

SUMMER 2018

GOVERNMENTAL SOLUTIONS

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES

NEW LEASE ON ROAD MAINTENANCE

LEASE-PURCHASE AGREEMENT REDUCES MOTOR GRADER COSTS BY 20 PERCENT

STRETCHING **YOUR BUDGET**

VALUE-PRICED PARTS LINE INTRODUCED

INSTANT ACCESS

FLEET MANAGEMENT DATA EASILY ACCESSIBLE

CATERPILLAR®

INTRODUCING **CAT INSPECT**

FREE MOBILE APP SIMPLIFIES DAILY INSPECTIONS

Thorough machine inspections are simple with Cat® Inspect. The free, easy-to-use mobile application enables users to download and complete machine-specific inspections on their phone, tablet or computer. Additional information such as pictures and comments can be shared with others in real time.

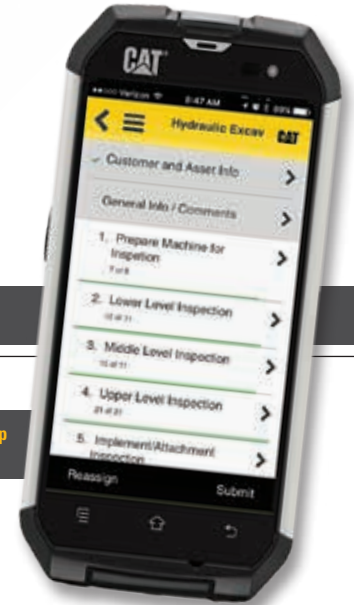
Following a detailed checklist, inspectors identify signs of wear or misalignment and document the results in Cat Inspect. Options for addressing any issues are also provided.

The app transforms that data into a report viewable online or via email.

The checklists are serial-number specific, and provide guidance specific to the Cat machines your agency depends on every day.

Using this app enables the operator and maintenance department to easily communicate issues/problems early, preventing potentially costly failures. Subsequent inspection reports include items requiring attention, from immediate to normal. If inspecting machines with optional equipment not listed on checklists, you can document that equipment and add the information to the form.

Cat Inspect is available for download on Google Play, Apple App Store, and the Windows Store. To get login instructions once you've downloaded the app, contact our dealership. ☎



15 MINUTES:

ALL IT TAKES TO INSPECT YOUR MACHINE LIKE A PRO

FLUIDS
Check fuel, oil, coolant and hydraulic fluid levels. Low levels can cause damage.

ENGINE
Look to see if the exhaust system is producing white, blue, black or gray smoke.

FOUR-CORNER INSPECTION
Check the electrical system, especially for rubbing and/or loose wires.

FOUR-CORNER INSPECTION
Check cylinders and hoses for leaks, rubs and/or abrasions.

ENGINE
Listen to the engine for noises like rattling or thumping.

FOUR-CORNER INSPECTION
Inspect cutting edges, teeth and adapters.

FOUR-CORNER INSPECTION
Look for anything that might be loose, bent, damaged and/or cracked.

LUBRICATION
Grease everything that requires grease once per shift or every 10 hours.

Red, yellow, and green ratings help prioritize items in need of service

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Keep It Clean

Three ways to reduce fuel contamination



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KEEP IT CLEAN

THREE WAYS TO REDUCE FUEL CONTAMINATION

Particle counting, kidney looping, and fluids sampling are three of the most important steps that your agency can take to keep machine fluids clean.

Contamination—particulates, chemicals, or a combination of the two—degrades oil and leads to the premature failure of internal parts and components. “Ninety percent of all trouble in fuel systems comes from dirty fuel. It is absolutely the number one killer of fuel systems,” says Brian Redpath, Caterpillar product support consultant.

Particle Counting

Particle counting helps prevent premature breakdowns by enabling your agency to meet roll-off specs, which are cleanliness levels set for proper operation and long life when each machine leaves the plant.

“It’s kind of like the human body, which is made to run at a blood pressure of 120 over 80. By running it at 160 over 140 you drastically increase the odds of not achieving full life,” Redpath says. “If you operate any of your systems dirtier than the roll-off specs, you run the risk of not achieving full machine life.”

Kidney Looping

Kidney looping every 500 hours keeps particulates out of oil. Oil is passed through a series of filters multiple times to reach roll-off specs. This removes particulates in the oil and helps prevent oxidation of the oil through chemical reaction with moisture.

“Some customers say that they’ll just change their oil more often. Oil is cheap. That’s true, but what you’re not doing is removing the particulates between oil changes,”

“Some customers say that they’ll just change their oil more often. Oil is cheap. That’s true, but what you’re not doing is removing the particulates between oil changes.”

— BRIAN REDPATH



Redpath notes. Particulates must be removed from oil to prevent abrasive wear that shortens component life. Also, new oil doesn’t always meet roll-off specs.

Fluids Sampling

While particle counting shows the amount of dirt in oil, it doesn’t provide information about the health of the oil’s additive package. “We clean the oil through kidney looping, and then we use oil sampling to ensure that the oil’s additive package is intact.

“By adopting kidney looping, particle counting and oil sampling, we’re able to control contamination and monitor a machine’s fluid systems. Managing fluid cleanliness is the

best solution for optimizing component life,” Redpath states.

Visit our dealership or Cat.com to learn how to prevent contaminants from decreasing the working lives of your machines. ☎



STRETCHING YOUR BUDGET

VALUE-PRICED PARTS LINE INTRODUCED FOR SMALL- AND MEDIUM-SIZED MACHINES

A new parts option, Yellowmark™, is now available from Caterpillar to help your agency better afford replacement parts for a variety of machines, from skid steer loaders and compactors to wheel loaders and excavators.

Caterpillar is introducing the new tier of repair and replacement parts to support small- and medium-sized machines. Yellowmark, a Caterpillar brand, provides an alternative for agencies seeking reliable, value-priced parts, which are conveniently available from Cat® dealerships.

The Yellowmark parts line is Caterpillar's response to customers who asked for more options on repair and replacement parts as they seek the right balance between convenience and reliability at a lower cost, especially for older equipment. Yellowmark repair and replacement parts build on the current range of new and remanufactured Cat solutions to provide more options to customers seeking to optimize fleet owning and operating costs.

Classic Line Expanding

Yellowmark parts will encompass and expand on the Cat Classic Parts line. As part of the new Yellowmark brand, new offerings will be added over time to the Classic line. These new parts offerings will be introduced

throughout 2018 and will initially include repair and replacement parts. Future new parts introductions will include maintenance and wear parts.

For aftermarket solutions, agencies need look no further than our dealership for a wide range of parts to fit their needs, including the Cat Genuine and Cat Reman parts lines and the new Yellowmark brand.

Visit our dealership to learn more about Yellowmark and the other parts options available to keep your agency's fleet operating efficiently and reliably within your equipment budget. ☎



YELLOWMARK™
A Caterpillar Brand



WHAT IS THE BEST **CAREER ADVICE** YOU'VE RECEIVED?



YANCY SCOTT
County Engineer,
 Waller County, Texas, said: "The company that I started with out of college had a client who worked with the city of Houston. This client was very sharp, very demanding, and very inquisitive. Part of our job was looking at a certain area of a wastewater system, and making recommendations on how to improve those lines.
 "He'd catch me when I missed something. Over time, I learned to anticipate the things that he would be looking for. It made me investigate things, and not just go after the low-hanging fruit. As difficult as it was at the time, it really made me think about the next step. I began to ask if there was something beyond the obvious answers that could give a more accurate analysis or help diagnose the issue for a better understanding of how to really fix it."



CHRIS BAUSERMAN
County Engineer,
 Delaware County, Ohio, said: "An engineer advised me not to become pigeonholed in too narrow of a focus in the field. That was before I really understood what I wanted to do in my career. His advice was, 'Don't become a person who is so specialized that you work yourself into obscurity.'
 "The other thing that has stuck with me—early in my career I worked for an engineering firm that provided training in communications and public speaking. The leader of that organization was adamant that your solutions are only as good as your ability to communicate them to other people."



SCOTT COLEMAN
County Engineer,
 Logan County, Ohio, said: "My predecessor always had a good relationship with the media. He told me that the most important thing with the media is never to lie to them, always tell them the truth. I go by that motto. I'm always honest with the newspaper and the radio station.
 "My advice to people when I hire them is to become a member of the community. I don't want people to just work for the county, but become part of it. It doesn't matter if it's a baseball team, Rotary, or Kiwanis. The work has more meaning to you, if you're repairing roads for your family, friends, and people that you know."



RORY RHINESMITH
Principal Director of Business Development, SRF,
 Madison, Wisconsin, said, "The best career advice that I received from my mentor was to take care of the people side of things. You come out of engineering school, and you think that you know it all, but so much of what we do in governmental work is dealing with the public. The public doesn't think like an engineer.
 "He told me to be sure to take the time to humanize the issues. There are no black and white answers. There's a lot of shades of gray, and that is influenced by the human side."



RAFE KOOPMAN
County Engineer,
 Clayton County, Iowa, said: "When I first got into county engineering, I was at a conference, and I asked a county engineer that had been in the business for 20-plus years for some advice.
 "He said to do snow removal better than neighboring counties. That will reduce the political pressure quite a bit. I extrapolated on that advice. I look at what neighboring counties are doing, and try to keep our services at a similar level or better."



SUE MILLER
Public Works Director,
 Freeborn County, Minnesota, said: "Find a good mentor to help guide you through the tough decisions, somebody that you can call and ask for help. NACE (National Association of County Engineers) has a lot of good mentors, people who will help out across county lines, even state lines."

“ I look at what neighboring counties are doing, and try to keep our services at a similar level or better.”
 — RAFE KOOPMAN

“ My advice to people when I hire them is to become a member of the community. I don't want people to just work for the county, but become part of it. It doesn't matter if it's a baseball team, Rotary, or Kiwanis.”
 — SCOTT COLEMAN



MAKING THE SHIFT

POWERSHIFT MANUAL TRANSMISSION REMOVES STICK FROM CAB FLOOR, IMPROVES OPERATOR COMFORT

With the introduction of the Powershift Manual Transmission, shifting gears in the Cat® 420F2 Backhoe Loader becomes a whole lot easier. And it won't cost your agency any more than the stick the Powershift replaces.


Beginning July 1, Powershift replaces the manual standard shift on the 420F2 Backhoe Loader. The change is for the 420F2 only. There will be no change in the transmission offered on the 415F2 IL, 415F2, 416F2, 430F2, 430F2 IT and 450F.

"Instead of a stick on the floor to change gears, operators simply turn a knob on the power shuttle. It's like a throttle handle, not a gear shifter. It's a lot more convenient for the operator," says Dustin Adams, backhoe loader product specialist at Caterpillar.

The redesign improves operator comfort and accessibility. "There's better egress on the right-hand side of the cab. Operators don't have to negotiate a gear shifter on the floor," Adams notes.

The upgrade costs the same as the standard transmission. "The customer is getting a better product for the same amount of money," Adams states.

Powershift Manual Transmission is standard on two-wheel drive models, and available at the same price as manual standard shift on four-wheel drive models. Autoshift and Autoshift with Lock-up Torque Converter upgrades are still available.

Visit our dealership or [Cat.com/governmental](https://www.cat.com/governmental) to learn how the popular 420F2 Backhoe Loader is becoming more comfortable and easier to operate with the introduction of the Powershift Manual Transmission. 

[CAT.COM/GOVERNMENTAL](https://www.cat.com/governmental)



KEEPING YOUR FLEET HEALTHY

FLUID SAMPLING IMPROVES UPTIME, REDUCES SERVICE COSTS

Your agency can improve fleet uptime and save thousands of dollars in owning and operating costs annually with Cat® S•O•SSM Services. This routine check-up for your oil, coolant and fuel systems generates detailed information to help prevent breakdowns and avoid costly, unplanned maintenance.

Your agency provides samples, and our dealership's fluid analysis experts do the rest. Proprietary processes, sophisticated chemistry and the latest technology reveal excessive wear, contaminated fluids or other "unseen" issues all combine to deliver reports and recommendations to keep your fleet running efficiently.

Visit our dealership or Cat.com to learn more about the ways that S•O•SSM Services can improve your fleet's uptime and reduce your agency's owning and operating costs. 📞

3 REASONS FOR YOUR AGENCY TO IMPLEMENT S•O•SSM SERVICES:


- 1 AVOID COSTLY FAILURES**
Minor issues that aren't detected and serviced can lead to failures that can double or triple repair costs. Fluid sampling prevents a small problem from becoming a major repair.
- 2 REDUCED OPERATING COSTS**
Expert fluid analysis helps you manage overall equipment health, reducing owning and operating costs. This enables your agency to know exactly when replacement components need to be changed, and builds a service history for each machine to help keep maintenance expenses low.
- 3 SHORTEN REPAIR TIME**
When you use fluid sampling to monitor component wear and fluids performance, you can predict potential problems, then schedule service for after-hours or times when the machine isn't needed. This keeps your fleet on the job, completing vital work.

950 GC

WHEEL LOADER – FUEL EFFICIENT, RELIABLE

Time and resources are always in short supply. Every day, you do what you can to keep expenses down. The Cat® 950 GC Wheel Loader helps you work within your equipment budget, and it improves your fleet's versatility.

The Engine Idle Management System, Engine idle shutdown and on-demand cooling fan provide the 950 GC with outstanding fuel efficiency. Powerful Z-bar loader linkage, pilot hydraulic controls, and simplified gauge cluster help the machine fit within budget. Load-sensing hydraulics, higher dump clearance and rear-view camera are all standard on the 241 horsepower, and 41,644 lb operating weight machine.

Visit our dealership or Cat.com/governmental for more information about the 950 GC's versatility and efficiency. 



APWA CALENDAR

Upcoming training and education programs from the American Public Works Association (APWA) include:



AUGUST 18

The webinar, Talking Top Tech: Unmanned Aircraft Systems (UAS)/Drones, will be offered at no charge.

AUGUST 26-29

APWA's annual convention and exposition, PWX, will be held at the Kansas City Convention Center, Kansas City, Mo.

AUGUST 28

The National Equipment Rodeo, sponsored by Caterpillar, will be held as part of PWX in Kansas City, Mo.

For more information or to register online, visit APWA.Net/Events. Questions? Call the APWA's Education Department at 800.848.2792.

NIGP CALENDAR

Training and educational programs offered by the National Institute of Governmental Purchasing (NIGP) include:

JULY 25

Procurement Challenges: A Solution Seminar will be held in Jefferson City, Mo.

AUGUST 19-22

The NIGP Forum will be held in Nashville. The Caterpillar booth is open to all visitors.

SEPTEMBER 18

The class, Adding Value to the Procurement Process, will be held in Clearwater, Fla.

For additional information or to register online, visit nigp.org. More details are also available by calling 703.736.8900.



NEW LEASE ON ROAD MAINTENANCE

**LEASE-PURCHASE AGREEMENT REDUCES MOTOR
GRADER COSTS BY 20 PERCENT**



“Better roads build better communities. Roadways are a base for connecting people and improving their lives.”

— ALTON JOE SHEPHERD

IT'S A
APACHE COUNTY, ARIZONA,
DRIVING THE LENGTH OF THE

AT 11,700 SQUARE MILES, APACHE COUNTY, ARIZONA, IS THE SIXTH LARGEST COUNTY IN THE UNITED STATES. HOWEVER, WITH A SCANT 70,000 RESIDENTS, VAST TRACTS OF FEDERAL LAND, AND THE NAVAJO NATION WITHIN ITS BORDERS, THERE IS VERY LITTLE TAX BASE TO SUPPORT COUNTY SERVICES.

Apache County officials must be resourceful and complete work as efficiently as possible. Their lease-purchase of nine Cat® 120M2 Motor Graders helps stretch the county's equipment budget. Fuel savings and operating efficiency from the new machines have reduced motor grader expenses by approximately 20 percent in District 2, according to Alton Joe Shepherd, District 2 Supervisor.

Apache County is broken into three districts, with the county maintaining roads in all districts. Three of the new motor graders work in each of the districts, and each is configured to meet district specs.

Fuel efficiency improved, in part, because operators are making fewer passes when maintaining roads. GPS systems used in District 2 help reduce passes. "They used to make eight passes to get it right. Now, one pass spreads out the material, and a final pass reaches the right grade," Shepherd says.

The 120M2 machines have the same horsepower, as well as the same 14-foot width moldboard as the old motor graders, and can complete the same amount of work using less fuel.

The Big Picture

Apache County owns and leases 21 motor graders, predominantly Cat

machines, which are used mainly for road maintenance. County crews maintain approximately 1,500 miles of unpaved roads. "We have lots of gravel roads, so our maintenance is pulling ditches, blading roads, and keeping them passable and weather-proof," says Ferrin Crosby, County Engineer.

The new 120M2s were acquired from Empire Cat using a lease-purchase agreement and a cooperative contract. Leasing saved money on the purchase price, and the cooperative contract saved the county the time and expense of soliciting bids. "That makes it really easy for us—the bidding had already been done," Crosby notes.

The county utilized Cat Financial for financing. "The cooperative contract and financing we received are how we were able to lease the machines, and still have money to operate them," Crosby says.

Service is provided by the dealership for the seven-year life of the agreement. "The 120M2s are covered, except for cutting edges and tires. If we have any problems, the dealer sends out a service truck and it's fixed," Crosby says.

The 120M2 Motor Graders are all-wheel drive. Each district has a mountain range, so it's helpful in snowplowing. All-wheel drive is essential during monsoon season (late summer) when muddy conditions make roads all but impassable.

Empire Cat uses Product Link™ to monitor machine work hours. When fluids need replacing, the dealership sends the county the materials to complete the work. This ensures that all prescribed intervals are met.

And it improves efficiency, which is a priority in Apache County. ☺

BUILDING A BETTER COMMUNITY

THE NAVAJO NATION, the largest land area retained by a Native American tribe, covers approximately 27,000 square miles and extends into the states of Arizona, New Mexico and Utah.

The nation covers two-thirds of Apache County, Arizona. County services in the nation include the maintenance of nearly 800 miles of unpaved roads. "That is primarily to facilitate school buses, getting from rural areas to the schools," Ferrin Crosby, County Engineer, says.

Education is a priority in the Navajo Nation. Roads that carry school buses are improved by gravel plating, surface stabilization, magnesium chloride treatments and better drainage.

"In my district, we have just one mile of paved road, and that's for the school district," says Alton Joe Shepherd, District 2 Supervisor. "Better roads build better communities. Roadways are a base for connecting people and improving their lives."

FACT

IS THE LONGEST COUNTY IN THE UNITED STATES. COUNTY TAKES THREE AND ONE-HALF HOURS.

HIGH TECH LOWERS COSTS

NEW EXCAVATORS FEATURE IMPROVED ABILITY TO MEET GRADE AND ACHIEVE GREATER FUEL EFFICIENCY



Three new Next Generation 20-ton excavators — the Cat® 320 GC, 320 and 323—increase operating efficiency by up to 45 percent and lower fuel and maintenance costs by as much as 25 percent.

- The 320 GC features reduced fuel consumption and maintenance costs, along with high reliability and low cost-per-hour performance.
- The 320's integrated Cat Connect Technology, combined with standard technology, lowers fuel and maintenance costs to help your agency stay within your equipment budget.
- The 323 has the most power and lift capacity in the line, as well as reduced fuel consumption and maintenance costs, to deliver maximum productivity at a low cost.

With the industry's highest level of standard factory-equipped technology to boost productivity—including integrated Cat Connect Technology—the 320 and 323 have increased operating efficiency by up to 45 percent over traditional ability to reach desired grade.

Providing guidance for depth, slope and horizontal distance to grade, the Cat Grade with 2D system helps operators reach desired grade quickly and accurately. Standard Grade Assist automates boom, stick and bucket movements, so operators stay on grade simply and effortlessly with single-lever digging.

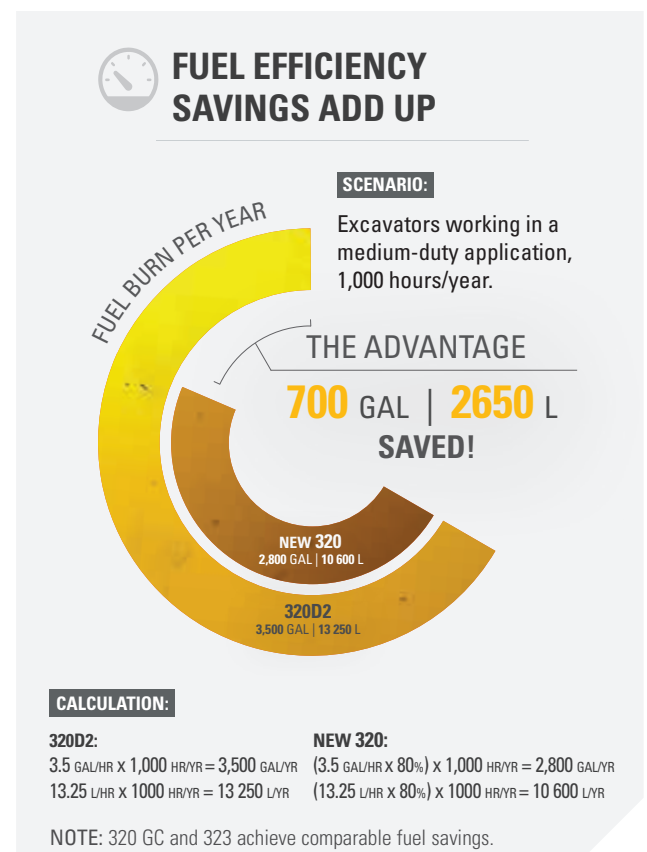
Cat Payload on-board weighing delivers precise load targets and increased loading efficiency with on-the-go weighing and real-time payload estimates without swinging to prevent truck over/under-loading.

25 Percent Fuel Savings

The efficient Next Generation machines consume up to 25 percent less fuel than previous models.

New Smart mode operation automatically matches engine and hydraulic power to digging conditions, optimizing both fuel consumption and performance. Engine speed is automatically lowered when there is no hydraulic demand to further reduce fuel usage.

Contact our dealership or visit Cat.com to learn more about the Next Generation 20-ton excavators and how they can meet your agency's needs, while lowering operating costs. 🚧



INSTANT ACCESS

FLEET MANAGEMENT DATA EASILY ACCESSIBLE

Managing your agency's fleet is a big job. My.Cat.com helps simplify your work by consolidating all machine data in one place, with a single login. This enables you to easily make well-informed decisions about your fleet.

With this information, you can easily assign jobs to employees, check service records and schedule service appointments with our dealership, purchase parts to complete your own repairs, and better manage rental equipment. And the data is available on your phone, tablet, laptop or desktop computer

Even if you don't use Product Link or VisionLink®, you'll have easy access to your parts and service records, PM schedules, rental history and warranty coverage. You'll also have instant online access to Operations & Maintenance manuals.

Visit **My.Cat.com** to register. Confirm fleet details with our dealership, and you'll have easy access to machine and service information to simplify fleet management and improve uptime. ☎

INSTANT ACCESS WITH MY.CAT.COM:

- Equipment parts and service history
- Track all machines
- Assign tasks with the task app

ACCESS THROUGH OUR DEALERSHIP:

- Manage your rental contracts and invoices
- View work orders
- Monitor location, hours, and events on all machines with Product Link™



MY.CAT.COM



HEAPS OF IMPROVEMENT

COMPACT WHEEL LOADERS PROVIDE BETTER PERFORMANCE, COMFORT, SERVICEABILITY

Compact wheel loaders efficiently handle many jobs for your agency. And with seven machine sizes, and a wide variety of attachments, even more work is possible.

Cat® M Series of Compact Wheel Loaders (906M, 907M, 908M, 910M, 914M, 918M) have been improved for better performance, greater operator comfort, and easier servicing. Improvements include:

- Operator's seat moved rearward for more leg room
- Improved shifting performance
- Idle time reporting now available through VisionLink®
- Configurable speed limit lowered to 10 mph
- Release of two new general purpose buckets and three light material buckets with fusion hinges
- 91X Guarding protects front lights, hitch, powertrain and crankcase

Contact the pros at our dealership or visit [Cat.com](https://www.cat.com) to learn more about Cat Compact Wheel Loader versatility.



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

» VERSATILITY DRIVES VALUE



TAILOR-MADE FLEET SERVICE

Your agency is unique, and so are the solutions to your equipment challenges. Your fleet has been assembled to complete work particular to your agency. Let our dealership create a one-of-a-kind Customer Support Agreement (CSA) to lower your unique fleet's service costs.

A CSA is tailored to fit your agency's needs, and can range from simple Preventive Maintenance Kits to sophisticated Total Cost Performance Guarantees. Flexibility is key.

EACH CSA IS AN INDIVIDUALIZED PLAN.

Your agreement can cover individual systems, single pieces of equipment, or entire fleets. Our dealership will work with you to determine the best strategies to minimize fleet operating costs.

Contact our dealership to develop a CSA that decreases your equipment costs.

MEET SOURCEWELL

The National Joint Powers Alliance (NJPA) is now known as Sourcewell. The new name for the organization that provides cooperative purchasing contracts for a wide variety of governmental agencies became effective on June 6.

The Sourcewell name underscores the organization's commitment to its members and the communities they serve. Contracts and agreements entered into with NJPA remain valid and continue in effect without interruption. Contract numbers and member IDs remain the same.

Purchasing efficiency using cooperative contracts saves governmental agencies time and money. Most Cat® machines may be purchased, rented or repaired using Sourcewell. Caterpillar is proud to have been awarded the highest score in the Heavy Equipment contract category.

Visit sourcewell-mn.gov to learn more about the full range of services available.

Sourcewell 
Formerly NJPA

Awarded Contract

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 telematic 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 FOR GOVERNMENTAL BUYERS

A wide variety of financing options is available from Cat Financial for all types of state and local governmental agencies. Financing options available to agencies include: non-appropriations clauses, extended protection, 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 to learn more about financing options from Cat Financial.

Cat.com/governmental

