



BUILT FOR IT.™

**CAT® LANDSCAPING
PRODUCT LINEUP**





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BUILT FOR IT.™

LANDSCAPING IS AN EXCITING AND EXPANDING INDUSTRY

Science, art and hard work are combined to deliver outstanding results, bringing clients ideas to life.

Innovation is key to keeping up with such a progressive industry, and Caterpillar's 92 year history is built on innovation. Whether it's handling landscaping supplies, narrow access residential contracting or large scale commercial projects, the Caterpillar range of equipment and attachments are engineered and designed to deliver the industry's best value solutions. Built with world famous durability and reliability and the backed by the Cat® dealer network, Caterpillar offers piece of mind for your business.

Join thousands of other landscapers around the world who rely on Caterpillar solutions to keep them running strong.



TOP 10 TIPS FOR RUNNING A LANDSCAPING BUSINESS

In 1999, Mark Bradley followed his passion. He went into business for himself, founding TBG Landscape with an old lawnmower, a used truck and a dream running his own landscape business. Just 18 years later, his company earns \$50M/yr in sales, but with only half the staff of an average company that size. His secret? Better planning, better staff, and a relentless pursuit of efficiency.

While his landscape business grew, other challenges emerged. Mark needed software – so he could make instant decisions with facts, instead of guesswork. So he founded LMN – software built specifically for landscape contractors, and LMN (www.golmn.com) is now the most widely used business software in the landscape industry with customers in North America, Europe, Australia, Asia and the Middle East.

Having shared success and mistakes with thousands of peers, Mark shares with us his Top Ten Tips for running a better, more profitable landscape company.

1. **Each year, start with an operating budget** – “For too many years, I ran the business hoping I’d make money, instead of knowing how to make money. An operating budget gives us the numbers we need to:
 - set sales goals that will be **profitable**
 - **Recover** all my equipment and overhead costs
 - See into the future – and make sure our decisions today are based on numbers and facts instead of hope and guesses.
2. **Estimate, don’t Guesstimate** – Most companies can estimate job costs – but don’t truly know their overhead, break even, and their true net profit on every job they price. You can’t hope to grow a consistently profitable business without an estimating system that ensures every job is priced correctly, and that can be taught and executed by others.

3. **Turn Estimates Into Job Plans** – Estimates must clearly identify how many man hours, the equipment, and materials or other costs (including colours and sizes) that are planned for the job. Once the estimate is sold, use that estimate as a **Job Planner** for crews. You don’t have to share costs and prices – but the crews must know how the job was planned (and sold) in order to get it done on time.
4. **Maximise Revenue/Hour** – Knowing your net profit on every job is critical, but so is knowing your revenue per hour. **Calculate your revenue per hour by dividing the price of every job by the number of labour hours.** Maximising job revenue per hour helps grow company’s sales without adding people or overhead. More people = more headaches... it’s much easier to increase the revenue per person. Some simple ways to maximise revenue per hour include:
 - I. Increase sales by doing jobs that use lots of materials (or use expensive materials)
 - II. Use equipment and work tools to save labour hours

LMN also hosts Workshops, Boot Camps and a Leaders Summit to support landscapers. For more information on these events visit <https://golmn.com/events/>.



5. **Share a Scoreboard** - It's impossible to attract (and keep) great staff if no one knows if they are doing well, or not well, at their jobs. The LMN timesheet and job tracking app gives crews real-time updates on estimate vs. actual hours – so everyone knows who is coming in on budget and who isn't. It creates a competitive, success-driven, work atmosphere that's far more rewarding than just putting your head down and working hard every day.
6. **Don't Be Cheap on Labour** – When business owners don't have a deep understanding of their numbers, we tend to make short-term decisions that are cost-driven, not profit driven. For example – you hire staff at low wages because it 'saves payroll'. But cheap staff don't care about their jobs, don't put much effort into their work, and make plenty of mistakes and bad decisions. This hurts your sales (because your jobs go slower) and forces the owner to spend their time fixing mistakes instead of growing the business.
7. **Don't Be Cheap on Equipment** – You keep your old equipment because it's paid for and you have no payments. Or you buy equipment and tools with the lowest sticker price because you're saving money. But cheap/old equipment breaks down – which slows your jobs down, so you fall short of sales goals, you mess up your schedule, and you frustrate your crews. The biggest cost of equipment breakdowns isn't the repair – it's the cost of lost production and payroll while you worked without the equipment. Equipment is usually cheaper than labour (per hour), it does work much faster and it's far less headaches. To grow your business with less headaches, make sure you have the right equipment/tool for every job.
8. **Improve Your Efficiency** – Mistakes and problems are more expensive than you realise! If you're wasting an hour picking up materials that were missed or forgotten – you've spent an hour of payroll. But more importantly, you've lost an hour of revenue-producing labour, you've lost the revenue for any materials you could have installed in that hour, and you've lost an hour of overhead recovery and profit. Brainstorm reasons for wasted time with your crews – then focus on eliminating them. You'll see your revenue (and profit!) grow in a hurry.
9. **Automate Your Office** – Technology for the office is like equipment for the field. Use software and apps to eliminate paperwork, to streamline estimating and to eliminate hundreds of hours (and mistakes!) entering data. You'll be able to grow your company without adding overhead.
10. **Learn Your Numbers, Teach Some Numbers** – If you want to run a profitable business, you, not your accountant, need to understand the numbers that drive your business. And once you have a good handle on your numbers, you need to teach your key staff how to understand those numbers as well. Getting everyone pulling in the same direction will take stress off your plate and you'll find your staff **caring more** about the bottom line instead of just their paycheques.



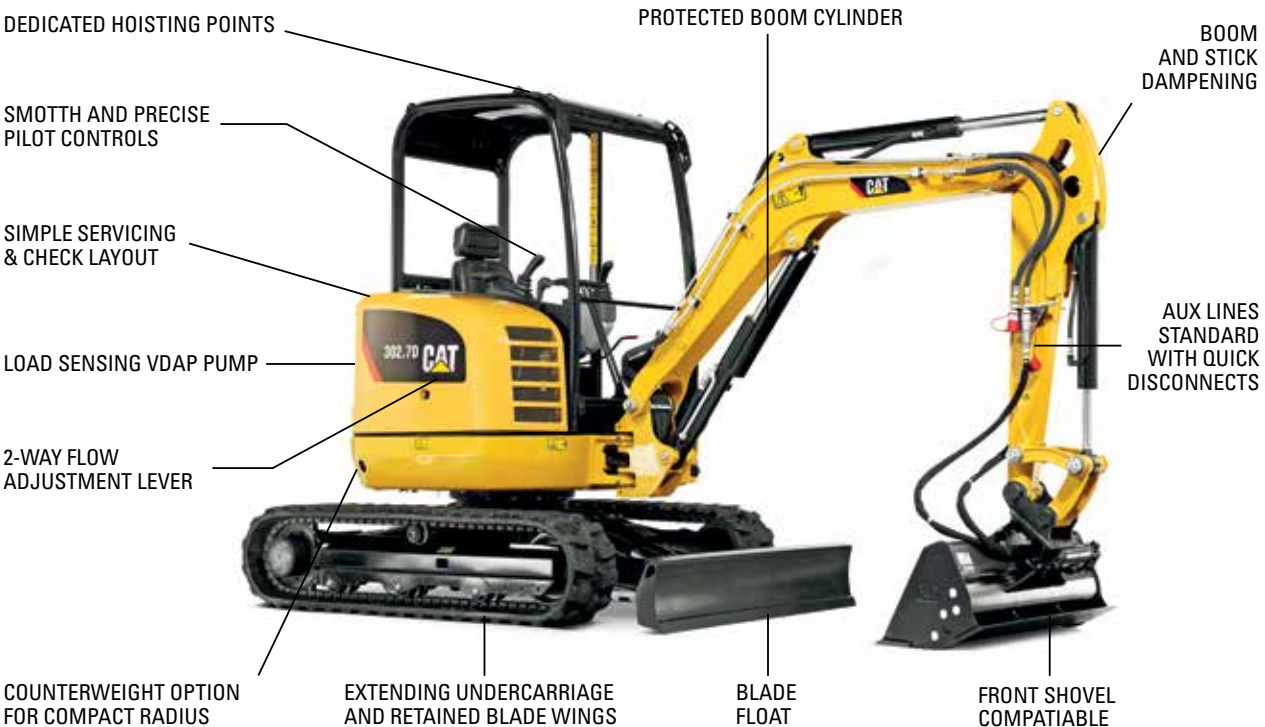
MICRO EXCAVATORS



	300.9D	301.4C	301.7D	301.7D CR	302.2D	302.4D	302.7D CR
Operating Weight	985 kg	1,468 kg	1,735 kg	1,690 kg	2,135 kg	2,210 kg	2,670 kg
Net Engine Power (SAE)	9.6 kW (13 hp)	13.2 kW (17.7 hp)	13.2 kW (17.7 hp)	13.2 kW (17.7 hp)	13.2 kW (17.7 hp)	13.2 kW (17.7 hp)	15.2 kW (20.7 hp)
Dig Depth	1,731 mm	2,240 mm	2,400 mm	2,481 mm	2,490 mm	2,600 mm	2,744 mm
Reach at Ground Level	3,028 mm	3,650 mm	3,895 mm	3,995 mm	4,130 mm	4,220 mm	4,681 mm
Dump Clearance	2,035 mm	2,370 mm	2,610 mm	2,555 mm	2,720 mm	2,870 mm	2,970 mm
Bucket Breakout Force (SAE)	8.9 kN	16 kN	18.8 kN	14.2 kN	19.6 kN	21.8 kN	22.5 kN
Transport Length Arm Lowered	2,746 mm	3,645 mm	3,855 mm	3,584 mm	4,050 mm	4,030 mm	4,225 mm
Transport Height	2,276 mm	2,276 mm	2,290 mm	2,362 mm	2,295 mm	2,390 mm	2,408 mm
Width	730-864 mm	990-1,300 mm	990-1,300 mm	990-1,300 mm	990-1,300 mm	1,400 mm	1,570 mm

MICRO EXCAVATORS

Cat Micro Excavators are a landscaper's loyal friend. They can access and work in the most confined spaces and run quiet and clean so you don't disturb the neighbours. Light and easy to transport, they're ready to work anytime, anywhere. Don't be fooled by their compact size, Cat Micro Excavators have tremendous output and make light work of digging, lifting, grading and placing. If you are thinking about introducing mechanisation into your landscaping business, Cat Micro Excavators are the place to start and will immediately add value to any sized operation.



*The features outlined above may not apply to all models in the micro-excavator line-up, models 300.9D – 302.7D CR. Please check the model specification for applicable features.

WITH YOU ANYWHERE

Landscape projects often have limited access through narrow passages, but that won't stop a Cat Micro Excavator. An extendable undercarriage provides stability on site but can be retracted for narrow passages, the 300.9D will even fit through a doorway. When worksite space is scarce, a swing boom and compact radius allow you to trench up and work against a wall.

JUST HOW YOU LIKE IT

Whilst Cat Micro Excavators are simple and intuitive, they aren't basic. The range provides a number of configurable options such as cab or canopy, compact radius or standard tail, blade float and counter weights. Having chosen the appropriate model for your application, all allow pattern customisation, can operate in front shovel mode and are attachment ready.

EASY TO MAINTAIN, BUILT TO LAST

The thoughtful design and layout of Cat Micro Excavators makes checks and servicing fast and effortless. Cylinders and lines are protected where vulnerable and grease intervals are the longest in the industry. Quality is built into every component to ensure the best performance and the longest life so you can spend more time making money in the machine, than spending money on it.



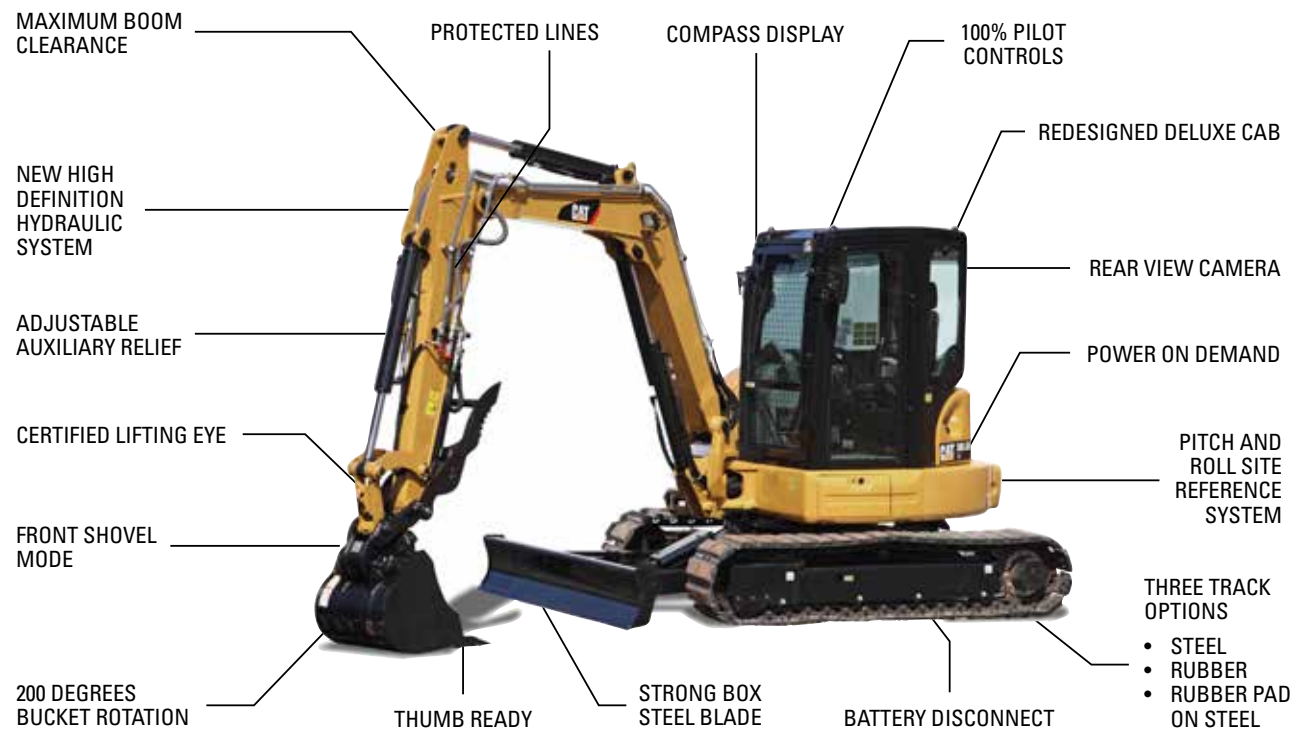
MINI EXCAVATORS



	303E CR	303.5E CR	304E2 CR	304.5E2 XTC	305E2 CR	305.5E2 CR	307E2	308E2 CR
Operating Weight	3,530 kg	3,692 kg	4,080 kg	4,080 kg	5,185 kg	5,423 kg	7,270 kg	8,400 kg
Engine Power (SAE)	17.5 kW (23.5 hp)	23.6 kW (31.6 hp)	30 kW (40.2 hp)	30 kW (40.2 hp)	30 kW (40.2 hp)	32.9 kW (44.1 hp)	37.7 kW (50.6 hp)	48.5 kW (65 hp)
Dig Depth	2,750 mm	2,880 mm	3,430 mm	3,430 mm	3,670 mm	3,870 mm	4,070 mm	4,150 mm
Reach at Ground Level	4,810 mm	5,060 mm	5,470 mm	5,470 mm	5,810 mm	6,020 mm	6,160 mm	7,350 mm
Dump Clearance	3,150 mm	3,520 mm	3,690 mm	3,690 mm	3,920 mm	4,080 mm	5,190 mm	5,010 mm
Bucket Breakout Force (SAE)	28.4 kN	33 kN	37.8 kN	37.8 kN	44.7 kN	50.9 kN	50.6 kN	60.2 kN
Transport Length Arm Lowered	4,470 mm	4,730 mm	4,930 mm	4,930 mm	5,290 mm	5,460 mm	6,080 mm	6,340 mm
Transport Height	2,500 mm	2,500 mm	2,500 mm	2,500 mm	2,550 mm	2,550 mm	2,630 mm	2,550 mm
Width	1,550 mm	1,780 mm	1,950 mm	1,950 mm	1,980 mm	1,980 mm	2,200 mm	2,320 mm

MINI EXCAVATORS

Sitting in the spacious and ergonomic cab of a Cat Mini Excavator you will find class leading technology to maximise comfort, safety and control. An updated hydraulic system delivers exceptional efficiency and extended life and the COMPASS display provides intuitive customisation at your fingertips. As an industry first, the 304.5E2 XTC, which stands for Xtra Tool Carrier, provides a skid steer coupler for attachment options and a reinforced drivetrain to support them, providing an exclusive landscaping solution with unrivaled flexibility.



ALL DAY COMFORT

The ROPS and FOPS certified cab has a wide entrance for easy access, a high back suspension seat and adjustable armrests for superior comfort. 100% pilot controls reduced fatigue and provide smooth feedback. In the E2 Cab, an innovative interlocking front window slides into itself and is neatly tucked above head and out of the way when needed.

TECHNOLOGY AT YOUR FINGERTIPS

The intuitive COMPASS display on the E2 series lets you effortlessly change the control pattern, control the hydraulic quick coupler and adjust auxiliary flow through optimised pre-sets for attachments. When grading, the pitch and roll sensor display provides an accurate reference for the perfect level. Add automatic 2-speed, blade float and front shovel mode and you are ready to tackle any job.

ZERO COMPROMISE ON SAFETY

Cat Mini Excavators have been design with safety in mind. Pilot controls provide immediate hydraulic lock-out and prevent starting when the hydraulics are active. Factory fitted safety valves support load in the event of a hose failure and the dual lock hydraulic coupler provides class leading safety through two independent locking systems. The Cab exceeds ROPS and FOPS certification and provides all-round visibility, making Cat Mini Excavators one of the safest to work in and around.

COMPACT TRACK LOADERS



	239D	249D	259D	279D	289D	299D2	299D2 XHP
Loader Arm Arrangement	Radial	Vertical	Vertical	Radial	Vertical	Vertical	Vertical
Net Engine Power (SAE)	49 kW (65 hp)	49 kW (65 hp)	54 kW (73 hp)	54 kW (73 hp)	54 kW (73 hp)	71 kW (95 hp)	79 kW (106 hp)
Operating Weight	3,306 kg	3,486 kg	4,013 kg	4,487 kg	4,778 kg	5,114 kg	5,265 kg
Rated Operating Capacity*	1,021 kg	1,134 kg	1,406 kg	1,444 kg	1,837 kg	2,204 kg	2,257 kg
Maximum Bucket Pin Height	2,825 mm	3,002 mm	3,075 mm	3,173 mm	3,178 mm	3,208 mm	3,208 mm
Hydraulic Flow (Standard/High) (L/min)	69/99	69/99	76/112	86/121	86/121	86/121	86/150
Height Ground to Cab	2,034 mm	2,039 mm	2,111 mm	2,113 mm	2,113 mm	2,125 mm	2,125 mm
Length	3,234 mm	3,233 mm	3,486 mm	3,714 mm	3,714 mm	3,931 mm	3,931 mm
Width Over Tyres/Track	1,676 mm	1,676 mm	1,676 mm	1931 mm**	1931 mm**	1931 mm**	1931 mm**

*With additional counterweight **400mm Track Option

SKID STEER LOADERS

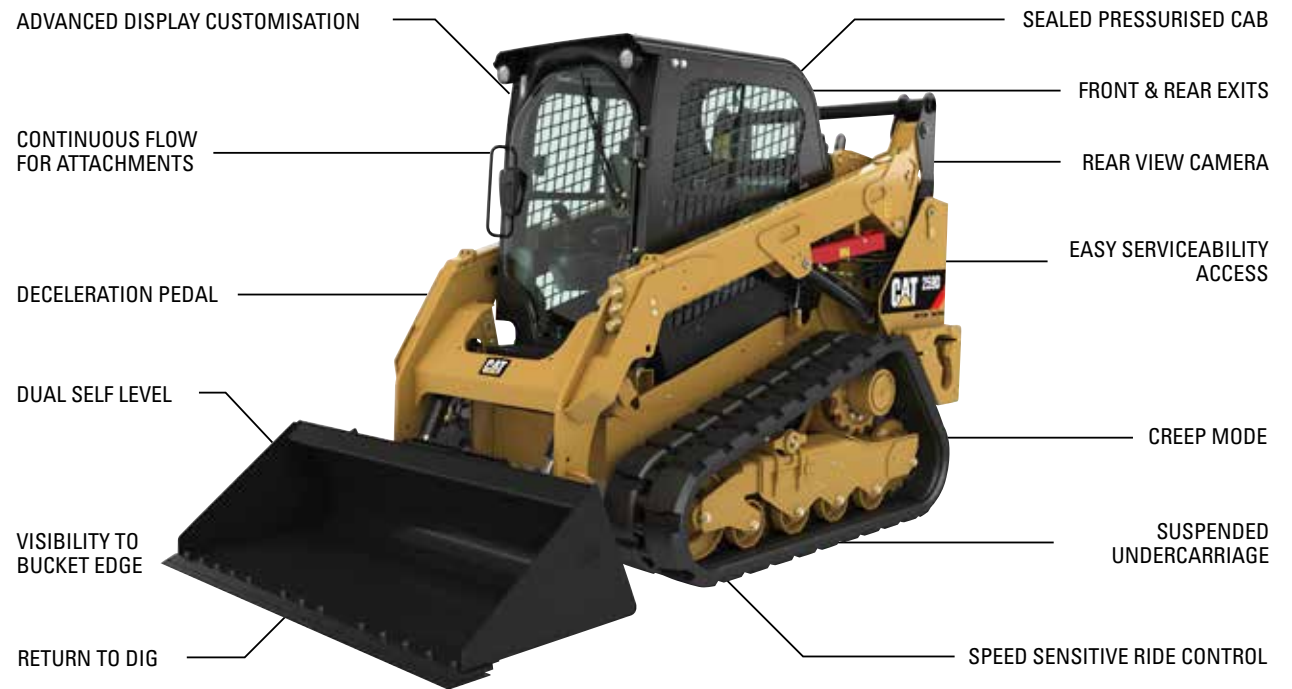


	216B3	226D	236D	246D	232D	242D	262D	272D2	272D2 XHP
Loader Arm Arrangement	Radial	Radial	Radial	Radial	Vertical	Vertical	Vertical	Vertical	Vertical
Net Engine Power (SAE)	35 kW (47 hp)	49 kW (65 hp)	54 kW (73 hp)	54 kW (73 hp)	49 kW (65 hp)	54 kW (73 hp)	54 kW (73 hp)	71kW (95 hp)	79 kW (106 hp)
Operating Weight	2,581 kg	2,588 kg	2,975 kg	3,368 kg	2,818 kg	3,166 kg	3,643 kg	3,977 kg	4,198 kg
Rated Operating Capacity*	680 kg	749 kg	900 kg	1,088 kg	885 kg	1,066 kg	1,338 kg	1,656 kg	1,769 kg
Maximum Bucket Pin Height	2,854 mm	2,818 mm	3,122 mm	3,154 mm	3,001 mm	3,076 mm	3,172 mm	3,229 mm	3,265 mm
Hydraulic Flow (Standard/High) (L/min)	61/-	69/99	76/112	86/121	69/99	76/112	86/121	86/121	86/150
Height Ground to Cab	1,950 mm	2,028 mm	2,028 mm	2,110 mm	2,029 mm	2,111 mm	2,110 mm	2,094 mm	2,133 mm
Length	3,233 mm	3,234 mm	3,487 mm	3,708 mm	3,233 mm	3,487 mm	3,714 mm	3,954 mm	3,937 mm
Width Over Tyres/Track	1,525 mm	1,497 mm	1,676 mm	1,676 mm	1,497 mm	1,676 mm	1,676 mm	1,829 mm	1,930 mm

*With additional counterweight

COMPACT TRACK & SKID STEER LOADERS

Truly in a class of their own, the Cat D series skid steer and compact track loaders offer a number of industry exclusives such as a true one-piece cab for clean and quiet comfort, a speed activated ride-control for load retention and a hydraulic system like no other. Adjust implement and drivetrain response separately to suit the application, activate creep mode and continuous flow for accurate control of attachments, and do all this with the press of a button. Now available both hand and foot or joystick controls and with over 20 Cat attachment options, no machine offers so much flexibility for landscaping applications.



SAFE TO WORK IN & AROUND

Cat D Series machines have been designed with safety in mind. Unique standard features such as front and rear emergency exits, spring applied hydraulically released brakes, dead engine lowering valve, accumulator, standard back-up alarm, horn, rear view mirror and optional rear view camera make the D Series one of the safest machines to work in and around.

FUNCTIONAL PERFORMANCE

Minimise bob and maximise load retention with speed sensitive ride control. The system automatically engages above an activation speed, pre-set using the advanced display. Lift cylinders act as shock absorbers to provide the industries best ride performance, but below the set speed return to normal operation for maximum digging force.

YOU ARE IN CONTROL

The Cat exclusive electro-hydraulic system provides precise, responsive and effortless control and is highly customisable to suit operator preference. Built in features such as continuous flow, creep mode, dual self-level and return to dig maximise productivity and efficiency and reduce fatigue allowing you to finish a hard day's work feeling strong. Prefer joysticks or hand & foot controls? Cat now offers both.



COMPACT WHEEL LOADERS



	906M	908M	910M	914M	918M
Loader Arm Arrangement	Standard Lift	Standard Lift	Standard Lift/High Lift	Standard Lift/High Lift	Standard Lift
Gross Engine Power	74 hp (55 kW)	74 hp (55 kW)	99 hp (74 kW)	99 hp (74 kW)	117 hp (87 kW)
Operating Weight	5,600 kg	6,365 kg	8,090 kg	8,126 kg	9,469 kg
Tipping Load (Full Turn)	3,615 kg	4,025 kg	5,062 kg	5,578 kg	5,825 kg
Bucket Pin Height	3.2 m	3.4 m	3.7 m/4.0 m	3.7 m/4.0 m	3.8 m
Height: Ground to Cab	2,465 mm	2,650 mm	3,020 mm	3,093 mm	3,110 mm
Length: Overall	5,649 mm	5,630 mm	6,293 mm	6,362mm	6,652 mm
Width: Over Tyres	1,840 mm	1,985 mm	2,259 mm	2,259 mm	2,259 mm

COMPACT WHEEL LOADERS

While it looks good on paper, experiencing the Cat compact wheel loader from the cab is a real eye opener. Unmatched stability, parallel lift and exceptional visibility let you work safely with confidence. An intuitive touch-pad lets you optimise drivetrain aggressiveness, creeper control, rimpull force and fine implement mode to give you complete control. Don't take our word for it though, book a demo and experience the difference for yourself.

CUSTOMISATION AT YOUR FINGERTIPS

- DRIVETRAIN AGGRESSIVENESS
- RIDE CONTROL
- CREEPER CONTROL
- RIMPULL CONTROL
- LIFT AND TILT KICKOUTS*
- THROTTLE LOCK
- FINE IMPLEMENT CONTROL

PERFORMANCE SERIES BUCKETS+

BUCKET CORNER AND FORK TIP VISIBILITY

EXCLUSIVE BUCKET SHAKEOUT

OPTIMISED Z-BAR LINKAGE WITH PARALLEL LIFT

SKID STEER, ISO AND IT COUPLER OPTIONS

SELF MANAGED EMISSIONS CONTROL

UNCOMPROMISING ECO MODE

EASY GROUND ACCESS FOR SERVICING AND CHECKS

DEDICATED HYDRAULIC PUMPS FOR MULTITASKING

ON THE GO FRONT AND REAR DIFFLOCK

* Tilt kickout available on 906 – 918, Lift Kickout available on 910 -918
+ Performance series buckets are available on 910 - 918

UNINTERRUPTED WORK

Emissions control is an important environmental sustainability initiative that we stand by, but treatment systems often require an idle regeneration process and generate dangerously high exhaust temperatures. Caterpillar have invested in extensive research and development to offer a self-managed system that won't interrupt your work day and won't produce dangerous temperatures, saving you time and money on the job.

EFFICIENCY IN EVERYTHING

Efficiency saves time, fuel, wear and makes you more money. Cat compact wheel loaders reduce tyre wear with rimpull control, improve load cycle times with loader kick outs and deliver unwavering multitasking thanks to independent hydraulic pumps. Performance series buckets give you a 110% fill factor and eco mode will save you fuel without sapping performance.

SEEING IS BELIEVING

Visibility is essential for safe and fast operation of equipment, especially a highly manoeuvrable articulated compact wheel loader. The Cat optimised Z-bar linkage provides visibility to the bucket or fork edge at ground level and functional loader heights. Pillar-less rear glass, a refined rear end and a rear view camera provide a full 360° view of the job site.

ATTACHMENTS FOR LANDSCAPING

Landscaping jobs are detailed and demanding projects and you deserve to get the full potential from your equipment to complete them. The Cat attachments range is designed to do just this, with solutions that integrate seamlessly with your machine to deliver outstanding results fast. For more information on Cat attachments visit cat.com/attachments or contact your local dealer.



SERVICE AND SUPPORT

CATERPILLAR KNOWS LANDSCAPING

Landscaping is challenging work. That's why Caterpillar designs machines built for the task at hand. We know how much you expect from your investment in machinery. So we instill our machines with the reliability and strength you need.

BUILT FOR IT.

BACKING YOU EVERY DAY

Buy from Caterpillar and you're buying more than just a piece of equipment. You're also buying into a service and support operation that no competitor can match. Every Cat dealer knows that all you care about is your machine being there when you need to use it; downtime is not an option. That's why we have the industry's best and most reliable dealer network, bringing you the tools, technologies and know-how to keep your machine productive and efficient.

CAT FINANCIAL

Cat Financial is structured to meet your needs. Because we understand landscaping, we can offer better approval rates, more flexible terms and payments, and solutions that suit you and your landscaping business.



