

# GOVERNMENTAL SOLUTIONS

WINTER 2022

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES

## MODEL OF EFFICIENCY

HIGH-TECH APPROACH BENEFITS UTAH LANDFILL

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### CHANGE AGENT

JOB CORPS PROVIDES YOUTH WITH SKILLS THEY  
NEED TO SUCCEED

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**CATERPILLAR**<sup>®</sup>



# CAT® BOX BLADES

## FOR SKID STEER & COMPACT TRACK LOADERS

Designed for grading and leveling, Cat® Box Blades are ideal for large commercial properties, housing pads, roadways and parking lots. The BB121 (7 ft) and BB124 (8 ft) attachments operate both manually and automatically with the use of laser or GPS grading systems. The following features will help you handle your agency's work faster:

**ACCUGRADE™ TECHNOLOGY** - Blade comes standard ready to work in manual mode. Requires 14-pin work tool harness with proper joysticks. Can be outfitted with AccuGrade technology through local SITECH® Dealer.

**DUAL FRONT WHEELS** - Dual front wheels are mounted to an independent axle and on casters to provide stability in both directions of travel. These wheels are air-filled and provide support for blade operation.

**WEAR INDICATING CUTTING EDGES** - Wear indicating cutting edges feature 20% more wear material on the ground engaging section of the edge. Additionally, indicating when it's time to flip or replace the edge.

**BOLT-ON REVERSIBLE SIDE CUTTERS AND WINGS** - Bolt-on side cutters and wings improve the life of the tool. Side cutters are reversible and box wings are replaceable. Both are bolt-on for simple replacement.

**CENTRALLY LOCATED ELECTRONICS** - Technology components are centrally located and simply route to their respective harnesses back to this location on the tool. Then, a single harness routes to the control module in the cab or on the tool.

**PROTECTED HYDRAULIC AND ELECTRICAL COMPONENTS** - Hydraulic valve and Electronic Control Module (ECM) are safely mounted within the internal frame of the tool, protected from damage.

**STANDARD FIXED MASTS** - Fixed masts provide great performance for single- or dual-laser configurations.

**DUAL PARABOLIC MIRRORS** - Dual parabolic mirrors provide full visibility to the front edge, enabling the operator to identify how much the blade is loading and see out to the corners of the Box Blade.

**CURVED MOLDBOARDS** - Front and rear curved moldboards allow material to roll and fold, improving capacity and performance.

**SERRATED STEPS** - Serrated bolt-on step provides safe cab ingress and egress. Additional weld-on serrated steps on the blade ensure safe receiver adjustment, install and removal.

### DUAL LASER WITH STANDARD FIXED MASTS

Dual slope control or slope and elevation control. Highly accurate for flat, slope work and finish grading.

### SINGLE OR DUAL 3D GPS

GPS system can be integrated with other machines on the jobsite to provide full grading capability. Line of sight to the sky is required for GPS functionality.

*For more information about improving your productivity with a Box Blade, contact our dealership. 📞*

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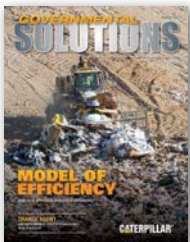


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**CAT.COM/GOVERNMENTAL**

Includes complete specifications for all machines. Check this out and more at **Cat.com/governmental.**



# NEW COMPACT PAVERS & SCREEDS

## FOR SMALLER, TIGHTER JOBS

Bolster your agency's paving capabilities with a model from the new lineup of Cat® compact asphalt pavers and screeds. These standard 8-foot size-class paver and screed combinations include the AP400, AP455, AP500, and AP555 asphalt pavers and the SE47 V and SE47 FM screeds.

The compact size and small footprint provide exceptional maneuverability for paving in confined urban areas. The standard paving range utilizing the SE47 V screed is 8 ft. to 15 ft.-6 in. with a maximum width of 20 ft. The standard paving range of the SE47 FM screed is 8 ft. to 15 ft.-6 in. with a maximum width of 20 ft.-6 in. Paving depths up to 10 in. also support aggregate laydown applications.

### Exceptional mobility, fast travel

Speed, traction, flotation, and durability are all great features of the Cat® Mobil-trac™ undercarriage design utilized on the AP455 and AP555. A four-year, prorated warranty backs the life expectancy of the rubber track belts to help you stay on budget. The unique four-bogie system with self-tensioning accumulators and center guide blocks helps prevent slippage and reduces wear, while the oscillating bogie wheels help deliver smooth

transitions when exiting the cut over transverse joints of mill-and-fill applications.

For agencies that prefer a wheel undercarriage design, drive tire options include both sand-rib and radial. The AP400 can be equipped with a front-wheel assist option, while the AP500 can be equipped with front-wheel assist or an all-wheel drive option for increased performance on soft base materials or when pushing heavy loads.

Smooth material flow is a critical component that can help achieve quality targets. These new models combine a low, truck-entry height with 14-in. diameter augers that efficiently move material through the auger chamber at both narrow- and wide-paving widths.

Another great feature is the ability to control each material feed sensor when utilizing cut-off shoes or when paving at narrow widths. Simply switch to automatic with no material sensor and utilize the proportional control dial for the feed system.

### Simple to operate, easy to learn

Consistency and familiarity with paver and screed functions help your operators perform at their best. Whether paving straight-line rural or urban applications,

Cat pavers and screeds utilize similar functions across the entire product line, enabling easy personnel moves between crews or training new members. Simplified main menu structures provide single-touch activation for screed heat, washdown and ventilation systems, as well as single-touch activation of the feeder system and hopper-fold function.

### Efficient power, enhanced visibility

An exclusive eco-mode feature combines with automatic speed control to reduce fuel consumption. In most conditions, the engine can operate at a lower rpm and still deliver the required power and productivity. The engine automatically adjusts to a higher engine speed under certain load conditions. The AP400 and AP455 are equipped with a Cat C3.6 engine; the AP500 and AP555 utilize the Cat C4.4 engine. Both engines meet U.S. EPA Tier 4 Final emission standards.

### Versatile screed designs

The SE47 V screed utilizes extenders that are located behind the main screed, enabling material to flow out to the end-gates for smooth, stable performance. The SE47 FM screed is equipped with extenders located in front of the main screed, providing a smaller footprint that reduces handwork at the start of each paving pass.

Efficient transport on a variety of trailer types helps ensure that daily assignments are met. With a length



of less than 18 ft.-6 in. and width of 8 ft.-6 in., these 13- to 15-ton pavers can be transported without special permits. The front-loading angle of 17 degrees and high bumper clearance simplify unloading and loading without the need for additional blocking.

***Check out the newest compact additions to the Cat Paving product family and choose a model that's right sized for your agency's work. 🚧***





# CHANGE AGENT

## JOB CORPS PROVIDES YOUTH WITH SKILLS THEY NEED TO SUCCEED

Named after a prominent social activist and civil rights pioneer, the Whitney M. Young Jr. Job Corps Center is located on 54 acres in Simpsonville, Ky., just east of Louisville. Once the campus of the Lincoln Institute, an historic all-Black boarding school that operated from 1912-1966, the site became a Job Corps Center in 1972.

As the largest nationwide residential career training program in the country with 123 locations, the Job Corps has operated for more than 50 years, training and educating more than two million individuals. Administered by the U.S. Department of Labor, the Job Corps offers free education and vocational training to low-income, at-risk young people ages 16 to 24.

Eligible participants must have demonstrable barriers to landing a job or being accepted into college, such as falling below the poverty line, dropout status, basic-skills deficiency, being a runaway or foster child and other obstacles. Job Corps for troubled youth can be a life changer.

"While the clothes and the hairstyles have changed,

they still come with the same problems and the same walls to knock down," says Darryel Gaines, an instructor with the U.S. Department of Labor who has worked at the Whitney M. Young center for 18 years. "A lot of students are dealing with things that happened in the past. One of my jobs is to let them know there is a future—things can change.

"When they first get here, typically our students are rough around edges," Gaines continues. "At first, they don't know what they're doing, but it's like one day the light comes on and they understand things and see the big picture. A lot of them can see a tree but they can't see the forest. And when they finally see the forest, that's when we're getting somewhere. And it changes them."

### Vocational training

At Job Corps, the majority of students live on campus while they learn skills in specific training areas. In addition to completing their education, they obtain

career technical skills and gain employment. Job Corps graduates either enter the workforce or serve an apprenticeship, go on to technical school or college, or join the military.

The Whitney M. Young Job Corps Center offers a work-based learning program that provides students with opportunities to link their career technical training with practical, on-the-job activities. Vocational training programs include: welding, bricklayer, building construction technology, carpentry, cement masonry, certified medical assistant, certified nurse assistant, pharmacy technician, and culinary arts.

The Job Corps' Building Construction Technology program is a pre-apprentice training program offered by Home Builders Institute (HBI). Students receive classroom instruction and field training. In August, a group of students helped prepare a site on campus for a small parking lot.

They also venture off campus to assist with construction projects for non-profit entities such as schools and churches. Whitney M. Young students assisted with a tornado cleanup for two weeks in southern Indiana. They also help Gaines with concrete work both on- and off-campus.

"Most of the activity is on campus, but we try to do some off-site, community service work," Gaines says.



"They supply all the material and we provide the labor."

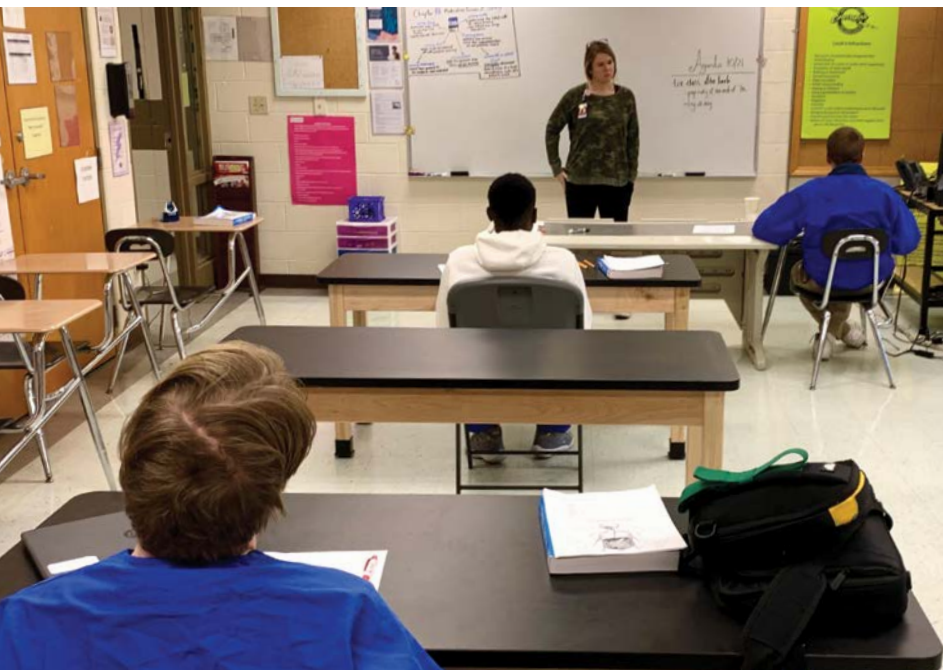
The Whitney M. Young school has ties to local employers, which serves as a pipeline for contractors to hire new workers, says center director Nick Duvall. This is particularly valuable given the ongoing shortage of skilled labor.

"We have partnerships with numerous companies within the community and our local unions," Duvall says. "With our work-based learning program, we provide our students with hands-on experience. Our main goal is to transition them into a full-time position."

The Whitney M. Young center provides outplacement services for students for a full year after they graduate. Gaines says the majority of the students he has trained have moved on to the working world and become successful.

"We have students who are actually running their own businesses now," he says. "We have several who are working for major contracting companies like Hawk Construction and Louisville Paving. And we have a lot of students who go into the trade union."

Pam Hodelka, project director for admissions and career transition services, says school officials attend community events and give presentations in order to make



*(Continued on page 8)*

employers aware that Whitney M. Young graduates are prepared to join the workforce.

“We source jobs through job fairs, and we have partnerships with employers—anything we need to do to support the students when they leave,” she says. “We know all the local unions and have connections with them.”

**Cat® machines used on campus projects**

In order to maintain the grounds and perform various projects at the campus, Gaines utilizes a Cat 415F2 Backhoe Loader and a 289D Compact Track Loader (CTL). Both were purchased new from Boyd Cat.

The machines are part of the training some students receive. While Gaines operates the machines the majority of the time, students who show interest and aptitude are allowed to run the machines behind a warehouse as he keeps a close watch.

“I have them watch a YouTube instructional video before they get on it,” Gaines says. “They need to understand what they’re doing and what’s in the cab, and what it can do on a jobsite with the various attachments. I have one student who wants to join the operator’s union, so he’s been training on it.”

Gaines uses the two Cat machines to perform a variety of tasks on

campus. The CTL hauls materials with a forks attachment. The 420 Backhoe was used to transport 25 tons of aggregate as the base for a parking lot. The backhoe excavated the base for footers that will support a brick wall for the new parking lot.

Gaines uses a broom attachment to keep the roads clear of stones and other debris. Some of his favorite features are the bucket leveler, the speed control for traveling across campus, and also the air-conditioned cab.

“The CTL is used daily, as sometimes our maintenance staff has to unload bottles of water and items that are heavy and come packed on pallets or in crates,” he says. “It’s a very handy machine with a variety of uses.”

According to Gaines, Cat machines are being utilized for training at a number of other Job Corps training centers across the country.

When the machines were delivered to the Whitney M. Young school, Boyd Cat sent an instructor out to provide training. The Cat dealer also performs regular maintenance on the machines at scheduled intervals.

“I’ve run older equipment brands, and these new Cat machines are excellent,” he adds. “I can’t see myself in anything else. They are quite easy to run with the way they’re designed. The controls are common sense and easy to learn.”



**Where it All Began**



Whitney Moore Young Jr. was an American civil rights leader. Trained as a social worker, he spent most of his career working to end employment discrimination, turning the National Urban League from a relatively passive civil rights organization into one that aggressively worked for equitable access to socioeconomic opportunity for the historically disenfranchised.

Young was an important advisor to Presidents Kennedy, Johnson, and Nixon. In 1968, representatives of President-elect Richard Nixon tried to interest Young in a Cabinet post, but Young refused, believing that he could accomplish more through the Urban League. Young had a particularly close relationship with President Johnson, and in 1969, Johnson honored Young with the highest civilian award, the Presidential Medal of Freedom. Young, in turn, was impressed by Johnson’s commitment to civil rights.

Young was born on the campus of the Lincoln Institute in 1921 when his father, Whitney Young Sr., served as president of the institute. He would later attend the school. The campus also houses the Whitney Young Birthplace and Museum, a National Historic Landmark that presents the story of the Lincoln Institute and Whitney M. Young Jr.





# THE SUPER 70s

## A DECADE OF GROUND-BREAKING INNOVATION

For Caterpillar, the 1970s represented an era of surpassing expectations—more powerful machines, new sustainability efforts and an industry-changing invention. The team's efforts were global and ground-breaking. Take a look back at this incredible decade.

In the summer of 1977, word was spreading among the citizens of Montana that the world's largest track-type tractor was being tested in the western part of the state. Spectators who came stood in awe of the new Cat® D10, the largest, most modern and powerful tractor in the world. But even more impressive was what they couldn't see: The mighty machine featured new design concepts that made it a full 50 percent more productive than the largest Cat Dozer at the time, the D9.

The revolutionary new dozer represented the best efforts of hundreds of Caterpillar people and six years of development. R&D work began in 1971. Prototype testing started in 1973 at the Peoria and Arizona Proving Grounds. Pilot models were built at the East Peoria Plant, and the final product was eventually announced to the world in September 1977.

The new D10 had another feature that represented the best of engineering: a new, innovative triangular-track elevated sprocket system that revolutionized the earthmoving industry. The elevated sprocket enables

machines to work harder and last longer, while providing a much smoother operator ride. Today, high drive is standard on medium and large Cat track-type tractors.

But, the D10 wasn't Caterpillar's only headline in the 1970s. Another major introduction of the decade was its first hydraulic excavator—the 225 was introduced in 1972. More firsts for the decade included the first Caterpillar remanufacturing plant, which began production in Bettendorf, Iowa—representing the beginning of a significant sustainability initiatives that continue today. ♻️

- 1970** Caterpillar sales outside of the U.S. are greater than those inside the U.S. for the first time.
- 1972** Caterpillar introduces its first hydraulic excavator – the 225.
- 1973** The first Caterpillar remanufacturing plant begins production in Bettendorf, Iowa.
- 1977** Caterpillar introduces the D10 Track-Type Tractor.
- 1979** Caterpillar discontinues the use of its Hi-Way Yellow paint color, and implements a new color: Caterpillar Yellow.



# MODEL OF EFFICIENCY

## HIGH-TECH APPROACH BENEFITS UTAH LANDFILL

Based on a handshake agreement between the Utah communities of Sandy and West Jordan with landowner Kennecott Copper Corp., the precursor to the Trans-Jordan Cities Landfill was started in 1958. Absent modern-day regulations, the early years of the operation amounted to dumping any manner of trash and solid waste into a ditch.

Now, 64 years later, the state-of-the-art landfill serves seven communities with a combined population of about 500,000 in the southern Salt Lake Valley.

Trans-Jordan is recognized in industry circles as a model operation; one that's committed to servicing the residents of its member cities in an effective and environmentally responsible manner. Located in South Jordan, the 239-acre landfill operates a green waste recycling facility, sells green waste products (certified compost and woodchips), and operates a household hazardous waste drop-off facility and a drop site for recyclables.

It also harvests methane gas from the landfill to produce electricity. In partnership with Energy Developments Limited (EDL) and the City of Murray,

the methane fuels three Cat® generator sets that produce 5 MW of electricity—enough to power about 5,000 homes.

Classified as a Subtitle D landfill under the Resource and Recovery Act (RCRA), all landfill cells at Trans-Jordan consist of a double composite liner. Including the original landfill site, Trans-Jordan is made up of six cells. The sixth cell is divided into A, B and C segments, and the B cell is halfway completed. C6 is the largest and will be the last cell to fill before the landfill is closed about 10 years from now.

As required by law, Trans-Jordan covers the trash placed in the landfill every night from a large stockpile of dirt located on the south end of the property.

"We're a Title 1 facility, meaning we're a lined landfill," says project manager Jason Turville. "We're required to line the landfill underneath, and then as we fill it up and finish a cell, we cover it and place a liner on top. Essentially, it's like a burrito or a cocoon and then that seals off any problems. Plus, we have an active gas collection system. So once a cell is full, we drill the wells, put the liner on and connect the piping."



**“The D6 XE is my new favorite machine, it has an unbelievable amount of power to the ground. It runs quieter and does a great job.”**

**– JASON TURVILLE**  
Project Manager  
Trans-Jordan Cities Landfill

In 2016, Trans-Jordan joined the Northern Utah Environmental Resource Agency (NUERA). This partnership provides the opportunity for sharing between member agencies on projects and enables Trans-Jordan to accomplish more for its members. As part of NUERA, Trans-Jordan purchased the Bayview Landfill, securing a future site for the next 50-plus years and ensuring the continuation of environmentally safe and economical solid waste disposal for its member cities.

### High density compaction

Trans-Jordan utilizes a fleet of Cat® equipment throughout its operation. Once solid waste is dumped at the site, an 836K Landfill Compactor performs initial compaction as it spreads the trash, and is followed by another 836K that more thoroughly compacts it to the requisite density. The 836K's dozer blade and tamping-foot design maximize waste spreading and compacting efficiency, thereby eliminating airspace and extending the landfill's life span.

About a half-mile south of the active cell, a 349 Hydraulic Excavator loads into 740 and 745 Articulated Trucks, which haul dirt to the cell for use as cover. The versatile articulated trucks enable the landfill to transport cover material in any weather or adverse underfoot conditions. Then a D9 Dozer spreads the soil at a depth of six inches. Eventually, the last layer of compacted waste is topped with 18 inches of soil and graded with a Cat D6 XE Dozer.

“We're in the business of taking the greatest amount of trash and tightly packing it into the smallest space that we can, so it's very important to achieve a uniform compaction density that helps prevent uneven density and voids down the line,” Turville says. “Ultimately, this extends the life of the landfill.

“I also utilize technology that tracks where the compactors go, what they do, the number of passes they make, and measures the elevations. It gives me feedback about the densities,” he says, adding that the landfill achieves a high compaction ratio of 1,700 to 1,800 lbs. per cubic yard.



“We have a very good name in the industry—we run a tight ship here,” Turville says. “Anyone who comes and tours the facility can't believe how clean it is. The strategic way we run our compactors and conduct the overall operation is what we consider textbook style because we're concerned about complying with the law—we always have been. I would say that we're a textbook example of how you can achieve the best possible compaction.”

### Technology enhances results

The Cat Compaction Control system use Real Time Kinematics (RTK) GPS Mapping as well as Landfill Compactor Algorithm (LCA) 3D mapping, which indicates

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where to work on the face (location) and that layers are at the optimum density. Cat VisionLink® 3D Project Monitoring provides Turville with detailed compaction analysis to more effectively monitor and manage operations.

“The operators monitor a color scheme on an in-cab screen that shows them when they’ve completed the optimal number of passes based on elevation changes and the machine’s location,” Turville says. “They also have designs that show them the height of the lift they’re building.”

Turville uses a software program called Trimble Stratus that enables him to analyze data from the landfill and check volumes.

“I can extract a drawing from it that’s helpful for planning purposes,” he says. “We use it for tracking and also for reporting and presenting information to our board.”

In the past, Turville would hire a surveyor, which involved collecting a lot of data and performing calculations. The measurements were used to determine densities and also map out boundaries for excavation. It was a cumbersome, time-consuming process. About 20 years ago, Turville and his crew started doing the surveying and engineering, but it remained tedious. Then five years ago, Trans-Jordan implemented the Cat compaction technology available on its 836K machines.

“After many of years of putting stakes in the ground to achieve grade levels, we’ve increasingly become a tech-forward operation,” Turville says. “I have computers and GPS on the Cat compactors and on the D6 XE. When we finished building cell C6, I didn’t have to put

any stakes out. We entered the design on the computer using Trimble Business Center, and converted it to files that the D6 XE uses. Then an operator can precisely cut all the side slopes and the floor of the cell without any stakes. It makes for a far more efficient operation.

“The Trimble systems are prewired through Cat equipment,” he adds, “so when I order something new I know that I’ll be able to take the GPS system and match it up, and it’s going to work for me.”

Trans-Jordan uses the D6 XE Dozer—the world’s first high-drive electric dozer—for finish grading before the final liner is placed on top. It’s also utilized for side slope work.

“The D6 XE is my new favorite machine,” Turville says. “It has an unbelievable amount of power to the ground. It runs quieter and does a great job.”

### Ease of acquisition

Every one to two years, Trans-Jordan buys a new landfill compactor as it rotates out older machines when they reach 10,000 hours of operation.

Turville saves time in the equipment purchasing process by utilizing Sourcewell, a national procurement organization that serves governmental, educational and nonprofit organizations with a cooperative purchasing program that streamlines the solicitation process through pre-negotiated contracts with major suppliers.

“There’s also state contracts along with national contracts that we utilize for our equipment needs,” Turville says. “Fortunately for us, Caterpillar is on those programs and we can buy from them under existing cooperative purchasing contracts.”



Every year Trans-Jordan determines what it needs to buy and sell before presenting it to the board. Once the board approves it, Turville contacts his salesman, Matt Morley, at Wheeler Cat.

"I tell him were looking at purchasing another compactor. I can look up the Sourcewell information or he can get it for me," Turville says. "I've used co-op purchasing for several years now and it's really handy because we can get what we think is the best equipment for our use. And it saves a lot of time without having to go through the traditional public bidding process."

Because Trans-Jordan handles the majority of its own equipment maintenance, it participates in a parts kit program with its Cat dealer. Wheeler monitors the hours on the landfill's machines, and as they approach a 500-hour service interval, the Cat dealer supplies a kit that contains all the filters and everything that's required for service.

"Then we pick it up about 50 hours before the service is due," Turville says. "It comes in its own box, everything that's needed to service the machine. And they give us a discount for participating in the program."

Last year, Wheeler Cat began offering operator training with a seasoned expert who spends a day with individual operators helping them refine operating techniques to achieve even greater efficiency.

"A lot of it comes back to product support," Turville says. "There's another worldwide company that would love to supply our equipment, but their support system isn't as good, and that's super important to us.

"For me to be able to get an experienced field service technician from Wheeler out here to promptly fix something that we can't handle is very, very important to us because the solid waste never stops coming. And we have a really good history of support from Caterpillar and our local dealer." 🗣️

## TRANS-JORDAN CITIES LANDFILL

**Location:** South Jordan, Utah

**Established:** 1958

**Size:** 239 acres

**Annual volume:** 400,000 tons

**Estimated closure:** 2032

**Population served:** 500,000 (est.)

**Communities:** Draper, Midvale, Murray, Riverton, Sandy, South Jordan, and West Jordan.

## CAT® MACHINES

430F2 Backhoe Loader; Hydraulic Excavators: 336E LH, 349F L; Dozers: D6 XE LGP, D9R (2); 836K Compactor (3); Wheel Loaders: 908H2, 930K, 972G (2), 972M; WT 730 Articulated Water Truck; Articulated Trucks: 740B(2), 745; 143H Motor Grader; CS-563C Vibratory Roller; Truck Engines: C9, CT660S; Industrial Engines: C15, 3412E





# RENTAL SOLUTIONS

## GOVERNMENT CONTRACTS PROVIDE THE RESOURCES YOU NEED

Whether you need light utility, heavy machinery, power generation, or work tool attachments for your next project, explore our dealership's inventory to find the right rental equipment for the job. Caterpillar and Sourcewell have a contract (#062320-CAT) covering rental equipment for Sourcewell members.

### Cooperative Purchasing with Sourcewell

Sourcewell governmental cooperative purchasing contracts are extremely beneficial to Sourcewell members. As a member, you can choose the products and services you need from the complete line of rental offerings because they've already been quoted and qualified. This saves valuable time and the expense of drafting and advertising RFPs on your own.

You also have direct access to the full product and service catalog; not just a single item, one bid at a time. This helps you respond more quickly to the needs of your agency while also being a good steward of taxpayer funds.

Whether your project involves construction, demolition, road work, snow and ice removal, or any other task, Sourcewell and Caterpillar Rental National Accounts have rates and terms in place to support a quick and easy rental process of the best equipment, with top-of-the-line technology to keep your projects on track and on budget.

### Cat® equipment + many other brands

As a member of Sourcewell, you gain access to over 16 product families, and hundreds of rental equipment models. You'll have the resources your agency needs for your projects, as well as the reliable service and support of the Cat dealer network.

At Cat dealer and The Cat Rental Store locations, we're proud to support schools, nonprofit organizations

and governmental agencies. Partner with Sourcewell for use of equipment and services such as:

- **Motor graders**
- **Telehandlers**
- **Wheel loaders**
- **Dozers and Track loaders**
- **Track & Wheel excavators**
- **Material handlers**
- **Aerial lifts**
- **Compaction equipment**
- **Landfill machinery**
- **Power generation**
- **Light towers**
- **Attachments**
- **Cat Safety Services**

Choosing The Cat Rental Store provides you with a vast selection of equipment and the assistance of experienced rental specialists. If you're not sure what equipment your project requires, contact our dealership and we'll help you find the right equipment and services.

While using your rental equipment, receive ongoing support from our dealership. Call for technical support or immediate questions to keep your operation running smoothly.

For machinery & power generation needs Your reliable source for everything from light utility to heavy machinery, work tools to jobsite lighting, is right here. Help your organization develop and gain access to powerful resources.

**Call 1-800 RENT-CAT anytime to learn more about the rental process, or contact our dealership. ☎**

# COOPERATIVE PURCHASING WITH CATERPILLAR

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

**Cooperative purchasing can help.**

## WHY COOPERATIVE PURCHASING?

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

### SAVE TIME

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

### CONTROL COSTS

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

### MANAGE RISK

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

## LIFE CYCLE COST CALCULATION

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

### INITIAL PURCHASE PRICE

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

### TOTAL COST OF OWNERSHIP

## TAKE YOUR PICK

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



#### OMNIA PARTNERS CONTRACT #212816

New equipment, parts, service, rental, used equipment and related services.

#### SOURCEWELL CONTRACT #060122-CAT

New Paving equipment, parts, & service

#### SOURCEWELL CONTRACT #032119-CAT

New equipment, parts, & service

#### SOURCEWELL CONTRACT #120617-CAT

Backup power systems and services

#### SOURCEWELL CONTRACT #062320-CAT

Rental, Used equipment, & related services



omniapartners.com



sourcewell-mn.gov



naspo.org

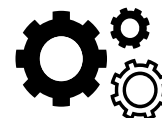
## MORE THAN NEW MACHINES AND ATTACHMENTS

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



### Service

Whether a machine needs routine maintenance or an unplanned repair, Cat dealers are well equipped to meet any service needs.



### Parts

Genuine OEM parts are the best option to keep your machines running. Your local Cat dealer can accept POs using your Sourcewell member number.



### Rental Equipment

Your Cat dealer has a full line of equipment available to rent for short- or long-term needs. From light towers to wheel loaders, your Cat dealer has you covered.



### Used Equipment

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

## BECOME A MEMBER TODAY

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

### Succeeding Together

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

***Your Cat dealer can help determine which contract is right for you and can also provide information about state and local cooperative purchasing options.***

||| 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