sustainability to meet LEED standards (Leadership in Energy & Environmental Design)
- ISO 9000 compliant
- Production started in October 2009



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# Caterpillar Suzhou Products



120K



12K



140K



160K



950H



962H



966H



972H

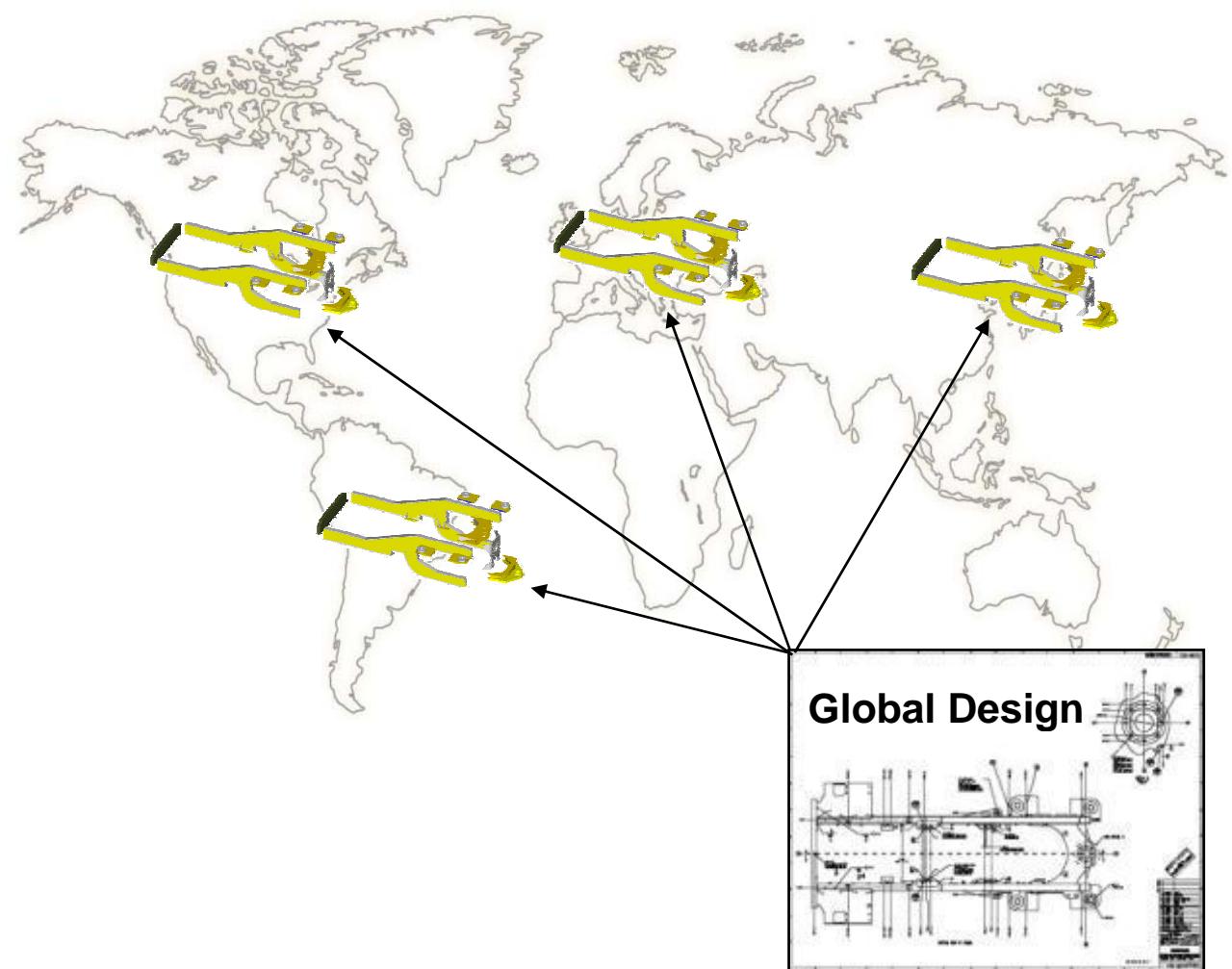


980H

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# Caterpillar Common Worldwide Designs & Processes

- Start with common global designs, unified standards and identical specifications
- Use common manufacturing processes across facilities worldwide
- Follow common worldwide quality planning processes (APQP) in sourcing purchased components
- Deliver same Caterpillar quality at every manufacturing location



# A Caterpillar World Class Facility

- Caterpillar Suzhou designed to follow Caterpillar Production System (CPS)
- Standard processes and standard tools deliver consistent quality results
- Continuous Process Improvement (CPI) and Process Improvement Dialogue (PID) assures daily focus on quality



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# Manufacture of Major Structures

- Major structures manufactured in-house
- Same processes as other Caterpillar facilities
- World class welding, machining and quality control



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# Welding Quality

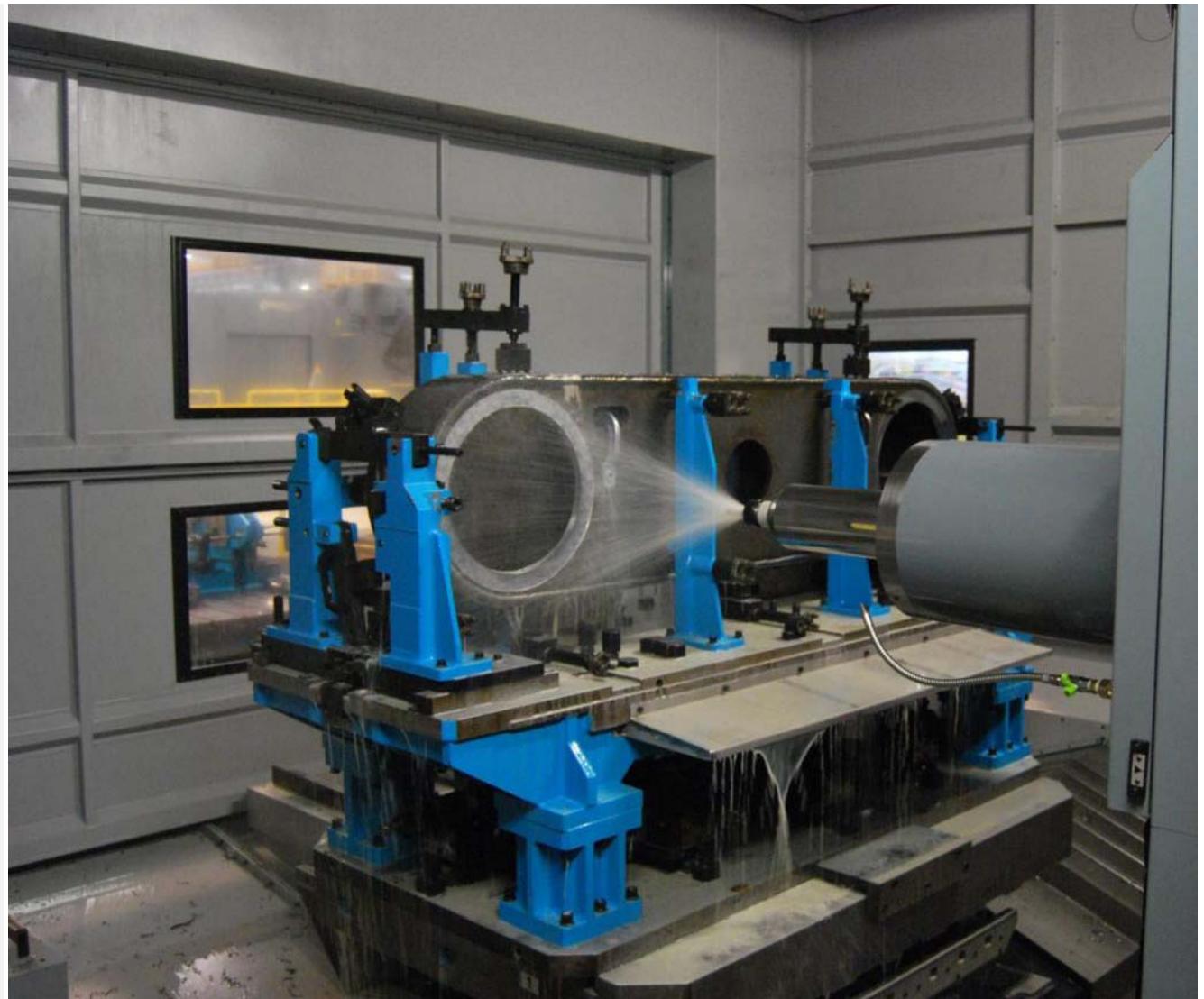
- Robotic welding of largest structures matches Caterpillar worldwide common processes
- All welding equipment is world class and common with other Caterpillar facilities
- Employees have welding certification and extensive classroom and on-the-job training
- Every welded component is inspected and validated prior to assembly



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# Advanced Machining Centers

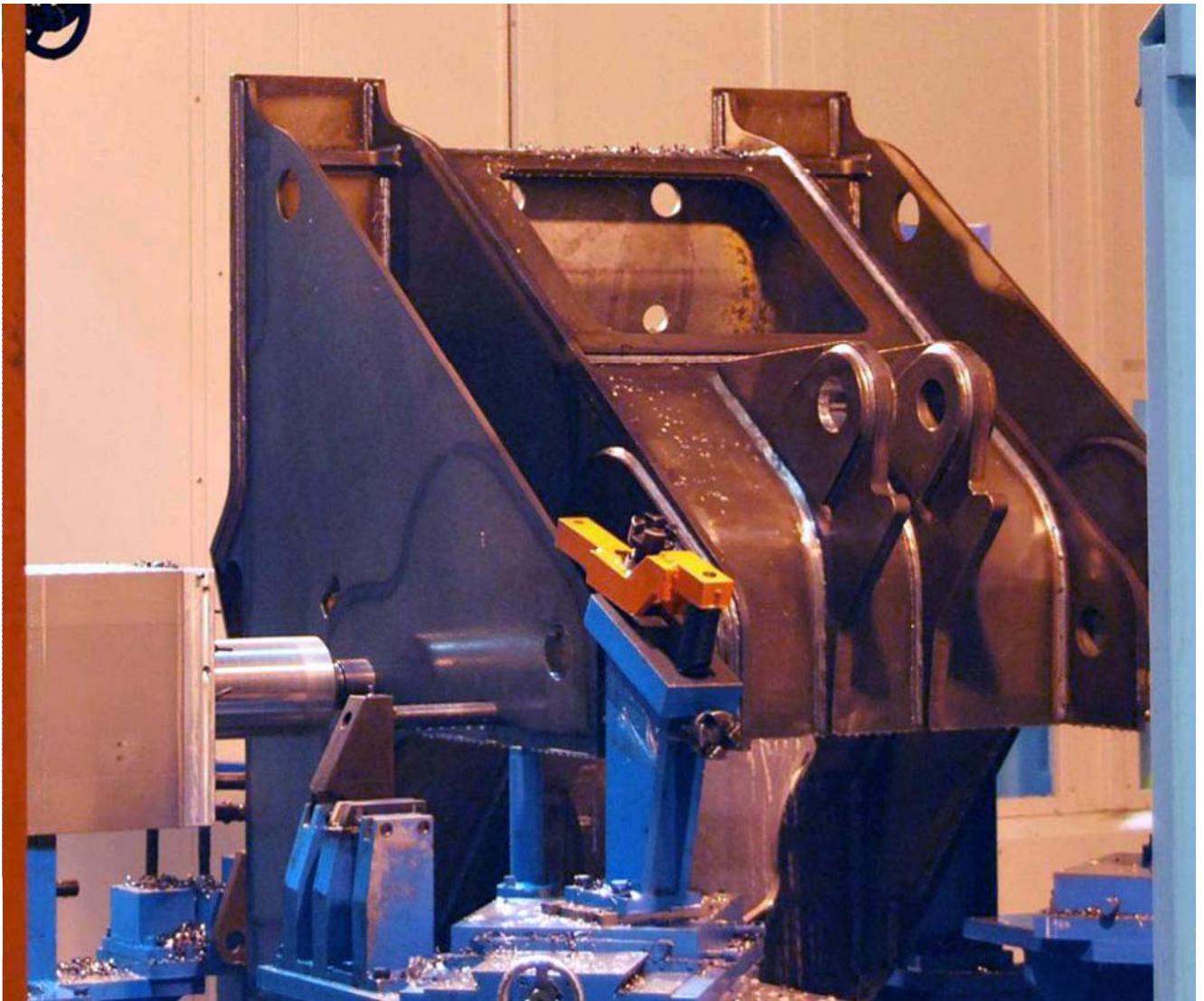
- Motor Grader machining performed with Makino CNC machining centers imported from Japan
- Same processes used in Caterpillar plants worldwide
- Machining precisely controls location, size and surface finish of critical features
- Assures consistent assembly of every machine



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# Advanced Machining Centers

- Wheel Loader machining performed with Pama CNC machining centers imported from Italy
- Same processes used in Caterpillar plants worldwide
- Machining precisely controls location, size and surface finish of critical features
- Assures consistent assembly of every machine



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# World Class Components

- Major components are shipped from Caterpillar component factories, including engines, transmissions, lower power trains, hydraulic and electrical components
- Constant auditing of incoming component quality from Caterpillar Certified suppliers.
- Advanced Product Quality Planning(APQP) Process ensures quality of each part



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# Precision Inspection

- CMM (Coordinate Measuring Machine) inspection equipment used on all large fabrication parts
- Computer controlled measurement programs allow verification that all parts meet drawing requirements
- Quality inspection processes common with all other Caterpillar facilities



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# Precision Testing

- On-site laboratory confirms metallurgical integrity and quality
- Non-destructive testing for weld quality control
- Lab testing validates weld quality and welder qualifications
- Lab constantly monitors process fluid and machine fluid conformance to worldwide specifications



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# Paint Quality

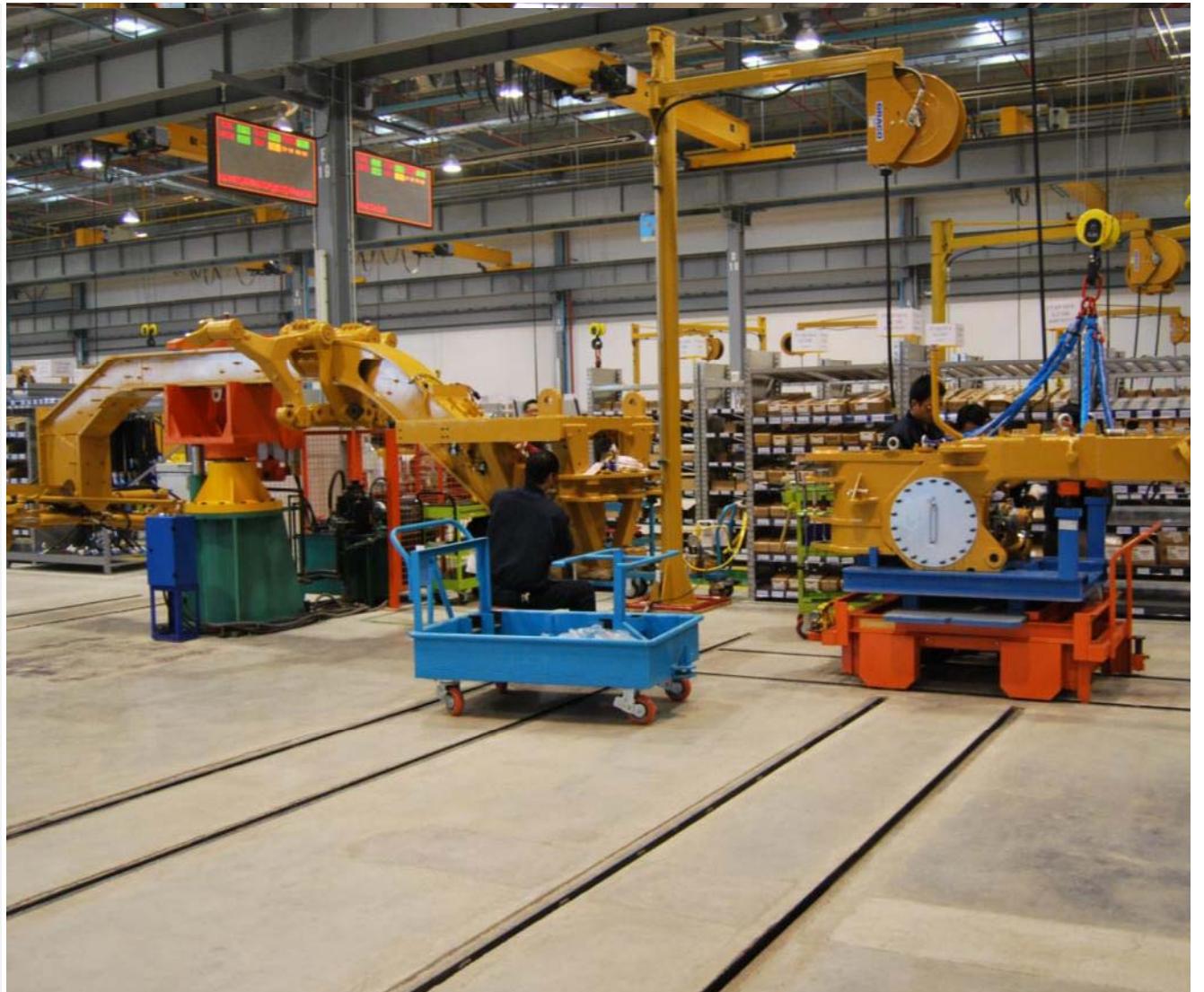
- All large parts are painted in-house to Caterpillar worldwide standards
- World class paint system and quality control strictly follow Caterpillar Benchmarking Guide for Paint Process (BGPP)



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# Assembly Line

- Caterpillar Production Systems (CPS) lean manufacturing principles focus on safety quality and velocity
- Fully trained and enthusiastic workforce
- Quality control gates and in-process validation to assure quality



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# Final Machine Testing

- Test process and equipment same as other Caterpillar production facilities
- Every machine subject to full electric, hydraulic, thermal cycle and leak testing to validate quality
- Anomalies are corrected immediately in test area or the adjustment area after the road test
- All test results are stored and analyzed for trends to monitor quality



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# Pre-Delivery Inspection and Audit

- Every machine subject to stringent inspection according to Caterpillar's standard processes
- Every machine is given a thorough visual inspection and road test
- More than 150 specific features and parameters are checked to assure Caterpillar quality



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# Caterpillar People Make the Difference

- Worldwide collaboration by a team of Caterpillar experts contributed to the successful design and launch of Caterpillar Suzhou



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# Caterpillar People Make the Difference

- Over 500 highly motivated and engaged Caterpillar employees
- Workers have over 250 hours of Caterpillar training
- Simulated Work Environment (SWE) to teach CPS principles
- CPS Continuous Improvement (CI) process used to engage every employee in safety, quality and velocity improvements



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# Suzhou Machines Proven in Field Testing

- 22 pilot machines logged nearly 15,000 field hours to validate Caterpillar Suzhou manufacturing quality
- Testing conducted at 18 customer job-sites in China and the Middle East
- Machines received excellent feedback from customers on quality, reliability and performance



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# Caterpillar Suzhou Delivers Caterpillar Quality

- World class design and standards
- World class manufacturing
- World class supply base
- World class people
- World class product support



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# Caterpillar Suzhou

- One world class quality
- One commitment to our global customers
- Made in Caterpillar is a quality promise



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# Come Visit Caterpillar Suzhou

- Caterpillar's newest machine plant
- World-class manufacturing
- World-class workforce
- Delivering Caterpillar world-class quality



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# Come Visit Suzhou Industrial Park

- Suzhou Industrial Park
- 110 Square Mile Master Planned City
- Home to over 3,000 international companies
- Close to Shanghai Pudong International Airport



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**You are invited to visit  
us at Caterpillar Suzhou.  
Look forward to seeing  
you soon.**

*The Caterpillar Suzhou Team*

