

FALL 2020

GOVERNMENTAL SOLUTIONS

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES



**NO TIME
TO WASTE**

CAT® MACHINES KEEP LOUISIANA LANDFILL HUMMING

CATERPILLAR®



NEW MH3040 Material Handler

DESIGNED FOR PRODUCTIVITY, RELIABILITY AND EFFICIENCY

Caterpillar adds a rising star to its material handler lineup with the new MH3040. It replaces the M325D L MH model, and is built on the company's Next Generation excavator platform.

The MH3040 offers up to a 25 percent reduction in fuel consumption—compared to the previous M325D L MH—as well as up to 20 percent lower maintenance costs. Swing speed has improved by 12 percent, which provides faster cycle times.

By including reversing fans as standard on the MH3040, parasitic engine loads are reduced, which contributes to the efficiency gains. The fans also keep the machine clean without interrupting work cycles, minimizing unplanned downtime and increasing productivity for your agency.

Selectable power modes are also integral to the efficiency improvements by enabling operators to match machine performance to the job. Smart Mode automatically adjusts engine and hydraulic power to work conditions, saving fuel. Power Mode is designed to constantly provide maximum productivity.

Joystick steering

The Next Generation cab design is utilized on the new material handler, as well. Instead of a steering wheel, the MH3040 is controlled solely by joystick steering. This improves visibility for operators, as well as comfort by providing more leg room and easier entry and exit.

“For many operators, they’re going to spend 10-12 hours a day in the cab,” says Matt Santee, a Cat® product application specialist. “We wanted to make sure it was as comfortable as possible for them. A lot of thought went into the layout with cab controls intuitively placed so they’re in front of the operator. There’s no need to reach behind to adjust the radio or over to the right side to adjust climate control.”

Joystick controls provide easier operation and visibility. They are programmable, enabling operators to customize and save their operating preferences with a few clicks on a touchscreen monitor. This means your agency's operators can start work quickly and easily each day.

A 10-inch touchscreen monitor displays all vital machine health information and aids with many

machine functions. It also provides video feeds from the MH3040's standard rear and right side camera views, which expand visibility for operators to ensure optimal safety and productivity in a scrapyard or transfer station.

A tip-up left console in the operator cab also makes it easier to enter and exit the machine. An automatic climate-control system operated through the monitor, as well as a heated and ventilated seat, help keep your agency operators comfortable no matter the weather conditions.

Improvements to the front structures enable loading and hauling the machine without removing the stick.

“That saves a significant amount of time and money,” Santee says. “Customers can fold the stick underneath and load the machine on a truck. They’ll still have to remove the grapple, but there are significant improvements with regard to simpler, less expensive transport.”

For further information about the new Cat MH3040 Material Handler, contact our dealership. 📞

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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**.



CIRCLE SAVER™

SIMPLIFY MOTOR GRADER MAINTENANCE AT YOUR AGENCY

Cat® Motor Graders are designed to be the most durable and productive motor graders on the market. And to maximize machine durability, regular maintenance is required.

Daily lubrication of the circle drive pinion is recommended to not only extend the life of the circle drive pinion but also to minimize wear of circle teeth. The traditional procedure to lubricate the circle drive pinion involves climbing underneath the drawbar to access it.

Because the circle drive pinion on your agency fleet's Cat Motor Graders must be greased daily, it often requires the removal of large quantities of dirt that builds up during use. In order to get that job done, someone had to climb under the drawbar and remove any dirt and debris that accumulated under the machine.

The Circle Saver™ lubrication attachment kit enables daily greasing without the need for cleaning the pinion or crawling beneath the machine. The kit includes a remote grease line that runs from the top of the drawbar to a housing installed over the circle drive pinion. Grease is pumped through the line into the housing, saving time and effort and improving cleanliness.

The Circle Saver attachment improves ergonomics and reduces maintenance time for your agency. If equipped



with an aftermarket auto lube system, the Circle Saver attachment enables this maintenance point to be included in the lubrication system.

The Circle Saver attachment is standard on all 14M3 Motor Graders and can be retrofitted onto 14 size class and smaller machines going back to H series.

For additional details on this convenient, time-saving attachment, please contact our dealership. ☎



313 GC SMALL EXCAVATOR

ENHANCED COMFORT WITH LOW OWNING AND OPERATING COSTS

The new Cat® 313 GC Next Generation Excavator matches its performance to your agency's needs. A new, larger cab with an ergonomic layout keeps your operators fresh and comfortable all shift long.

Combined with fuel-saving features, longer maintenance intervals, and simplified maintenance points, the 313 GC provides the reliability you expect at a low cost per hour.

Up To 10% Lower Fuel Consumption

Two power modes and a new control valve and electro-hydraulic pump minimize fuel use and increase engine efficiency. This enables the excavator to run longer and cost less on your agency's worksites. While 10 percent more swing torque can also speed work completion.

- The advanced hydraulic system provides the optimum balance of power and efficiency while providing the control needed for precise digging requirements.
- Smart mode meets your power needs by automatically matching engine and hydraulic power to digging conditions.
- Auxiliary hydraulic options provide the versatility to use a wide range of Cat attachments.

Enhanced Comfort

A new, larger cab provides the space and visibility you need to keep your agency's operators working comfortably and safely all shift long. The all-new, larger cab has a wide seat that adjusts for operators of all sizes.

- Control the excavator comfortably with easy-to-reach controls, all located in front of you.
- Use the standard radio's USB ports and Bluetooth® technology to connect personal devices and make hands-free calls.

Up To 25% Lower Maintenance Costs

With extended and more synchronized maintenance intervals, your agency will spend less time on maintenance compared to the previous model. Quickly check and service your machine with all daily maintenance points accessible from ground level.

To learn more about this new, feature-packed Cat® Excavator and how it can strengthen your agency's fleet, please contact the equipment experts at our dealership. ☎





CAT[®] REMAN

REMANUFACTURED PARTS, DIESEL ENGINES AND COMPONENTS

WHAT REMANUFACTURING IS—AND WHAT IT'S NOT

Remanufacturing is the process of returning end-of-life products to the same condition as when that product was originally manufactured.

To efficiently stretch agency budgets, remanufacturing takes advantage of the second life built into Cat[®] Diesel Engine Parts and other components, returning used parts to like-new condition—sometimes even better.

When you buy a Cat Reman component, you get the same quality, warranty, performance and reliability at a fraction of the cost of the new version of the part.

Virtually the only difference between a new part and a Cat Reman part is the price.

The Cat Reman Difference

Other remanufacturers clean used parts, then destructively bore and mill them. The Cat approach is different and more comprehensive. At Caterpillar, remanufacturing isn't rebuilding, recycling, refurbishing, reconditioning, repairing, overhauling or down-cycling. It's better. All Cat Reman engines and components are:


- Disassembled to their smallest parts, losing their original identity
- Cleaned to remove even microscopic debris
- Inspected for imperfections and cracks
- State-of-the-art technology is applied to salvage otherwise scrap parts
- Assembled into like-new components, building in all engineering updates



- Tested to the same standards as new Cat Parts
- Backed by a same-as-new parts warranty

Ready-to-Go Repair Solution

Most Cat Reman Engines, diesel engine parts and other components are available off the shelf and ready to install, providing your agency with more options at repair and overhaul time. When your old part comes off, the new one goes on—keeping your downtime to a minimum. Whether you do repairs at your agency's shop or rely on your Cat dealer, Cat Reman components return your machines to productive contributors fast.

For more information about remanufactured parts and components, contact our dealership. 



CONFIGURING WHEEL LOADERS TO MATCH YOUR WORKLOADS

When configuring a wheel loader for purchase or rental to meet your agency's needs, the first thing to consider is the primary application it will be performing.

Will you be utilizing the machine for basic bucket and fork work? If so, how much weight will you be lifting and how high will you need to lift it?

It's important to take a look at the machine's full-turn static tipping load (FTSTL) and lift height. Here's a breakdown of what you need to know:

- The FTSTL defines the amount of bucket material weight it will take for the machine to tip when the loader arms are level and the machine is fully articulated.
- The rated load for a bucket is 50 percent of the FTSTL and can be up to 80 percent of the FTSTL for a set of forks. It's an essential guide as to how much the machine can safely lift while in operation. Depending on the ground conditions, you may be able to safely operate the machine at a reduced factor; however, using rated load as a guide is a good starting point.
- For example, if you need to be able to lift 6,000 pounds of material in the bucket, you want to select a machine with a 12,000-pound FTSTL and 6,000 pound-rated bucket capacity.
- To properly size the bucket on your wheel loader, a simple rule of thumb is to use the rated load (FTSTL/2) divided by the material density. This will give you your optimum bucket size.
- If your application requires loading a truck or hopper with tall height, you may want to consider a machine with a high-lift linkage option or purchasing a rollout bucket to help increase dump height.

A machine with higher horsepower doesn't translate to a higher

FTSTL and vice versa. If the loader is properly designed, horsepower will never translate into higher FTSTL.

If your application requires operation of hydromechanical attachments, such as brooms, snow blowers, power box rakes or cold planers, it is important to select a machine with an adequate amount of hydraulic horsepower necessary to operate that attachment at maximum performance. Features such as high-flow or four-valve hydraulics may be needed to run specialty tools.

Save Time, Reduce Wear, Improve Operator Comfort

Many advanced wheel loaders have special features designed to help reduce owning and operating costs, maximize machine performance and improve operator comfort. These technologies include:

- **Ride Control** – Uses the lift cylinders as shock absorbers for the payload to take bumps out of the road. This provides a more comfortable ride for the operator if your applications require a considerable amount of roading.
- **Cylinder Snubbing** – Slows down the implements before you reach the end of the cylinder stroke, creating a smoother operation and improving efficiency with better material retention.
- **Rimpull Control** – Helps minimize tire spin by enabling you to adjust the torque to match your underfoot conditions.
- **Programmable Kickouts** – Save lift and tilt positions and recall them with a simple motion of the joystick. On advanced wheel loaders, this can be done inside the cab to provide smooth, predictable loader arm movement.

For more information, please contact our dealership. 



FAST, EFFICIENT SNOW REMOVAL

WORK TOOLS FOR CAT® MOTOR GRADERS

Motor graders are a great choice for snow removal. They're built tough to withstand severe weather conditions yet deliver the speed and power you need to cover long stretches of road, quickly and cost effectively.

Equip your motor grader with a Cat® snow removal work tool this winter and keep the roads and highways in your community safe and clear.

While the grader itself is key to efficient snow removal, the tool you use is just as critical. Three types of tools are available for Cat® Motor Graders: plows, blades and wings. You can choose from a large selection of blades, plows and snow wings, all designed to deliver reliable performance and long life at the lowest total cost. Take a quick look at your options:

Plows

Cat V-plows are ideal for taking that first cut after a heavy snow. The V profile blasts through deep drifts, casting snow to both sides, clearing the way for emergency vehicles and community drivers. Key features:

- Multiple widths (8'8" and 10'10") accommodate a wide range of graders
- Strong tubular frames withstand heavy impacts, even when working in hard-packed snow
- Replaceable, top-drilled cutting edges enable 60-inch bench height
- Adjustable skid shoes increase plow stability and service life

Blades

Cat Snow Blades are the epitome of versatility. They incorporate a flexible U/V design that enables you to plow, push, cast or carry snow with a single tool. The operator selects one of three configurations based on the situation at hand:

- When casting is required, the blade can be angled left or right up to 25°
- When punching through deep drifts, a 230° V-configuration makes the job easier
- For pushing, carrying, piling or general clearing, the 130° U-configuration makes the most sense

It's easy to choose a configuration on the fly—from the cab—so the operator stays productive when conditions change. Like Cat Snow Plows, our blades feature multiple widths, rugged structures, replaceable cutting edges and adjustable skid shoes.

Wings

Cat Snow Wings for motor graders are available in mastless and masted designs.

Mastless options are good for clearing and benching drifted snow, especially on shoulders and ramps. They come in 40-inch and 48-inch bench heights to accommodate different-sized graders. Key features:

- Easy to control on uneven terrain
- Wide sweep angle improves maneuverability
- Clear views to moldboard and wing enhance safety
- Unobstructed access to cab improves comfort and productivity
- Two-piece rear mount allows bumper to remain in place during summer months, reducing service time
- Optional carbide cutting edges extend service life

The masted design excels at clearing and throwing deeply drifted snow. It features a 60-inch bench height and below-grade ditch-cleaning capabilities for excellent versatility. The wing is:

- Highly maneuverable with full left and right articulation, regardless of moldboard position
- Easy to control from the cab
- Ideal for ice removal

Contact our dealership to discuss your options. We'll help you choose a tool that makes the best use of your available resources—one that helps you meet the public's high expectations for quick, efficient snow removal at the lowest total cost. ®

HOLT 45: TRACK-TYPE TRACTOR HELPED DURING CRISIS

While Caterpillar customers in 1918 saw a flu pandemic hit nations around the globe, they also witnessed a new track-type tractor doing incredible work at a whole new speed.

Before Caterpillar was founded in 1925, both predecessor companies, Holt and Best, were located in California's San Francisco Bay area during the outbreak.

The pandemic erupted during a time of transition from horse-drawn farming to machine-powered techniques that enabled farm work be done faster and cheaper than ever before. It was important timing, too, because hired-hand labor was scarce due to both the war and sickness.

This undoubtedly increased the importance of machine-driven farming and the role that the track-type tractor played. Not only could machinery work faster and longer than horses, resulting in increased productivity at lower costs, but fewer farm hands were needed at a time when they were difficult to come by.

Then as now, many governmental agencies and health officials tried to slow the spread of infection by issuing city or local isolation and quarantine guidelines, recommending good personal hygiene and use of



disinfectants, and by limiting public gatherings. In 1919, the Spokane, Washington-based Caterpillar School—where dealers were trained to sell, operate and service Holt Caterpillar equipment—was cancelled.

The Holt Caterpillar track-type tractor was deemed by the U.S. government as essential to the war effort, and employees in Holt's Stockton, California, foundry considered it their "patriotic responsibility" to keep the assembly line running, but many took care by wearing face masks during their shifts. 🦺

APWA CALENDAR

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



SEPT. 15, 2020

The Click, Listen & Learn Program: **Public Fleet Management Certificate** will be offered as an eight-hour webinar.

SEPT. 24, 2020

The Click, Listen & Learn Program: **Technology for Field Crews** will be offered as a webinar.

OCT. 7, 2020

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

For more information or to register online, visit 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:

SEPT. 8, 2020

The course, **Advanced Construction Procurement**, will be offered as a virtual class.

SEPT. 23, 2020

The course, **Foundations of Sourcing and Contracting**, will be offered as a virtual class.

SEPT. 29, 2020

The course, **Sourcing and Contracting Methods**, will be offered as a virtual class.

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





NO TIME TO WASTE

CAT® MACHINES KEEP LOUISIANA LANDFILL HUMMING

Located in the valley of the Sabine River on the border with Texas, Sabine Parish was carved from Natchitoches Parish and established in 1843.

Located just 30 minutes from Natchitoches, Fort Jesup provides a glimpse of life when Louisiana was part of the nation's frontier. The Louisiana Office of State Parks historic site features the original field kitchen, a replica of an officers' quarters which serves as a museum and visitors center, and offers interpretive programs.

Sabine Parish was the scene of the last major Civil War engagement in Louisiana, which was fought April 9, 1864, at old Pleasant Hill and along the Sabine-DeSoto Parish line. The battle took place the following day after the Confederate victory at Mansfield. The action forced the withdrawal of Federal troops along the Shreveport-Natchitoches road, which cut across the northeast section of the parish.

The economy of present-day Sabine Parish, with more than 24,200 residents, is based on cattle, poultry, and the manufacture of wood products. Its 1,008 square miles contain some of the finest timber in the world.

Sabine Parish is also rich in other natural resources,

and is popularly referred to as Toledo Bend Country, for its 186,000-acre, man-made reservoir filled with bass, bream, crappie and catfish. Toledo Bend Reservoir was constructed in the mid-1960s to provide power and recreation to the Louisiana/Texas border at Sabine River.

Landfill operation

On March 1, Sabine Parish assumed ownership and operation of a sanitary landfill in the town of Zwolle. The 247-acre landfill takes in an average of 750 to 800 tons of waste per day, but less during the COVID-19 pandemic. In addition to standard refuse collection, the landfill takes in special waste, including liquids from oil field production.

The landfill has been operated by a variety of national waste disposal contractors over the last 35 years and was most recently operated by private contractor Waste Connections. Last fall, the police jury hired Pete Chreene as landfill manager based on his 17 years of experience working at the landfill.

Recognizing the need for new equipment, Chreene contacted his Cat® dealer and initiated the acquisition

process. Beginning last October, Louisiana Cat delivered an 826K Landfill Compactor, a 330F L Hydraulic Excavator, a D6T Dozer with an oversize blade and two 725C2 Articulated Trucks.

Landfill equipment operators use the Cat 330 for excavating cover material and the 725 Articulated Trucks for hauling the soil, which is used in solidifying liquid waste and for cover material on the cells. Despite its modest size, Sabine Parish solidifies more liquid waste than any other landfill in the state, combining it with fly ash that is transported from Lake Charles and other locations.

Over the years, Chreene has used different brands of excavators, and has experienced numerous breakdowns. The Cat excavator increases operating efficiency, lowers fuel and maintenance costs, and improves operator comfort compared to other models. A reputation for durability is a main reason why he chose Cat equipment when he was named landfill manager.

“Caterpillar has always been on their game,” Chreene says. “I work the machines hard—they never got to breathe. Over the years, it’s been a process of trial and error operating different brands of equipment. So, once we got past all of that, we went with Cat machines and have stuck with them because we know we can run them hard and they just keep going. When the parish got involved here, it was not even a question—they bought all Cat equipment.

“Productivity is the key,” Chreene adds. “We need good dependable machines that we can rely on, because when a machine goes down, your production stops. And I can’t afford that here with the non-stop flow of waste material. So, we have to have equipment that we can work hard and depend on five days a week, 13 hours a day.”

The Cat D6T Dozer is equipped with a Waste Handler/Landfill Arrangement that offers specialized guarding, striker bars and seals to help protect the machine from impact and airborne/wrapping debris so prevalent in landfills. The D6T has an elevated sprocket, rugged structures and proven systems that provide long life and durability.

Sabine Parish utilizes a D6T elevated sprocket high-drive machine.

“The high drive in the waste industry is the way to go, or you will be spending a whole lot of time on the ground cleaning tracks, rather than in the machine taking care of your waste handling needs,” Chreene says.

Operator comfort

Ease of operation and operator comfort are hallmarks of the new Cat machines.

“Most of our operators come from the coal mine,” Chreene says. “So from the years where they started learning how to operate to the level this new equipment is at now, I’ve told my wife so many times, ‘These guys don’t know how much they have it made.’ These machines are so nice and comfortable to operate.

“When I started years ago, we didn’t have A/C,” he continues. “It was an open cab machine. It’s amazing how far the technology has come and how much smoother the machines are to operate. The simple things like having the air in it just make the job so much easier.”

The cab in the D6T is designed for operator productivity and comfort. The isolation-mounted, pressurized cab reduces noise and vibration. Large windows, tapered hood, notched fuel tank and narrow single-shank ripper carriage give the operator a clear line of sight to front and rear work areas.

“The operator is in the cab all day long, so it’s a nice feature to have that escape from the heat and the outside noise,” Chreene says. “There’s a lot of features designed into that cab that no other competitor offers from safety on down. In the waste-handling business, nobody can compete with the Cat Waste Handler—they just can’t.”

Dealer support

Technicians from Louisiana Cat perform preventive maintenance on the machines at regular 250-hour intervals. In order to keep his fleet in peak operating condition, Chreene is in regular communication with Vince Meadows, the service manager at Louisiana Cat’s Alexandria location.

All of the machines include Cat Product Link™, which provides real-time information on the status and operating health of the machines.

SABINE PARISH LANDFILL

CAT® FLEET

330F L Hydraulic Excavator

D6T LGP Dozer

725C2 Articulated Truck (2)

826K Landfill Compactor



Pete Chreene



“There’s a lot of features designed into that cab that no other competitor offers from safety on down. In the waste handling business, nobody can compete with the Cat Waste Handler—they just can’t.”

– PETE CHREENE
Landfill Manager,
Sabine Parish, La.

“Everybody’s on the same page here,” Chreene says. “If something goes wrong, they can pull it right up at the dealership and let me know what’s going on. And that’s most important when you have front-line machines that you’re depending on. If you don’t have that, you’re going to have a lot of downtime, which is something you can’t afford in this business.”

Louisiana Cat also provides S•O•SSM Fluid Analysis. This routine checkup for oil, coolant and fuel delivers valuable insights that can be used to prevent unexpected failures and unplanned downtime. Using proprietary processes, sophisticated chemistry and the latest technology to reveal excessive component wear, unusual particle content, contaminated fluids or other “unseen” issues, you receive reports you can easily understand

and recommendations you can act on.

“The analysis is very vital to our equipment because they can tell me that we’re starting to have a failure before it actually fails,” Chreene says. “There aren’t too many people that can do that. Caterpillar has always had one of the best oil analyses labs around—by far. So that carries a lot of weight too.”

As Chreene looks to the future—which involves building additional landfill cells on an adjacent 100-acre tract over the 60-year planned life of the facility—he’s glad to have reliable equipment backed by the support of Louisiana Cat.

“The thing about Caterpillar is, if you want to be productive in the construction world, you’d better go with them.”



PROTECT YOUR CAT® MACHINE WITH EQUIPMENT PROTECTION PLAN COMBINATION COVERAGE

Your agency purchases the best in heavy equipment to help you get the job done.

There's a lot of risk wrapped up in running an operation that relies on equipment. We can't eliminate that risk, but we can help you manage it—with solutions that protect you from the unexpected.

Equipment Protection Plan (EPP) options for new, used and rebuilt Cat® machines protect you beyond your standard warranty to guard against unplanned repair costs.

Even the best built machines may require repairs. An EPP can help you budget for unplanned repairs. Offered by our dealership and backed by Cat Financial, an EPP is the only service plan developed specifically for agency buyers.

With four levels of coverage, you can secure the protection you need. Having personalized coverage can help you get more from your Cat equipment and protect you from unexpected major repair costs that can impact your annual budget.



COMBINE COVERAGE LEVELS FOR MORE FLEXIBILITY

Don't let the cost of owning a machine prevent you from buying the machine you want. Combination coverage provides both the flexibility of choice and power of cost-savings for longer ownership periods. You could enroll in Premier coverage for the first three years for the most comprehensive coverage available, then switch to Powertrain + Hydraulics + Technology for the next three years to cover the most essential machine parts and free up cash for other agency needs.

Premier

coverage details

ENGINE	+
TRANSMISSION, TORQUE CONVERSION & TRANSFER CASE	+
DRIVE TRAIN	+
STEERING & IMPLEMENT CONTROLS	+
CAT CONNECT TECHNOLOGY COMPONENTS - COMPACT, GRADE, PAYLOAD, LINK	+
ENGINE RELATED	+
STEERING & SUSPENSION	+
ELECTRONICS	+
BRAKING	+
CAB	+

Powertrain + Hydraulics + Technology

coverage details

ENGINE	+
TRANSMISSION, TORQUE CONVERSION & TRANSFER CASE	+
DRIVE TRAIN	+
STEERING & IMPLEMENT CONTROLS	+
CAT CONNECT TECHNOLOGY COMPONENTS - COMPACT, GRADE, PAYLOAD, LINK	+
ENGINE RELATED	+
STEERING & SUSPENSION	+
ELECTRONICS	+
BRAKING	+
CAB	+

Contact our dealership or call Cat Financial Insurance Services at 1-800-248-4228 to learn more about combination coverage. 📞



DISINFECTING YOUR MACHINES

HOW-TO TIPS FOR PROPERLY DISINFECTING YOUR AGENCY'S MACHINES

A BIG CONCERN WE'VE HEARD FROM OUR CUSTOMERS IS KEEPING THEIR EMPLOYEES AND OPERATORS SAFE AND HEALTHY WHILE THE WORK CONTINUES. HERE ARE SOME TIPS FOR YOUR AGENCY TO HELP EVERYONE FEEL SAFER ON THE JOB.

One of the most important ways to stay safe on the job right now is by regularly disinfecting your machines. ●

To properly disinfect these areas, you can use soap and water, 70% Isopropyl Alcohol, or non-bleach disinfecting wipes/spray. Make sure to disinfect these areas frequently.

Avoid using products with bleach or solvent-based solutions if possible, and avoid using disinfectants stored at temperatures above 30°C/86°F.

SPECIAL ATTENTION SHOULD BE PAID TO KEY TOUCHPOINTS, INCLUDING:

- Joysticks
- Steering wheels
- Control levers
- Monitors
- Switches
- Displays (including touchscreens)
- Grab handles
- Door handles
- Armrests and seats
- Consoles

Hand Hygiene

The CDC has provided hand hygiene recommendations, but here are some additional ideas for your agency and worksites:

- Increase the number of sanitation stations available to employees on the worksites and in your offices.
- Provide work gloves if you don't already.
- Communicate disinfecting schedules and procedures for equipment and other shared resources.

Keep Your Work Spaces Clean

- Deep clean your offices, equipment, and shared fleet vehicles on the weekends (or off days/times).
- Prop as many doors open as possible to reduce touch points (such as offices, conference rooms, etc.).
- Increase disinfection at high-frequency touch points such as doorknobs, railings, touchpads, cell phones and desk phones, chairs, counters, tables, remotes, white boards, fleet vehicles, etc.
- Make disinfecting spray and wipes, as well as the associated guidelines, readily available to employees.

Be Flexible and Responsive

- Encourage social distancing practices on worksites whenever possible, and especially during breaks.
- Set up flexible shift schedules when possible.
- Assign one operator per machine per shift when possible.
- If any operator has been feeling ill, thoroughly disinfect the machine; and don't forget to change the air filters on his or her machine before another operator takes over.

Communicate Often and Be Transparent

- Add cleaning procedure reviews to your daily safety briefings and address all employee concerns.
- Post signage in your offices, your shared fleet vehicles, and your equipment regarding social distancing, hand hygiene, and any additional or modified disinfecting schedules and procedures.
- Distribute equipment cleaning guidelines to all employees and consider reviewing daily with operators before opening a worksite.

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

COOPERATIVE PURCHASING WITH CATERPILLAR

Every governmental agency faces resource constraints. Budgets are tight and the workload never quits. If you're responsible for procuring heavy equipment under these conditions, it's hard to be successful on the job.

Cooperative purchasing can help.

WHY COOPERATIVE PURCHASING?

Cooperative contracts help you get the equipment you need quickly and better manage your budget, so you never have to compromise on machines and service.

SAVE TIME

Improve procurement efficiency so you can put new equipment to work faster.

CONTROL COSTS

Don't spend valuable budget dollars soliciting bids, reviewing proposals and awarding contracts.

MANAGE RISK

Avoid unexpected repair costs and other budget surprises that may arise when you buy the low-bid option.

LIFE CYCLE COST CALCULATION

It's important to evaluate equipment purchases from a total cost perspective, as purchase price is just one small component. Choosing the low bid can actually cost more in the long run. Here is one well-accepted method to determine total cost:

INITIAL PURCHASE PRICE

- Trade-In
- + Maintenance
- + Repairs
- + Fuel and inputs
- Resale value

= TOTAL COST OF OWNERSHIP

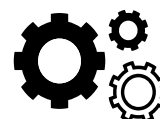
MORE THAN NEW MACHINES AND ATTACHMENTS

Cooperative purchasing contracts often go beyond machines to include the parts and service you need to keep your operation running. With Caterpillar, you'll have access to:



Service

Whether a machine needs routine maintenance or an unplanned repair, our dealership is well equipped to meet any service needs.



Parts

Genuine OEM parts are the best option to keep your machines running. Our dealership can accept POs using your Sourcewell or OMNIA Partners member number.



Rental Equipment

Our dealership has a full line of equipment available to rent for short- or long-term needs. From light towers to wheel loaders, we have you covered.



Used Equipment

Good used machines can be an excellent value. Caterpillar ensures you have access to this buying option if you decide it's right for you.

TAKE YOUR PICK

Caterpillar is pleased to make Cat® equipment available through two cooperative purchasing contracts: Sourcewell and OMNIA Partners. Get the assets you need to be more successful when you buy Cat products with one of these agreements:



SOURCEWELL CONTRACT #032119

New and used equipment, parts, service and rental

SOURCEWELL CONTRACT #120617

Backup power systems and services

OMNIA PARTNERS CONTRACT #161534

New and used equipment, parts, service and rental

Our dealership can help determine which contract is right for you and can also provide information about state and local cooperative purchasing options.

BECOME A MEMBER TODAY

In just a few minutes, you can start reaping the benefits of a free, no obligation Sourcewell or OMNIA Partners membership. It's the easiest way to take advantage of cooperative purchasing agreements that will save your agency time and money procuring equipment. Memberships are available for all government, education and non-profit entities.

Succeeding Together

No matter how you define success, we will work to help you achieve it. We invite you to learn more about how to use cooperative purchasing to reach your goals.

Find resources at www.sourcewell-mn.gov, www.omniapartners.com and www.cat.com/governmental.

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

LET'S DO THE WORK.™

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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.

