Dear XYZ Construction Co.,

Enclosed you will find your Level 2 - INFORM Report for the month of DEC 2013.

Our goal at WARREN POWER & MACHINERY, INC. is to provide you with timely equipment management information that helps you be more productive and more profitable.

The Level 2 - INFORM Report leverages information from your Product Link equipped fleet. On your Level 2 - INFORM Report you'll find summaries of:

- **12 month utilization trend for Average Run Time (hrs) and Idle Time (%)**
- **Quantity of key operator induced fault codes indicating a training opportunity may exist**
- **Average Run Time (hrs) for your fleet at the product family level**
- **Average Idle Time (%) for your fleet at the product family level**
- **Average Fuel Burn (gallons/hr) for your fleet at the product family level**

On the report you'll also find benchmark values in all of these categories. These benchmarks are the current averages across all Caterpillar fleets in your territory. This level of information will help you spot where you are doing well. More importantly, it will help you identify areas for potential improvement in business processes and utilization. These benchmarks are only available from Caterpillar dealers.

More details on your fleet, including equipment utilization, productivity, maintenance and operator management, and diagnostics information is available to you at any time through Caterpillar's industry-standard VisionLink application.
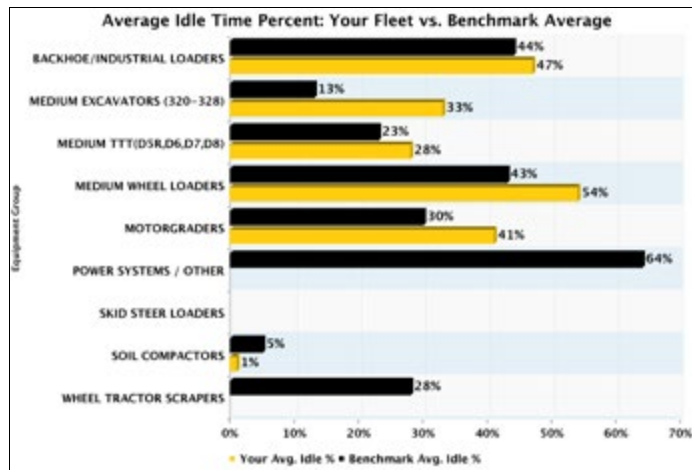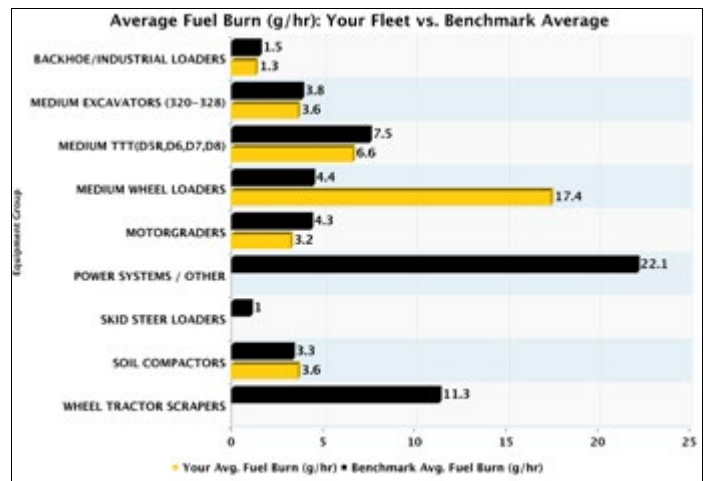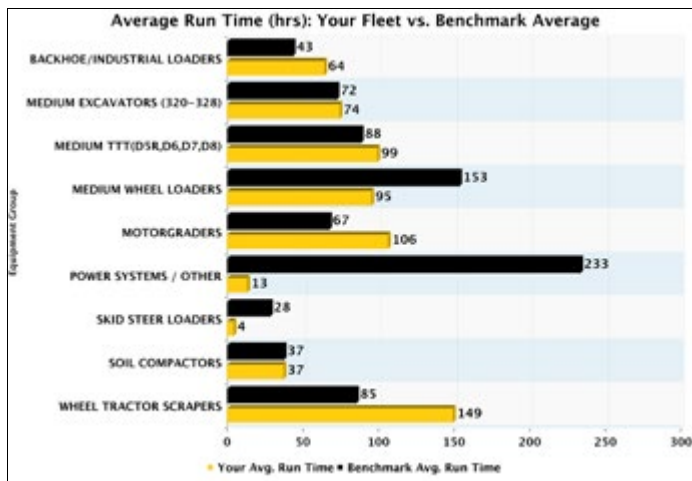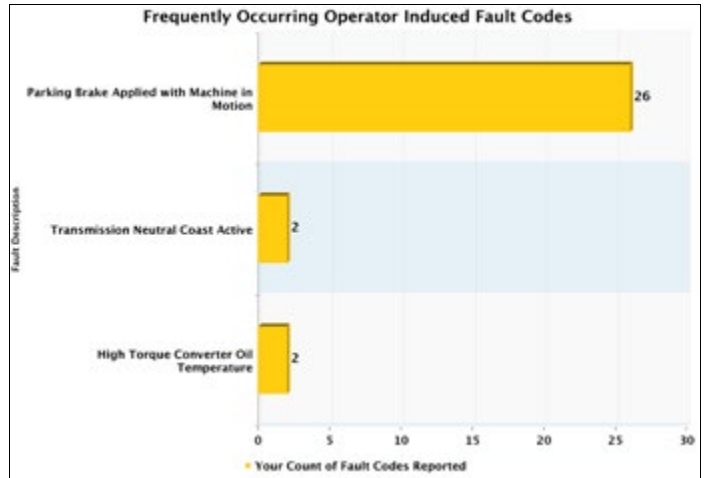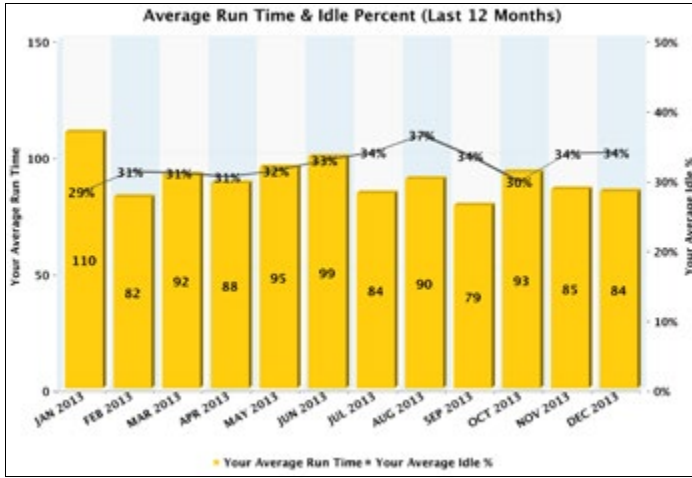
VisionLink is available 24 hours-a-day at http://www.myvisionlink.com.

Our success at WARREN POWER & MACHINERY, INC. depends on your success. Please contact me if you have any questions about this report, need more information or training on VisionLink, or would like to explore how we can further support your business needs.

Sincerely,
John Smith
432-555-1234
John.Smith@warrencat.com
www.warrencat.com

Prepared exclusively for XYZ Construction Co. for the month of DEC 2013

Average Run Time & Idle Percent (Last 12 Months)

Frequently Occurring Operator Induced Fault Codes

Average Run Time (hrs): Your Fleet vs. Benchmark Average

Average Fuel Burn (g/hr): Your Fleet vs. Benchmark Average

Average Idle Time Percent: Your Fleet vs. Benchmark Average

Your Fleet Summary for DEC 2013		
Registered Product Link Units:	93	6 Units not reporting this month
Total Fleet Run Time (hrs):	7,346	87 Units reporting hours
Total Fuel Consumed (gallons):	34,579	66 Units reporting fuel
Total Idle Time (hrs):	1,897	59 Units reporting idle

Reducing Idle Time may be an opportunity for you. This month your fleet idled 7% more than than similar fleets in your region!

For asset-specific details, please visit **VisionLink**

For additional questions, please contact your Cat dealer: **WARREN POWER & MACHINERY, INC.**