

# GOVERNMENTAL SOLUTIONS

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES

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## VERSATILE AND EFFICIENT

NEW CAT® WHEELED MATERIAL HANDLERS  
FEATURE IMPROVED CYCLE TIMES

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## TOTAL COST PROCUREMENT

EVALUATE EQUIPMENT PURCHASES  
BASED ON TOTAL LIFETIME COSTS

# DIRECT SOURCE

COOPERATIVE PURCHASING MAKES CAMPUS  
GENERATOR PROJECT POSSIBLE





MH3022  
MH3024  
MH3026

# VERSATILE & EFFICIENT

## NEW CAT® WHEELED MATERIAL HANDLERS FEATURE IMPROVED CYCLE TIMES

Purpose built for reliable and efficient operation in waste, green waste and scrap metal handling applications, the new Cat® MH3022, MH3024 and MH3026 Wheeled Material Handlers deliver superior performance, low operating costs and improved comfort. Their advanced electrohydraulic system optimizes power/efficiency balance, to improve cycle times and handle more material in the same amount of time, improving profit potential.

The Cat C4.4 engine powers the Next Generation MH3022 and MH3024, while the Cat 7.1 engine powers the MH3026. Meeting U.S. EPA Tier 4 Final emissions standards, the engines' maintenance-free aftertreatment system lowers operating costs and maximizes machine uptime. Choose Power or ECO mode to match power to job, achieving up to 10% lower fuel usage than previous models without sacrificing machine performance.

A 12 percent wider footprint increases the MH3022's operating stability when lifting at extended reach. The MH3024 offers up to seven percent greater swing torque to move more material faster, while the MH3026 has a 15 percent increase in swing torque. Heavy lift mode for all three models boosts lifting capacities. Standard SmartBoom™ enables the operator to focus on grapple control and provides a smoother cycle. A range of attachments are available to increase operating flexibility and versatility.

### Technology

New cab avoidance feature improves operating protection by preventing contact between the attachment and cab. By requiring a PIN code to start the engine, the new Operator ID helps prevent unauthorized operation.

### Designed for safe operation

Large glass windows on the re-engineered cab design enhance all-around visibility and operating safety. Standard right-side and rearview cameras display on the large, in-cab touchscreen monitor to further enhance work area visibility.

A ground-level shutoff switch stops all fuel to the engine and shuts down the machine. Preventing reverse oil flow in the event of an unexpected loss of hydraulic pressure, standard boom and stick-lowering check valves keep the front linkage securely in place. All daily maintenance points are quickly accessed from ground level, while a new service platform provides easy, safe and quick access to the upper service area.

### Reimagined comfort

A new Next Generation cab features a joystick steering option—eliminating the steering column and left-hand console tilts up to significantly improve forward visibility, legroom and ease of cab entry. (A steering wheel is optional.) All controls are conveniently positioned in front of and within easy reach of the operator.

A larger, 10-in. high-resolution touchscreen monitor with jog-dial offers easy navigation of the intuitive operator controls. Different machine operators can store their preferred power settings, and the machine automatically recalls the settings based on the Operator ID.

### Superior serviceability

New hydraulic oil filter lasts 50 percent longer, improves filtration and increases change intervals to 3,000 operating hours. New anti-drain valves keep the hydraulic oil clean during filter replacement. All fuel filters feature a 1,000-operating-hour change interval, and new air intake filter with pre-cleaner lasts up to 1,000 hours.

Operators track filter life and maintenance intervals on the in-cab monitor. The high-efficiency cooling fan features a standard automatic reverse function to keep the cores clean, maximizing machine uptime.

**For more information about the new Cat MH3022, MH3024 and MH3026 Wheeled Material Handlers, contact our dealership or visit [www.cat.com](http://www.cat.com).** 

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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**.



# BROOMS, HAMMERS & GRAPPLES

## CAT® ATTACHMENTS ADD VERSATILITY, BOOST PRODUCTIVITY

Cat® Attachments help you tackle more application requirements, while increasing your machines' value to your agency. With a modest investment, you'll add versatility, expand asset utilization and boost productivity for a wide range of tasks and operating requirements.

Your newfound range of total machine solutions will impress your constituents, as well as your accountant. To make sure you're totally up to date on opportunities, take a closer look at three widely utilized attachment groups.

### Brooms

Hydraulic Brooms are available in a variety of configurations to match any surface-clearing job:

**Angle Brooms** are ideal for clearing parking lots, mill yards, airport runways/taxiways, business parks, streets and driveways.

**Utility Brooms** efficiently sweep and collect light debris for easy disposal while traveling in forward or reverse.

**Pickup Brooms** sweep and collect dirt and debris from a variety of surfaces into an integrated hopper for easy removal and dumping.

### Hammers

Cat Hydraulic Hammers make short work of your pavement breaking, demolition, construction and specialized applications. These high-performance breakers are designed to help you achieve the best results with your agency's Cat equipment. With a wide range of sizes and capabilities matched to several machine families, you'll maximize your machine's versatility.

Combine the simple, lightweight design of the GC S Hammer series with the reliability, durability and value you expect from Cat equipment. The result is low-cost-per-hour solutions that provide the consistent power and performance you need.

### Grapples

Cat Grapples, the ideal material handling attachments for Cat Hydraulic Excavators, are available in more than 45 specialized configurations within five high-performance families: Trash, Orange Peel, Demolition & Sorting, Forestry and Contractors.

You'll find Cat Grapples are designed to meet a wide range of application severity and specialization, plus the sizes that deliver the day-in, day-out reliability and performance you expect from Caterpillar.

**To learn more about saving time and money with Cat Brooms, Hammers and Grapples, contact our dealership.** ☎



# CAT® 420 XE BACKHOE LOADER

**MORE PERFORMANCE, IMPROVED COMFORT**

**THE CAT® 420 XE BACKHOE LOADER DELIVERS EXCEPTIONAL PERFORMANCE, INCREASED FUEL EFFICIENCY, SUPERIOR HYDRAULIC SYSTEM, OUTSTANDING VERSATILITY, AND AN UPDATED OPERATOR STATION.**

## Up to 15% More Performance

The Cat C3.6 engine delivers solid performance and meets U.S. EPA Tier 4 Final emission standards by utilizing Selective Catalytic Reduction technology with a diesel oxidation catalyst. The system enables the operator to disconnect the machine, even while the diesel exhaust fluid is being purged from the system.

- The Cat C3.6 provides 10 percent more fuel efficiency
- Selectable Parallel Lift ensures material retention when loading
- Up to 15 percent more boom lift performance
- Operator control modes provide more response, more speed, more torque
- Electronic loader controls enable programmable loader kickout and return-to-dig positions

## Improved Machine Utilization

The all-new Integrated Tool Carrier (IT Coupler) for single-tilt loader arm configurations is available from the factory or for simple field installation. The 420 XE with Integrated Tool Carrier (IT Coupler) is the most versatile machine on your jobsites, providing quick connection to a variety of Cat attachments.

## IT Loader Coupler

Change attachments for various applications from the cab with the touch of a button. For example:

- Pallet Forks
- Material Handling Arms
- Snow Pushes
- Brooms

## Load-Sensing Hydraulics

The 420 XE Backhoe Loader's load-sensing piston pump provides full hydraulic lifting and digging forces at any engine speed. Variable flow pump matches hydraulic power to work demands.

## Operator Experience

Adjustable seat-mounted controls improve ergonomics by increasing operator comfort and leg room. Operators have loader and backhoe controls in the palms of their hands, whether they are facing the loader, the backhoe, or sitting offset for better visibility. Operators can effortlessly shift gears with the powershift transmission.

- New LCD operator display with touchscreen control improves user interface.
- The new Spring Applied Hydraulically Released (SAHR) parking brake is controlled by simply pressing a button.

**To learn more about the features and benefits of the Cat 420 XE Backhoe Loader, contact our dealership. **



# TOTAL COST PROCUREMENT

## EVALUATE EQUIPMENT PURCHASES BASED ON TOTAL LIFETIME COSTS

If you're responsible for acquiring heavy equipment, you already know that going with the low bid isn't necessarily the best use of taxpayer dollars. The cheapest option can cost more in the long run if it:

- Lacks a safe operator environment
- Breaks down too often
- Can't do the job efficiently
- Burns too much fuel
- Has a complicated design that's difficult or time-consuming to service
- Has little or no value at trade-in time

These factors and many others can turn a low-bid machine into the high-cost alternative. That's why it's important to evaluate equipment purchases from a total cost perspective. If you don't have that option at your agency, the time may be right to consider the many pluses of this procurement method.

### Agree on a definition

Using a consistent definition is critical. Total ownership costs can be defined in many ways, and that can be

confusing. Again, what's important is that you develop a total cost definition that makes sense for your agency—then stick with it. Here is one well-accepted method:

- Begin with the initial purchase price (less trade-in value for old equipment)
- Add scheduled maintenance costs
- Add expected repair costs
- Add fuel costs
- Subtract residual value
- Arrive at total cost

This basic calculation can be customized to include other factors such as cost of downtime, cost of capital, cost of disposal and more. The more factors you incorporate, the more information you acquire for decision making.

### Share case studies

While talking about total costs in general terms is a good first step, it's also beneficial to show your associates how other agencies use the total cost

procurement strategy. The web is a great resource for success stories. Find case studies there about organizations, like:

- **Greenlee County, Arizona**, whose public works department used total cost procurement to reduce the cost of operating every motor grader in its fleet by \$5 per hour.
- **Lake County, Illinois**, whose equipment management team increased fleet value by making disposal and acquisition decisions based on life cycle costs.
- **City of Winnipeg, Manitoba, Canada**, whose consolidated procurement group adopted a total cost perspective and saved more than \$10 million in the first four years.

Sharing real-life stories like these can go a long way toward building understanding and support.

### Involve team members in the discussion

Sometimes the best advocates for total cost procurement are the men and women who operate and maintain the equipment you're purchasing. They know firsthand why the low-price model may actually be the high-cost machine. So be sure to get their input about what constitutes a good equipment investment.

Ask about reliability issues, safety features, ergonomics, fuel usage, ease of maintenance and other factors that are important to them. Listen carefully to their understanding of total costs. Then share what you learn with team leaders and decision makers.

### Focus on benefits

Ultimately, you'll sell the value of total cost procurement by continuously communicating its many benefits. Here are some of the most important ones:

- **Budget with certainty.** When you receive total cost information from your vendors, you can create a meaningful budget and manage it with precision and accuracy.
- **Enhance strategic decision making.** The more you know about the product you're buying, the better you're able to make decisions that are in the best long-term interests of your agency and community.
- **Maximize investment value.** Capturing a more complete cost picture will enable you to allocate your limited resources to equipment that delivers the best cost/value results over the long run.
- **Attract qualified bidders.** Requiring more from those who respond to your RFPs should help weed out less capable or less reputable vendors.
- **Promote vendor accountability.** When all vendors are required to document cost data, you have a

## ASK FOR HELP

There are plenty of reasons why it makes sense to implement a total cost procurement strategy. But changing any long-standing business practice is never easy.

If you'd like help building support in your organization, check with industry associations like the National Institute of Governmental Purchasing (NIGP). Some heavy equipment dealers and manufacturers also have resources in place to assist you.

Cost-efficient fleet maintenance doesn't just happen. You must have a plan, and you need to be aggressive. The change process may be challenging, but the payoff will be big—for your agency, your community and the taxpayers you serve.

means of holding them accountable for the promises they make.

- **Increase access to quality products.** Creating a level playing field for both low-cost and high-value producers will give you the opportunity to consider a wider range of equipment options.
- **Improve employee safety, satisfaction and productivity.** Buying quality equipment can have a powerful effect on safety and morale, both of which drive productivity gains, cost reductions and efficiency improvements.
- **Demonstrate environmental responsibility.** Higher-priced machines typically last longer than lower-initial-cost models and may be designed to be rebuilt or remanufactured for a second life. They may also meet more stringent emissions standards, generate less noise and use fuel more efficiently. All of these factors can translate into lower operating costs and a more sustainable investment option.
- **Improve public perception.** When you invest in quality equipment that runs reliably and does the work it's expected to do—without delays, breakdowns and cost overruns—you'll reinforce your agency's reputation as a well-run, fiscally responsible operation.

**Find more resources at:** [nigp.org](http://nigp.org), [njpacoop.org](http://njpacoop.org) and [cat.com/governmental](http://cat.com/governmental). 



# CAT<sup>®</sup> DETECT

## IMPROVE SAFETY. PREVENT ACCIDENTS. REDUCE COSTS.

Cat<sup>®</sup> Detect technology helps operators become more aware of their surroundings and automatically prevents them from engaging in certain operating practices that are considered unsafe.

In the case of wheel loader operation, Cat Detect improves jobsite safety by taking advantage of cameras, e-fences and advanced sensor systems. It can automatically limit movement to keep machines within safe operating areas, and lets the operator know if someone or something comes near their machine while they're working—keeping everyone on the site safe and productive all shift long.

### Object Detection

- Gives the operator a complete picture of other machines, hazardous conditions and personnel around the machine.
- Works with equipment from any manufacturer, so you can use one system across your entire fleet.
- Can be configured to reduce alarms and distractions in common situations and at specified speeds and distances.
- Improves awareness around operators' machines at startup and departure.
- Protects people and assets during the most accident-prone phases of operation.
- Alerts operators to diminishing closing distances as objects move closer.
- Detects a wide range of hazards without the need for tagging.
- Controls costs by reducing accidents, machine damage and lost-time injuries.
- Builds operator confidence for safer, more efficient operation.



### Rear Object Detection

- The Object Detection System is used to monitor objects that appear behind a wheel loader, when it's in neutral with the parking brake disengaged.
- Radar detection is integrated into the display of the rear backup camera, providing a two-tier safety system.
- The radar system status indicator appears on the left side of the display. Depending on the level of activity and the detection state, the status indicator will appear as green, yellow, or red.
- Object detection proximity bars provide five warning levels to indicate the nearness of an object. An audible alert beeps more frequently as the machine gets closer to an object.
- Warning levels change with the ground speed of the wheel loader, reducing nuisance alarms.

**To learn more about Cat Detect options for various machine models, contact our dealership. ☎**



# A PIKES PEAK PIONEER



## “PIKES PEAK OR BUST” WAS ORIGINALLY THE SLUGAN OF THE PIONEERS.

It's fitting, therefore, that 100-plus years ago a pioneering machine, the Holt Caterpillar 5-Ton track-type-tractor, scaled the famous mountain and reached the highest point ever achieved by a dozer at the time.

George Rhodes, a Holt serviceman and operator, was a Pikes Peak pioneer—the first person to take a track-type-tractor to the top of Pikes Peak. A 37-year veteran at the Holt East Peoria plant before he retired in 1948, George had countless stories to tell about his adventures as a Holt serviceman working on Caterpillar tractors around the world.

But what George remembered most was Pikes Peak, Colorado, in 1919.

Tractor sales after the war faced tough competition. During a tractor demonstration in Denver, an enterprising Holt salesman got the idea that the Holt Caterpillar 5-Ton might make the headlines if it did something no other machine had ever done.

“I was never sure what assignments there'd be. But wherever they decided to send the tractor to prove itself, that's where they sent me to demonstrate it,” Rhodes said.

In mid-June, Rhodes and another serviceman, Bob Porter, set off up the mountain, with plenty of reporters and photographers there to record the event. Half-way up the mountain they stopped for lunch, and then proceeded to the 16-mile limit where the cleared roads ended. But undeterred, they forged ahead.

“It was like plowing into the North Pole,” Rhodes recalled, as heavy winter snows still blocked the roads. “Bob and I were securely wrapped up against the cold, and the 5-Ton showed no concern. It muscled straight through the snow 'til it scaled the peak. Then after looking around for a few minutes, we went back down the peak to reach Manito late the same night.”

The 5-Ton had performed the greatest stunt of the year without repair or complaint.

“I don't think there was ever anything like that crawler tractor anywhere,” said Rhodes, who has since passed on. “I'm always proud to know that our own crawler tractors were the daddy of them all.”

## APWA CALENDAR

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



### DEC. 7, 2021

The Click, Listen & Learn Program: **Lessons as First Responders: Responding to Infrastructure Emergencies**, will be offered as a webinar.

### JAN. 13, 2022

The Click, Listen & Learn Program: **AI/Machine Learning and Cloud Platforms for Water and Sewer Pipe Condition Assessments**, will be offered as a webinar.

### MARCH 2, 2022

The Click, Listen & Learn Program: **Small Towns and Rural Communities Perspective on Solid Waste Management**, will be offered as a webinar.

For more information or to register online, visit [www.APWA.net](http://www.APWA.net). Questions? Call the APWA's Education Department at **800.848.2792**.

## NIGP CALENDAR

Training and educational programs offered by the National Institute of Governmental Purchasing (NIGP) include:

### DEC. 15, 2021

The course, Competency Module: **Contract Management and Performance**, will be offered as a virtual class.

### JAN 18, 2022

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

### JAN. 20, 2022

The course, Competency Module: **Spend Analysis**, 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**.





# DIRECT SOURCE

## COOPERATIVE PURCHASING MAKES CAMPUS GENERATOR PROJECT POSSIBLE

When the University of Washington sought to add a Cat® 3516C generator set to the mix at its West Campus Utility Plant, cost constraints were attached to the project.

More than just the cost of the genset, the \$2 million allocated for the addition of a fourth standby genset had to cover the cost of not only procurement, but also engineering and installation. As an added engineering challenge, the plant required that switchgear controlling the backup generators remain operational during the installation phase.

“The number one challenge we had was making sure that at all levels of the project—from the procurement stage all the way to final commissioning—everybody understood this is a fully operational emergency power plant,” said plant manager Ryan Trickett.

“At all times, we provide emergency power or backup power to the campus, whether the generators are running or not,” Trickett said. “We’re providing chilled water service year-round for critical process needs on campus, so it was very important that the team

understood the project needed to be done in such a way that at no time was service compromised.”

### Saving time and money

But Trickett faced a bigger challenge: finding a way to afford the entire project within the budgeted amount. On the advice of his Cat dealer rep from N C Power Systems, he sought out the person at the university who was familiar with cooperative purchasing. Aleksandra Jordan, a senior procurement and sourcing specialist with University of Washington Facilities, recommended Sourcewell.

Sourcewell is a national organization that helps governmental, educational, and nonprofit agencies operate more efficiently through a variety of solutions. It saves time and money by combining the buying power of more than 50,000 governmental, educational, and nonprofit organizations. As a trusted agency resource for more than four decades, Sourcewell holds hundreds of competitively solicited cooperative contracts ready for use.



“Sourcewell is a very useful tool that we use a lot at UW, and it really turned out to be what made this project possible in the timeline we needed with a product we wanted,” Jordan said.

“The contract is really versatile because it’s not just for materials—it covers materials and installation. There’s also a rental contract, which we have used frequently, and is really valuable for the products that we’re renting from our Cat dealer.”

The university has certain requirements as to how it conducts purchasing. With a number of joint purchasing contracts at its disposal, going this route saves time when UW is looking to purchase equipment and other materials.

“Sourcewell had what we were looking for,” Jordan said. “It saved us time. We didn’t have to request multiple bids or do a posting. We were able to read through it, and it covered materials and installation. It really covered the entire project that we needed done at our West Campus Utility Plant.”

The Sourcewell contract is negotiated upfront with Caterpillar. In this case, it provided UW with a 20 percent discount off the manufacturer’s suggested retail price of the generator set.

Caterpillar is a certified supplier under Sourcewell. Therefore, Caterpillar’s pricing and discount structure is approved by Sourcewell. This way, it enables an agency or institution like UW to find what they are looking for at a predetermined price.

“We also saved on contractor markup because we didn’t buy the engine through the electrical contractor like we would on a normal project,” Trickett said. “We saved roughly another 10 to 15 percent on the cost of that unit

**“Sourcewell provides some pretty good discounts on the equipment itself, but the big cost savings for us was the amount of effort it would have required to manage getting the project off the ground.”**



– RYAN TRICKETT

Plant Manager  
West Campus Utility Plant  
University of Washington

alone because we bought it essentially customer-direct.

“And also, the Cat dealer held the contract to do the installation,” he continues. “So, I essentially got to have my cake and eat it, too. I got to buy owner-furnished, contractor-installed equipment without carrying the risk of what happens if the generator was shipped with the wrong components, because the dealer was also managing the install. This was a great arrangement for me.

“Sourcewell provides some pretty good discounts on the equipment itself, but the big cost savings for us was the amount of effort it would have required to manage getting the project off the ground,” Trickett

*(Continued on page 12)*

adds. “And that’s a huge cost savings. Plus, it gave us the confidence that we were getting exactly what we wanted for this facility.”

Sourcewell documents are easy to read and provide all the necessary information to determine if the contract is appropriate for what you are trying to accomplish. The entire contract is available online and includes the pricing structure.

“You can go through the whole thing and determine if what you need is provided within the scope of the contract,” Jordan says. “You have the ability to apply your organization’s rules and regulations, and you can address things like how you want your payments structured. Are you doing milestones? Or are you doing a lump sum approach? You can also get into the prevailing wage requirements.

“So, we have the flexibility that we can tie these items into the contract that we’re using, and by doing so, tailor it to cover what we need as an organization.”

Another way the university leverages Sourcewell is when it has equipment that requires annual maintenance, Jordan says.

“We use the contract for those services. It really covers the breadth of what we need in one agreement—from purchase, to installation, to maintenance and rentals.



“Going through the process of the generator installation and how it went so smoothly, we learned so much,” Jordan adds. “And Sourcewell turned out to be so valuable throughout the year. We’ve continued to use it with multiple other projects that have popped up.

“It’s become one of our ‘go-to’s’ whenever we need something that’s Caterpillar related, and it turns out that’s quite a bit.”





# JOINT PURCHASING

## BEST VALUE FOR THE MONEY

Sourcewell (formerly known as 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.

Cooperative procurement has become a well-established practice in the past decade with increasing representation and participation by public entities, according to NIGP - The Institute for Public Procurement.

The continued growth in cooperative procurement opportunities results from the success of predecessors in this contracting form and the need to address dwindling internal agency resources. Public purchasers seek the best value for their constituents by optimizing pricing, transaction costs, and processing time through the strategic use of cooperative procurement vehicles.

As the Internet has enabled sellers to reach wider markets, more commodities (and some services) have become available in standard forms, ordering methods, and delivery timelines, facilitating the use of cooperative contracts by public purchasers in disparate locations.

"Cooperative purchasing is a great way to ensure that governmental customers receive the best value for their money," says Lacey Owen, an industry representative with Caterpillar Retail Electric Power Solutions. "The strong focus they have on serving their members' needs is perfectly aligned with our own emphasis on customer satisfaction."

Save time and money by combining the buying power of more than 50,000 governmental, educational, and

nonprofit organizations. Sourcewell provides easy hundreds of competitively solicited cooperative contracts ready for use.

## Products & Services

Sourcewell (Contract 120617-CAT) provides easy access to the following types of goods and services:

- Cat diesel generator sets
- Cat natural gas generator sets
- Automatic Transfer Switches
- Switchgear
- Controls
- Installation
- Extended Service Coverage
- Cat rental equipment
- Used equipment
- Parts
- Maintenance contracts
- Cat Financial government lease / financing options


## Contact Information

To purchase utilizing this contract, or for questions regarding products and pricing, please contact:

**Lacey Owen, REPS Industry Representative**

Phone: 713.895.1446

Email: [owen\\_lacey\\_j@cat.com](mailto:owen_lacey_j@cat.com)

***To learn more about how your agency can save money through joint purchasing, contact our dealership. ***



# CAT® D4 DOZER

## INCREASE PRODUCTIVITY, ACHIEVE LOWER COSTS

The versatile new Cat® D4 Dozer offers the power and precision to complete jobs quickly, plus gives you up to 30 percent more visibility in front of the blade. Easy-to-use technology features help you complete more quality work in less time. Fuel efficiency and service improvements help reduce your operating costs.

### Up To 50% More Productivity with Cat Technology

Industry-leading technology choices help operators work better, faster and safer.

### Lower Operating Costs

Lower maintenance costs, longer service intervals help you save time and money.

### Top technology Choices

Cat GRADE technologies help operators of varied skill levels hit target grade faster and more accurately.

- **Cat GRADE with Slope Assist™** automatically maintains pre-established blade position without a GPS signal—no additional hardware or software needed.
- Factory integrated **Cat GRADE with 3D** uses GPS to control the blade, so you can achieve the design plan faster.
- Cat GRADE with 3D has no blade masts – antennas and receivers are housed in a low-profile, roof-mounted spoiler.
- Grade operator interface is intuitive and easier to use: 10-inch touchscreen, Android OS platform, operates like a smart phone.
- **Slope Indicate** shows machine cross-slope and fore/aft orientation right on the main display to help operators achieve accurate slope work.

- **Attachment Ready Option (ARO)** comes from the factory with key sensors and wiring installed, so you can easily upgrade to fully integrated grade control or blade-mounted system.

### Boost Operator Productivity

- **Stable Blade** seamlessly works with operator inputs to help produce a smoother surface.
- **Traction Control** automatically reduces track slippage to save time, fuel and track wear.
- **AutoCarry™** automates blade lift to help operators maintain consistent blade load and reduce track slippage.<sup>1</sup>
- **Power Turn** provides power to each track, enabling the dozer to carry heavy loads while turning.
- **Application Profile** lets operators save machine settings based on applications, their preferences, saving multiple profiles for various jobs or multiple operators.
- **Operator ID** enables you to save machine settings and to track individual operator productivity via Product Link™.<sup>2</sup>
- **Operator ID with Security** (Machine Security System) helps prevent theft and unauthorized operation by requiring an operator to enter an ID to start the machine.<sup>2</sup>

### Greater Fuel Savings

ECO Mode optimizes engine speed, while maintaining ground speed and power, to save fuel in lighter blade-load applications, such as finish grading. Efficiency features reduce engine speed when idling, or shut the machine down after a specified time, to further save fuel and comply with idling regulations.

**To learn more about the D4 Dozer, contact our dealership. 📞**

<sup>1</sup> Requires Grade with 3D package. Feature not operational indoors or in areas where a GPS signal is not available.

<sup>2</sup> Can be enabled by dealer technician.

# CAT<sup>®</sup> CUSTOMER VALUE AGREEMENT (CVA)

## INTRODUCING THE *CAT CUSTOMER VALUE AGREEMENT*. HASSLE-FREE OWNERSHIP WITH EQUIPMENT PROTECTION PLAN (EPP), PARTS AND MACHINE HEALTH.

- Tired of making parts runs? Have parts delivered to your door.
- Wasting time on confusing repairs? Work fast with clear instructions or request dealer service.
- Will-fit part failures? Save with Genuine Cat<sup>®</sup> Parts.
- For state and local governmental agencies, a CVA is a great way to keep up on fleet maintenance while stretching tax dollars.
- Planned maintenance is key to controlling repair costs and keeping equipment in optimal operating condition.

You may be able to enjoy the benefits of a CVA by purchasing it through certain existing cooperative purchasing contracts. Talk to your Cat dealer about which contracts are available that provide you with the choice of a quality machine and the service you deserve.

UP TO **50%**  
LONGER COMPONENT  
LIFE WITH CAT<sup>®</sup> FILTERS

UP TO **2x**  
LONGER ENGINE  
WORKING LIFE  
WITH CAT FLUIDS

UP TO **80%**  
LOWER FUEL INJECTOR  
COST PER HOUR  
WITH CAT FILTERS

TERMS*		CONVENIENCE	PERFORMANCE	CONFIDENCE
		1 OR 3 YEARS <sup>1</sup>	3 OR 5 YEARS <sup>1</sup>	5 YEARS <sup>1</sup>
Hassle-Free Ownership	Flexible payment options	✓	✓	✓
	Helpful advice and instructions on equipment and operations	✓	✓	✓
Hassle-Free Maintenance	Genuine Cat <sup>®</sup> Parts, delivered on time to your location	✓	✓	✓
	Genuine Cat fluids	Recommended	✓	✓
	Trained dealer service technicians		✓	✓
Security of Expert Dealer Support	Expert troubleshooting diagnostics and repairs with Genuine Cat Parts	Powertrain+Hydraulics+ Technology	Powertrain+Hydraulics+ Technology	Premier
Peace of Mind with Equipment Health Management	Easy access to asset information via machine alerts and the Cat App	✓	✓	✓
	Equipment Inspections	Annual (Cat Inspect app)	Planned Maintenance (PM) Inspections	Planned Maintenance (PM) Inspections
	Asset Condition Monitoring	Fluid Health	Fluid Health	Fluid Health & Asset Condition Monitoring

<sup>1</sup> Duration may vary by machine hours.

***Talk with us today about how a CVA can help your operation.  
You can learn more at [CAT.COM/CVA](http://CAT.COM/CVA) 📞***

\*CVAs and financing are subject to restrictions and availability. Additional terms and conditions may apply. Contact our dealership for more information.

== EASY TO OWN. READY TO WORK. ==



You make uptime look easy. Your parts arrive to your door. You're ahead on repairs, your crew stays busy and you get the most from your machine investment.

So, how do you do it? How do you keep machine ownership hassle-free? You don't just buy a Cat® machine — you own it with a Cat Customer Value Agreement (CVA). The right parts deliver right on schedule. Planned maintenance keeps service predictable. You're protected from risks of unexpected repairs due to manufacturer defects. And you get it all in one plan, rolled in with your machine payment.

Hassle-free ownership to maximize your machine — and your uptime.

== THAT'S A CVA ==

TALK TO YOUR DEALER TODAY