



COMMITTED TO YOUR SUCCESS
Cat® Inland Waterways Solutions





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The commodity business puts a premium on efficiency, moving material in as cost-effective a manner as possible. Your business depends on the ability to deliver on time while controlling operating costs.

Our job is to ensure your success with solutions that increase productivity, safety, high efficiency and low operating costs over the long term.



Move It Right With The Right Machine

The right material handler helps you move material quickly. It should be easy to operate, not physically demanding. And it shouldn't require specialized expertise on the part of your operator. In fact, the right material handler for the job can help you attract and retain skilled machine operators.

Everyone appreciates machine design that improves productivity and safety.

Cat® material handlers deliver on all counts. And because they are closely related to other Cat equipment, they bring with them other benefits to your operation. Like fuel-efficient engines, readily available parts and the skilled service support of your local Cat dealer.

Get The Job Done Right, Safely

Caterpillar has the broadest product line in the industry, but you don't need every machine we make. You need the one that's right for your operation.

And we can help. We start by understanding the details of your work: things like the site set-up itself, the material to be moved, required horizontal reach and production requirements just to name a few.

Then we recommend machines and work tool attachments to meet your specific needs.

Machines that support your all-important cost-per-ton goal. With features that make them easier and safer to use.

Booms And Sticks

Industry specific booms and sticks are built with welded box-section structures featuring thick, multi-plate fabrications in high-stress areas to maximize strength while dissipating stress. You get structures built for the job without adding unnecessary weight that would only increase your fuel burn.

Handler-Specific Counterweights

The back of a material handler largely determines how much material the front end of the machine can lift. Cat material handlers feature counterweights that are up to 40 percent heavier than excavator-standard counterweights.

Patented Ground Entry/Exit On New MH3000 Series

Slips, trips, and falls are a huge safety concern for owners and operators. The patented ground entry/exit hydraulic cab riser system on the new Cat MH3000 series material handlers minimizes these concerns. One step and you're in.

Wide-Track Gauge

Your undercarriage is key to machine stability. And the wider track of Cat material handlers improves over-the-side stability while handling heavy loads, which means increased productivity.

Integrated Technologies

PRODUCT LINK™

Cat equipment generates information as well as power. Product Link is a combination of factory-integrated sensors and transmitters that turns remote monitoring into a powerful asset management solution. You'll get the data you need to boost productivity, reduce costs and manage risk.

VISIONLINK®

VisionLink, is the intuitive, web-based interface that makes it easy to monitor Product Link Information—and data generated by mixed fleets. It lets you view the big picture and zoom in for a detailed look at individual assets. Product Link and VisionLink give you accurate, timely information about the location, utilization and condition of your equipment.





MAKING THE RIGHT DECISION

You know where you want to take your business. We can match your operation with the equipment you need to reach your goals.

TASK, TOOL, MACHINE.

We encourage a simple three-step approach to equipment selection, starting with a thorough understanding of the task. Once the task, or application, is well understood, the appropriate worktool is selected. Finally, the biggest part of the picture, the equipment is chosen.

**The right machine supports the right work tool for the task at hand.
And you get the right solution for your business.**



SOLUTIONS FOR YOUR CONTINUED SUCCESS

Your machines are the most visible part of the Caterpillar story. But they are far from the only part of the picture. Consider the experience, service, support and solutions that combine to help you grow and succeed.



SITE ASSESSMENTS

Whether you're opening a new facility or running an existing business, your success depends on efficiency. In a site assessment, Caterpillar experts work with you and your dealer to study site objectives and applications—and then suggest the work tools and machines to provide the best productivity.

CATERPILLAR TRAINING

Caterpillar scrap-industry trainers understand how to manage and maintain equipment—and how to transmit that knowledge to new and veteran machine operators. Maximize machine productivity and lower your operating costs. Choose the training that works for your operation: either on site or at one of our training centers. For more information on training, visit us online at cat.com/operator-training

EQUIPMENT PROTECTION PLANS

Maintenance services and contracts help protect you against unnecessary downtime and expense. For instance, S•O•SSM fluid and technical analysis helps to monitor the health of your equipment, providing you with meaningful data and recommended action items. And the Repair Option Program guarantees the costs of repairs up front. Visit cat.com/epp for more information.

CONDITION MONITORING

Condition monitoring can provide you with a wealth of useful information. It's the basis for effective, comprehensive maintenance and repair plans. Everything from simple inspections and regular fluid analysis to careful tracking of electronic data and equipment history helps to accurately assess the health and operating condition of your equipment. Find out more about condition monitoring at cat.com/condition-monitoring.

CAT FINANCING

Equipment protection plans offer extended warranty options to protect you against component failure. Our industry finance representatives are experts on Cat products and will help you get the most out of your investment. Visit catfinancial.com.

CAT REMAN PRODUCTS

All equipment has a lifecycle. The secret of Cat equipment is that our machines and components are designed for second and third lifecycles. With your dealer's expertise and Cat remanufactured parts, you can regain like-new performance and reliability at fraction-of-new costs. See cat.com/parts/cat-reman-products.

CAT CERTIFIED USED EQUIPMENT

There's more than one way to access genuine Cat quality. Cat Certified Used Equipment offers an affordability alternative to new machines and engines. Especially when you consider used equipment that includes financing and extended service coverage options.

Inventory will vary, but it can include material handlers, trucks, excavators, wheel loaders, forklifts, engines, generator sets, work tools and more. Contact your local dealer for availability. And visit catused.com for details.

All Cat Certified Used equipment includes:

- Minimum of a 6-month powertrain warranty
- Up to a 140-point inspection
- Less than 50% wear on tires, undercarriage, and ground engaging tools
- Scheduled maintenance completed by a Cat factory-trained technician
- Financing available with competitive interest rates
- Extended service coverage options



Your Cat dealer understands your business and knows what it takes to maintain and increase productivity. The right machine for the job? Your dealer can help you sort through the options. Greater efficiency? Ask about operator training to get more out of both existing and new equipment.

Your continued success is our number-one goal.
For more information on products, services and ideas for growth,
visit our home on the web at www.cat.com.

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Materials and specifications are subject to change without notice.
Featured machines in photos may include additional equipment. See your
Cat dealer for available options.

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