

GOVERNMENTAL SOLUTIONS

FALL 2019

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES

VITAL RESOURCE

CAT GENERATOR SETS KEEP YOUR AGENCY OPERATIONAL WHEN POWER FAILS

KEEP YOUR DISTANCE

TIPS TO STAY SAFE WHEN WORKING BENEATH POWER LINES

40%
IMPROVEMENT

PROPER MACHINE USAGE AND GPS-BASED EQUIPMENT HELPS OPERATORS DRAMATICALLY IMPROVE COMPACTION EFFICIENCY

CATERPILLAR®



PURPOSE BUILT

299D2 XHP LAND MANAGEMENT COMPACT TRACK LOADER INTRODUCED

The Cat® 299D2 XHP Land Management Compact Track Loader is a purpose-built machine for governmental agencies working in demanding vegetation-management applications. The new machine works well in jobs like mulching, brush-cutting, site preparation, and right-of-way clearing.

The 299D2 XHP's powerful Cat C3.8 engine and high-flow/high-pressure auxiliary hydraulic system provide optimum performance when powering high-production, hydro-mechanical attachments such as mulching heads and brush-cutters.

For extended intervals of uninterrupted work, the machine features a 58.1-gallon fuel tank. This is 80 percent larger than the tank on standard 299D2 XHP models, and provides an estimated run time of 11 to 12 hours.


Factory-equipped seal and cover components restrict debris and other material from entering the engine compartment and lower frame. A debris deflector channels any material created by rotating attachments away from the front of the cab for added safety.

Special parts and covers prevent debris from collecting on engine and emissions components.

Additional Features

The cooling system's hydraulically driven, on-demand fan operates only when required, saving fuel and reducing sound levels. The reversing fan clears intake screens and can operate in both automatic- and momentary-purge modes.

A torsion-axle-type, undercarriage-suspension system provides independent vertical movement between the frame and undercarriage. The system distributes loads and absorbs shocks and vibrations that can occur when operating in uneven conditions. This isolates the frame and provides a smoother ride for operators, and protects the machine from unnecessary stress.

Visit our dealership or Cat.com to learn more about efficiencies made possible with the 299D2 XHP Land Management Compact Track Loader. 

299D2 XHP LAND MANAGEMENT SPECIFICATIONS	
Operating Weight	12,752 lb
Gross Power	110 hp
Tipping Load	12,429 lb
Ground Pressure	5.9 psi
Travel Speed	8.3 mph

4 Stretching Your Budget

Making the most of cooperative purchasing

5 Quiet Revolution

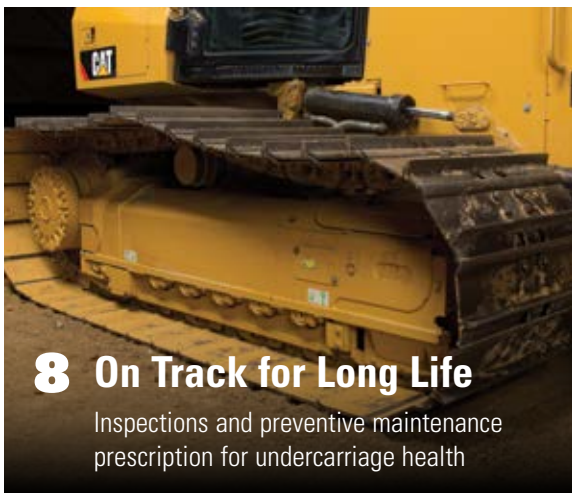
Electrification reduces emissions and noise, improves machine efficiency

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Cat generator sets keep your agency operational when power fails

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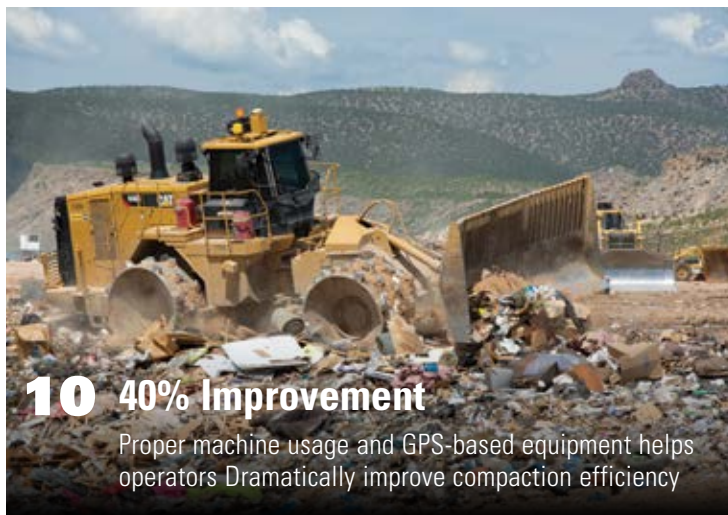


ON THE COVER:

Danita Boettner, PE, Landfill Manager, Caja Del Rio Landfill, Santa Fe, N.M., helped improve compaction efficiency by bringing in Cat landfill reps for a consultation on how to better utilize the AccuGrade CCS900 Compaction System.

9 The New Cat® App

Easily accessible fleet management services



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Proper machine usage and GPS-based equipment helps operators Dramatically improve compaction efficiency

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- Cat technology proven effective in preventing machine theft.
- The Caterpillar Work Tools Distribution Center in Waco, Texas, is donating wooden shipping crates to build weather-tight homes for needy dogs.
- The Building Construction Products Division facility in Sanford, North Carolina, marks two decades of skid steer loader production this year.

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**.



STRETCHING YOUR BUDGET

MAKING THE MOST OF COOPERATIVE PURCHASING

WHAT ARE THE ADVANTAGES OF COOPERATIVE PURCHASING FOR GOVERNMENTAL AGENCIES?

The concept of “cooperative procurement,” is to combine the procurement requirements and purchasing power for multiple municipal agencies, into a single solicitation effort that results in a contract. This saves your agency time and money. And you're able to make a better-informed purchase. Cooperative solicitations allow for the inclusion of subject matter experts across a wider base, as opposed to the limited knowledgeable resources available within a single contracting agency.

HOW IS COOPERATIVE PURCHASING FOR GOVERNMENTAL AGENCIES DIFFERENT THAN PRIVATE SECTOR?

Governmental and non-profit organizations often have to follow much more stringent public procurement guidelines and rules to ensure transparency, open competition and best practices in spending taxpayer and ratepayer dollars. It is important to note that cooperative procurement is a contracting methodology approved by the American Bar Association.

WHAT ARE SOME COMMON PROCUREMENT CHALLENGES FACING GOVERNMENTAL AGENCIES, AND HOW CAN THEY BE ADDRESSED?

Two key issues face procurement teams across the nation. First, the work environment is changing, with shrinking workforces through budget cuts, attrition and retirements. Second, the work itself is becoming more complicated. With growing demands from customer departments, it's becoming ever more difficult for procurement teams to be strategic.

One of the ways to stay ahead of the curve is to spend some time researching already established cooperative contracts and

added-value services they may provide. Some contracts also offer consultative services, assessments and subject matter experts as an additional resource.

CAN YOU OFFER SOME BEST-PRACTICE TIPS FOR GOVERNMENTAL AGENCIES TO BECOME MORE STRATEGIC?

While public procurement rules and polices apply, any procurement professional also needs to balance within their agency's structure, culture, and politics. If an organization takes a very conservative view on a policy, then procurement may be more risk-averse in its contracting opportunities. If a city or school district is progressive, then procurement may have more leeway to implement pilot programs for new technologies. As a former purchasing agent, here's three guidelines that worked for me:

- 1. Challenge the status quo.** If there isn't a procedural or legal reason, then start to question and propose changes to improve the process.
- 2. Be open to learning.** While each procurement professional has skills sets, we can't possibly know everything. Everyone can continue to learn and evolve, otherwise, we aren't keeping up with the times.
- 3. People matter.** Whether you are working across your own organization, or with representatives from the vendor community, mutual respect is always important. 🙌

Tammy Rimes is an author, keynote speaker and procurement consultant, who served as former Purchasing Agent for the City of San Diego, and is current Executive Director of the National Cooperative Procurement Partners Association.





QUIET REVOLUTION

ELECTRIFICATION REDUCES EMISSIONS AND NOISE, IMPROVES MACHINE EFFICIENCY

Electrification means a machine, product, or system, operates using electricity when it hadn't previously. This results in machines with better efficiency, lower fuel costs, fewer emissions and less noise.


Cat® electrified machines are already at work on jobsites around the globe:

- **D6 XE Dozer** – The world's first dozer with high drive electric drive. Fuel efficiency is improved by up to 35 percent compared to the previous model.
- **988K XE Wheel Loader** – Fully integrated electronic engine controls work in concert with the entire machine to improve overall efficiency by 25 percent.
- **300.9D VPS Mini Excavator** – Dual Mode Selection provides a choice of diesel or electric power. Produces zero emissions when connected to a remote electrical power unit.

And there's more to come. The 906 Compact Wheel Loader is a concept machine with a fully electric drivetrain powered by a lithium-ion battery. Because machines are used for a wide variety of applications, and customers' priorities differ, Caterpillar is developing a large range of electrified equipment:

- **Fully electric products** – Featuring single or multiple non-engine electric power sources, these machines are best suited for environments where eliminating emissions is key—underground, indoors, and urban areas. One example is the next generation battery-powered R1700 Mining Loader.
- **Diesel-electric products** – Connecting an engine to an electric generator, or other electric power source, these machines are ideal for operations where using less fuel is a priority. The D7E Dozer features a diesel-electric powertrain that delivers up to 30 percent better fuel efficiency.
- **Hybrid products** – Working alongside an engine, numerous other power sources—batteries, tethered or cable-powered electric systems, hydraulic accumulators, high-speed flywheels—can reduce emissions and improve efficiency.

New Cat electrified machines will help governmental agencies work more efficiently and cost effectively.

Visit our Cat dealership to learn more about the ways electrified equipment can reduce emissions and/or help stretch your agency's budget. 



VITAL RESOURCE

CAT GENERATOR SETS KEEP YOUR AGENCY OPERATIONAL WHEN POWER FAILS

WHEN MOST PEOPLE RETREAT TO THEIR BASEMENTS OR OTHER SHELTERS TO WEATHER SEVERE STORMS, YOUR CREWS GO TO WORK TO PROVIDE VITAL COMMUNITY SERVICES. IT'S WHAT YOU DO. BUT TO COMPLETE THE WORK, YOU NEED A RELIABLE POWER SOURCE.

Cat® generator sets provide a variety of reliable power sources to support your agency's vital operations, no matter the type or scope of your work.

Diesel Generator Sets

Cat diesel generator sets come in a range of options to match your power needs.

From 6 to 14,040 ekW (7.5 to 17,550 kVA) of power potential, Cat diesel-fueled generator sets

are built to world-class standards for high efficiency and low fuel consumption.

For prime, continuous, or standby power service, Cat commercial and industrial diesel generator sets deliver reliable, clean, economical power—even in the most demanding conditions.

Gas Generator Sets

Ranging from 20 to 9,700 ekW (25 to 12,125 kVA) in a single unit, Cat gas generator sets provide reliable operation with a wide range of fuels including natural gas, biogas from landfills and digesters, propane and alternative fuels.


The EMCP 4 control panel, with a user-friendly interface, provides extensive information about power output and engine operation. No two power needs are alike, so there is a broad range of accessories and bolt-

on, system-expansion attachments to meet your agency's requirements.

Gas Standby Generator Sets

From natural disasters to unexpected outages, Cat gas standby generator sets provide power when the grid is down. Whether you're responsible for powering an office or a machine fleet, the gas engines, generators, and ancillary equipment protect your operation.

Many Cat standby generator sets are capable of being ready to accept full load in 10 seconds and run continuously for the duration of the outage. With extended maintenance intervals, units are ideal for powering through long outages without interruption.

Visit our dealership or Cat.com for help selecting the type and size of generator set to fit your agency's needs. 



MAKING AN INFORMED CHOICE

DEALERSHIP HELPS IN DECISION TO SELL MACHINES OR REPAIR AND KEEP IN FLEET


There comes a time in the life of every machine in your agency's fleet when you must decide whether to sell or make necessary repairs and keep the equipment. Our trained professionals can provide your agency with the information required to make that decision.

We'll provide repair estimates, as well as determine the machine's resale or trade-in value, so you can decide the best course for your agency. Repair estimates cover everything from appearance and cab condition to operational concerns. The value of machines is determined by several factors:

- **Appearance** — Paint condition, cosmetics, and any field modifications influence the machine's value.
- **How the machine is equipped** — Does the machine have a cab or a canopy? Is it equipped with air conditioning? What type of transmission does the unit have? What kinds of attachments can be operated by the machine?
- **Mechanical condition** — All machines are thoroughly inspected for problems and defects. Our technicians check for leaks, make sure the transmission shifts through all gears

and directions, and test power to determine the mechanical condition.

- **Machine age** — Buyer preference for the year and model helps determine machine value. Engine configuration, hydraulics and horsepower make some years and models especially popular with buyers.
- **Use and hours of operation** — Generally, machines with fewer hours of operation are more valuable. How the machine was used affects value. Rough applications, such as landfills, affect appearance and performance and decrease value.
- **Undercarriage and tires** — Undercarriage or tires are wear items, and repair or replacement can be expensive. The more remaining life on these items, the greater the machine's value.

Contact our dealership to determine the cost of repairing and keeping a machine in the fleet, as well as the resale value, to help you make an informed choice and enable you to wring the most out of your equipment budget. 



ON TRACK FOR LONG LIFE

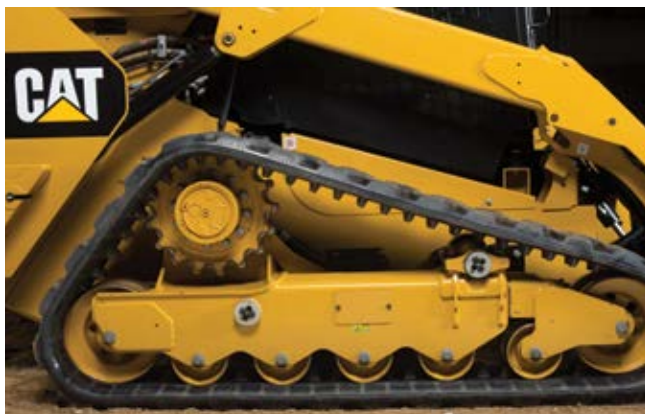
INSPECTIONS AND PREVENTIVE MAINTENANCE PRESCRIPTION FOR UNDERCARRIAGE HEALTH


Preventive maintenance and regular inspection of undercarriage components are critical to long-life and trouble-free performance of tracked machines. Preventive maintenance helps correct small problems before they become larger ones, enabling your agency to schedule necessary repairs, and lengthens the life of components. Here's how:

- **Daily Inspection** — Examine undercarriage daily for missing or broken parts, and physical damage such as cracks and impact marks that may indicate

component damages. Check tracks for cuts, missing sections, and uneven wear.

- **Proper Tensioning** — Inspect track tension daily. Proper track tension is essential for undercarriage performance and maximum service life. A loose track can cause the track drive lugs to jump over sprocket rollers, which can result in accelerated wear or damage to track drive lugs. A track that is too tight also causes accelerated undercarriage wear.
- **No Mud** — Keep the undercarriage clean from caked-on mud and debris to prevent premature wear. Use a pressure washer, when available, to clear the undercarriage of mud, gravel, debris and other abrasive materials on a regular basis.
- **Listen to Operators** — Operators know their machines better than anyone else. Early detection of problems is possible by paying attention to operators' comments on machine performance. Issues with operation, braking, and steering are often signs of undercarriage problems.



Speak with the trained professionals at our dealership to learn more about keeping your track machines in good working order. 

CAT® APP

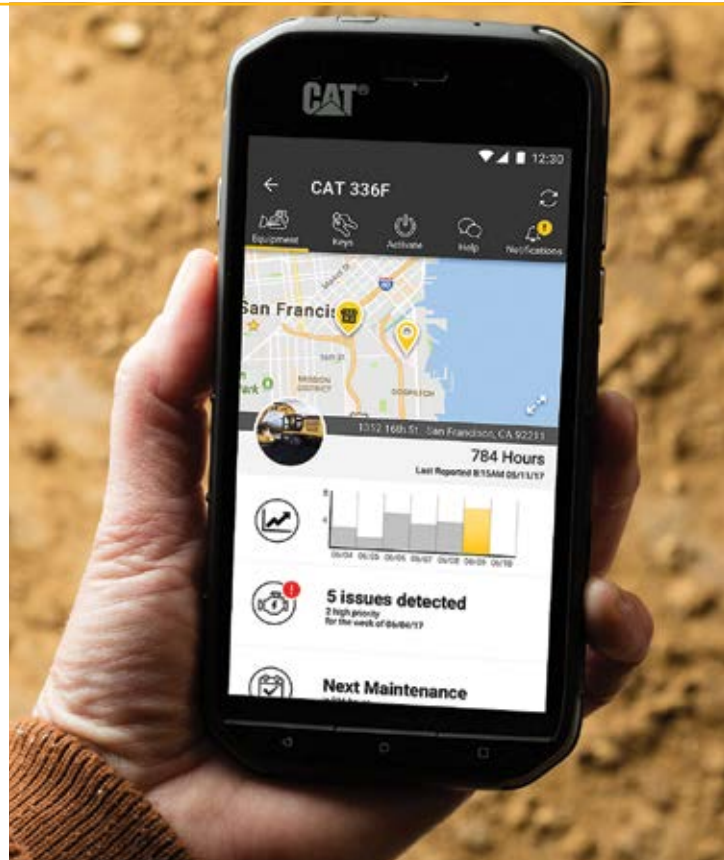
PROVIDES EASILY ACCESSIBLE FLEET MANAGEMENT SERVICES

The new **Cat App** is a simple, easy-to-use fleet management tool that conveniently fits inside your pocket. With a touch of a screen, the app provides real-time access to fleet data and insights that can save your agency time and money.

The **Cat App** enables you to:

- Monitor machine health
- Stay on top of maintenance
- Track hours, location, fuel burn and utilization
- Order parts and request service
- Activate Product Link™ devices

Download the **Cat App** from the Apple or Google Play stores today to more easily monitor and manage your agency's fleet. 📱



APWA CALENDAR

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



OCT. 24, 2019

The Click, Listen & Learn program, Addressing Drainage Concerns with 2D Hydraulic Modeling, is being offered as a webinar.

NOV. 21, 2019

The Click, Listen & Learn program, Facility Maintenance Efficiency Strategies, will be offered as a webinar.

DEC. 5, 2019

The Click, Listen & Learn program, Talking Top Tech: Augmented Reality Edition, is available 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:

OCT. 21, 2019

The course, Developing and Managing Requests for Proposals, will be held in Frankfort, Kentucky.

OCT. 29, 2019

The class, Total Cost Analysis for Best Value Decisions, will be offered in Tampa, Florida.

DEC. 2, 2019

The course, Sourcing in the Public Sector, will be held in Conway, South Carolina.



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



40% IMPROVEMENT

PROPER MACHINE USAGE AND GPS-BASED EQUIPMENT HELPS OPERATORS DRAMATICALLY IMPROVE COMPACTION EFFICIENCY



THREE YEARS AGO, SHORTLY AFTER DANITA BOETTNER, PE, BECAME LANDFILL MANAGER AT CAJA DEL RIO LANDFILL IN SANTA FE, NEW MEXICO, THE SANTA FE SOLID WASTE MANAGEMENT AGENCY

WAS INVITED TO PARTICIPATE IN A CATERPILLAR CONSULTATION OPPORTUNITY FOCUSED ON BETTER UTILIZATION OF THE ACCUGRADE CCS900 COMPACTION SYSTEM, INCLUDING MACHINE BEST PRACTICES. SINCE THE CAT® LANDFILL FIELD REPS' INITIAL ONSITE EVALUATION AND MACHINE OPERATION ASSESSMENT IN 2017, COMPACTION EFFICIENCY AT THE SITE HAS IMPROVED BY APPROXIMATELY 40 PERCENT.

"We found that we were compacting upper layers, but there was still fluffy material underneath," Boettner says. "The Cat landfill field reps taught us the importance of thin lifts, and really being patient on the working face."

The agency strives to place lifts that are less than two feet thick when utilizing the Cat® 836K Landfill Compactor. "It's a team effort. It's more than just the compactor. The dozer operator works to push waste into thin lifts, while the 836K does its job to compact," Boettner states.

A Cat® 836K Landfill Compactor is outfitted with the Accugrade CCS900 Compaction System receiver, which provides real-time performance data to the operator and records data for management to assess. The scope of the agency's system extends beyond the compactor. The compactor system utilizes design information for building the landfill, and provides the operator with real-time guidance for building and feedback on how compact material is at the same time. Information is also loaded on a D8T Dozer and 623G Scraper, enabling the machines to work together as a team. "We can excavate cells, build the landfill, compact, and do all that efficiently. We don't have to work off survey stakes, or wait on a surveyor to come and stake things out for us," Boettner notes.



Roll Away

Cat Compaction Algorithm (CCA) indicates whether the compactor is effecting change, or not. Compactor operators work a specified area as long as materials are being compacted, rather than focusing on a specified number of passes. "They can roll the waste as much as they want. We want them to pay attention to where they're rolling, and whether the machine is compacting," Boettner says. "Ultimately, our concern is the life of the facility. The more compact the waste is, the longer the life of the facility."

The unit records what the wheels touch, and alerts operators when machines move outside the prescribed work area. Being able to monitor where compaction is taking place is some of the most valuable information that the system provides, Boettner believes.

The color of the screen in the cab provides operators with instant input on how efficiently they are working. A blue-green hue means compaction is good, a lot of red indicates poor compaction, and black means the lift is too thick. "They can use that screen to make themselves better operators," Boettner says.

It's important that operators understand what they're doing with the compactor to turn the screen green. "Ask yourself the question: What were you doing to make it green? It's feel, as well as visual," Boettner notes.

(Continued on page 12)



Fleet Management

Cat® machines at Caja Del Rio Landfill:

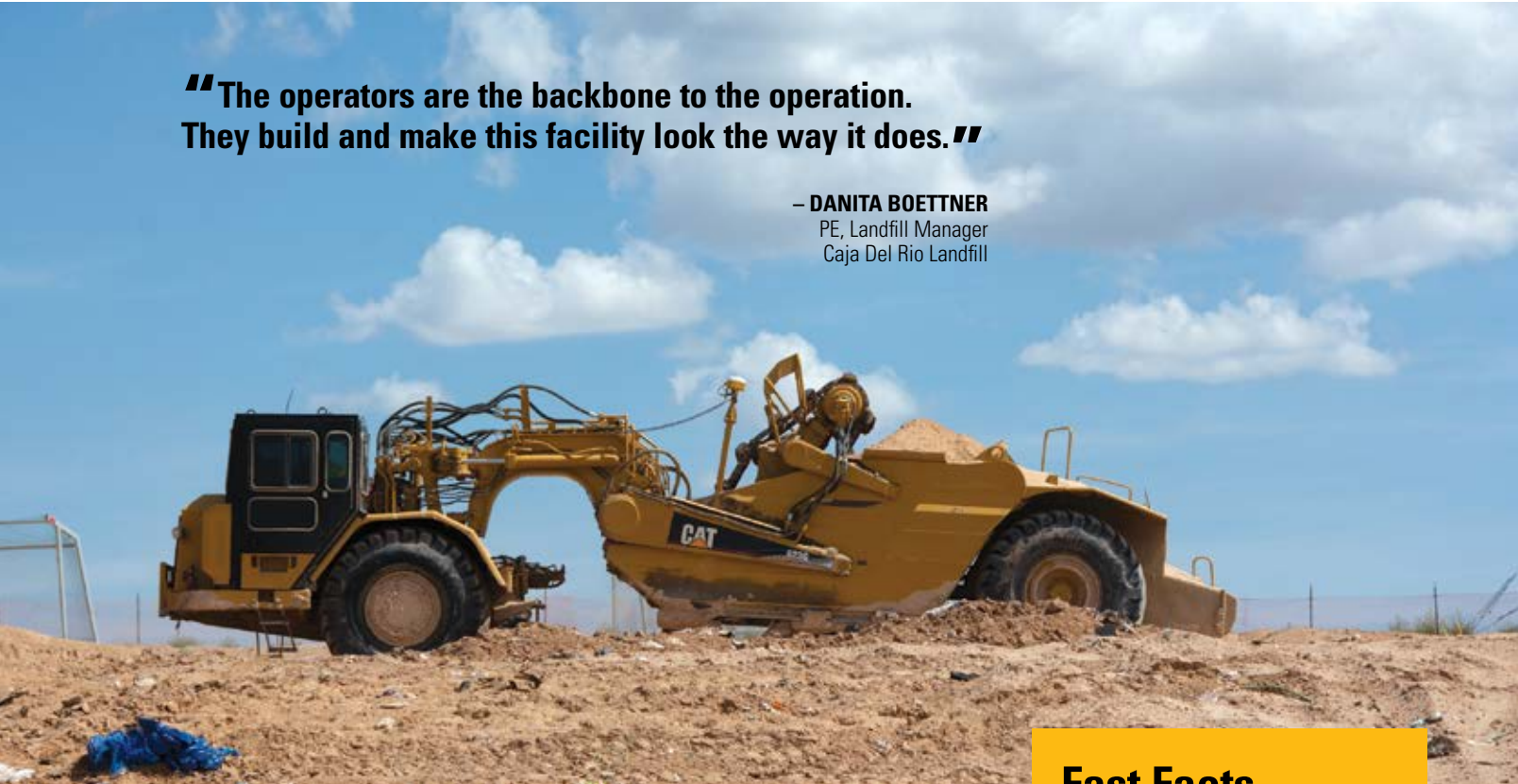
- **D8R Dozer**
- **D8T Dozer**
- **623G Scraper**
- **836K Landfill Compactor**
- **836G Landfill Compactor**
- **826H Landfill Compactor**

Caja Del Rio Landfill's fleet currently includes two Cat dozers, three landfill compactors, and a 623G scraper, amongst others. A 623K Scraper has been ordered to complement the machines in the fleet, and the agency plans to replace the 836G compactor with a new machine in the next year. The agency's goal is to have pairs of each type of machine, so there's always a machine available to work, even if one goes down. "It is absolutely necessary to have two," says Danita Boettner, PE, landfill manager. "The waste doesn't stop. We have to have equipment on standby, to be sure we can continue to operate."

When the Agency purchases a new machine, the older model is typically transitioned to the role of backup. Generally, machines stay in the fleet for approximately 10,000 hours. Machine health and operating costs are monitored to determine when it's best to replace or rebuild a machine. "We track operation and maintenance costs to see where we're at, and at a certain point a machine becomes so expensive to operate and maintain that it makes sense to either buy a new machine or rebuild a unit," Boettner says.

“The operators are the backbone to the operation. They build and make this facility look the way it does.”

– DANITA BOETTNER
PE, Landfill Manager
Caja Del Rio Landfill



In two visits to the site, Caterpillar landfill field reps provided operators with practical tips to improve compaction, such as making gradual turns on the working face, compacting thin lifts, and rolling not only in one direction but also diagonally. "We don't want operators to make sharp turns with the compactors because that fluffs up materials; we want the waste to be tightly knit," Boettner says.

No Rush


The system enables Boettner to track compaction. When she notices a dip, she talks to operators to find out what's happening. "Are we in a confined area? Has it been raining, so it's muddy? It can be a number of reasons," Boettner says. "But usually, it's patience. Operators must have patience with the material. We have to manage the tipping face. The dozer operator can't be overzealous, and push material in an area where the compactor hasn't finished compacting yet."

There will be blips in performance, but the overall trend must be toward improved efficiency. Boettner shares

data-based results with operators to show how much they've improved. "I want operators to see it as a tool, not in a negative way," Boettner says. "The most important thing for operators is that they learn what they're doing to be successful."

As manager, the ability to monitor compaction has been a great asset to Boettner.

"I can pull information on how much volume was consumed within a given period of time. I can evaluate how much dirt went in. That's invaluable," Boettner says. "Some operators embrace it more than others, but knowing how the operation is working as a whole is critical from a planning perspective."

Boettner plans and guides, and operators make those plans a reality. And they know as long as their compaction is up and their screens are "green," they're moving in the right direction. Boettner says, "I simply provide the guidance and feedback; the operators are the backbone to the operation. They build and make this facility look the way it does, while maintaining compliance." 

Fast Facts

- Caja Del Rio Landfill is operated by the Santa Fe Solid Waste Management Agency. The landfill processed approximately 160,000 tons of material in 2018.
- The landfill's life expectancy is estimated at 40 to 50 years. "A large portion of the facility is open land. We can only allow our landfill footprint to be 500 acres or less in accordance with regulations," says Danita Boettner, PE, landfill manager
- Caja Del Rio Landfill is fully engineered, so everything is lined. Leachate and gas are collected at the site.
- The landfill is located in a volcanically derived area of the Rocky Mountains. Blasting to construct the landfill created a rock quarry onsite. "We have a large stockpile of material. When that stockpile is gone, the rock crushing operation will no longer exist. The new landfill cells that have been permitted, which are currently being excavated, shouldn't require additional blasting," Boettner says.



[CAT.COM/SAFETY](https://www.cat.com/safety)

KEEP YOUR DISTANCE

TIPS TO STAY SAFE WHEN WORKING BENEATH POWER LINES

It will happen. Your agency's crews will be forced to work beneath active power lines. With a few precautions, this work can be completed successfully and safely:

- Before starting any job, scan the site for power lines. Look for barriers underneath power lines, warning signs, or high visibility spheres on the lines themselves.
- If lines are unmarked, install appropriate markers for each line. This should include signs in both directions and on both sides of the right-of-way.
- Operators must read — and follow — overhead power line instructions and warnings in each machine's operation and maintenance manual.
- When approaching power lines, lower machine implements and attachments as low as possible.
- Properly trained spotters greatly improve safety, and should be used when working in the vicinity of power lines.
- Be aware if anything is different about the power lines, such as sagging or missing lines. This may mean a line is on the ground.

If contact is made with power lines:

- Stay calm, and stay in the machine.
- Shift to neutral, set the parking brake, and shut down the engine.
- The operator must remain seated in the cab until another person locates the line. While it may seem safe to the operator, a spotter has a better view of the machine and jobsite and is able to make a better-informed decision when to safely leave the cab.
- If not present, a supervisor should be called immediately for assistance.
- Call the utility company, and secure the area. Keep all personnel away from the secured area.
- Have the affected machine carefully inspected before it is used again.

Contact the trained professionals at our dealership to help you learn more about keeping your agency's crew safe on the jobsite, no matter the conditions. 🚧



NO WORRIES

CAT TECHNOLOGY PROVEN EFFECTIVE IN PREVENTING MACHINE THEFT

Your calendar and inbox are both overflowing. Cat® technology can help by simplifying theft protection. From geo-fencing capabilities that alert your agency when equipment is moved outside pre-determined boundaries to control over who operates machines and when, Cat Technology helps keep your fleet safe.

- **Cat Link Technology, Basic Service** (Cat Basic) is a telematics option which enables geo-fencing to help prevent theft and unwanted operation. Geo-fencing enables you to create a virtual perimeter around your agency's yard or a jobsite. During working hours, geo-fences act as a safety feature by shutting down the engine if a machine is operated outside a designated area. After hours, geo-fencing technology notifies your agency if there is unauthorized movement. GPS tracking enables stolen equipment to be tracked and easily located. This reduces insurance costs, and facilitates faster recovery when equipment is stolen.

- **Cat Detect with Machine Security Systems** enables your agency to control who operates machines, and when, by requiring a special electronic key or pass code to start equipment. With the system, machines start only when a unique MSS Key is inserted into the ignition. This prevents unauthorized personnel from starting machines. Only a yellow or gray security key can start machines when the system is armed. Each security key is unique, so operators can be restricted to certain machines or hours of operation. The system can also be programmed so the standard black key may be used during regular work hours, then reverting to security keys after hours.

Contact the trained professionals at our dealership to learn more about the ways Cat technology can help prevent machine theft — and faster recovery, to help keep fleet uptime high. Sharpen your focus on keeping your crew safe, and completing the work within budget. ☎

BEYOND RECYCLING

The Caterpillar Work Tools Distribution Center in Waco, Texas, has traditionally recycled the wooden shipping crates used to transport work tools. Then everything went to the dogs. Literally.



In anticipation of a bitter cold snap this past winter, Waco residents formed **Cribs for Canines** to build dog houses for those who couldn't afford proper shelter for their pets.

Ray Sanders, Waco facility operations manager, agreed to help the cause by donating crates to build weather-tight dog houses. "Donating the intact crates provides protection for dogs who might otherwise be left out in the cold, rain, and occasional snow and ice," Sanders says. "It feels really good to contribute to the community, and know that these pups are able to sleep better at night."



Cribs for Canines provides dog houses at no cost to help protect dogs that are fenced or chained outside and lack adequate shelter. Built with 2 x 4 roofs to create rain runoff, the doors of the structures have commercial curtains (plastic strips) in place to keep out rain and snow. The houses are painted and include bedding to help pets stay warm.



Two Decades of **Excellence**

Opened for its first full year of production in 1999 with the first A-Series of skid steer loaders, Caterpillar's Building Construction Products Division facility in Sanford, North Carolina, is celebrating 20 years of success.

A workforce of more than 1,300 produces Caterpillar's Skid Steer Loaders, Multi Terrain Loaders and Compact Track Loaders at the facility. Recently, the 300,000th machine was produced at the plant. The facility launched the B series in 2004, the C series in 2007 and is now producing the D series of Cat machines.





NOW AVAILABLE! 9-YEAR TERMS ON CAT® MOTOR GRADERS

OWN AND OPERATE EQUIPMENT FOR LESS

We understand the unique needs of your business. Now through June 30, 2020, Governmental customers can spread out acquisition costs of owning and operating a new Cat® Motor Grader over a longer period with our industry-leading 108-month Lease Purchase option. Best of all, our quick turnaround times can help you get equipment working faster. Contact your local Cat dealer for more information.

Offer good for qualifying customers from July 1, 2019 to June 30, 2020 on select new motor grader models at participating Cat dealers. Not all buyers will qualify. Financing is subject to credit application and approval through Cat Financial. Financing offer is available to qualifying governmental customers in the USA and Canada only. Contract term is up-to but not exceeding 108-months. Financing offer is based on a monthly payment frequency on a governmental lease purchase contract only with no skips. Governmental operating leases do not qualify. See your participating Cat dealer for details. Terms subject to change. Additional terms and conditions may apply.

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CAT FINANCIAL PROVIDES NUMEROUS OPTIONS FOR GOVERNMENTAL BUYERS

A wide variety of **financing options** is available from Cat Financial for all types of state and local governmental agencies.

Financing options available to agencies include: **non-appropriations clauses, extended protection and insurance services, low interest rates, and tax-exempt options** when financing new or used equipment.

Or consider a **governmental lease** or **tax lease**, either of which can be cancelled without penalty on the last day of an appropriations period, if funding isn't approved for the following year. Contact our dealership or visit Cat.com/governmental to learn more about the financing options available from Cat Financial that help achieve your agency's budgetary objectives.

Cat.com/governmental

