

GOVERNMENTAL

2018 BUYERS' GUIDE

SOLUTIONS

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES



2018 BUYERS'
GUIDE

CATERPILLAR®



EQUIPMENT
MANAGEMENT



PRODUCTIVITY



SAFETY



SUSTAINABILITY

MEETING THE CHALLENGE

Cat Connect uses technology and dealership services to improve fleet management

Every agency faces some sort of fleet management challenge, something that leaves you staring at the ceiling at 3 a.m. night after night. It doesn't have to be that way. Whatever your fleet management challenges, Cat® Connect provides solutions that will keep you well rested.

Cat Connect hardware and software enables you to connect all your agency's machines—from motor graders to backhoe loaders. You can easily monitor data to work more safely, more efficiently, and best of all, worry-free. Simply determine the challenges that need to be addressed. Our dealership will work with you to identify—and implement—the technology and/or services to help your agency meet those challenges.

Available Cat Connect equipment management services:

Fleet Tracking – Get instant remote access to the locations of fleet machines and, when applicable, the hours they are in use. This enables you to track activity across multiple locations, ensures accurate record keeping, and helps prevent theft.

Compare Performance – An easy-to-read monthly report compares your fleet's health and utilization to that of comparable agencies.

Equipment Inspections – Trained dealership experts inspect your fleet periodically and share their findings in reports sent directly to you.

S•O•SSM Fluids Analysis – Sampling and testing the condition of the complete fluids range helps monitor the health of major mechanical systems and components.

Condition Monitoring – A specially trained technician monitors fleet inspection data and analyzes S•O•S fluids to provide regular proactive recommendations to improve fleet performance and uptime.

Scheduled Maintenance – Our dealership can place your fleet on a planned maintenance schedule based on the manufacturer's recommendations.

Maintenance and Repairs – A service and repair contract guarantees a fixed cost for both planned maintenance and planned component repairs over the life of the machines in your fleet, so your budget is always predictable.

A variety of other Cat Connect technology and services is available to improve fleet safety and performance. Consult with the experts at our dealership or visit Cat.com to learn more about the ways that Cat Connect can help you better manage your agency's fleet.

GOVERNMENTAL SOLUTIONS

2018 BUYERS' GUIDE

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CAT.COM/GOVERNMENTAL

includes complete specifications for all machines. Check this out and more at ***Cat.com/governmental***.



MOTOR GRADERS

120M2
12M3
140M3
160M3
14M3

- Stable Blade is an industry-exclusive, patented technology that detects machine bounce, and automatically reduces machine speed to stabilize the motor graders. Once stabilized, the machine returns to its original speed without operator intervention. This eliminates rework, lowers material costs, and can reduce fuel burn as much as 14 percent.
- Auto Articulation enables your agency’s M Series motor graders to articulate automatically as steered. This improves performance and maneuverability in tight spaces. With less operator input and effort required, your agency’s operators will stay fresher all shift long.
- Cat® GRADE with Cross Slope is a fully integrated, factory-installed system that enables quick, precise grading and easy maintenance of cross slopes, with no satellites or infrastructure. The system automatically controls one side of the blade, making it easier than ever for the operator to maintain engineering specs.
- Advanced Control Joysticks boost operator safety, efficiency and productivity. Easy to learn and easy to use, these revolutionary controls enable operators to steer, shift, articulate, adjust the blade, use automated grading systems and control auxiliary hydraulics—all without taking their hands off the joysticks.
- Serviceability features unique to M Series models help keep uptime high and performance strong. Cat patented To-Adjust Drawbar wear inserts provide easy access from the top of the drawbar. Low-cost, replaceable bronze wear inserts in the lift and centershift cylinder ends help maintain the original factory tightness.



	120M2	12M3	140M3	160M3	14M3
Engine Model	Cat C7.1 ACERT™	Cat C9.3 ACERT	Cat C9.3 ACERT	Cat C9.3 ACERT	Cat C13 ACERT
Emissions	Tier 4 Final	Tier 4 Final	Tier 4 Final	Tier 4 Final	Tier 4 Final
VHP Plus Range - Net	145 hp - 189 hp	179 hp - 231 hp	200 hp - 252 hp	221 hp - 272 hp	238 hp - 285 hp
AWD Range - Net	153 hp - 209 hp	189 hp - 252 hp	210 hp - 272 hp	231 hp - 293 hp	N/A
Operating Weight – Typically Equipped	39,892 lb	42,647 lb	43,950 lb	45,547 lb	57,250 lb
Operating Weight – AWD Typically Equipped	41,859 lb	44,614 lb	45,917 lb	47,514 lb	N/A



BACKHOE LOADERS

- Net Power: 68 hp – 127 hp
- Digging Depths: 14.3 ft – 17.2 ft
- Operating Weights: 24,251 lb – 14,035 lb
- Powerful, load-sensing hydraulic systems provide excellent response for improved hoe and loader productivity and greater bucket breakout force.
- All-new operator station with machine controls at operator's fingertips and multiple adjustments keep the operator comfortable and productive.*
- Economy mode not only saves fuel, but maintains machine performance.*
- Industry-leading versatility with an integrated toolcarrier provides a hydraulic coupler and increased loader performance over the single tilt loader, as well as parallel lift.*
- Air-suspension seat and ergonomic controls provide a comfortable working environment.
- Travel speeds up to 25 mph enable faster roading between worksites.

* Features don't apply to 450F.

415F2 IL
415F2
416F2
420F2/420F2 IT
430F2/430F2 IT
450F





DOZERS

D3K2

D6N

D4K2

D6T

D5K2

D7E

D6K2

Small | D3K2, D4K2, D5K2

- Net Power: 80 hp – 104 hp
- Operating Weights: 17,465 lb – 20,313 lb
- Ideal for a variety of jobs, including, clearing sites, sloping sides of roads, back-filling, and final-grade work.
- Traction Control reduces track slip and undercarriage wear for lower operating costs.

Medium | D6K2, D6N, D6T, D7E

- Net Power: 130 hp – 238 hp
- Operating Weights: 29,258 lb – 57,441 lb
- The new D6T and D6N feature a new transmission with full Auto Shift that provides significant fuel efficiency and improved operator control.
- Stable Blade Control complements operator input to automatically make instantaneous adjustments for smoother grading results with less effort.
- Technologies like AccuGrade™ and Product Link™ help improve overall efficiency, save fuel and fluids, and reduce wear and tear.
- The D7E/D6N/D6T waste handler packages feature specialized guarding, striker bar, and seals to protect the machine from debris. The purpose-built heavy-duty final drive guarding helps prevent wire, cables, rope and debris from wrapping into the final drive seals.
- Cat® GRADE with Slope Assist is standard on D6K2/D6N/D6T and helps operators more easily achieve the required main-fall and slope orientation of the blade. GRADE with 3D is available as well.





Large | D8T, D9T

- Net Power: 312 hp – 436 hp
- Operating Weights: 86,900 lb – 106,618 lb
- All models meet Tier 4 Final emission standards.
- The D8T's standard Operator Presence detection system enables the machine to idle when the operator isn't seated, but locks out the powertrain and front implements to prevent unintentional movement.
- GRADE with 3D is optional on all models. This feature is engineered specifically for Cat dozers and fully integrated at the factory. Thorough integration enables the system to work seamlessly with other features to optimize blade loads.
- The D9T's major components are modular in design, so most can be removed and reinstalled without disturbing other systems.
- D9T electronic options include: Automated Blade Assist, Autocarry™, Adaptive Load Select, Automatic Ripper Control and Cat Grade Control 3D.

D8T
D9T





903C2	950M
906M	966M
907M	966M XE
908M	972M
910M	972M XE
914M	980M
918M	982M
926M	986K
930M	988K
938M	988K XE
950 GC	

Compact | 903C2, 906M, 907M, 908M, 910M, 914M, 918M

- Net Power: 42 hp to 115 hp
- Operating Weights: 9,060 lb to 20,917 lb
- Skid steer loader-style coupler on the 903C2, 906M, 907M and 908M enables use of Cat® Skid Steer Loader attachments for increased versatility

Small/Medium | 926M, 930M, 938M, 950 GC, 950M, 966M, 966M XE

- Net Power: 153 hp – 298 hp
- Operating Weights: 28,770 lb – 51,176 lb
- The new 950 GC provides proven Cat reliability and performance to match any application.
- Load-sensing hydraulics, higher dump clearance and standard rear-view camera are standard on the 950 GC.
- M Series wheel loaders are powered by U.S. EPA Tier 4 Final ACERT engines
- Fuel efficiency on all M Series machines is best in class.
- XE advanced power train technology, available on 966 and 972 models, delivers 25 percent lower fuel consumption compared to traditional power trains.
- Cat Production Measurement and VisionLink® enable easy access to machine data including bucket payload, fuel consumption, engine idle time and operating hours.

Medium/Large | 972M, 972M XE, 980M, 982M, 986K, 988K, 988K XE

- Net Power: 299 hp – 541 hp
- Operating Weights: 54,871 lb – 116,362 lb
- The new 988K XE is the first Cat wheel loader featuring a high-efficiency electric drive system, which improves overall efficiency by 25 percent.
- 982M is a two-pass match with typical on-highway trucks for superior productivity in materials yard load-out.
- The 972M Aggregate Package is a three-pass match with typical on-highway trucks.





SKID STEER LOADERS

- Net Power: 65.8 hp – 110 hp
- Rated Operating Capacities: 1,550 lb – 3,650 lb
- Broad range of performance-matched Cat® Work Tool Attachments make the Cat Skid Steer Loader the most versatile machine on the worksite.
- Available high-back, heated, air-ride seats include seat-mounted, adjustable joystick controls.
- Industry-leading sealed and pressurized cab option provides a cleaner, quieter work environment.
- Speed Sensitive Ride Control option assures an even smoother ride with better material retention.
- Available High-Flow, high-pressure hydraulic systems efficiently run even the most power-hungry attachments.
- Multiple control options are available on D Series machines: traditional ISO pattern controls, H-pattern controls and hand and foot controls.
- Available Advanced Display provides integrated rear-view camera and allows on-screen machine performance adjustments.

226D

232D

236D

242D

246D

262D

272D2

272D2 XHP





COMPACT TRACK/ MULTI TERRAIN LOADERS

239D 289D
249D 299D2
259D 299D2 XHP
279D 257D

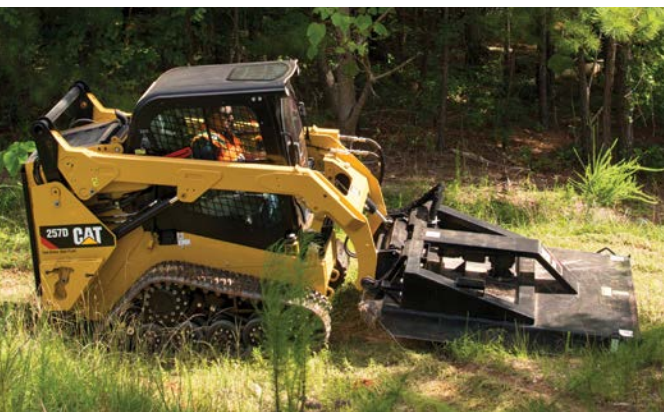
Compact Track Loaders | 239D, 249D, 259D, 279D, 289D, 299D2, 299D2 XHP

- Net Power: 65.8 hp – 110 hp
- Rated Operating Capacities: 2,050 lb – 4,975 lb / 50 percent tipping load
- Standard, fully independent torsion axle suspension and Speed Sensitive Ride Control option assure a smoother ride, better material retention.
- High-Flow, high-pressure hydraulic systems are available to maximize attachment performance.
- Intelligent Leveling™ system and optional positioning capabilities speed cycle times.
- Industry-leading sealed and pressurized cab option provides a cleaner, quieter work environment.
- Available high-back, heated, air-ride seats include seat-mounted, adjustable joystick controls.
- Bar-style rubber track tread available for extra traction, especially when operating in snow.

- Multiple control options are available on D Series machines: traditional ISO pattern controls, H-pattern controls, and hand and foot controls.
- Available Advanced Display provides integrated rear-view camera and allows on-screen machine performance adjustments.

Multi Terrain Loader | 257D

- Net Power: 74.3 hp
- Rated Operating Capacities: 2,800 lb / 50 percent tipping load
- Standard, fully independent torsion axle suspension and Speed Sensitive Ride Control option assure a smoother ride, better material retention.





HYDRAULIC EXCAVATORS

Mini | 303E CR, 303.5E2 CR, 304E2 CR, 304.5E2 XTC, 305E2 CR, 305.5E2 CR, 307E2, 308E2 CR

- Net Power: 23.5 hp – 65 hp
- Operating Weight: 6,750 lb – 18,519 lb
- The new 303E CR's weight has been reduced to 6,750 lb. This easily keeps trailer weight to less than 10,000 lb, which eliminates the requirement that the tow vehicle be operated by a person with a Commercial Driver License (CDL).
- The new Cat® Mini Hydraulic Excavator Universal Coupler provides your agency's excavators with the capability to pick up a wider range of attachments.

Small/Medium | 311F L, 313F L, 313F L GC, 315F L, 316F L, 318F L, 320 GC, 320, 323, 325F L, 326F L, 330F L, 335F L

- Net Power: 70 hp – 200 hp
- Operating Weight: 30,600 lb – 84,170 lb
- Three Next Generation 20-ton size excavators, the 320 GC, 320 and 323, increase operating efficiency, reduce fuel and maintenance costs, and improve operator comfort.
- Cat Grade Control Depth and Slope helps your agency achieve consistent grades and slopes with more precision and less effort in a wide range of applications
- Cat GRADE with ASSIST provides automatic grade protection and single stick grade lock to help operators optimize grading efficiency and maximize productivity.

303E CR	316F L
303.5E2 CR	318F L
304E2 CR	320 GC
304.5E2 XTC	320
305E2 CR	323
305.5E2 CR	325F L
307E2	326F L
308E2 CR	330F L
311F L	335F L
313F L	
313F L GC	
315F L	



WHEELED EXCAVATORS

M314F

M315F

M316F

M317F

M318F

M320F

M322F

- Net Power: 141 hp – 169 hp
- Operating Weight: 31,658 lb – 49,229 lb
- The F Series includes quick coupler lines and circuits to enable quick attachment changes from the safety of the cab.
- To reduce operator fatigue, F Series machines feature an automatic system that locks the axle-oscillation function and sets the service brakes to prepare for digging.
- The versatility and mobility of wheeled excavators enable your agency to complete jobs in less time, using fewer machines.
- With a Tool Control System, you can pre-program hydraulic flow and pressure for up to 10 different attachments.
- Standard rear-view and side-view cameras provide a clear field of view of the machine's rear and sides.
- The compact radius of the new M315F and M317F increases fleet versatility by enabling tight-quarter and restricted-radius projects such as road construction and work on small jobsites.





TRANSFER STATION & MRF MACHINES

Material Handlers | MH3022, MH3024, MH3026

- Maximum Power: 174 hp
- Operating Weight: 48,094 lb – 57,651 lb
- The MH3022 is an agile solution for jobs with space constraints, providing the necessary reach for tasks such as indoor sorting and waste handling.
- The MH3024 features optimum reach with its long MH front linkage, and a choice of undercarriage configurations to complete jobs like waste handling, recycling and bulk-material handling.
- The MH3026 is the best choice if work requires greater lifting capacities and a larger working envelope.
- All models feature continuous top- and side-plate construction throughout boom and stick for greater durability.

MH3022	950M
MH3024	966M
MH3026	966M XE
926M	972M
930M	972M XE
938M	980M

Small & Medium Wheel Loaders | 926M, 930M, 938M, 950M, 966M, 966M XE, 972M, 972M XE, 980M

- Net Power: 153 hp – 386 hp
- Operating Weight: 28,770 lb – 66,318 lb
- All M Series machines feature deep system integration, which reduces emissions and improves performance and fuel economy.
- Flexport molded and Brawler “press-on” solid tires prevent unscheduled downtime, while increasing productivity.
- Three specially designed waste buckets handle different waste applications.
- Waste-handling package includes: heavy guarding, special radiators, reversing fans, engine and cab pre-cleaners to improve uptime, reliability and operator comfort.





LANDFILL MACHINES

D6K2	623K
D6N	627K
D6T	637K
D7E	725C2
D8T	730C2
D9T	730C2 EJ
816K	735C
826K	740 EJ
836K	745
621K	

Dozers | D6K2 D6N, D6T, D7E, D8T, D9T

- Net Power: 130 hp – 312 hp
- Operating Weight: 36,943 lb – 106,618 lb
- Waste handler packages protect machines from debris.
- Landfill blades and center-hole track shoes optimize waste handler performance.
- Insulated Clean Emissions Module and thermal shields provide a high level of thermal protection.

Landfill Compactors | 816K, 826K, 836K

- Gross Power: 284 hp – 562 hp
- Operating Weight: 56,899 lb – 123,319 lb
- Comprehensive guarding includes the Cat Axle Guard system, which protects final drives and wheel rims.
- Cat wheels and tips maximize performance and compaction. Choose from paddle tips, plus tips, combination tips and diamond tips.
- A variety of blades—Straight, Semi U and U—helps meet diverse cover material spreading requirements.

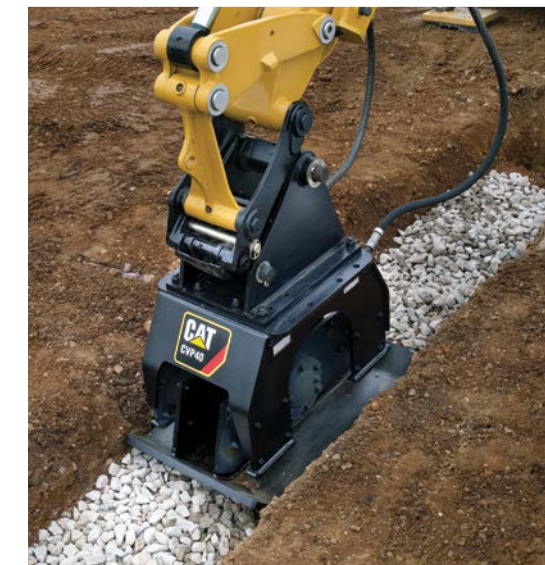
Scrapers | 621K, 623K, 627K, 637K

- 407 hp – 590 hp for tractors (+290 hp for rear engine on tandem models)
- Scraper Capacity: 23 – 34 yd³ (heaped)
- The K Series steering system requires significantly less steering effort, which reduces operator fatigue and improves efficiency.
- Ground Speed Control enables the operator to set the desired top speed, and the machine will find the gear that works best for the engine and transmission. This results in a lower engine load factor and reduced fuel burn.

Articulated Trucks | 725C2, 730C2, 730C2 EJ, 735C, 740 EJ, 745

- Net Power: 314 hp – 504 hp
- Rated Payload: 26 tons – 45.2 tons
- Articulated trucks are well-suited for placing cover soil. The 730C2 EJ and 740 EJ feature ejector bodies, which are safer and provide clean load ejection on-the-go.
- The new 745 features a completely re-engineered cab for improved comfort and ease of operation. The quieter cab design lowers inside sound levels by 5 dB.





INCREASED MACHINE VERSATILITY, **IMPROVED EFFICIENCY**

Fleet and worksite efficiencies are improved with Cat® attachments. They tailor machines to meet your agency's exacting work requirements, add versatility, and help your crews complete work more efficiently. Cat attachments help stretch your fleet capabilities without the expense of added machines.

Cat Attachments Include:

- Augers
- Backhoes
- Bale Handlers
- Blades
- Brooms
- Brushcutters
- Buckets
- Cold Planers
- Compactors
- Couplers
- Cutters
- Fork-Mounted Work Platforms
- Forks
- Grapples
- Hammers
- Lifting Hooks
- Material Handling Arms
- Mulchers
- Multi Processors
- Plows
- Pulverizers
- Rakes
- Rippers
- Scarifiers
- Shears
- Snow Blowers
- Snow Plows and Wings
- Snow Pushers
- Stump Grinders
- Thumbs
- Tillers
- Trenchers
- Truss Booms
- Wheel Saws
- Winches

SO MUCH MORE

Machines and attachments help your agency be more successful, but Caterpillar and our dealership provide so much more. Our machine/application trainers help improve operator skills, and experienced personnel are available to perform site and machine assessments, machine right-sizing, and machine and application best practices training.

FLEET MANAGEMENT MADE SIMPLE

Fleet management is one of every agency's top goals. Cat® Product Link™ is an easy, effective way to improve fleet management. The telemetric system provides accurate, timely, and useful information about the location, utilization, and condition of your machines.

Product Link transmits fleet information via cell and satellite. The corresponding web-based application, VisionLink®, enables customized health and utilization reports delivered to your computer, tablet and/or smart phone.

Visit our dealership or Cat.com/governmental to learn how to use Product Link and VisionLink to improve your agency's fleet management.



CAT® FINANCIAL PROVIDES SPECIAL OPTIONS FOR **GOVERNMENTAL BUYERS**

A wide variety of financing options are available from Cat® Financial for all types of state and local governmental agencies.

Financing options available to agencies include: non-appropriations clauses, insurance services, low interest rates, and tax-exempt options when financing new or used equipment.

Or consider a governmental lease or tax lease, either of which can be cancelled without penalty on the last day of an appropriations period if funding isn't approved for the following year.

Contact our dealership, or visit Cat.com/governmental, to learn more about the financing options available from Cat Financial to help reach your agency's budgetary objectives.