

THE REAL VALUE OF MANAGING MAINTENANCE

NEXT GENERATION CAT® EXCAVATORS

It's a wrench-turner's dream: long intervals, perfectly timed so you're not always pulling the machine out of service. Filter locations that make sense. And checkpoints you can reach without climbing all over the iron. Find out why an easy-maintenance design on new Cat® Excavators can lower costs by as much as **15 PERCENT**.

THE COST OF IGNORING MAINTENANCE

MAINTENANCE IS A PAIN

Not just because of the downtime, but because there are parts to order, procedures to follow, fluids to dispose of—all for a machine that seems to be running just fine. It's no wonder some equipment owners ignore the intervals. But that can be an expensive decision.



Undetected problems may eat away at productivity and crank up the fuel bill



Little issues can turn into big ones, which end up extending downtime and doubling or tripling repair costs



Resale value can take a dive since most used equipment buyers prefer machines that have been well taken care of

We understand why maintenance gets pushed to the bottom of the to-do list. But we believe in its power to improve profitability. That's why new Cat Excavators feature a maintenance plan you'll want to follow. One that lets you work more, stop less and lower costs by up 15 percent.

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GOOD MAINTENANCE DELIVERS LONGER LIFE, LOWER COST.



15% COST REDUCTION? WHERE DID THAT NUMBER COME FROM?

IT STARTS WITH A MORE EFFICIENT DESIGN

Longer filter life, fewer filters, extended intervals, better timing, less fluid, more convenient checkpoints—these are the hallmarks of an efficient maintenance design. And that's what we delivered. Here are just some of the ways we improved the new generation of Cat Excavators:

- Increased air filter capacity from 500 to 1,000 hours
- Increased hydraulic return filter life from 2,000 to 3,000 hours
- Extended change interval for final drive and swing drive filters to 500 hours
- Consolidated filter locations to save time
- Put 100 percent of daily checkpoints at ground level for faster, safer service

MAINTENANCE BY THE NUMBERS

On the 320 GC, 320 and 323, Cat Link technology is standard. Information directly from your machine systems can help you do maintenance only when it's needed.

- Product Link™ is onboard hardware that captures information about location, utilization, fuel burn and more while you work.
- VisionLink® is a web interface that lets you view and analyze data from any device—then use it to guide maintenance planning and equipment management decisions.

Cat Connect Services are also available if you'd like to see additional reports, insights and recommendations from the experts at your Cat dealer. And if you'd prefer to let an expert handle your maintenance, work with your Cat dealer to develop a Customer Support Agreement that meets your goals. If you adopt consistent maintenance practices, you'll see the payoff in terms of higher productivity, longer life and lower costs.

WHAT'S THE IMPACT?

Comparing the 20-ton Next Generation Cat Excavators to previous models over 12,000 hours, the new models use:

217 GAL | 820 L
LESS OIL 

50 FEWER FILTERS

LOWER COSTS, FEWER DISPOSAL HASSLES, MORE UPTIME

// Talk to us today about how you can get more value from Next Generation Cat Excavators and consistent maintenance practices. Get more details at www.hastingsdeering.com.au

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