

GOVERNMENTAL PRODUCTS PURCHASING GUIDE



CATERPILLAR®

A MACHINE FOR EVERY NEED

Caterpillar® machines have long been favorites of governmental agencies because of their durability, reliability and performance. Now with the online power of www.GovBidSpec.com, it's even easier for you to purchase Cat® machines when working within the bidding process. Add the benefits of Life Cycle Costing – a proven method that looks at overall costs over a predetermined length of

time – and the prospects of building your fleet with quality Caterpillar machines are even better.

This guide lists the most popular models among governmental purchasers. If you would like additional information, or have a need for models not listed, please let us know.

BACKHOE LOADERS

MODEL	416D	420D	430D
Flywheel Horsepower	75 hp	85 hp	94 hp
Operating Weight	15,257 lb.	15,722 lb.	16,217 lb.
Max. Digging Depth*	18' 1"	18' 1"	19' 11"
Loader Bucket Capacity	1.0 yd ³	1.25 yd ³	1.31 yd ³
Loader Dump Height	8.33 ft.	8.35 ft.	8.58 ft.

*with an Extendable Stick

Caterpillar continues to set the industry standard for backhoe loaders with more powerful, more comfortable, more versatile machines. Cat backhoe loaders have exclusive 205-

degree, high-rotation bucket linkage and a unique excavator-style boom. A wide variety of Cat Work Tools and Integrated Toolcarrier (IT) configurations are available.



SKID STEER LOADERS



Model	216	226	236	246	262
Flywheel Horsepower	48 hp	54 hp	59 hp	74 hp	74 hp
Operating Weight	5,490 lb.	5,645 lb.	6,810 lb.	7,087 lb.	7,655 lb.
Operating Capacity	1,400 lb.	1,500 lb.	1,750 lb.	2,000 lb.	2,500 lb.
Tipping Load	2,800 lb.	3,000 lb.	3,500 lb.	4,000 lb.	5,000 lb.

Cat Skid Steer Loaders are designed, built, and backed by Caterpillar to deliver exceptional performance, versatility, ease of operation, serviceability and customer support.

A wide range of high-performance Cat Work Tools are available to meet your needs and include Caterpillar's proven reputation for performance, durability and reliability.

MOTOR GRADERS

From finish or long-pass grading to ditch cleaning or sideslope work, you are certain to find a Cat motor grader to match your needs. Cat H-Series Motor Graders are renowned for their durability, performance, high resale and reliability. By combining advanced electronics and hydraulics with variable horsepower options, longer wheelbases and a new blade design, H-Series motor graders allow you to handle in one pass what may take two or more passes with other machines.

MODEL	135H	12H	140H	143H	160H	163H	14H
Horsepower Range	135-155 hp	145-185 hp	165-205 hp	165-225 hp	180-220 hp	180-240 hp	220-240 hp
Operating Weight	28,840 lb.	31,320 lb.	32,360 lb.	33,670 lb.	35,390 lb.	35,890 lb.	42,650 lb.
Std. Blade Width	12 ft.	12 ft.	12 ft.	12 ft.	14 ft.	14 ft.	14 ft.



WHEEL LOADERS

MODEL	928G UPDATE	938G II	950G II
Flywheel Horsepower	131 hp	160 hp	183 hp
Operating Weight	26,094 lb.	29,656 lb.	39,198 lb.
Bucket Capacity	2.5 to 3.0 yd ³	3.0 to 4.0 yd ³	3.5 to 4.5 yd ³

Caterpillar builds a complete line of wheel loaders that set new standards for excellence. Cat Wheel Loaders are versatile and comfortable, and provide excellent performance, efficiency and ease of service. In addition, all Cat Wheel Loaders deliver excellent breakout force, fast load and cycle times, and precise maneuvering for top all-around per-

WASTE HANDLING WHEEL LOADERS

Caterpillar's line of industry-exclusive, factory-offered wheel loaders with waste handling arrangements were developed specifically for use in waste transfer stations,



formance. Because of Caterpillar's extensive wheel loader experience, you get proven components that ensure reliability over the life of the machine.

recycling centers and waste-to-energy plants. These arrangements provide value-added features that protect machine components, reduce debris entry and allow fast and easy cleaning. Added guarding is included for the radiator, windshield, power train, drive shaft, crankcase and front lights.

MODEL	924G WHA	938G II WHA	950G II WHA
Flywheel Horsepower	121 hp	160 hp	183 hp
Operating Weight	25,573 lb.	31,113 lb.	41,136 lb.
Bucket Capacity	3.6 yd ³	5.5 yd ³	6.8 yd ³

TRACK-TYPE TRACTORS

The D3G XL, D4G XL and D5G XL combine the power and features of larger tractors with the versatility and maneuverability of smaller machines in one package to meet a wide range of job applications.

Model	D3G XL	D4G XL	D5G XL	D7R II XR
Flywheel Horsepower	70 hp	80 hp	90 hp	240 hp
Operating Weight	16,193 lb.	17,196 lb.	19,630 lb.	55,843 lb.
Blade Width	10' 4"	10' 4"	10' 8"	12' 11"*

*with a semi-universal blade

The rugged D7R Series II XR is built to increase productivity and reduce operating costs across a wide range of governmental applications from heavy construction to waste handling. With their comfortable operator stations, excellent visibility and simple joystick controls, Cat Track-Type Tractors are everything you expect from Caterpillar and more.



INTEGRATED TOOLCARRIERS

The state-of-the-art design and superior quality of Cat Integrated Toolcarriers maximize productivity and deliver excellent breakout force, fast load and cycle times, and precise maneuvering for top all-around

performance. In addition, a wide variety of work tools with integral quick couplers allows for fast tool changes.

Model	IT28G	IT38G
Flywheel Horsepower	131 hp	160 hp
Operating Weight	27,143 lb.	30,183 lb.
Bucket Capacity	2.25 to 3.0 yd ³	3.0 to 3.25 yd ³



WHEEL EXCAVATORS

Cat Wheel Excavators offer improved serviceability, performance and rugged durability to maximize productivity. Better controllability, simplified service and a more comfortable operator station increase productivity and lower operating costs.

Model	M313C	M315C	M316C	M318C	M322C
Flywheel Horsepower	115 hp	121 hp	138 hp	151 hp	164 hp
Max. Operating Weight	32,520 lb.	36,710 lb.	40,120 lb.	43,420 lb.	50,045 lb.
Max. Digging Depth*	18' 5"	19' 5"	19' 5"	20' 4"	21' 3"

*with longest stick



HYDRAULIC EXCAVATORS

The Caterpillar 300 Family Excavators are recognized by their sleek, modern styling and feature innovative hydraulic systems that put power where and when it's needed most. The 300 Family gives you the boom, stick, bucket and undercarriage choices that best meet your job requirements.



Model	320C L	325C L	330C L
Flywheel Horsepower	138 hp	188 hp	247 hp
Operating Weight	46,300 lb.	63,100 lb.	77,400 lb.
Max. Digging Depth*	25' 1"	23' 4"	26' 7"

*with longest stick

LANDFILL COMPACTORS

Model	816F	826G II	836G
Gross Horsepower	240 hp	340 hp	481 hp
Operating Weight	52,360 lb.	81,498 lb.	118,348 lb.
Blade Width	12'	14' 9"	17'

Cat Landfill Compactors combine power, mobility and operator comfort for outstanding productivity. Rugged construction and easy maintenance provide long life with low operating costs. All Cat Landfill Compactors were conceived



and designed to surpass any competitor with exciting innovations that exceed customer expectations for performance and reliability.

WASTE HANDLING TRACK-TYPE TRACTORS

Depending on your landfill needs, you can select a Caterpillar Track-Type Tractor with a matching waste handling arrangement. These machines were developed to meet the particularly demanding needs of refuse disposal. Value-added

features protect machine components, reduce debris entry and facilitate fast and easy cleaning. In addition to the special blade extension, added guarding for the radiator, windshield, power train, crankcase and front lights is included.



Model	D6R II WHA	D7R II WHA	D8R II WHA
Flywheel Horsepower	165 hp	240 hp	310 hp
Operating Weight	45,370 lb.	61,500 lb.	82,880 lb.
Height of Trash Rack	24"	24"	30"
SU&U Blade Capacities*	14.3 yd ³ /NA	18.4/22.0 yd ³	26.1/32.4 yd ³

*waste handling capacities shown with semi-U blade/U blade

TELEHANDLERS

Cat B Series Telescopic Handlers give you outstanding reliability, maneuverability and versatility, even in challenging operating conditions. A full range of application-matched Cat Work Tools increases productivity across a wide range of governmental jobs. A hydraulic quick coupler is standard on most models, and an economical manual coupler is also available.



Model	TH350B	TH360B	TH460B	TH560B
Flywheel Horsepower	99 hp	99 hp	99 hp	99/120 hp*
Operating Weight	18,656 lb.	20,800 lb.	23,672 lb.	26,676 lb.
Maximum Lift Height	35.8 ft.	44.2 ft.	44.2 ft.	45.0 ft.
Load Capacity	6,600 lb.	7,000 lb.	9,000 lb.	10,000 lb.

*optional engine increases hp to 120

PAVING COMPACTORS

Most Cat Paving Compactors can be used in all phases of compaction, reducing the need for a variety of rollers. Their high compactive forces enable these versatile machines to

deliver top performance in breakdown and intermediate applications. When operated in the static mode, these compactors are a perfect fit as a finish roller because of their high static pounds per linear inch.



Model	CB-224D	CB-334D	CB-534D XW	PS-150B	CS-563D
Flywheel Horsepower	31.5 hp	43 hp	130 hp	70 hp	150 hp
Operating Weight	5,750 lb.	8,490 lb.	20,250 lb.	28,535 lb.	26,195 lb.
Compaction Width	47 in.	51 in.	67 in.	68 in.	84 in.
Vibratory Frequency	3,600 vpm	4,100 vpm	2,520 vpm	N/A	1,914 vpm

PAVERS

Caterpillar pavers provide versatile and reliable solutions to the most demanding paving applications. Rubber tired pavers provide rapid mobility and a smooth ride. Tractive effort and flotation are the advantages of steel track pavers. The exclusive Mobil-Trac System (MTS) provides the best of both worlds by combining high tractive effort with rapid mobility.

Model	AP-650B	AP-655C	AP-1050B
Flywheel Horsepower	121 hp	174 hp	174 hp
Operating Weight	36,610 lb.	40,070 lb.	42,500 lb.
Paving Width	20' 2"	15' 6"	30'



www.GovBidSpec.com

SIMPLIFY YOUR SPECIFYING PROCESS

Help is just a mouse click away when you need to specify equipment and create a detailed Request for Proposal (RFP). GovBidSpec.com contains information about the most popular models governmental agencies procure from nine equipment families — Wheel Loaders, Backhoe Loaders, Landfill Compactors, Track-Type Tractors, Motor Graders, Skid Steer Loaders, Hydraulic Excavators, Track Loaders and Paving Products.

Better yet, GovBidSpec.com combined with Life Cycle Costing — a proven method that looks at overall costs over a predetermined length of time — makes it even easier for you to purchase Cat machines when working within a bidding process.

GovBidSpec.com contains a user-friendly, self-explanatory interface with clear, easy-to-use navigation tools. It also features straight-to-the-point content for technical, as well as non-technical users. A glossary of technical terms and their explanations is particularly useful for non-technical users. A help file that guides inexperienced users through the process of preparing an RFP using GovBidSpec.com functions is also included.

By utilizing GovBidSpec.com, building an RFP technical section is an easy four-step process:

1. Select a model.
2. Review the bid specifications.
3. If optional equipment is desired, click on the specalog link below the product picture at the top of the page.
4. For added convenience, you can either download the document for editing or print using the "Printer Friendly" option.

If you're looking for a way to make the specifying process easier and more accurate, look into Life Cycle Costing and go to GovBidSpec.com. You'll be glad you did.

GUARANTEED REPURCHASE PRICE

When using Life Cycle Costing to purchase machines, you are given a guaranteed repurchase price that doesn't lock you in at the end of the contract. You can sell the machine to anyone



at a higher price. The bid proposal may also include an option to purchase the machine at any time during the contract period should your needs change.

FLEXIBLE FINANCING SOLUTIONS

Because Cat Financial is a member of the Caterpillar family, it means experienced advisors understand the way you work and the unique challenges you face as a governmental agency. It also means they are committed to your long-term needs. Because Cat Financial's sole purpose is to help Cat customers succeed, you can count on superior financial service and support to meet your needs.

One financing option that is especially beneficial to governmental agencies is Cat Financial's governmental lease-purchase plan. This plan offers low interest rates and flexible terms to qualified non-federal governmental agencies. Because the interest received is tax exempt, Cat Financial is able to pass the savings on to you through special low interest rates. In addition, if your budget isn't approved or funding falls through, Cat Financial will cancel the contract and allow you to return the equipment without penalty.

Other financing options include installment loans, operating leases, finance leases and working capital loans. To help you select the right financing options, Cat Financial will work with you to understand your needs and to structure a matching plan. No matter what the situation, you will benefit from the best possible option to procure top-quality Caterpillar equipment at the lowest possible costs.

EXPERT APPLICATION ASSISTANCE

Not sure which machine to purchase? Or which work tool will help you complete a job most efficiently? Just give one of our trained experts a call. By utilizing more than 50 years of experience working with governmental agencies like yours, we can help you choose equipment

that is just right for your application. No matter if it's a Cat Skid Steer Loader with a hydraulic hammer or a Cat Motor Grader used during all seasons, our experts will help you select equipment that is job-matched to provide maximum productivity and efficiency.

SUPERIOR PARTS AND SERVICE

Using reliable equipment is always an advantage, but all equipment needs to be serviced, and unexpected breakdowns can occur. When those situations arise, you need to have your machine serviced or repaired as quickly and efficiently as possible. That's where our Cat trained parts and service technicians come in. They're the best in the industry. In addition, we'll make sure that you get the products and parts you need when you need them, no matter if you're doing the work yourself, or if we're doing it for you. From track shoes to engines — even maintenance items like filters and batteries — everything you need is usually in stock. If not, we will deliver whatever you need within 24 hours.

CAT WORK TOOLS MAXIMIZE VERSATILITY

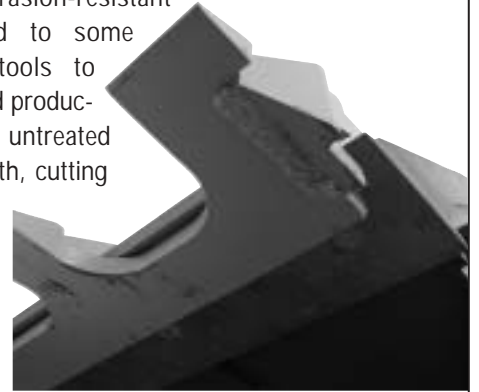
Caterpillar machines are known the world over for their ability to get the job done. Cat Work Tools have long added to the versatility of those machines, allowing them to work more efficiently and productively. A wide variety of Cat Work Tools will handle almost any application imaginable —

whether it's an auger digging holes for planting trees along a parkway or a hydraulic hammer used to break old

concrete. In addition, the ability to easily change from one work tool to another allows one machine to do multiple tasks. No matter what your need, the odds are we have a work tool that can handle it.

TOUGH TOOLS FOR TOUGH JOBS

Produced with specially formulated steels, Cat Ground Engaging Tools are strong and durable. In addition, they are heat treated to make them hard enough to resist wear and strong enough to resist breaking. They also utilize special steels that help reduce the softening effects of heat build-up. Abrasion-resistant material is applied to some ground engaging tools to increase wear life and productivity compared to untreated products. Bucket teeth, cutting edges and other wear parts are easily replaced. Ask us about the ground engaging tools for your applications.



WE'RE HERE WHEN YOU NEED US

Have a need for a specialized machine? Could you benefit from added productivity? Would a job-matched work tool better equip one of your machines for an unusual application? If so, The Cat Rental Store has exactly what you need, whether it's a Cat machine or another unit from our complete selection of other jobsite-related equipment and supplies.

When you rent a machine, you need it now, and you need the assurance that it has the ability to get the job done. At The Cat Rental Store, we know the importance of equipment availability and dependability. That's why our skilled service technicians carefully inspect each machine between rentals. In addition, the trained experts at our Cat Rental Store will help you select machines and work tools that are sized right for your job. Reliable equipment, knowledgeable staff and superior service — it all adds up to helping you get the job done economically and efficiently.



ADDITIONAL INFORMATION IS A CLICK AWAY

For product overviews and overall company information, log onto www.CAT.com.

To help you specify equipment and prepare a
Request for Proposal (RFP), check out www.GovBidSpec.com.

These user-friendly websites will help you discover how Caterpillar can assist you.

Materials and specifications are subject to change without notice.

