

# **GOVERNMENTAL** **SOLUTIONS**

WINTER 2016

A CATERPILLAR PUBLICATION SERVING GOVERNMENTAL AGENCIES

## REDUCED COST

HOW RENTING  
HELPS AGENCIES  
STAY ON BUDGET  
AND ON SCHEDULE

## BETTER BURN

FIVE TIPS TO  
IMPROVE FUEL  
EFFICIENCY

## **STAYING** THE COURSE

High machine uptime helps national  
cemetery keep tight schedule

**Louisiana**







# In a TIGHT SPOT

Compact radius wheeled excavators introduced

The new Cat® M315F and M317F compact radius wheeled excavators have been added to the F Series family of wheeled excavators, providing governmental agencies with a compact radius option to the conventional radius machines.

The new compact radius models provide a wide range of configurations, including undercarriage options, stick lengths, and boom types to fit specific applications. The upper frame rotates within the footprint of the stabilizers, enabling single lane closure on busy roads and making the new machines perfect for projects with tight quarters.

The M315F and M317F are tool carriers and feature systems to change attachments in seconds from the safety of the cab. The tool control interface enables programming for up to 10 different

flow/pressure settings that accommodate a wide range of Cat attachments.

In the cab, specific auxiliary functions are assigned on the joystick and foot pedal. This enables the operator to choose directly which button and/or slider is preferred for a specific attachment.

The new models feature a load-sensing hydraulic system, which reduces the load on the engine by matching flow to load demand, resulting in lower fuel consumption.

For optimum fuel efficiency, the new machines feature Automatic Engine Speed Control that lowers engine speed when maximum power is not required. An engine idle-shutdown system also saves fuel by stopping the engine after a preset idling interval.

The 150 hp (112 kW) Cat C4.4 ACERT™ engine meets U.S. EPA Tier 4 Final/EU Stage IV emission standards. The longitudinally mounted engine features a forward-mounted cooling package that is accessible from ground level, as are all daily maintenance points.

Visit our dealership or [Cat.com](http://Cat.com) to learn more about the ways the M315F and M317F compact radius wheeled excavators can efficiently meet your agency's needs. ☎

	M315F	M317F
Engine Model	Cat C4.4 ACERT™	Cat C4.4 ACERT
Net Horsepower	150 hp	150 hp
Operating Weight	35,470 – 38,710 lb	37,700 – 42,000 lb
Max Speed	18.6 mph	18.6 mph
Tail Swing Radius	5' 9"	5' 10"



# GOVERNMENTAL SOLUTIONS

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**CAT.COM/GOVERNMENTAL**

Cat.com/governmental includes specifications for all machines. Download them or access our Request for Proposal (RFP) Builder.

Check this out and more at **Cat.com/governmental**.

# Cat.com/governmental

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# STAYING THE COURSE

High machine uptime helps national cemetery keep tight schedule



Jesse Getz takes his work at Ohio Western Reserve National Cemetery, Seville, Ohio, very seriously. As he should. With great respect, approximately 2,700 United States military veterans are laid to rest at the cemetery annually.

Getz is responsible for the upkeep of the equipment fleet used for site maintenance and internments. The department's work honors veterans and provides a measure of peace to their loved ones. "We want to make the families as comfortable—and as at peace with their situation as we possibly can," Getz said. "And when they come back to visit, we want the gravesite to be pristine. Customer service is what we're all about."

## ATTACHMENTS COMMONLY USED ON MULTIPLE MACHINES:

- CVP16 Plate Compactor replaced a hand-held plate compactor (jumping jack). The hydraulic plate compactor has improved the rate of compaction and made the work noticeably easier on workers.
- Hydraulic augers are an attachment that is typically used for in-ground cremation internments. Due to volume, cremation sockets are pre-dug (three feet down, 16 inches wide). Approximately half of the cemetery's internments are cremations, including in-ground and columbarium burials.

The work is personal for Getz, who served as a corporal (E4) in the Marine Corps. Fourteen of the cemetery's 17 employees are vets. "We treat each burial as if it were one of our own. We only have one chance to get it right," Getz said. "As sad as the job can be, we make a difference with people. If you can make a family member smile, or when someone gives you a hug, that's very rewarding."

Machine uptime is essential to meet the demands of a schedule that averages 10 to 11 funerals per day. "We're on a set schedule. We can't push anyone back," Getz said.

The dependability and high uptime of Cat® machines helps the crew meet the demanding schedule. Tracked and compact machines easily access the grounds without damaging the turf. A wide assortment of attachments increases the fleet's versatility, and helps ensure that the work stays on schedule.

## Hydraulic Mini Excavators

- 303.5D CR Mini Hydraulic Excavator – The machine's smaller size (7,734 lb.) and light footprint enable it to fit neatly between headstones for digging second internments (burials between existing gravesites).
- 304C CR, 305C CR, and 305.5E2 Mini Hydraulic Excavators – Tracked machines are slightly larger and more powerful than the 303.5D CR. "They all have the same mission—they are doing internments from





traditional where we go down seven feet—to our first internment section where the crypts are in the ground and we’re removing about 18 inches of soil off multiple sites daily,” said Getz.

Mini excavators are able to interchange attachments including buckets, augers, and a plate compactor. Multiple sized buckets enable the machines to tackle a wide variety of jobs, with a ripper used to break through frost. “That’s a tremendous advantage. If a machine goes down, we’re still able to work,” Getz said.

### **430E Backhoe Loader**

The backhoe loader’s main job is digging graves for burials. Attachments increase the versatility of the machine. Forks, for instance, enable the loader to unload pallets from trucks.

### **279D Compact Track Loader**

The loader uses a bucket, mower, and broom attachments for numerous tasks including backfilling and grading, road clean-up, and cutting back plant growth on slopes. “We switched to this machine from a tractor because of the steep slopes we have to cut. With its tracks and lower center of gravity, it’s safer on the hills,” Getz said.

*(Continued on Page 6)*

**“We treat each burial as if it were one of our own. We only have one chance to get it right.”**

**JESSIE GETZ,**  
Ohio Western Reserve  
National Cemetery





## 246D Skid Steer Loader

This versatile machine uses a broom attachment to clean roads and forks to transport materials. A snow blower and snow box keep paved surfaces clear in the winter. "It's a sister to the 279D. An operator can get into that machine, and the controls are exactly the same. All the attachments are interchangeable, which saves us money," Getz said.

To help keep uptime high, Getz follows Caterpillar recommended service intervals for all fluids and filters. "That is key. We rarely have any downtime because of equipment failure," Getz said.

Dealer support is also a big part of the agency's outstanding fleet uptime. "Ohio Cat is top notch – the sales, the parts and the service," Getz said. "When we need parts, everything is always super quick. Ohio Cat also helps by answering any questions we have."

When new machines are purchased, Ohio Cat provides operator training. Cemetery staff have attended operator training classes in Peoria, Ill., to improve skills. Operators also read machine manuals and watch videos at **Cat.com** to improve performance by better utilizing machine features.

Yes, the maintenance department's work is serious, and that is the way the respectful staff approaches the job. 🇺🇸

## MAINTAINING HIGH STANDARDS



Ohio Western Reserve National Cemetery, Seville, Ohio, is open to all United States military veterans who meet minimum active duty service requirements and were discharged in good standing.

Spouses may also be buried at the cemetery. Internment and perpetual care are provided gratis. "It will always look like a well-maintained park—that is our goal," said Jesse Getz, of the maintenance department. "It is a national shrine."

It is one of 135 national cemeteries administered by the National Cemetery Administration, which is a sub agency of the Department of Veterans Affairs. "As a national cemetery, we have a set of standards and measures that we have to meet ranging from how soon we have to mark graves to how soon we must have grass established," Getz said.

The cemetery has space available to accommodate casketed and cremated remains. Natural areas cover a large portion of the 273-acre site, with finished turf covering approximately 60 acres.







# REDUCED COST

How renting helps agencies stay on budget and on schedule

**W**orking efficiently is every governmental agency's goal. Your staff and fleet must work at peak performance to stay within your budget. Renting from The Cat® Rental Store helps you accomplish this goal.

**Supplement Your Fleet** – Equipment and attachments you don't regularly need can be rented at The Cat Rental Store. This not only saves your agency the purchase price and maintenance costs, renting also eliminates storage costs. Machines and attachments are available when needed, and are returned when the job is complete.

**Keep Uptime High** – Rental fleets are stocked with new, reliable machines that are put through a thorough inspection by trained technicians before each rental. And if there are any problems, machines and attachments are quickly replaced.

**Work More Efficiently** – Renting enables your agency to select the equipment that is the best match for your job. There is no settling for an incorrectly sized piece. Machines and

attachments that are too large result in higher fuel consumption. Too small, and additional cycles and fuel are required to complete the job.

**New Technology** – Because rental fleets feature the newest machines and attachments, your agency is able to try out the latest technology available. Your staff can test on-board features such as variable work modes and fuel management systems that improve operator technique and fuel efficiency. What better way to test new technology than renting?

**Improved Budgeting** – Renting frees up your agency's capital. An expense is only incurred for machines and attachments that are needed on a particular project, and only for as long as you need the equipment. Renting helps you avoid unexpected repair costs, which makes it easier to plan.

Contact our dealership to learn how The Cat Rental Store can help your agency stay on budget and on schedule. ☎





# THE **RIGHT** CHOICE

Five features to consider when purchasing a motor grader

**P**urchasing a new motor grader is an opportunity to obtain a machine that precisely meets your agency's particular needs. Some factors to consider when drafting specifications and buying a motor grader:

**Machine Use** – To buy the right machine, you need to determine exactly how your agency will be using the motor grader. Will the machine be used for maintenance, construction, clearing snow? How many days per week will it be working? Machine applications will determine the amount of power needed, and the size of the machine to buy.

**Manufacturer's Warranty** – A reliable and reputable manufacturer stands behind its machines. Caterpillar provides a standard 12-month warranty, with special offers and extended warranties available.

**Owning and Operating Costs** – Purchase price is one part of owning and operating costs. For a more accurate estimate, consider all costs, including maximum cost of repairs and scheduled maintenance, depreciation,

and minimum buyback price. A Customer Support Agreement (CSA) covers service to the degree that works best for your agency, and is an easy way to minimize maintenance costs.

**Dealer Services** – Support services can simplify ownership and keep uptime high and costs low after a machine has been purchased. Diagnostic tools and services, field service, nearby locations, machine selection and configuration assistance, and parts availability are all dealer services to consider.

**Technology** – Onboard features can simplify operation and help operators work more efficiently. Cat® GRADE with Cross Slope, Stable Blade, Auto Articulation, and Advanced Control Joysticks are examples of technology available on Cat motor graders that can easily improve performance and reduce operating cost.

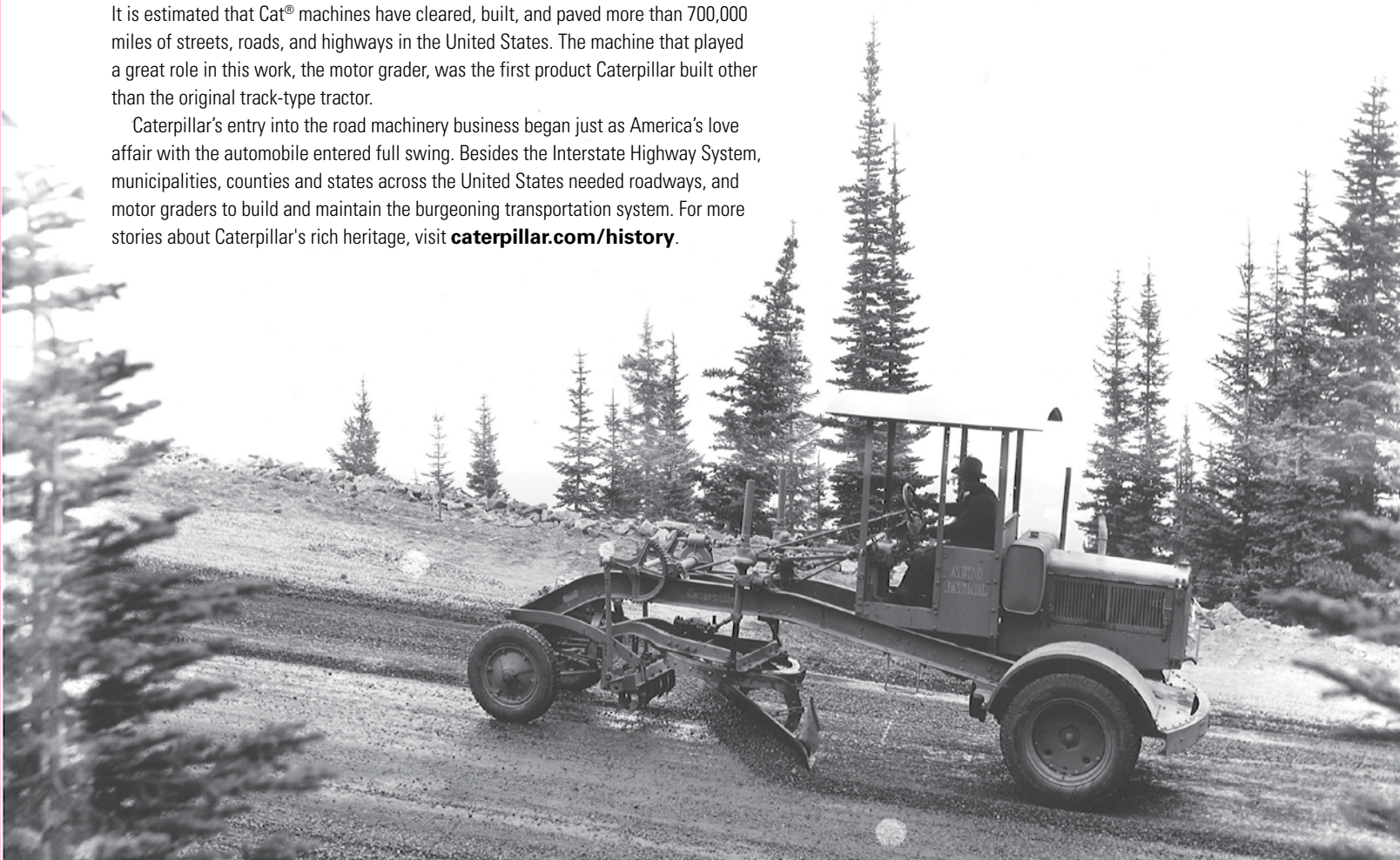
Visit our dealership for more information on selecting and writing specifications for a motor grader that will meet your agency's needs and fit your equipment budget. ☎



# BUILDING A NATION

It is estimated that Cat® machines have cleared, built, and paved more than 700,000 miles of streets, roads, and highways in the United States. The machine that played a great role in this work, the motor grader, was the first product Caterpillar built other than the original track-type tractor.

Caterpillar's entry into the road machinery business began just as America's love affair with the automobile entered full swing. Besides the Interstate Highway System, municipalities, counties and states across the United States needed roadways, and motor graders to build and maintain the burgeoning transportation system. For more stories about Caterpillar's rich heritage, visit [caterpillar.com/history](http://caterpillar.com/history).



## APWA CALENDAR

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

**April 23-25, 2017**

The North American Snow Conference will be held at the Iowa Events Center Hy-Vee Hall, Des Moines, Iowa.

**May 24-26, 2017**

The APWA Mid Am Expo (MAX) will be held at the Overland Park Convention Center, Overland Park, Kan.

**Aug. 27-30, 2017**

The Public Works Expo (PWX) will be held at the Orange County Convention Center, Orlando, Fla.

For more information or to register online, visit [APWA.Net/Events](http://APWA.Net/Events). 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:

**Jan. 25, 2017**

The class, **Contract Administration in the Public Sector**, will be held in Miami.

**March 7, 2017**

The online course, **Developing and Managing RFPs Online**, will be offered.

**April 27, 2017**

The class, **Fundamentals of Leadership and Management**, will be offered in Seattle.

**Aug. 27-30, 2017**

The NIGP Forum will be held in Salt Lake City, Utah.

For additional information or to register online, visit [nigp.org](http://nigp.org). More details are also available by calling 703.736.8900.





# BETTER BURN

## Five tips to improve fuel efficiency

**F**uel expenses account for approximately 30 percent of total machine operating costs. Fortunately, that number can be decreased. Simply reducing idle time will greatly improve your fleet's fuel efficiency, and technology improvements are making it easier than ever to reduce idling.

Fuel efficiency is primarily influenced by five factors, according to a white paper written by Jason Hurdis, senior market professional with Caterpillar:

1. **Idle time**
2. **Operator technique**
3. **Equipment selection and configuration**
4. **Technology**
5. **Jobsite set-up**

Reducing idle time is the most cost effective method for governmental agencies to improve fuel efficiency. "That's the biggest bang for their buck," Hurdis said.

He recommends using a telematics system such as VisionLink™ to establish a baseline to measure the success of efforts to reduce idle time. "I've worked with customers who had 60 percent idle time, and they thought things were going smoothly. They never even knew it until they started tracking it," Hurdis said. "You'll never have zero. If you can get down to 20 percent idle time, you're doing things right."

To better monitor machine operations, Caterpillar has changed the definition of idle time. It is now event-based, such as no implements activated and a foot on the brake, rather than rpm-based (below 1200 rpm). "If the software on the machines is updated to the new idle definition, that provides a truer representation of what the machines are actually doing," Hurdis said.

Reducing idle time can be as simple as limiting warm up to five minutes, and limiting cool down time



## RETHINK THE TANK – 5 FUEL PILLARS

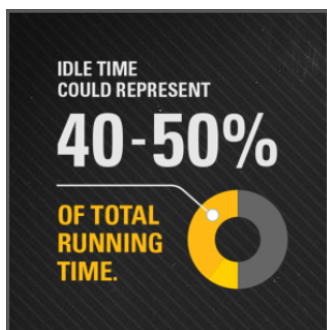


to two minutes at the end of a shift. “The days are gone of the 20-minute warm up to get the hydraulics ready to go to work,” Hurdis said. “With the advances in the hydraulic system, cooling system, and emissions regulation, machines warm up quicker. Five minutes of warm up, and machines are ready to go.”

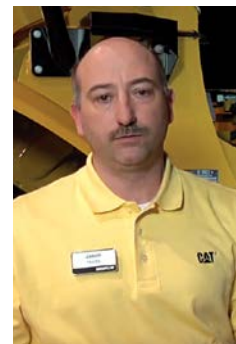
The use of idle management systems, such as auto-idle, make it simple to implement time restrictions. “With auto-idle on some excavators and backhoe loaders, if the operator isn’t touching the controls for 30 seconds it will drop the idle automatically. It won’t shut the machine off, but it will reduce the idle rpm, which reduces fuel consumption,” Hurdis said.

### Automatically More Efficient

Fuel consumption can be reduced by educating operators about on-board features, which can easily, and in some cases, automatically improve operator technique and fuel efficiency. “There are a lot of embedded features, like eco-mode. All of the Cat wheel loaders have eco-mode now. You turn on eco-mode and you’re burning less fuel, but you get the same performance. Depending on the model, you burn from 5 to 15 percent less fuel. For a governmental agency, why would you ever run in any mode but eco-mode?”



**“I’ve worked with customers who had 60 percent idle time, and they thought things were going smoothly. They never even knew it until they started tracking it.” — JASON HURDIS**



Grade Control simplifies machine operation and helps the operator work more efficiently. “The operator knows exactly how much to spread, how much to cut, and how much material to move. That makes the operator more efficient. That also means operators lay down less material, which saves money,” Hurdis said.

He recommends the use of Cat GRADE with Cross Slope on all motor graders. “If you want a 3 percent fall on a shoulder, the operator dials that in and operates one side of the blade. The other side automatically stays at the 3 percent cross slope. There’s no time wasted getting that slope where it should be. That reduces fuel consumption,” Hurdis said.

Taking full advantage of available technology will significantly reduce your agency’s fuel costs. For complete information on improving your fleet’s fuel efficiency, visit [www.cat.com/en\\_us/rethink-the-tank](http://www.cat.com/en_us/rethink-the-tank).





# FREE STABLE BLADE TECHNOLOGY

Patented technology automatically eliminates bouncing

Sometimes motor graders bounce, or at least they used to. When a machine bounces, it can be nearly impossible to achieve a smooth, even grade. That's why Caterpillar developed Stable Blade, a patented technology that detects and reduces bounce before it destroys your work. When Stable Blade senses bounce, it automatically reduces engine speed at 15 percent intervals until the machine stabilizes. Then it increases rpm systematically until a pre-set level is reached. Engine settings can be easily adjusted

to match operator preferences and site conditions.

To enable you to experience this industry exclusive technology, which will save you time and money, we are offering it to governmental customers at no charge for a limited time. Simply issue a PO for a new machine between Jan. 1 and June 30, 2017\* and receive Stable Blade for free. Experienced and new operators alike will appreciate this automatic feature that makes their jobs easier and more efficient. Contact our dealership for more details. ☎

\*Offer available to governmental customers who issue a purchase order for a new eligible motor grader between Jan. 1 and June 30, 2017. Applicable models: 120M2, 120M2 AWD, 12M3, 12M3 AWD, 140M3, 140M3 AWD, 160M3, 160M3 AWD. Offer not valid on existing inventory. Offer not applicable to older machines although the technology can be purchased for most M Series machines built in 2007 or later.





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# FULL POWER

Battery care and tips for your agency's fleet

**B**atteries provide the electric energy to power machine components. Proper battery care is essential to keeping your agency's fleet running dependably. Tips to keep batteries at full power follow:

## Storage and Stock Rotation

- Store batteries in an upright position in a cool, dry place. For maximum life, prevent batteries from freezing.
- Never stack batteries directly on top of each other unless they are in cartons or on pallets protected by corrugated packaging.
- Don't stock batteries more than two high.
- Always rotate stock using first in, first out methodology (FIFO).
- New batteries will measure 12.6 volts or more. Voltage drops with long storage periods. If a battery drops below 12.4 volts, charge it before using.
- Always test batteries before installation, and charge if necessary.

## Battery Charging Tips

- Always follow safety precautions, and wear proper eye protection. Be sure to read the manufacturer's instructions.

- Turn off charger and disconnect battery before hook-up.
- A battery that hasn't accepted minimum charging current within 15 minutes at the highest charger setting should be replaced.
- If violent gassing or spewing of liquid occurs, or the case feels hot, reduce or stop charging.

## Winter Battery Care

- Never attempt to charge a frozen battery. Allow it to thaw first.
- If machines will be operated through the winter, be sure batteries are properly charged. Electrolyte must be up to the full indicator ring and over the top of the plates. Check the rated current output of the alternator and load test current output of the battery.
- For machines that will be stored outside over the winter, remove batteries and bring them indoors to prevent freezing. Connect stored batteries to a battery maintainer to keep them fully charged.

Visit our dealership or **Cat.com** for more information about keeping your fleet running dependably, no matter the season. ☎



# THIS & THAT

## INTELLIGENT FLEET MANAGEMENT

"The Age of Smart Iron" is Caterpillar's strategy to utilize digital solutions to improve management of your agency's fleet. Initiatives include:

**Cat® Connect Technology:** Hardware and software available for Cat or competitive equipment that provides you with information that helps optimize your operations.

**Product Link™** A telematics system that provides information ranging from equipment location to complete diagnostics of all machine components. Information is available on a website that can be accessed from anywhere in the world, even using a smartphone.

**Cat 360° Advantage:** A collaboration between Caterpillar and Cat dealers to deliver a full complement of expertise, technology-enabled equipment and support services that address your specific challenges.

**Leverage Every Liter:** An educational initiative with tools, tips, and resources that helps improve the fuel efficiency of Cat machines.

**Product Support Services:** A raft of services that enhances your equipment investment and helps maximize its value.

Contact our dealership or visit **Cat.com** to learn more about the ways that information sharing in "The Age of Smart Iron" can help improve management of your fleet.



## CLEAN AND QUIET

The Cat® M318F, M320F, and M322F wheeled excavators and the MH3022 and MH3024 wheel material handlers have received the Blue Angel certification.

The environmental award sponsored by the German government recognizes products that protect both people and the environment by reducing noise and emissions. The Cat 906M, 907M, 908M, 926M, 930M, and 938M wheel loaders were previously awarded Blue Angel certification.

F Series wheeled excavators and the MH3022, MH3024 material handlers use the Cat C7.1 ACERT™ engine that meets EU Stage IV and U.S. EPA Tier 4 Final emission standards. The engine integrates an emission after treatment system that imposes no requirements on the operator and functions without interrupting the work cycles.

Visit **Cat.com** to learn more about the entire lineup of Cat machines.





# LADIES FIRST

There are many firsts in Caterpillar history, but perhaps one of the most surprising is the first confirmed instance of women operators in 1885.

Orra Dowell, Gertie Sawyer, Lillian Dowell, and Nellie Packwood became the first documented female operators of a Holt product, a precursor to Caterpillar. And they did it wearing bloomers, earning them the title, "Bloomer Girls." Bloomers were baggy leggings for women, usually made of cotton, that were worn under long, loose dresses.

As the story goes, the women requested the surrender of the combine from their male counterparts who were operating the machine in a California wheat field. The quartet wanted to show that they could run the combine just as well or better. Their wish was granted as the men left their positions and the

women assumed full control of the big harvester, powered by 26 horses. The women ran the harvester until noon, when they triumphantly turned it back over to the men.

The women gained notoriety when 50,000 copies of a picture of them operating the combine dubbed "Bloomer Girls" was sent out by the Holt marketing team.

To read similar stories from the Caterpillar Heritage Services, please go to: <http://www.caterpillar.com/en/company/history.html>.



## BLUE HEN STATE EARNS GOLD STAR AWARD



awarded the 2016 NJPA Gold Star of Innovation Award for innovative contracting and procurement strategies.

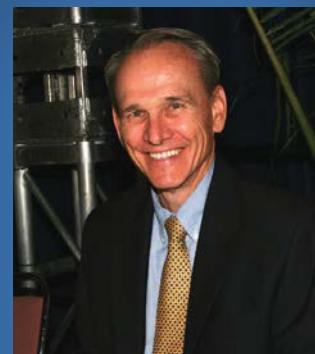
Delaware may be one of the smallest states, but it is a leader in innovation. The state Government Support Services (GSS) has been

As early adopters of cooperative purchasing, the state of Delaware embraced this unique approach to business within the guidelines of state contract procurement. The state's use of national cooperative purchasing to streamline procurement serves as an example of innovative contracting strategies for state-level governments. Learn more about the award and the advantages of cooperative purchasing at [njpacoop.org](http://njpacoop.org).

## NATIONAL IPA THE INSIDE SCOOP

Cooperative contracts are a great way for governmental agencies to reduce the cost of purchasing new machines. Wayne Casper, former director of procurement at the city of Tucson, Arizona, president of NASPO and president of NPI, shares his insight on selecting the right cooperative contract for your agency in an article that can be accessed in the News and Events section at [Nationalipa.org](http://Nationalipa.org).

All agreements offered through National IPA have been awarded via a thorough Request for Proposal (RFP) competitive solicitation by a public agency/governmental entity (e.g. state, city, county, public university or school district). The contracting process is the foundation of National IPA and sets us apart from other cooperatives. In order for even the most restrictive agencies nationwide to realize the best value offered by cooperative procurement, National IPA ensures that industry best practices, processes and procedures are applied.



**Wayne A. Casper, C.P.M., CPPO**

Group Vice President, West for the National Intergovernmental Purchasing Alliance (National IPA)



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This first quarter issue is an annual Buyers' Guide issue that contains all the new Cat products along with the complete product lineup of Cat products popular in the governmental market.

In each of the next three issues, you'll read compelling, highly credible stories from agencies in their own words about how they use Cat machines to achieve more efficient, safer and more profitable operations.

To ensure you continue receiving future issues of **Governmental Solutions**, please visit **LouisianaCatGovSolutions.com** or scan the code below to register to receive a digital version emailed directly to you.

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Scan the QR Code with your smart phone to sign up to get your free issue.

**Louisiana** 

[LouisianaCat.com](http://LouisianaCat.com)



## CAT<sup>®</sup> FINANCIAL PROVIDES SPECIAL OPTIONS FOR **GOVERNMENTAL BUYERS**

Flexible terms, up to 100 percent financing for qualified agencies, are available from Cat<sup>®</sup> Financial for all types of state and local governmental agencies.

Financing options available to agencies include: non-appropriations clauses, 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](http://Cat.com/governmental), to learn more about the financing options available from Cat Financial to help reach your agency's budgetary objectives.