

IPD News



IPD LLC is a global manufacturing and distribution company providing quality components for heavy-duty equipment.



IPD is ISO9001:2000
Certified by Lloyd's Register

IPD PRODUCTS...

Click on any of these links to view PDF files of IPD's latest Product Bulletins and our Corporate Brochure



Click on the link below to download our Product Bulletins on specific IPD parts for Caterpillar® engine parts:

- IPD Corporate Brochure
- IPD Parts For Caterpillar® Engines:
- 3406/3408/3412
- 3508/3512/3516
- 353/379/398/399
- 3304/3306
- For older engines
- 3114/3116
- 3126

The Standard for Quality, Innovation, Service and Support Since 1955

Providing great quality products is at the forefront of IPD's commitment to our customers. However, we understand that in today's market it takes much more than that to compete with an increasingly aggressive Original Equipment Manufacturer's network. We feel strongly that for IPD to continue to be successful, our Distributors world-wide must also continue to increase their capabilities in providing not only quality services, but their ability to communicate what they offer to the market.

A few points that seem in common with our most successful Distributors, regardless of their location are:

- ◆ **A strong outside sales effort.** Making consistent sales calls on current and prospective customers is critical. There are too many people out there fighting to take your business from you not to have a substantial on-going sales effort in place to keep your business strong, and utilize the market intelligence you gather.
- ◆ **Offering services that differentiate your business.** Engine Testing, Component Exchange Programs or Parts Delivery Services are items that will not only differentiate you from those that don't, but will keep you closer to competing with the OEM!
- ◆ **A strong relationship for service and support from your vendors.**
 - Does your heavy-duty supplier offer sales and marketing help?
 - Are they effective in helping you develop your company's differentiations?
 - Are they experienced enough to help you convince end-users to consider you?
 - Are they moving forward with new products?
 - Do they offer a product that compliments your company's reputation?

This brings us to this month's "IPD Differentiation" feature, our new IPDNet™ online ordering system and catalog. For those of you that have used our IPD Parts Database™ for the past 6 years, we are certain you will enjoy the new system that offers many important features as described below. At this time, IPDNet™ is only available to Authorized IPD Distributors but the service that our Distributor can now offer to the end-user is greatly enhanced.

We thank you for your business and welcome your comments at sales@ipdparts.com

IPD Featured Product:

ANNOUNCING BEARINGS FOR C12 ENGINES!



We are very excited to expand our offering for this newer engine range with the addition of standard size Rod, Main and Camshaft bearings for C12 engines.

Connecting Rod Bearing (big end)	1161089	Camshaft Bushing, Intermediate	2165583
Main Bearing	2110587	Camshaft Bushing, Front	2165584
Main Bearing	2110588	Camshaft Busing, Rear	2165585
Main Bearing, Thrust	2463144		

Other parts recently available from IPD for this engine can be found on the IPD February 2008 New Products List mentioned below.

IPD Differentiation:

IPDNet™ OFFERS MANY NEW TIME SAVINGS FEATURES AND LIVE INFORMATION ON IPD PRODUCTS, SERVICES AND AVAILABILITY:

This new offering is the latest in IPD Service and Support available to IPD Authorized Distributors. Limited to our US branch customers at this time, but with plans for our Denmark and Australia customers to be brought on line throughout 2008. Stay tuned!

Some of the new features include:

- ◆ **Live Availability:** You will see availability at your designated IPD Distribution Center as well as options from other locations in a simple color coded availability screen.
- ◆ **Your Distributor Net Cost:** You can now see your net cost on IPD products.
- ◆ **Shipping Options:** Ability to choose locations and carriers you would like products to ship from.

IPD ARCHIVES...

- IPD Newsletter
- IPD Technical Bulletins
- IPD Differentiation Bulletins

To view this newsletter in Arabic, [click here](#).

To view this newsletter in Spanish, [click here](#).



Click here to visit the IPD Web Page and for more information on our products

IPD is a Member of the Storm Family of Companies. [Click here](#) for more information.

**IPD Differentiation:**

- ◆ **Save Popular Parts Lists:** and name them so you can easily recognize them later.
- ◆ **Create a Quote for your Customer:** Create a professional looking quote using our profit calculator or inserting your own pricing.
- ◆ **IPD Customer Service Interaction:** Your normal IPD CSR will respond to your order and handle the transaction. Just as we did in the past our experienced people get a look at your order before it leaves!
- ◆ **IPD Electronic Catalog:** Our easy to use catalog is now even easier. With almost 29,000 engine configurations to choose from, you can input as little or as much information as you have.
- ◆ **Upload a list from MS Excel:** By popular demand, our Distributors required the ability to upload a parts list from a spreadsheet easily and quickly.

For current IPD Parts Database users – you will automatically move to the new system this month. When you log in from our web site at www.ipdparts.com the new system will be active and you can begin using it. Help screens are available as you go along or our Customer Service Representatives are available to offer you a quick run-through over the phone. New Distributors that would like access must fill out the contact page on our web site. Please go to www.ipdparts.com and go to Contact IPD. Our Regional Manager will be in touch to discuss details.

We are excited about this new system and feel it will greatly enhance our distributor's efficiency and reaction time in servicing their end-user customers.

**IPD New Products:**

COMPLETE LISTING OF ALL NEW IPD PRODUCTS ADDED SINCE LAST ISSUE:

58 New items from IPD since last issue see attached list for more detail

- ◆ 3116 & 3126 Crankshafts (See below)
- ◆ C12 Rod, Main and Camshaft Bearings (See below)
- ◆ 3300 engines, New Piston body, part number 2382703 (See below)
- ◆ 3400/C15 IPDSteel® Articulated Piston Crown (See below)
- ◆ 3500 Series Water Pump Shafts and Seal Groups (Impeller coming soon)
- ◆ 3500B Series Rocker Arm Buttons
- ◆ 3512 IPD Style Gasket Sets for 785C Rock Trucks

Please follow this link for the complete listing of IPD's New Products release. [IPD FEBRUARY 2008 New Products List](#)

IPD New Products:

NEW IPD CRANKSHAFTS FOR 3116 & 3126 ENGINES:

Part number 1051725 is now available from IPD. As with all IPD Crankshafts, this is a forged, high strength product designed to perform as good as the original, at a cost savings to you!

Don't be fooled by lower cost crankshafts on this critical item!

IPD Quality Assured Crankshafts

IPD Part Number	Description
1051725	3116 & 3126 New from IPD!
2W0085WOG	3208
4N7692	3304
2W7458	3306
611453WOG	3406C & E with wide rod
7C4859WOG	3406B with narrow rod
1W5009	3408B
1W6209	3408 early

IPD New Products: NEW 3300 SERIES PISTON COULD HELP REDUCE OIL CONSUMPTION IN CERTAIN APPLICATIONS

Piston part number 2382703, also available in cylinder kit part number PLG2382703 can be used in certain marine & industrial engines to help reduce light load oil consumption. This is adaptable for engines utilizing 15:1 compression ratios that originally utilized one of the following piston part numbers: 8N3102, 613650, 1290360 or 1654262.

If you have a specific application you feel this should be considered for, you can contact our IPD Tech Support page at www.ipdparts.com, then go to Authorized Distributor, enter your password and click on Technical Support.

IPD New Products: LATEST IPDSteel® ARTICULATED PISTON CROWN FOR 3406E & C15 INDUSTRIAL APPLICATIONS

IPD part number 2212305 piston crown with 16.25:1 compression ratio crown for 3406 & C15 Industrial engines with select 9AP, 9NN, AYT, BET, BKN, EGH serial numbers.

This is a "2nd generation, plated type piston".

The new IPD crown is also available in cylinder kits as part number PLG2212305 & PLG2212305CS (With IPD original Crevice Seal Style Liner).

Please contact your IPD Customer Service Center or www.ipdparts.com for more information.



Thank you for taking the time to review this material. We hope that you found it informative. If you have any comments, please email us at sales@ipdparts.com

IPD News is published for our customers and friends. To **SUBSCRIBE** [click here](#), or to **UNSUBSCRIBE** [click here](#).

All manufacturers' names, numbers, symbols and descriptions are for reference only. It is not implied that any part is the product of the manufacturer. Caterpillar® and Cat® are registered trademarks of Caterpillar, Inc.

IPD LLC | 23231 S. Normandie Ave | Torrance, CA 90501 USA
310.602.5399 | 310.530.2708 fax | www.ipdparts.com