

Caterpillar S.A.R.L.

11 June 2010

Caterpillar 385C/390D Model Phase-Out/Phase-In

We are pleased to announce the phase-out of the current 385C Track Hydraulic Excavator and phase-in of the new 390D Track Hydraulic Excavator.

Phase-In / Phase-Out Details

Order Board

- The 385C order board is pending closed. We have a limited number of remaining 385C stock positions to fill. When these positions are filled in the next few weeks the 385C order board will officially be closed.
- The 390D order board is projected to open on June 14th, 2010.

Price List

- The new 390D price list with lane 2/3 configurations will be issued on June 14th, 2010. NPI price increase is 9% for the Europe and Africa Middle East Higher Regulated Countries. NPI price increase is 5% for the Africa Middle East and Common Wealth of Independent States Lesser Regulated Countries.

Shipments

- Final 385C shipments will occur by the end of November 2010.
- Limited 390D factory shipments are planned to commence by the end of October 2010. Full production availability will occur in December 2010.

Literature

- A full Product Introduction letter will be published as soon as possible.
- Most basic sales literature (specalogs) will be available prior to end of July 2010.
- Until those documents are available please find advanced product information attached.

The 390D brings significant reliability & durability enhancements as well as performance and efficiency advantages to an important market segment.

Very truly yours,

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Caterpillar 390D Advanced Product Information



Since the introduction of the 300 family Excavators in 1994, the 385 has become the standard of the industry in a large variety of General, Heavy and Quarry applications. The 390D continues, extends, & enhances this position as a higher performance replacement for the 385C.

Key features of the 390D

- **Outstanding performance versus 385C**
 - ✓ Increased digging forces (+6% with Reach front, +7% with Mass)
 - ✓ Drawbarpull increase
 - ✓ Superior lift capacity
 - ✓ Stability improvement
 - ✓ Enhanced working ranges
- **Improved versatility and serviceability**
- **World class operator comfort**
- **Lower operating cost and improved uptime**

Spec comparison chart

Model	390D	385C
Weight		
Operating Weight (kg)	90,070	84,980
Counterweight (kg)	12,410	11,660
Engine		
Engine Model	C18 ATAAC	C18 ATAAC
Engine Power - (kW)	390	390
Hydraulics		
Main System – Maximum Flow (L/min)	2 x 715	2 x 715
Max Pressure Implements - (kPa)	350 (normal)	350 (with Heavy Lift)
Travel Speed - (km/h)	4.4	4.4
Performance		
Max Digging Depth (m)*	11.81	11.75
Max Reach Ground Level (m)*	17.25	17.20
Lift Capacity - Over Front @ (3.0 m) Below ground @ (6.0 m) kg *	28250	25660
Lift Capacity - Over Side @ (3.0 m) Below ground @ (6.0 m) kg *	28250	23560
Drawbar Pull - (kN)	592	590

*Machines equipped similar with 10.0m Reach boom and Reach 4.4m stick

New range of Work Tools offering

A wide variety of work tools are available for the 390D – extending the versatility of the machine into an extended range of applications.

New 390D Bucket Line Up

With the introduction of the 390D comes a whole new bucket line with a naming convention slightly different from the past. Excavator buckets are evolving to a common naming system and consistent design platform worldwide. The introduction of the 390D and the buckets for this machine is the first step in this evolution.

For the 390D, you will see these bucket types:

- General Duty (GD)
- Heavy Duty (HD)
- Severe Duty (SD)
- Extreme Duty (XD)

Regarding bucket interchangeability in between 385C and 390D or for any inquiry regarding Work Tool matching please get in touch with you local Caterpillar Work Tool Representative.

Ordering Guide

Serial Number Prefix

Market	Model	Prefix
EU and AME RC	390DL	WAG
AME, CIS, LACD & APD LRC	390D	KCZ
AME, CIS, LACD & APD LRC	390DL	WAP
NACD, LACD RC & South Korea	390DL	WBT
Japan	390D	BYP

Sales Support

390D - Sales Literature

Title	Media No.	Available
390D Specalog	AEHQ6127	2010
Product Bulletin	TEJB9556	2010
Competitive Bulletin	TEJB9567	2010
HEX Field Reference Guide	AEXQ0454	2010

Sales training

Course Title	Date	Location
TBD*	TBD*	TBD*

*Your Large Contractor Representative will be contacting you about the details of the Sales Training that will take place in 2010.

Product Support Materials

Title	Media No.	Available
Service Manual	KENR7730	1 st ship 2010
Parts Manual – S/N WAG	SEBP5233	1 st ship 2010
Parts Manual – S/N WBT	SEBP5234	1 st ship 2010
Parts Manual – S/N WAP	SEBP5236	1 st ship 2010
Parts Manual – S/N BYP	SEBP5615	1 st ship 2010
Parts Manual – S/N KCZ	SEBP5616	1 st ship 2010
OMM	SEBU8301	1 st ship 2010
D&A Manual	KENR6408	1 st ship 2010

Service Training / Materials

Reference the following website for updates

<https://productsupportglobalcontent.cat.com/cda/layout?m=120203&x=7>

The new service training manual format is now called an ITTP (Instructor Technical Training Package). The ITTP media number for the 390D will be SERV1884.

The ITTP will contain an Introduction Module (machine walk around) and ten more instructional modules:

- Operator Station
- Engine and Cooling Systems
- Hydraulic Cooling Fan System
- Pilot Hydraulic System
- Main Hydraulic Pumps
- Main Hydraulic Control Valve
- Swing Hydraulic System
- Travel System
- Return Oil Hydraulic System
- Electronic Control System and Monitor