

WINTER 2020

# GOVERNMENTAL SOLUTIONS

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES



## ON THE FAST TRACK

GPS AND NEW CAT® D6 XE DOZERS MAKE LANDFILL MORE PRODUCTIVE

**CATERPILLAR®**



# M314 WHEEL EXCAVATOR

## INCREASE VERSATILITY WITH LOW OPERATING COSTS

The Cat® M314 Wheel Excavator offers easy-to-use controls, tiltrotator integration, a comfortable cab, and increased fuel economy. Save up to 10 percent on maintenance parts and enjoy 100 percent daily ground level maintenance to save you time and money.

### Maximize Efficiency

Travel between sites is fast and easy with speeds up to 22 mph.

### Maximize Performance

Work faster with up to 15 percent more swing torque and reduced fuel and DEF consumption and shareable work tools that increase uptime and keep costs down. Achieve more versatility with tiltrotator integration.

### Enhanced Comfort

Operate with ease and less fatigue in cab that offers comfort options of your choice and provides better visibility with 360° machine view.

### Up to 10% Maintenance Parts Savings

Lower maintenance costs with 100 percent daily maintenance at ground level.

### High Performance with Lower Fuel Consumption

- Achieve the same productivity and results using up to five percent less fuel and work longer with a larger fuel tank than the M314F.
- Wheel excavators travel independently to eliminate truck transport costs.
- Auxiliary hydraulic options provide the versatility to use a wide range of Cat attachments.
- Don't let the temperature stop you from working. The excavator has a standard high-ambient temperature capability of 125° F and cold start capability of 0°.

### Simple to Operate

- Program your power mode and joystick preferences using Operator ID; the excavator remembers your settings each time you go to work.
- Navigate quickly on the standard high-resolution (10-inch) touchscreen monitor or with the aid of the jog dial control.
- The auto axle lock presses the pedal for you to reduce your overall number

of actions. The machine automatically detects when the service brake and axle need to be locked or unlocked. They release automatically when you press the travel pedal.

### Lower Maintenance Costs

- Quickly check and service your machine with daily maintenance points accessible from ground level.
- New, longer-lasting filters save up to 10 percent on maintenance parts.
- Track your machine's filter life and maintenance intervals on the in-cab monitor.
- The new hydraulic oil filter provides improved filtration performance and longer life with a 3,000-hour replacement interval—50 percent longer than previous filter designs.
- S-O-S<sup>SM</sup> Fluid Sampling ports are located at ground level, simplifying maintenance and enabling quick, easy extraction of fluid samples for analysis.

**To learn more about the new M314 Wheel Excavator, contact our dealership. 📞**

# GOVERNMENTAL SOLUTIONS

WINTER 2020

## CONTENTS

### 4 CVP 40 Plate Compactor

Excellent Compaction in a Compact Size

### 5 Stay On Track

Undercarriage System Management

### 6 Beyond The Bid

10 Factors That Impact Equipment Cost & Value



### 8 Motor Grader Retrofit

Technology Performance Bundle



#### ON THE COVER:

Three Cat® machine models play essential roles in the daily operation of the Tomoka Landfill in Volusia County, Florida: D6 XE Dozers, 836K Compactors and 725 Articulated Trucks.

### 9 From The Archive

Building the St. Lawrence Seaway



### 10 On The Fast Track

GPS and new Cat® D6 XE dozers make landfill more productive

### 13 CAT® D6 XE

High Drive Electric Drive Dozer

### 14 Equipment Leasing

Cat Financial Offers Special Interest Rates

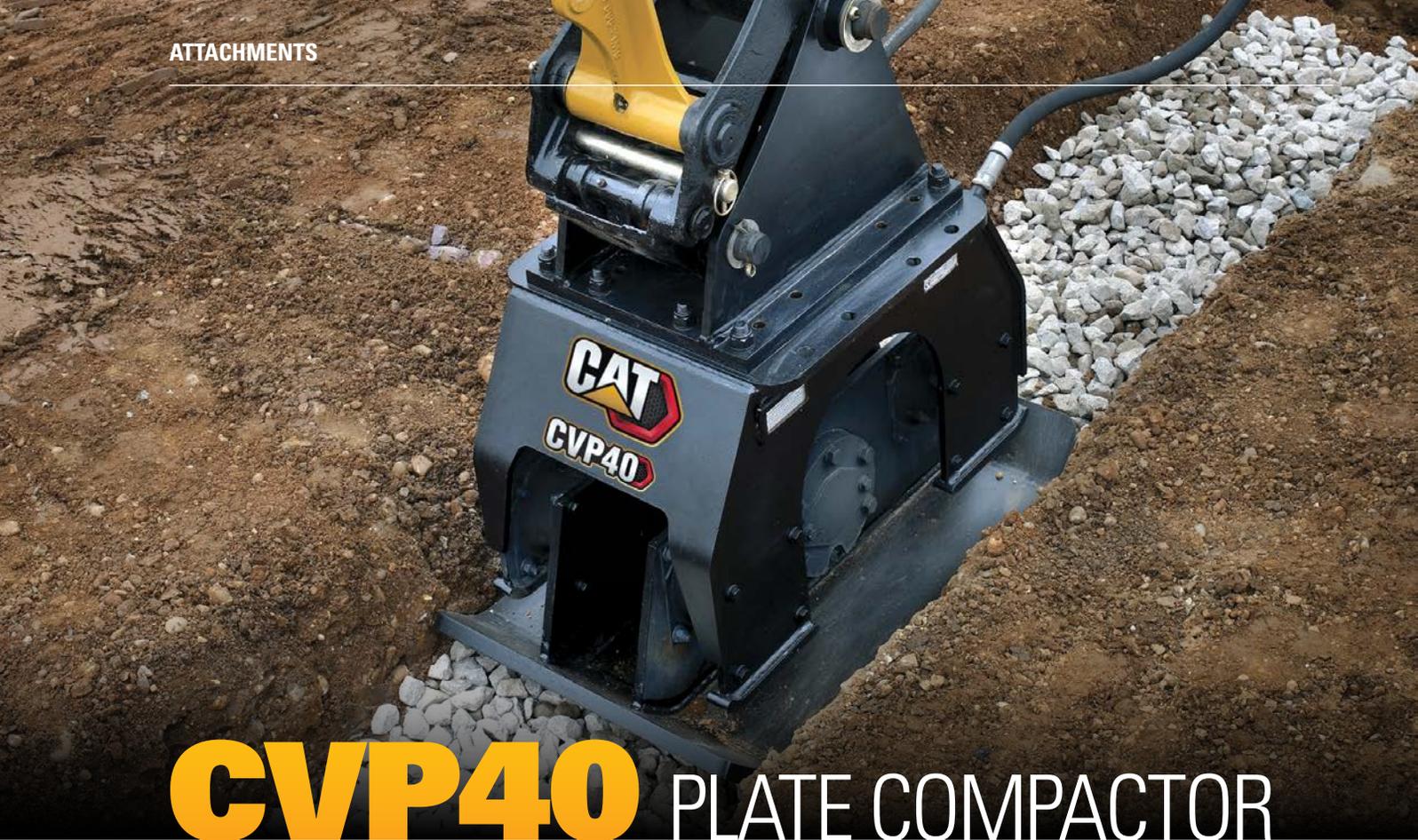
### 15 140 GC / 140 GC AWD Motor Graders

New Generation Performance, Efficiency and Comfort

Governmental Solutions is published by High Velocity Communications Inc. on behalf of Caterpillar and your Cat Dealer. Publisher, Tim O'Brien • Editor, John Rondy • Creative Director, Jay Blazek • Director of Client Services, Kelly Pemper. Every attempt has been made to ensure specifications are accurate. Because specifications are subject to change without notice, check with us, your Cat Dealer, for the latest equipment information. Some photography provided courtesy of Caterpillar Inc. High Velocity Communications Inc., 1720 Dolphin Drive, Suite D, Waukesha, WI 53186-1489. Phone (262) 544-6600. Please submit address corrections and changes via e-mail to: Kelly@HighVelocityCommunications.com. © 2020 High Velocity Communications Inc. Printed in the U.S.A. Volume 20 Number 4. © 2020 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, LET'S DO THE WORK, their respective logos, "Caterpillar Yellow", the "Power Edge" and Cat "Modern Hex" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission. VisionLink® is a trademark of Trimble Navigation Limited, registered in the United States and in other countries.

**CAT.COM/GOVERNMENTAL**

Cat.com/governmental includes specifications for all machines. Download them or contact our dealership. Check this out and more at **Cat.com/governmental**.



# CVP40 PLATE COMPACTOR

## EXCELLENT COMPACTION IN A COMPACT SIZE

The Cat® CVP40 Vibratory Plate Compactor is ideal for compacting soil, sand and gravel prior to pouring concrete or laying asphalt surfaces. The CVP40 is also just the right size for asphalt patch work. Its capabilities and lower investment and maintenance costs make it popular with agencies for municipal street repair.

These units produce high-power impulses at a rate of 2200 impacts per minute driving soil particles close together for solid, stable compaction. Vibratory action and dynamic force assure excellent compaction in a compact size.

## Performance-Matched

Cat Compactors are performance-matched to Cat machines and integrate closely with the Cat Hammer line. Brackets and hydraulic kits are interchangeable between hammers and compactors. Compactors can be used with Pin Grabber Couplers, Dedicated Hydraulic Couplers or Pin Lock Couplers.

## Quality components

A heavy-duty steel frame and solid rubber bushing enable the compactor to deliver the maximum amount of power to the ground while minimizing impact on machine. Vibration is driven by a high-efficiency motor for consistently reliable power. Oil-bath bearings and integral hydraulic-flow control valve protect the compactor motor from potentially damaging conditions.

## Protected Hydraulics

Hydraulic hoses are protected inside the frame of the compactor. Jumper lines are routed out the back of the compactor. Hoses are out of the way—even in tight trenches. A standard pressure/flow control valve protects the compactor from damaging pressures and flows. One compactor can be used on multiple machines without requiring additional hydraulic adjustment.



## Easy Maintenance

Oil changes are simplified with the easily accessible rear centerline plug and can be completed while the compactor is installed.

## Optional Backfill Blade

An optional bolt-on backfill blade can be mounted on either the front or back of the compactor.

The CVP40 is compatible with the following Cat machines:

- 307 and 308 Mini Excavators
- 416, 420, 420XE, 430, 446, 450 Backhoe Loaders

**To learn more about how the CVP40 Compactor can meet your agency's needs, contact our dealership. ☎**



# STAY ON TRACK

## UNDERCARRIAGE SYSTEM MANAGEMENT

**CAT® UNDERCARRIAGE PARTS WORK AS A POWERFUL SYSTEM TO PROPEL YOUR MACHINE OVER ALL TYPES OF TERRAIN. MOST IMPORTANTLY, WE KNOW HOW TO HELP YOUR AGENCY GET THE MOST LIFE FROM YOUR UNDERCARRIAGE INVESTMENT.**

Caterpillar is the only OEM that designs and builds its own undercarriage for a machine-specific product match. Cat undercarriage is designed to work and wear as a system to make it last. Maintenance can consume a large portion of your agency budget, so understanding how your undercarriage works can help you reduce wear and minimize costs.

Undercarriage accounts for as much as 20 percent of the price of a new track-type machine. And when you consider that over its service life, 50 percent of a track-type machine's owning and operating costs come from its undercarriage, it makes sense to invest in a system that delivers maximum value for your agency's budget.

### Make It Last

That's why we provide Custom Track Service (CTS)—a comprehensive program for managing your undercarriage

system—using the most advanced diagnostic equipment available, like the Ultrasonic Wear Indicator.

### Keep Costs Low

CTS monitors performance and predicts wear rates, so you can:

- Evaluate service options
- Plan your maintenance
- Schedule downtime

Our parts and service representatives:

- Have the best training and latest tools to manage your undercarriage system.
- Regularly inspect and measure wear on your undercarriage.
- Prepare reports with maintenance and repair alternatives so you can make informed decisions to reach the lowest possible cost-per-hour of operation.

***Our dealership is ready to help. We provide everything from comprehensive undercarriage preventive maintenance and repairs to complete parts, service and wear monitoring. ®***

# BEYOND THE BID

## 10 FACTORS THAT IMPACT EQUIPMENT COST & VALUE

Managing the heavy equipment fleet for any municipality can be a rewarding job. But there are challenges too, particularly if your agency is under pressure to buy based solely on initial purchase price. You work with the iron every day, so you know the low-bid option isn't necessarily the best use of taxpayer dollars. As you talk with your procurement team about potential purchases, encourage them to think about some of the other factors that affect equipment value.

### 1. Safety Features

All brands of equipment meet minimum safety standards, but some go above and beyond with secondary steering, sturdier handrails, ergonomic cabs, extra visibility, rearview cameras and more. There are costs associated with the additional features, but the benefits—in terms of preventing accidents and injuries—pay off in the long run.

### 2. Reliability

When a blizzard strikes after midnight or a water main breaks during rush hour, will the low-bid machine

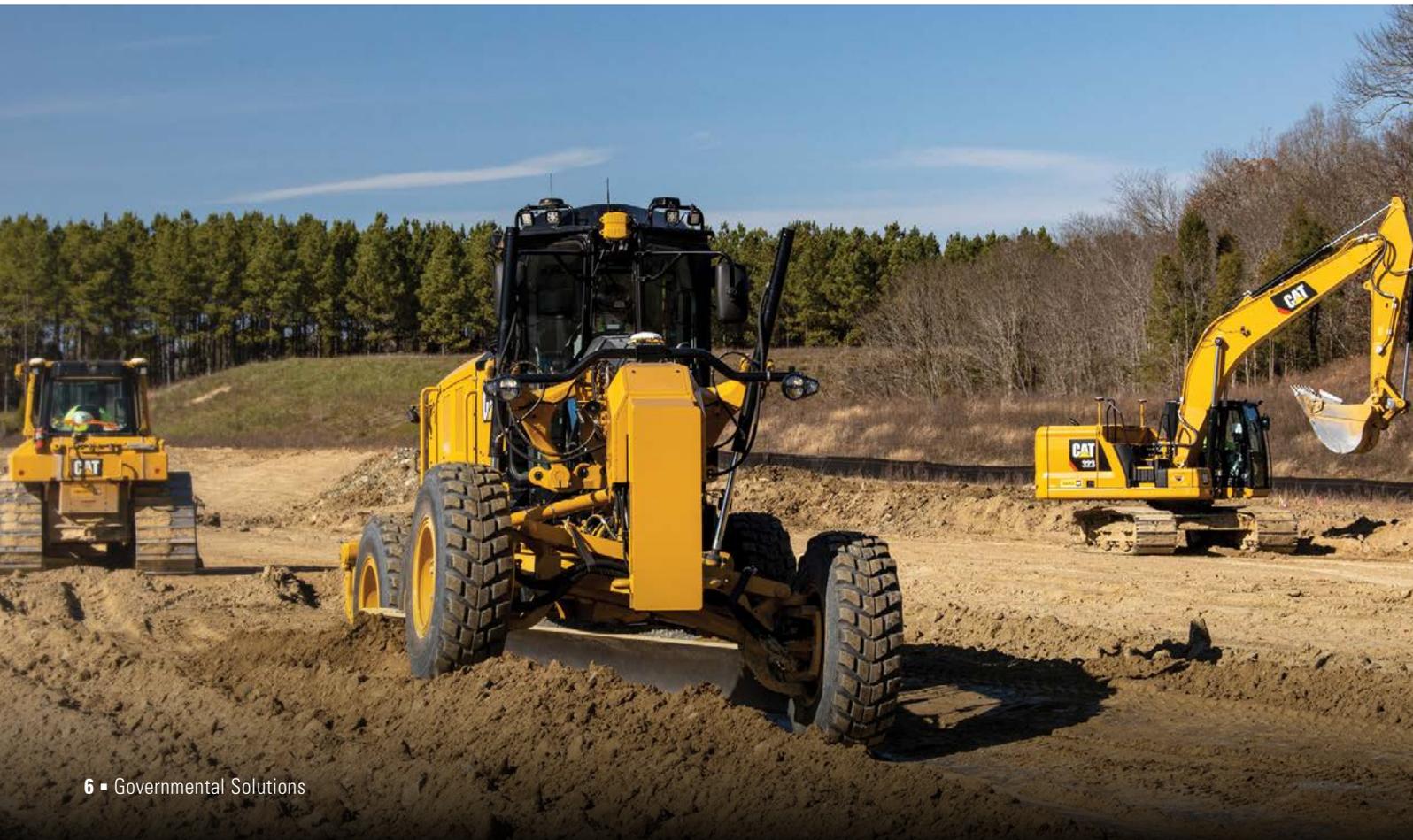
be ready to go to work immediately? The cost of unreliability erodes efficiency, inconveniences the public and can cast your agency as a governmental entity that can't get the job done.

### 3. Fuel Efficiency

Fuel is a big cost driver in any operation, so controlling its usage is always a priority. Savvy fleet managers understand that to contain fuel costs, you have to improve fuel efficiency. That means your equipment fleet must be able to do more work with every unit of fuel it burns. Higher quality products backed by dealers with extensive application and equipment management expertise are your best bet for maximizing fuel efficiency.

### 4. Ease of Operation

Some brands are easier to operate than others. Controls are more intuitive and require less effort. In-cab displays provide visual support. Sound suppression, vibration resistance and comfortable seats reduce operator fatigue, while great visibility and a quality





ventilation system keep operators productive during long shifts. Features like these may add to the purchase price, but often deliver positive returns through a more productive workforce.

### 5. Parts Availability

Does the dealer supporting that low-bid equipment have a large parts inventory, plenty of retail outlets and a network of conveniently located drop boxes? It pays to know. When you get the parts you need, when and where you need them, you're better able to keep your fleet at the ready line.

### 6. Prediction and Prevention

Higher quality brands may be equipped with on-board technologies that capture vital data from major components and systems while the machines are working. Experts from our dealership analyze the data and make recommendations that prevent minor issues from turning into major problems. Having access to that kind of technology and expertise can be very valuable over the long run.

### 7. Training Assistance

Whether you have the in-house talent to train the people who operate and maintain your fleet—or you need outside support—you'll benefit from an equipment dealer that can supplement your training capabilities with tools and resources for your staff. The dealer with the low-price model may or may not be able to provide that level of support.

### 8. Serviceable Design

Skilled labor is in short supply in many communities, so it can be tough to find good technicians to work on your fleet. If you're not fortunate enough to have a veteran maintenance team—or even if you are—it helps to have equipment that was designed for easy service. You may pay a bit more upfront for a superior design, but the cost is recoverable through faster, more efficient maintenance and repairs.

### 9. Resale Value

The value of a higher quality brand often emerges at trade-in or resale time. A low-bid model may be worth

very little, but a machine that's built to last can go a long way toward lowering the price of your next purchase.

### 10. Disposal Options

Higher value equipment may be designed to deliver a second life. When your agency chooses a product that can be rebuilt or remanufactured, you demonstrate a commitment to resource conservation and sustainability.

### Spread the Word

You understand—more so than just about anyone—why the low-bid option may not be the most economical alternative. Share what you know with your procurement team. Share your influence. And help your community gain access to equipment that delivers the highest quality at the lowest total cost.

***To get the most for your taxpayers' dollars, find more information about total cost procurement at [cat.com/governmental](http://cat.com/governmental), or contact the experts at our dealership. ***



# MOTOR GRADER RETROFIT

## TECHNOLOGY PERFORMANCE BUNDLE

Start with the best in efficiency, effectiveness and power—and then make it even better with upgrades that enhance our most popular motor grader features. From the latest generation of advanced-control joysticks to satellite-linked telematics, these upgrades make the connection between operator and equipment more intuitive, responsive and flexible than ever.

Bring your Cat® Motor Graders up to current factory-standard production levels with integrated technologies. This can provide these four integrated technologies, bundled in a kit that represents a cost savings over ordering individual kits.

### 1. Advanced Control Joysticks

Meet the next generation of joysticks that enable operators to keep their hands on the controls at all points of operation. These joysticks and all grade-control functions and attachment controls can be programmed to control any auxiliary attachments added to the machine.

Cat Advanced Control Joystick is an aftermarket retrofit that enables M Series motor grader operators to control Cat Grade Control Cross Slope, AccuGrade™, Snow Wing, or configure for auxiliary hydraulic functions such as; ripper, front plow blade, etc. without removing their hands from the joysticks.

Performance Benefits:

- Boost productivity
- Enhance operator comfort
- Quickly change between application configurations through Messenger
- Kit includes both left and right Advanced Control Joysticks, harnessing, and films

### 2. Stable Blade

Stable blade eliminates machine bounce by adjusting the throttle when bounce is detected. This prevents surface damage, improves operator comfort and increases productivity by reducing rework passes.

### 3. Auto Articulation

Auto articulation seamlessly adds articulation with steering input to simplify operation, improve maneuverability and reduce the turning radius of the machine.

- More ergonomic
- Less effort
- Less fatigue

### 4. AccuGrade Ready

Maintaining consistent grade can be difficult, labor intensive, and challenging for even the most experienced operators. By combining digital design data, in-cab operator guidance features, and automatic blade controls, the AccuGrade Grade Control System actually enhances grading accuracy and virtually eliminates the need for survey stakes.

- Enhance jobsite safety
- Increase productivity by up to 40 percent while reducing site costs
- Prepares machine for upgrading to all AccuGrade options
- Adding an AccuGrade system will save time, fuel and resources

**For more information about retrofitting your motor grader, contact our dealership. 📞**

# BUILDING THE ST. LAWRENCE SEAWAY

Across North America in the 1950s, construction boomed. Typical of big, imaginative projects of the decade was the St. Lawrence Seaway, which took five years to complete and made heartland America and Canada accessible to the ocean. Cat® equipment has faced and conquered many challenges, and none were any tougher than construction of the St. Lawrence Seaway.

The joint effort by Canada and the U.S. resulted in the building of seven new locks, which allows ocean vessels to travel to Lake Superior. Miles of extensive dredging were accomplished. Bridges were constructed, and a tunnel was built under the Lower Beauharnois Lock between Lake St. Louis and Lake St. Francis.

Six decades later, the 2,342-mile water route from the Atlantic Ocean, through eastern Canada, to Duluth, Minnesota still plays a vital role in global shipping. The giants of the sea carry ore, grain, and other products from Canadian and U.S. cities on the Great Lakes to countries all over the world. Cargo shipments generate nearly \$35B of economic activity and support more than 225,000 jobs in Canada and the U.S.

## Cat® Customers at Work

Cat equipment played a major role in excavating more than 51 million cubic yards of earth along the water route—from glacial till, which was often denser



than concrete, to extremely mucky marine clay. Thousands of workers operated approximately 3,000 tractors, scrapers, draglines, trucks, and other pieces of construction equipment.

“The weather was against the contractors,” said Frank McCabe, retired Caterpillar manager assigned to the project. “Temperatures ranged from 100 above to 50 below. Our machinery had to function under heavy snows, extreme rain storms, and late spring thaws.”

Retired employees Bob Haungs and Roger Williams remember waking up in small Canadian border hotel rooms to the phone operator’s voice saying: “Good morning. The time is 5:45 a.m. and the temperature outside is 45 degrees below zero.”

About 75 percent of the dozers and 80 percent of the motor graders assigned to the St. Lawrence Seaway project were built by Caterpillar. Many draglines and other heavy machines were powered by Cat engines. 

## APWA CALENDAR

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



### DEC. 16, 2020

The Click, Listen & Learn Program: **Protecting & Leading People During the Reopening of Government** will be offered as a webinar.

### JAN. 6, 2021

The Click, Listen & Learn Program: **Small Cities Rural Communities Perspective on Engineering & Technology** will be offered as a webinar.

### MARCH 9, 2021

The Click, Listen & Learn Program: **Spotlight on Solid Waste** will be offered as a webinar.

For more information or to register online, visit [www.APWA.net](http://www.APWA.net). 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:



### DEC. 7, 2020

The course, Specialization Certificate: **Technology Procurement Online 120720**, will be offered as a virtual class.

### JAN. 20, 2021

The course, **Competency Module: Problem Solving and Critical Thinking**, will be offered as a virtual class.

### MARCH 4, 2021

The course, **Competency Module: Negotiations**, will be offered as a virtual class.

For additional information or to register online, visit [nigp.org](http://nigp.org). More details are also available by calling **703.736.8900**.



# ON THE FAST TRACK

## GPS AND NEW CAT® D6 XE DOZERS MAKE LANDFILL MORE PRODUCTIVE

Located in east central Florida, Volusia County is home to more than half a million residents. With a total area of 1,432 square miles, including 331 square miles of water, the county includes Daytona Beach, a popular destination for fun-seeking college students on spring break.

Made famous for its wide beach and smooth, hard-packed sands, Daytona Beach became widely known in the early 1900s for high-speed automobile testing, and later, racing. This made the beach a mecca for racing enthusiasts. Today it's known for Daytona International Speedway, which hosts February's iconic Daytona 500 NASCAR race.

The Tomoka Landfill in nearby Port Orange encompasses 3,400-acres and dates back to the late 1970s, with a life expectancy until 2029, with future areas designated for up to 100 more years. The landfill takes in 1,500 to 1,800 tons of waste per day, including yard waste.

The yard waste is ground into mulch and spread over a 500-yard expanse as cover material on a daily basis. Three types of Caterpillar machines play essential roles in the operation of the landfill. Six Cat® 725 Articulated

Trucks haul mulch and sand then deposit the material on the landfill site. Then Cat D6T and D6 XE Dozers spread the material over waste that has been compacted by a Cat 836K Landfill Compactor.

Meanwhile, a 5,000-gallon Cat 725 Water Truck irrigates the site when necessary to keep the dust down.

The Cat Waste Handler spec dozers and dependable K-series compactors are all equipped with enhanced guarding packages designed to keep both operator and machine safe throughout the shift, while specialty blades on these machines help move more material in less time.

"It just gives us more options when working the trash," says Bret LaBram, activity project manager for the Volusia County Solid Waste Division. "If one of our dozers or compactors goes down, we have another machine right behind it with the waste handling package, so it saves us in downtime—not to mention the protection it provides."

LaBram prefers using Cat 725 Articulated Trucks over scrapers due to their power and their ability to operate in any underfoot conditions and get to places that scrapers can't reach.

“We use six trucks and they can just about go anywhere,” LaBram says. “With the trucks, you can dump and place your cover more strategically even where it’s wet and muddy. And you’re not having to worry about pushing a scraper out when it gets stuck.

“In the past, I’ve had a couple of different truck brands, and Caterpillar definitely has the haul power over anybody else,” LaBram says. “You’re usually always going uphill with your material and the Cat 725s have a lot of power to take this stuff up where you need it.”



### Efficient compaction

Thanks to its recent adoption of GPS, the county’s Cat 836K can achieve necessary compaction in three efficient passes before moving on to another phase. In use since the beginning of October, the factory-installed GPS system is already paying dividends for Volusia County.

Rather than relying on intuition and guesswork, operators use real-time data from Cat Compaction Control to analyze and deduce when the compaction conforms to specification, ensuring complete coverage and efficient, uniform work, allowing them to move on to the next segment when the work is complete.

“Previously, they were making four or five passes, and they realized they can do it in three, so they’re saving time and fuel and operator expense,” says Paul Valanti, regional manager for Cat dealer Ring Power.

“Before, we were taking handheld readings with a laser to determine if the compaction achieved the proper grade and elevation, and now we can just call the operator on the machine and he gives it right to us,” LaBram says.

The factory-installed GPS system serves several purposes. For the operator, a monitor inside the cab maps where he has been on the landfill along with recording the number of passes. It also indicates when he achieves full compaction.

Real-time information is sent back to the landfill office via VisionLink® to help crews be more precise with how much cover material to layer on so they know how much fill to deposit onto the hill to reach the desired thickness.

“Inside the cab, the operator has a large screen, and he can see where he is on the hill and how much compaction he has achieved with each pass,” Valanti says. “This enables him to view the precise contour of the hill, so that when they go to close it, the hill is at the proper angle and height. It takes all the guesswork out.”

### New Cat D6 XE Dozer

This year, Volusia County purchased two new Cat D6 XE machines, the world’s first high-drive electric drive dozer. Next generation technology enables constant power to the ground, greater agility and faster cycle times with up to 35 percent better fuel efficiency than previous models along with reduced maintenance costs.

“When Paul presented it to us, I had already seen an electric drive D7,” LaBram says. “My buddy over at another landfill had nothing but good things to say about it, so when Paul showed us the fuel savings it was a no-brainer.”

Operator Robert Farnell likes the comfort of the new D6 XE.

“I’d say it’s a lot quieter. And it’s a very comfortable machine to run. At the end of the day you feel a lot better.

“What I’ve really noticed is how balanced the machine is, whereas a lot of the other dozers are more nose heavy,” Farnell says. “When you’re backing up between slopes, this machine will hold the slope. I’ve been in some wet conditions where the other machine won’t even hold up on an angle. I don’t know if it’s the lighter motor, but these new Cat dozers are well balanced.”

Farnell adds that the D6 XE provides more pushing power and is smoother to operate.

“Some of the other conventional dozers have an auto downshift where you have to disengage it,” he says. “But this machine just powers right on through most applications—it has much more power.

“With the electric drive motor, when I’m decelerating, I hardly ever touch the brake,” Farnell says. “The decelerator acts as my brake, and it’s all just precise turning, downshifting and shifting. The engine speed never varies. I can change gears with just the flip of a

**“When Paul presented it to us, I had already seen an electric drive D7. My buddy over at another landfill had nothing but good things to say about it, so when Paul showed us the fuel savings with the D6 XE it was a no-brainer.”**



**– BRET LABRAM**  
Activity Project Manager,  
Volusia County Solid Waste

thumb for whatever the application demands.”

LaBram says he has always been a fan of high-drive sprockets, noting that in wet conditions the machines track through the mud much better. Also, he says the undercarriage on the high-drive dozer is much easier to clean, while the hydraulic configuration leads to longer track life.

### Ongoing dealer support

Ring Power has a team of people that are responsible for the landfill, including a field service dispatcher, a heavy equipment manager, a product support and service rep and field service technicians.

The goal is to minimize downtime and keep the Volusia County landfill constantly running.

“They do a great job of following through with us and working through any issues that may come up,” LaBram says.

“The daily volume of waste we take in never stops, so the key is to keep the machines running, and Paul and his crew are there to make sure that happens. Anytime we need them, they respond quickly whenever we call.”



## VOLUSIA COUNTY SOLID WASTE

### CAT® FLEET

**420F Backhoe Loader**

**TL642D Telehandler**

**D6 XE Dozer (2)**

**D6T Dozer (2)**

**330 Excavator**

**349 Excavator**

**966M Wheel Loader**

**725 Water Wagon**

**725 Articulated Trucks (6)**

**836H Landfill Compactor**

**836K Landfill Compactor**

**120M Motor Grader**



# CAT® D6 XE

## HIGH DRIVE ELECTRIC DRIVE DOZER

The Cat® D6 XE is the world's first high drive electric drive dozer. Next-generation technology enables constant power to the ground, greater agility and faster cycle times with up to 35 percent better fuel efficiency and reduced maintenance costs.

### Up to 12% Lower Maintenance Cost

Designed specifically to reduce your service and maintenance costs with fewer moving parts, longer service intervals and fewer scheduled maintenance tasks.

### Efficiency and Productivity\*

- Up to 35% better fuel efficiency per gallon
- Use up to 23% less fuel per hour
- Electric Drive provides smooth, constant power
- Class-leading maneuverability and power gives you more agility and faster cycle times
- Unprecedented ease of operation—automatically optimizes the application with no gears to shift

### Move More Material with Less Fuel

- Move up to 10% more material per hour
- Added D6 XE productivity and reduced fuel cost mean agencies can expect to see payback of the added investment over a D6 in less than 2 years.<sup>1</sup>

### Waste Handler Package Performance

- Waste package cab has impact-resistant polycarbonate doors, eliminating the need for door screens
- Improved sealing throughout the machine helps keep dust and debris out.

- Specialized guarding and seals throughout the machine help protect major components from impact and airborne debris.
- Multi-layer final drive guards, including a labyrinth-style guard with 90-degree turns, help keep dirt and debris away from the Duo-Cone™ seal to protect final drive oil.
- Pivot shaft seal guards help prevent debris from entering and damaging seals.
- Striker bars help prevent debris from damaging the machine.

### New Standard In-Cab Comfort

A completely redesigned cab raises the standards in comfort and productivity. A brand new 10-inch touchscreen display provides an easy-to-use operator interface. The standard air suspension seat is wider with added backward adjustment, plus the entire armrest adjusts independent of the seat for customized comfort. Heated/cooled leather seat options are available, and all offer a variety of seat adjustments to customize cushion length, head rest position, lumbar support and seat tilt. More storage spaces have been added throughout the cab.

The new dozers are easy to operate too—with Electric Drive or the Fully Automatic power train, operators just need to set the ground speed and go. The machine optimizes performance and efficiency with no added shifting required. Agile turning, especially on the D6 XE, mean faster cycle times and more ability to work in smaller spaces.

During times of uncertainty your employees have a lot on their minds—be sure to keep safe working practices at the forefront.

**To learn more about the new D6 XE High Drive Dozer and the Waste Handler Package, contact our dealership. ☎**

\*All comparisons to 2014-2016 3-speed D6T

<sup>1</sup>Productivity = BCM (BCY)/hour, fuel consumption = L (gal)/hour. Estimates based on average cost per bank cubic meters (cubic yards) of material moved in typical construction applications with 1,500 hours/year. Individual results may vary based on application, hour utilization, operator and other factors.



# EQUIPMENT LEASING

**CAT FINANCIAL OFFERS SPECIAL INTEREST RATES**

When you procure heavy equipment for state and local governmental agencies, there's always pressure to do more work in less time, with fewer resources.

Whether you're buying equipment, protecting your investment, managing your projects or preparing for the future, comprehensive finance and extended protection solutions from Cat Financial will help make your agency stronger.

## Equipment leasing options

Low monthly payments free up cash for other priorities. Flexible return and purchase conditions let you trade in equipment early, keep it longer or even buy it outright—you decide based on your project schedules and needs.

## Governmental Lease-Purchase Benefits

- The governmental lease from Cat Financial offers special interest rates, where the interest charge is normally less than the total cost of issuing a bond.
- Support your operation with careful attention to the use of tax dollars to purchase your equipment.
- Cat Financial has deep expertise supporting governmental agencies through the procurement process.

## Lease-Purchase Agreements

Cat Financial works with Cat Dealers to offer the best options to Governmental customers. Let's take the example of a township that needs a motor grader for road maintenance and snow clearing.

On a yearly basis, the township may put a few hours on the machine. In five years, the motor grader will be worth about 40 to 50 percent of the original purchase price. Rather than paying the full price of the machine upfront or paying monthly payments on the total cost, a Cat Financial Lease-Purchase agreement can allow payments to be made on the expected use of the machine. This can lower the monthly payments considerably. At the end of the contract, the final balance can be paid from the proceeds of the sale of the equipment. The township often can sell the motor grader back to their Cat Dealer.

"Essentially when you get to the end of the term, you sell the machine for what you owe on it, and you're out and done," says Eric Keyser of Caterpillar Financial Services. "So that's what we see most governmental agencies doing because it meets their cash flow needs. The agency board votes to approve the purchase with the understanding that they're only going to lay out a portion of the cash over the term of the Lease-Purchase agreement before selling the machine to cover the remaining portion. It keeps their cash flow more in line with their tax revenue."

## Equipment Lease-Purchase Benefits

- Monthly payments are often lower than a loan or short-term rental
- Monthly or annual payments including skip-payment options
- As a governmental customer, you can lease equipment for an extended term—84 months or more

***One lease-purchase agreement doesn't fit all. Contact our Cat dealership about equipment leasing and finance solutions; then work with your financial advisor to choose the best option. ®***



# 140 GC / 140 GC AWD MOTOR GRADERS

## NEW GENERATION PERFORMANCE, EFFICIENCY & COMFORT

**THE NEW CAT® 140 GC MOTOR GRADER COMBINES PERFORMANCE WITH COST-EFFICIENT OWNING AND OPERATING. SERVICING THE MACHINE IS EASY WITH GROUPED FILTER LOCATIONS.**

### Built to Perform

- Increase your fuel economy by up to five percent with the standard ECO mode.
- Ripper and scarifier options are available to assist with grading hard ground.
- Improve productivity with the Electronic Throttle Control, which matches engine power and torque to application requirements.
- The front lift group option is ready for attachments like the straight or angle front blade.
- The powershift transmission with torque converter and machine-balanced design ensures that you get full drawbar power to the ground with the Cat C7.1 engine.
- The all-wheel drive (AWD) option assists with traction and maneuvering in loose material. The increased power with all-wheel drive handles rough terrain with extra traction for better productivity.
- The hydraulic system offers a multifunction capability for precise and predictable performance resulting in a more consistent grade.
- Increase your maneuverability with the articulation hitch to give you a tighter turning radius.
- The Digital Blade Slope Meter option shows you the grade without relying on manual grade checkers to keep your worksite more productive and safer.

- Product Link™ provides location, machine hours, fuel usage, productivity, idle time, diagnostic codes, and other machine data on demand through the VisionLink® online interface, which helps you improve efficiency with lower operating costs.

### Work in Comfort

- Choose your comfort level in the cab with standard, mechanical suspension or air suspension seat.
- The high-capacity heating, ventilation and air conditioning (HVAC) system option circulates fresh air, prevents dust entry and keeps windows from fogging.
- Easily add a radio to the cab using the built-in mounting location option.

### Reliable

- The drawbar circle moldboard stays factory tight providing precision grading pass after pass.
- The machine structure is built for a long life. It's designed to use several types of work tools, such as a front mounted blade.
- A slip clutch option protects the circle drive if the machine strikes an immovable object.
- The front axle design maximizes bearing life while also minimizing maintenance.
- Reduce daily greasing requirements and costly repairs to your circle and pinion with the Circle Saver option.

**To learn more about the 140 GC Motor Grader, contact our dealership. 📞**

# YOUR EVERYDAY GRADER: THE NEW CAT® 140 GC / 140 GC AWD



Choose the grader that's ideal for routine jobs — a new Cat® 140 GC. It's simple to own, operate and maintain and can also be customized for your needs. From extended service intervals to extra protection in demanding applications, the 140 GC offers you the right options for reliable performance on your everyday jobsite.

**CONTACT US TO LEARN MORE OR GET DETAILS AT [CAT.COM](http://CAT.COM)**

**LET'S DO THE WORK.™**

© 2020 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, BUILT FOR IT, their respective logos, "Caterpillar Yellow," the "Power Edge" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.



## MAXIMIZE YOUR INVESTMENT

A **Customer Value Agreement (CVA)** is a hassle-free ownership plan designed to get the most from your Cat® equipment.

- Genuine Cat Parts are delivered on time to your door along with instructions.
- Benefit from the security of an Equipment Protection Plan to avoid unexpected costs for unplanned repairs.
- All keys to machine health are displayed on your phone.

The CVA can be combined with your monthly machine payment. Leverage Cat value with one easy plan to maximize your investment and lower ownership costs.

**To learn more about establishing a CVA, please contact our dealership.**

