

CUSTOMER SUCCESS

CAT® ADVANSYS™ GET

A performance comparison study of Cat® Advansys™ Ground Engaging Tools (GET) vs. Volvo Tip was conducted with the goal of validating the value of the Advansys GET system against competition. This study was conducted in Costa Rica by the MATRA dealer on a 325 excavator in a high impact and abrasive quarry application.



THE CHALLENGE

- The customer said he used 90% of Volvo GET in his machines for duration and quality, supported by a lower cost per hour.

THE SOLUTION

- It was requested for the customer to run a field test that both parties could audit and take step by step. The machine used was a Cat 325 working in an application where the GET did not exceed 400h (Volvo GET). A joint visit was made, we talked with the operator and managers to understand the way they were measuring their metrics and cost per hour. Once understood, the dealer PSSR introduced Cat Advansys as a new GET solution and also a recommendation for a monthly follow-up measurement. Understanding the customer's application as well as how he measured GET performance was key for the success of this test and to provide a strong business case to the decision maker.

LET'S DO THE WORK.™

The information contained herein are actual customer results obtained under conditions specific to the customer site, application, environment, and operation and maintenance practices. Caterpillar implies nothing further, and no one should infer that using the Cat products described herein will result in the same or similar benefits as defined in the document.

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THE CUSTOMER RESULTS

Productivity Savings

The customer wants to continue using Cat GET in the tests resulting in superior performance, with the Cat tip reaching 1200 hours compared to the 400 hours with Volvo.



TIPS
LAST
3X
LONGER

