

THE REAL VALUE OF FUEL SAVINGS

NEXT GENERATION CAT® EXCAVATORS

You buy it, then burn it—all day, every day. If you're using fuel wisely, you're growing your business with every tank. But if your crew isn't careful, real profits are going up in smoke. New Cat® Excavators deliver the power you need to work profitably, but burn up to **25 PERCENT** less fuel than their predecessors. Find out how.

IT'S A SYSTEM THING

There's no easy way to cut fuel consumption without sacrificing performance. You have to consider the entire system, starting at the engine where power is produced and continuing all the way to the implements where work gets done. A change in one area can affect all the others.

Fortunately, Cat engineers attacked the fuel challenge from every angle, adjusting variables until the best solution emerged: a precise combination of engine speed and hydraulic pump size, delivered in a machine that works hard and saves fuel.

MORE ENGINE INNOVATION

The new engine incorporates many features that conserve fuel.



Electronic controls automatically cut engine speed when there's no demand from the hydraulic system, so you don't waste fuel.



Power settings—including a new Smart Mode—match hydraulic demand to engine speed for maximum fuel efficiency.



The cooling system uses multiple fans that independently control hydraulic oil, radiator and aftercooler temps. It's more efficient than a single-fan system that has to cool based on the hottest component.

HIGHER-EFFICIENCY HYDRAULICS

The all-new hydraulic system has a big impact on performance and fuel.



A new main control valve eliminates pilot lines. Fewer lines = less power loss = better fuel efficiency. Plus there's less hydraulic oil to buy, use and dispose of safely.

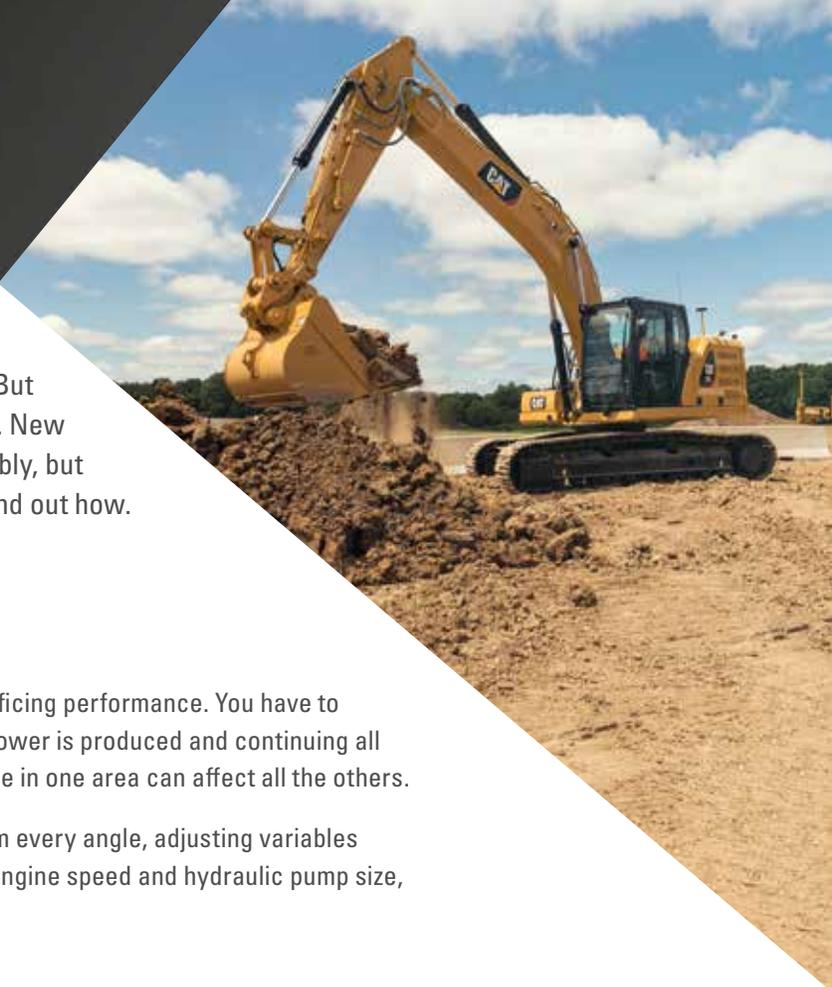


Positive flow control sends power and pressure exactly where and when it's needed, cutting cycle time and saving fuel.



Boom regeneration and flow control are managed automatically to enable quick, precise loading with less fuel.

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FUEL SAVINGS GO RIGHT TO THE BOTTOM LINE.



THE SAVINGS ADD UP

How much can you actually save on fuel with a new Cat Excavator? It depends on where you work and what you do. But when you compare these new excavators to previous models in similar applications, running 1,000 hours per year, the math looks like this:

NEW 320 GC	320F	SAVINGS/YEAR
$1,000 \text{ HR/YR} \times (2.0 \text{ GAL/HR} \times .80) = 1,600 \text{ GAL/YR}$	$1,000 \text{ HR/YR} \times 2.0 \text{ GAL/HR} = 2,000 \text{ GAL/YR}$	400 GAL/YR
$1,000 \text{ HR/YR} \times (7.57 \text{ L/HR} \times .80) = 6056 \text{ L/YR}$	$1,000 \text{ HR/YR} \times 7.57 \text{ L/HR} = 7570 \text{ L/YR}$	1514 L/YR

NEW 320	320F	SAVINGS/YEAR
$1,000 \text{ HR/YR} \times (3.5 \text{ GAL/HR} \times .75) = 2,625 \text{ GAL/YR}$	$1,000 \text{ HR/YR} \times 3.5 \text{ GAL/HR} = 3,500 \text{ GAL/YR}$	875 GAL/YR
$1,000 \text{ HR/YR} \times (13.25 \text{ L/HR} \times .75) = 9938 \text{ L/YR}$	$1,000 \text{ HR/YR} \times 13.25 \text{ L/HR} = 13,250 \text{ L/YR}$	3312 L/YR

NEW 323	320F	SAVINGS/YEAR
$1,000 \text{ HR/YR} \times (5.0 \text{ GAL/HR} \times .80) = 4,000 \text{ GAL/YR}$	$1,000 \text{ HR/YR} \times 5.0 \text{ GAL/HR} = 5,000 \text{ GAL/YR}$	1,000 GAL/YR
$1,000 \text{ HR/YR} \times (18.93 \text{ L/HR} \times .80) = 15,144 \text{ L/YR}$	$1,000 \text{ HR/YR} \times 18.93 \text{ L/HR} = 18,930 \text{ L/YR}$	3786 L/YR

START SAVING NOW

Talk to your dealer about new fuel-saving excavators from Caterpillar. And while you're gathering information, ask about other ways to control fuel costs: reducing idle time, improving job setup, training operators and using technology to track and manage fuel burn.

// Get more details at www.hastingsdeering.com.au

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