

# CUSTOMER'S PRODUCTIVITY JUMPS 25-30% WITH CAT® GRADE CONTROL

How do you convince a technology-averse company to adopt new tools? A dramatic jump in productivity—combined with improved jobsite safety—did the trick for one of Cat® dealer Empire's heavy construction customers.

Terry Dagen, commercial manager for Connected Worksite at Empire, says the customer was looking to add two Cat 623H scrapers to its fleet but wasn't convinced that precision grading technology was necessary to boost productivity. The company needed the machines quickly, though, and Empire had two on its lot already equipped with Cat Grade Control.

The dealer team convinced the customer to give these high-tech scrapers a try, then spent more than 40 hours in the field integrating them into the existing fleet. Empire also provided training on how to use the Cat precision grading system, GPS units and sequence assist technology (a process in which a group of actions is divided into sequences and then commanded at the push of a button).

*"This technology is not a supplement or add-on," Dagen says. "It is truly the lifeblood of the machine."*



It didn't take long for the customer to agree:

**PRODUCTIVITY INCREASED BY 25 TO 30%.**

Jobsite safety also improved, as the integrated technology allowed operators to focus more on what was happening around them. These immediate results convinced the customer to purchase or lease four additional machine systems—and to recommend Cat Grade Control to other Empire customers.

## HOW MUCH WILL YOU IMPROVE?

GRADE technologies enable you to improve grading efficiency by as much as 50%—helping you get more done, at a lower cost than ever before.



CAT CONNECT | PRODUCTIVITY

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