

**GOVERNMENTAL**

SUMMER 2021

# SOLUTIONS

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES



**NET  
GAIN**

IMPROVED COMPACTION EXTENDS LANDFILL LIFE

**CATERPILLAR®**



# CAT® SIDE SHIFT BACKHOE LOADERS

## WORK IN TIGHTER SPACES

Caterpillar is pleased to announce the introduction of Side Shift Cat® Backhoe Loaders into the North American market. Building on the success of the new line of Center Pivot Cat Backhoe Loaders introduced in March 2020, these Side Shift models provide industry-leading performance, comfort, and reliability.

Side Shift Backhoe Loaders offer the ability to work in tighter spaces, versatility to reposition backhoe implements to meet jobsite needs, and better machine balance for roading. Models include the 428 (entry level), 432 (premium plus), and 434 (premium / equal size tires).

Standard features include, but are not limited to:

- Parallel Lift
- IT Loader Coupler
- Power Side Shift
- 14' Extendable Stick
- Powershift Transmission
- New Cat C3.6 Engine.

## Enhanced Features

Side Shift Backhoe Loaders share a similar model platform strategy with Center Pivot models as reflected in component commonality, similarities in the structures, and features throughout the product.

All models include enhancements such as an on-board security system, Bluetooth enabled stereo with hands-free communication, and the latest Product Link™ systems that provide important connectivity.

The 428 and 432 are standard Side Shift Backhoes that place an emphasis on applications that require backhoe excavation. The operator has the ability to shift the boom and stick side to side, facilitating completion of work in tighter quarters and digging parallel to

obstructions, such as sidewalks and walls. Additionally, the stabilizers extend and retract vertically and are no wider than the rear tires, keeping a smaller footprint than Center Pivot models.

The 434 features the same Side Shift design, however, it has larger equal-sized tires. They provide good flotation in varying ground conditions. As a result, the 434 is equipped for heavier loading applications versus the 428 and 432.

Pilot Controls are standard on the 428 and 434. This configuration enables operator pod adjustments to improve ergonomics while providing more precise machine controls.

The 432 features Seat Mounted Controls, providing the operator more ergonomic and comfortable operating positions. This configuration also enables a feature called Dual Mode, allowing the operator to fully control the implements to the rear of them when they are locked into the forward- or rear-facing seat position. Dual Mode can also be activated, enabling the operator to sit at an offset angle and control the machine for better visibility and machine positioning.

The new Analog Gauge Cluster with LCD Monitor and Soft Key Control is a standard offering on the 428 and 434. A full LCD monitor with touchscreen control is standard on the 432.

IT Loader Couplers and Parallel Lift are standard from the factory on all Side Shift Models.

IT Loader Couplers make these backhoe loaders more versatile, enabling operators to quickly change attachments and take advantage of a large portfolio of Cat Attachments, such as brooms, pallet forks, snow pushes, and more.

**To learn more about Side Shift Backhoe Loaders, please contact our dealership. ☎**

## 4 Remote Services

Reduce Downtime for a More Efficient Jobsite



## 5 Specialized Protection

Cat® Fire Suppression Dozers

## 6 Job-matched Performance

Next Gen Excavators: 315 GC, 317 & 317 GC

## 8 Fleet Management

Turn Information Into Action



### ON THE COVER:

The Cat® 973K is a versatile machine that is well suited to a landfill or transfer station

## 9 From The Archive

Starting Small to Create Something Big



## 10 Net Gain

Improved compaction extends landfill life

## 13 CAT® USED

Buy Cat Used Heavy Equipment

## 14 Hassle-free Ownership

Leverage Cat® Value

## 15 Joint Purchasing Best Value for the Money

Cooperative purchasing can help you save time and reduce risk.

*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. © 2021 High Velocity Communications Inc. Printed in the U.S.A. Volume 21 Number 2. © 2021 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**.

# REMOTE SERVICES

## REDUCE DOWNTIME FOR A MORE EFFICIENT JOBSITE

Remote Services is a suite of cutting-edge technologies that significantly improve jobsite efficiency. Two of its key functions are Remote Troubleshoot and Remote Flash.

### 1. Remote Troubleshoot

Remote Troubleshoot enables your Cat® dealer to run diagnostic testing on your connected machine, pinpointing potential issues while the machine is in operation.

Dealer technicians can efficiently diagnose the cause of a fault code or alarm. If a repair is required, Remote Troubleshoot ensures the technician arrives with the correct parts, service tools, and instructions, facilitating fast completion of the correct repair more efficiently. This helps to get your machine back up and running as soon as possible, saving you time and money.

#### **How it works:**

A Remote Troubleshoot session is initiated via the Remote Services website, using a unique link. The machine needs to be powered on, but can also be in operation during the troubleshooting session. The dealer will receive critical, real-time information regarding the machine's performance.

#### **Benefits:**

- Remote diagnostic testing on machines while in operation
- Cat dealer receives vital machine information, facilitating timely consultation on the best course of action
- Technicians are sent with the correct information, parts, tools, and instructions to perform repairs in the shortest time possible
- Issues are resolved more quickly with less downtime
- Improved jobsite efficiency, saves you time and money

### 2. Remote Flash

Remote Flash enables remote updates to the on-board software of connected machines without a technician being present. A notification from your Cat dealer will inform you that a new software update is available. The update can be installed while the machine is on the jobsite without having to wait for a dealer technician to arrive.

Remote Flash ensures your

machines are always operating at their optimum performance levels, resulting in maximum efficiency with minimum downtime.

#### **How it works:**

Flash files for Remote Flash-enabled equipment software are available via the Dealer Service Portal (DSP). When an eligible asset with the latest telematics hardware requires a software update, your Cat dealer will push available flash files to targeted machines. Next, an authorized user (customer employee or dealer representative) will perform the following steps on their mobile device:

- Confirm the asset is ready to begin flash
- Initiate the flash
- Confirm post-flash performance

#### **Benefits:**

- Reduce time taken for updating machine software by as much as 50%
- Potentially eliminate the wait for a dealer technician to arrive on site
- Ensures the benefits of software updates are delivered as soon as possible, without the machine leaving the jobsite
- Updates can be installed when convenient to the operation
- Improved jobsite efficiency, saving you time and money

**To find out more or to see a list of current eligible machine models, contact our dealership.** 📞





# SPECIALIZED PROTECTION

## CAT® FIRE SUPPRESSION DOZERS

The dozer is one of the most important machines available today to prevent and fight forest fires. Dozers create fire lines in heavy fuel and brush areas, clear safety areas and build access roads for equipment and crews along a fire line.

The Cat® Fire Suppression Dozer is outfitted with specialized protection against fire and heat, operator safety features and added machine protection for forest fire fighting and prevention.

Caterpillar offers a range of dozers for these applications all the way down to the D1 size class (80 hp/18,000 lb). In addition, Caterpillar offers a dedicated mulcher attachment for the D1 size class.

In the larger range of Cat dozers, the D5 Fire Suppression Dozer provides significant improvements and innovations to fire operators:

- All lines, harnesses and Diesel Exhaust Fluid (DEF) tank are fire wrapped
- Guarded all around with full width sweeps, screens on all windows, HD bottom guards, light guards
- Choice of tempered or laminated and sealed glass
- Choice of undercarriage: standard, LGP or XtraRear for unmatched stability on slopes and in loose ground conditions
- Choice of standard or emergency engine for U.S. fire agencies

- 6 lights, 54,000 lumens at work for great jobsite visibility
- Cab air filtration enhanced with an ember screen, powered turbine with dust ejector and high efficiency particulate air filter, enable installation of a HEPA + Carbon filter
- In-cab fuel shutoff switch and quick-access floor plate
- Standard and LGP blades equipped with HD brush guards
- Integrated fire suppression system with 22 gal stainless steel tank

### Timely Dealer Support

If you are working in a land management operation or maintaining forests to prevent forest fires, you need equipment you can rely on at all times. Whether you work on your own machines or want it done for you, count on our dealership to keep you up and running. We can provide:

- Rapid parts availability
- Online parts ordering
- Preventive maintenance services
- Field service trucks

**To learn more about Cat® Fire Suppression Dozers, contact our dealership. 📞**

# 315 GC

## JOB-MATCHED PERFORMANCE

### NEXT GEN EXCAVATORS: 315 GC, 317 & 317 GC

Three new Cat® Next Gen Excavators—models 315 GC, 317 and 317 GC—provide higher productivity and lower operating costs in the 15- and 17-ton class.

The Cat 315 GC Next Gen compact radius excavator has a new, larger cab design. Built for operating efficiency, the 315 GC lowers maintenance costs by up to 25 percent, and reduces fuel consumption by up to 15 percent.

Intuitive controls enable operators of all skill levels to quickly achieve high production, making this new 15-ton excavator ideal for space-restricted rental, municipal and general all-around excavating applications.

The new 317 excavator features multiple standard Cat technologies to boost operating efficiencies by up to 45 percent, while the 317 GC lowers maintenance costs by up to 20 percent.

Cat GC models are designed to provide outstanding

performance, but with less technology and lower acquisition and ownership costs.

#### **Cat 315 GC: 15% less fuel consumption**

Delivering high ambient temperature operating capability reaching 125° F, the new fuel-efficient Cat C3.6 engine powering the 315 GC meets U.S. EPA Tier 4 Final/EU Stage V emission standards.

New Smart Mode operation automatically matches engine and hydraulic power to digging conditions, optimizing fuel consumption and machine performance. Combined with ECO mode operation that saves fuel in less demanding applications, the 315 GC Next Gen Excavator reduces fuel consumption by up to 15 percent compared to the Cat 315F excavator.

The new cab design features a large, 8-in LCD monitor with touchscreen capability for easy navigation and



intuitive operation, boosting productivity for operators of all experience levels. Standard rearview and right-hand sideview cameras further improve visibility.

Extended and more synchronized maintenance intervals on the new 315 GC—as well as the 317 and 317 GC—are designed to reduce maintenance costs by up to 25 percent compared to the 315F.

A new hydraulic oil filter delivers improved filtration and extends filter change intervals to 3,000 operating hours, a 50 percent increase.

Operators can track filter life and maintenance intervals on the in-cab LCD monitor. All daily maintenance checkpoints, including oil, are accessible from ground-level, increasing machine uptime.

### Cat 317 and 317 GC models

The 17-ton Cat 317 comes with an array of technological features that simplify and enhance operation, as well as design advancements that reduce maintenance costs. The 317 GC offers a simpler, more traditional offering with a

lower acquisition cost.

Both the 317 and 317 GC offer three engine operating modes to match performance to the job, resulting in significant fuel savings. Like the 315 GC, these models have both Smart mode and ECO mode. Available on the 317 Next Gen excavator, Power mode constantly provides maximum power and productivity for the most demanding applications.

The excavators' responsive hydraulic systems balance the need for power and efficiency to deliver precise digging. A new main valve control eliminates the need for pilot lines, reduces pressure losses and lowers fuel consumption. Both the Cat 317 and 317 GC models come standard with new Cat Advansys bucket tips, which offer increased life, improved retention and fast changes to maximize uptime.

Leading performance-enhancing technology increases operator efficiency by up to 45%, delivering best-in-class productivity for the new Cat 317 Next Gen Excavator.

Cat GRADE with 2D automatically guides depth, slope and horizontal distance to grade through the touchscreen monitor, making even less experienced operators more accurate. Cat GRADE with Advance 2D or Cat GRADE with 3D are available options, while Cat GRADE with 2D is standard.

Standard on the Cat 317 model,

operators receive on-the-go weighing and real-time payload estimates to improve loading efficiency through Cat Payload technology. All critical operating data such as payload summaries, fuel usage and fault codes are captured by standard Product Link™ technology and can be accessed by fleet managers and office personnel via VisionLink® and the Cat App to boost fleet management efficiency.

### Remote Services

Cat Remote Services technologies leverage telematics data from the 317, enabling Cat dealers to remotely keep the excavator operating at maximum efficiency and productivity.

Remote Troubleshoot analyzes real-time machine operating data that enables dealer technicians to run diagnostic testing and pinpoint issues without impacting machine productivity, saving a service trip to the jobsite.

Remote Flash ensures the excavator is operating with the most current version of on-board software, while working around the machine's production schedule, so it delivers high performance, maximum efficiency and minimum downtime.

**To learn more about the 315 GC, 317 and 317 GC Next Generation excavators, please contact our dealership. ☎**



# FLEET MANAGEMENT

## TURN INFORMATION INTO ACTION

Whether you manage a few pieces of equipment or a large fleet, the amount of data today's assets and sites generate is overwhelming. You know that data contains valuable insights that can help you make smarter operational, maintenance and repair decisions, but who has the time and expertise to analyze the information?

The experts at the Caterpillar Fleet Monitoring Center and dealer centers around the world do. They have the tools and training to review and interpret your data, then recommend specific actions you can take to cut costs, reduce downtime, improve performance and enhance safety. No matter your brand of equipment, you can count on Caterpillar and dealer condition monitoring experts to help you make informed decisions that boost your fleet's reliability and performance.

### Why Condition Monitoring?

What if you could keep every asset operating at the highest level, every minute of every day, without adding headcount? That's what fleet monitoring helps make possible. Your Cat® dealer and the Caterpillar Fleet Monitoring Center do the heavy lifting—keeping on top of asset performance and health—so you can focus on running your agency operations. When we see anomalies or areas for improvement, we let you know proactively. The result? You make informed decisions based on real-world data, driving these budget benefits:

#### Control Costs

- Schedule repairs before failure, limiting unplanned downtime
- Perform maintenance when it's needed, not too soon or too late

- Extend component life by tracking condition, not hours
- Identify areas where you can reduce idle time and fuel burn

#### Improve Performance

- Allocate assets more efficiently
- Make changes to your application techniques that boost reliability
- Determine the ideal time to upgrade or replace older equipment

#### Reduce Risks

- Avoid safety incidents resulting from equipment or component failure
- Identify unsafe situations or risky behavior before accidents occur
- Monitor fatigue and distraction in the cab (requires the Driver Safety System)

#### Manage People

- Identify opportunities to train operators to work more accurately and safely
- Free up your internal resources for other jobs
- Catch and fix human errors before they lead to major issues

***To determine if fleet management services can benefit your agency, please contact our dealership. ☎***



# STARTING SMALL TO CREATE SOMETHING BIG

It all started with a small team and grew into something big—the Cat® 416 Backhoe Loader.

In November 1985, Caterpillar introduced its new backhoe loader product line. The Cat 416 was the result of five years of intensive market and user studies. Thousands of hours of competitive product evaluations and close to 2,000 customer interviews were conducted to determine what machine users needed, but were missing, in existing backhoe loaders.

From the start, a team concept was used on the project, which emerged from an internal product strategy conference. A small group of five was selected and given direction to lead Caterpillar's entry into the backhoe loader business.

In 1982, the project grew and employees from the U.S. and United Kingdom in Engineering, Manufacturing, Purchasing, Materials and Quality joined the team. By mid-1983, the first prototypes were running. The team approach brought the new product to fruition in a much shorter time than usual.

While the development of the 416 was swift and cost efficient, the emphasis remained squarely on quality and improved technology. Computer-aided design and finite element analysis played important roles in the creation of the backhoe loader.

Extensive laboratory and vehicle testing provided input to the designers so performance and durability goals could be met. The main frame, boom, stick and loader arms were laboratory tested



under maximum stress conditions to ensure strong structural life.

Originally, the 416 was introduced to more than 1,000 dealer principals at a Cat dealer meeting. They were extremely enthusiastic about the prospects of selling this high-demand product.

In 1985, the line was made reality in less than three and a half years after the first designs were put on paper. The machines rolled off the assembly line and into the hands of eager groups of customers.

By 1986, additional models, including versions specifically designed for Europe, were introduced.

Today, when you see a Cat backhoe loader on the job, just remember that many good things start small. 🐾

## APWA CALENDAR

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



### JUNE 24, 2021

The Click, Listen & Learn Program: **Lessons as First Responders: Responding to Extreme Winter Conditions in Texas** will be offered as a webinar.

### JULY 13, 2021

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

### JULY 29, 2021

The Click, Listen & Learn Program: **What is a Smart City?** 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:

### JULY 7, 2021

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

### JULY 13, 2021

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

### AUG. 2, 2021

The course, Core Certificate: **Foundations of Sourcing and Contracting**, 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**.





# NET GAIN

## IMPROVED COMPACTION EXTENDS LANDFILL LIFE

As the county seat of Montgomery County, Clarksville (pop. 161,886) is the fifth largest city in Tennessee. Located on the banks of the Cumberland River in northeast Tennessee, Clarksville's rich history permeates its riverfront and distinctive downtown architecture.

Clarksville's economic development, scenic beauty and recreation all center on the river. Impressive venues and restaurant patios provide magnificent river views. A 1.25-mile meandering riverwalk follows the majestic waterway, connecting downtown to the river. The Clarksville Downtown Marketplace is an added attraction. With more than 100 vendors, the outdoor market was voted #1 in America in the American Farmland Trust's "2020 Market Celebration."

Clarksville is also the home of Austin Peay State University, *The Leaf-Chronicle*—the oldest newspaper in Tennessee—and neighbor to Fort Campbell, a U.S. Army post that straddles the Kentucky-Tennessee border.

### Bi-County landfill

In 1974, Montgomery and Stewart counties formed a Solid Waste Authority. This foresight by county officials led to one of the best-run solid waste facilities in the country.

The Bi-County landfill, located seven miles east of Clarksville, is where all waste materials are taken for

Montgomery and Stewart Counties. Known worldwide, Bi-County Solid Waste Management operates a Class I landfill, and two Class III landfills that handle construction and demolition waste. On average, the Bi-County landfill receives 1,000 tons of waste on a daily basis.

Serving a 2,100 square-mile area with a combined population of more than 230,000, the 550-acre landfill conducts operations on 80 permitted acres. The current permitted Class 1 section is projected to close in 2030, while the current permitted Class III sections will close by 2040. A new 33-acre cell currently under development will remain active until 2040. Staff and engineers will continue to develop the remaining 300-plus acres for future permitted area.

Landfills are complex organizations required to meet challenging regulations that minimize negative effects on the environment's air, land, and water. In addition to meeting federal and state environmental regulations, Bi-County is also charged with increasing the amount of recycling it takes in each year.

Bi-County was the first government-run landfill in Tennessee to meet Subtitle D regulations for solid waste. Regulations established under Subtitle D ban open dumping of waste and set minimum federal criteria for the operation of municipal waste and industrial waste

landfills, including design criteria, location restrictions, financial assurance, corrective action (cleanup), and closure requirement.

### Higher compaction rate

Bi-County utilizes a fleet of Cat® 973 Track Loaders with a large bucket attachment to spread both Class I refuse and sludge that it receives from the Clarksville Wastewater Treatment Plant. Compaction is achieved with two 836K Landfill Compactors.

In the past, the Bi-County landfill was achieving a compaction rate of 1,461 lbs. per cu. yd. But since it started utilizing the Cat 836K machine equipped with GPS mapping, the landfill is now realizing a dramatically improved compaction rate of 1,703 lbs. per cu. yd., according to landfill executive director Mark Neblett.

“I’m proud of the guys that have managed it, and I’m proud of our board for approving the purchase of the compactor and installing the GPS system on it—it’s paid off,” says Neblett, who has a 30-year history working at the Bi-County landfill in various roles. “I think we gained an extra two to three years of life in that one cell because of the compaction rate we’re achieving. So we’re happy.”

Using GPS technology factory-integrated in the 836K, compaction is accomplished in fewer passes, improving efficiencies and reducing fuel consumption costs.

“The operators can look on a screen in the cab that has different color codes,” Neblett says. “If an area has only been passed over one time and maybe if we have two compactors going and a loader is pushing the waste, an operator can sometimes miss out on an area that they thought was compacted.

“Our operators can communicate with each other and view the same screen simultaneously. Once they’ve gone over everything four and five times, they see their screen is completely black and know that they didn’t miss anything. An operator riding on top of the waste has a sense of feel for when they’ve got something compacted, but I think this technology has helped us a lot in terms of greater efficiency.

“It also tells them if their lift is too thick,” Neblett adds. “One thing we stress with our operators is to try to spread thin lifts, so this technology helps us with that, too.”

Neblett says he pushed hard for the GPS system to replace the old method that relied on surveying with a hand-held rover.

“As our operators are working in a cell they shape the design of the landfill, and they know where they need to fill and also recognize the boundaries where you don’t want to get that area too high or too low. You don’t have to have anybody go out and shooting and checking.



“They have that information with them at all times, which means they are able to get the cover thickness accurate along with achieving more efficient compaction. We have reduced the number of passes, and it’s been very helpful—I really believe in it.”

### Cat 973K suited to landfills

Bi County makes extensive use of five Cat 973K Track Loaders for not only spreading sludge and general refuse, but also excavating earth for cover material for constructing the cells. The 973K is a versatile machine for loading, sorting, excavation, loading and moving sludge and spreading cover, and is well suited to a landfill or transfer station.

“Through the years, our guys have really liked running the 973 loaders,” Neblett says. “We use those in both our demolition and Class 1 landfills. Several years ago, we used them to load dirt when we needed to, and we still can. We just like the versatility of being able to use those machines when we need to cut out cells.”

Waste Handler arrangements on the 973Ks feature specially designed guarding and seals to take on the severe challenges of waste applications. A choice of buckets and track shoes allow further optimization for greater performance and longer, more reliable service life. Specialized guarding, striker bars and seals combine to help protect the machine and components from highly abrasive waste materials, impact and airborne debris. Final drive guarding helps prevent wire wrapping and damage.

“In the 30 years I’ve been here, in this waste we get into all kinds of things, like wires that get in final drives,”

*(Continued on page 12)*



**“An operator riding on top of the waste has a sense of feel for when they’ve got something compacted, but I think this technology has helped us a lot in terms of greater efficiency.”**

**– MARK NEBLETT**  
Executive Director,  
Bi-County Solid Waste Management

Neblett says. “Caterpillar has advanced and is constantly improving their technology to prevent that from happening with their guarding system. So we’re glad that they’re doing that because we’ve had some problems through the years with that and now it’s a lot better. There have been a whole lot fewer final drive repairs.”

Bi-County consults with its Cat dealer, Thompson Machinery, for guidance with machine selection, and depends on them for timely parts and service support.

“They do a good job helping us trying to decide on what equipment we might need that’s best suited for the application we have,” Neblett says. “When it comes to equipment maintenance, they have a local store that’s not far from us, which makes it convenient for parts. And when we need help with a repair, they come here whenever we need them.

“We have tried various equipment over the years, and Thompson Machinery does a great job providing us with the Cat parts we need in timely fashion,” Neblett adds. “The garbage doesn’t stop, it just keeps flowing in. So we have to keep our equipment going in order to handle it.”

**BI-COUNTY**  
SOLID WASTE MANAGEMENT

**CAT® FLEET**

**D5 Dozer**

**D6 Dozer**

**836K Landfill Compactor (2)**

**973K Track Loader (5)**

**120M Motor Grader**





# CAT® USED

## BUY USED HEAVY EQUIPMENT

With Cat® Used Heavy Equipment, you'll find great value and reliability. For generations, we have provided the used heavy equipment solutions that our customers rely on around the globe. In the most varied environments, across industries and oceans, we help hard workers get more done at a lower cost.

We have thousands of pre-owned heavy equipment options designed to provide the strength, power and durability you need to complete high-quality earthwork and construction jobs. Whatever your requirements, our dealership is prepared to help you find reliable equipment solutions.

### Cat Certified Used Equipment

Cat Certified Used equipment is selected, inspected and serviced to an even higher standard while helping you stay economical. We have a massive inventory of used equipment for sale, from construction equipment and power systems to attachments, mining machines and more. Whether you're looking for blades and augers or an upgrade for your old excavator, we have the machine you need.

Our machines are tough and designed for a diverse set of work environments. Even on rough terrain or in harsher conditions, these pieces of machinery are equipped to offer years of reliable service, as long as they're treated with the proper amount of care and maintenance.

### Why Choose Used Cat Equipment?

Caterpillar has one of the most extensive ranges of reliable heavy equipment in the industry. Sometimes

buying used equipment is simply the best choice. With machines priced lower than new equipment, you can expand your options without expanding your agency's budget. We have multiple price points to fit your budget. Pre-owned heavy machinery from Cat Used delivers legendary reliability.

Buying Cat Used heavy equipment comes with other major benefits as well. When you work with our dealership, you'll be able to:

- Search for the product you need: Cat Used has all the equipment you could ever need, including trucks, lifts, generators, loaders, tools, attachments and so much more. If you're looking for a specific model or hour range, we'll be glad to send a notification when the right product becomes available in your area.
- Receive high-quality support: Your Cat dealer knows the importance of equipment maintenance and support. You can count on our dealership to have an advanced level of experience and expertise in Cat equipment, which will help it last longer in your care.
- Increase job efficiency and reliability: Cat Used equipment helps you get more done, which means faster turnaround times on completed projects. Thorough inspections help protect your investment so you can enjoy the most significant gains from each machine or tool.

***With Cat Used, you'll find quality options in all age and hour ranges—and at multiple price points to fit your agency's budget. Go to [CatUsed.com](https://www.catused.com) to browse available equipment, or contact our dealership to place an order today. 📞***



## LEVERAGE CAT® VALUE

A CUSTOMER VALUE AGREEMENT (CVA) IS A HASSLE-FREE OWNERSHIP PLAN TO GET THE MOST FROM YOUR CAT® EQUIPMENT. GENUINE CAT PARTS ARE SUPPLIED TO YOU WITH INSTRUCTIONS FOR HASSLE-FREE MAINTENANCE.

You get the security of an Equipment Protection Plan (EPP) to avoid unexpected costs for unplanned repairs. All the keys to machine health management conveniently display on your phone. And it all can be rolled into your monthly machine payment. It's one easy plan to leverage Cat value—beyond the machine—to maximize your investment and lower ownership costs.

### What's included in a CVA?

#### Hassle-Free Maintenance

- Planned Maintenance (PM) parts supplied to you.
- Your machine gets on-time maintenance for optimal health.

#### Expert Dealer Support

- For unexpected issues under coverage, dealer experts troubleshoot, diagnose and repair with Genuine Cat parts.
- Equipment Protection Plan coverage efficiently reduces your risk of unplanned costs.

#### Hassle-Free Ownership

- CVAs are eligible to be included as part of your monthly machine payment or with a monthly Cat Card payment.
- One fixed payment keeps your PM costs predictable and stress-free.

### Peace of Mind from Equipment Health Management

- Get connected machine information to help you optimize your operation.
- Monitor machine fuel burn to track your fuel efficiency.
- Receive maintenance alerts on machines approaching service intervals.

With a CVA, all genuine Cat parts are provided to you in time for planned maintenance, which gives you up to 50 percent longer component life. Plus, you get peace of mind with a 3-year Equipment Protection Plan for Powertrain, Hydraulics and Technology included.

### CVA Options for Used Machines

When you buy a Cat Used or Cat Certified Used machine, you trust the quality that comes with it, and want longevity for your investment. CVAs for used equipment provide you with the right parts, delivered right on schedule. Machine insights you can track on your phone. And additional, flexible service options support your operation.

The **Cat Used CVA** combines delivered parts, optional dealer service and convenient insights on machine hours, location, fuel burn, fault codes and maintenance events. All-in-one plan to support your used machine. It's a one-stop shop that makes your machine easy to own and ready to work.

The **Cat Certified Used CVA** combines delivered parts, an Equipment Protection Plan, optional dealer service and machine insights like machine hours, location, fuel burn, fault codes and maintenance events—all in one plan. Available in one machine payment, it's a one-stop shop to keep your machine easy to own and ready to work.

**For more information about extending the life of your Cat machine with a CVA, please contact our dealership. ☎**



# JOINT PURCHASING

## BEST VALUE FOR THE MONEY

### COOPERATIVE PURCHASING CAN HELP YOU SAVE TIME AND REDUCE RISK.

Cooperative purchasing combines the requirements of several public procurement agencies into one contract, so you can leverage the cost savings of volume purchases, delivery and supply chain advantages, best practices and reduced administrative time and expenses.

Instead of sending out a request for proposal (RFP), evaluating several bids and then awarding a contract, cooperative purchasing agreements are already negotiated and ready to enact—meaning you can get the equipment you need faster.

In addition to the time savings and bulk cost savings mentioned above, cooperative purchasing also helps you manage risks through planned maintenance. Genuine OEM parts, expert dealer service and even rental options. Ultimately, cooperative purchasing with Caterpillar helps your resources go further.

We work with leading public sector agencies—Sourcewell and OMNIA Partners—to develop a range of contracts to suit the needs of municipalities and other governmental agencies.

#### Sourcewell

Sourcewell (formerly NJPA), is one of North America's largest governmental cooperative contract holders. Cooperative contract use is a fast-growing trend for governmental purchases, thanks to its simple process and time-saving benefits. Additionally, it provides member agencies with the ability to make decisions based on overall value.

As a member of Sourcewell, you can select from more than 120 models spanning 14 product families—all available with the exceptional service and support only the Cat dealer network can provide. You can further enhance your options by using Sourcewell for used equipment purchases, machine rentals, parts, service and sourced goods.

Sourcewell (Contract 032119-CAT) provides easy access to the following types of goods and services:

- Motor graders
- Backhoe loaders
- Wheel loaders
- Skid steer, multi-terrain, & compact track loaders
- Dozers & track loaders
- Track excavators, wheel excavators, & material handlers
- Landfill equipment
- Articulated trucks, rigid frame trucks, & wheel tractor scrapers
- Telehandlers
- Pavers, compactors, cold planers, & reclaimers
- Work tools & attachments
- Used equipment, parts, & service

Sourcewell (Contract 062320-CAT) provides a wide variety of options for all of your rental needs.

#### OMNIA Partners

Through OMNIA Partners (formerly National IPA), you can procure heavy equipment, accessories and related services through the Cat dealer network.

Contract #161534 was competitively solicited and publicly awarded by the City of Tucson as the lead agency. The agency used a competitive solicitation process consistent with applicable laws and regulations.

OMNIA Partners employs a team of experts dedicated specifically to municipal buying. OMNIA Partners empowers your agency to make budgets work harder than ever.

**To learn more about the benefits of joint purchasing, please contact our dealership. ☎**

# THE CHOICE IS YOURS.

NEXT GENERATION CAT®  
SMALL AND WHEEL EXCAVATORS.

The Next Generation Cat® Small and Wheel Excavator range offers you the most versatile machines to get the job done.

The range includes:

- **M320 Wheel Excavator.** Quick, powerful and easy to operate, it travels easily on the road between projects.
- **315 GC Excavator.** High performance and outstanding operator comfort at a lower cost per hour.
- **317 Excavator.** A precision machine that delivers amazing performance and leading technology.
- **317 GC Excavator.** Powerful and adaptable, it can be easily transported on a trailer behind your truck.

To find out more, talk to your local Cat dealer or visit [Cat.com](http://Cat.com).



**CAT**®  
LET'S DO THE WORK.™