

ISSUE 2 2019 WWW.CAT.COM

CAT® CL-1 BUCKETS

THE FIRST 6090FS SHOVEL CONVERSION

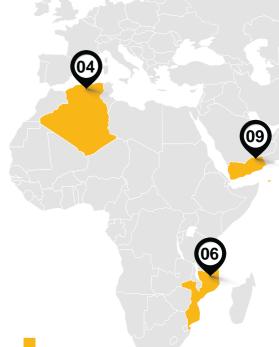
OVERCOMING FOOD SUPPLY CHALLENGES

GENERATOR SET OVERHAULS, YEMEN

8 NEW CAT GC MODELS

A TRUE FAMILY OF MACHINES





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COLOPHON:
Above is just a taste of what's in this issue – you'll find plenty more news and views inside. If you have an idea for a story for a future issue, contact our publishers at catmagazine@cat.com.

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DEAR READER.

Our focus on customers has never been stronger. As we see their needs and expectations expand, we are also experiencing a shift - especially when it comes to services. Services are a key element to our corporate strategy. Now is the time to build on the strong Caterpillar brand and 90+ years of product support to expand our scope and push forward.

We have an extraordinary base of installed equipment across the globe with more than two million assets in the field. We offer best-in-class technology. Our worldwide dealer network is unrivaled. And, investments in connectivity match the breadth and depth of our product lines. While our equipment will always be the foundation of Caterpillar, we are well positioned to transform, strengthen and support our products through Services. This means expanding our focus beyond parts, labor and connectivity to deliver customer value promises that exceed customer expectations.

For instance, Customer Value Agreements (CVAs) are a key driver to making this strategic and cultural shift. CVAs are packaged services that extend customer relationships across the asset lifecycle to

deliver services that customers value most. Instead of emphasizing what the customer is "getting" relative to features and benefits, CVAs focus on what the customer are "gaining", like hassle-free maintenance, single monthly payment and the security of component protection. The effort behind services is not just a Global Aftermarket Solutions Division mission. It's all of ours. Everyone at Caterpillar can play a significant and game-changing role in helping customers succeed.

In this issue, you'll learn about several services, including the first ground engaging tools (GET) conversion on a Cat® 6090FS hydraulic mining shovel. I am also proud to share stories about the family of Cat GC products, and the efforts to overhaul massive generator sets in war-torn Yemen to maintain food supplies. There is also much more inside. Please enjoy and share these stories of hardwork, dedication and accomplishments. Thank you.

Damien Giraud, **GASD Vice President**

WHAT INSPIRES OUR

Contributors



Sarel Naude, Caterpillar

Sarel joined Caterpillar in 2013 with more than 14 years of experience. He is an Application Specialist Consultant for large mining wear parts. He also supports Cat dealers as a Mining Aftermarket Solutions Representative to deliver results and grow the large mining wear parts business. Sarel is married and has three children. He enjoys time with his family and friends, exploring the outdoors and hunting. Another hobby is breeding and racing pigeons.



R. Venkataramanan, Tehama

A mechanical engineer by education, Venkat started as Service Engineer with Cat dealer Tehama in 1990. He has worked exclusively for Cat dealers, including 15 years with Tehama in Yemen, where he leads product support operations along with a committed team. Despite being a voice for the customer and the Cat brand in extremely challenging conditions, Venkat still finds time to be an avid follower of sports.



Debbie Mullally, Caterpillar

Debbie joined Caterpillar in 2004. Today, she is responsible for driving the marketing innovation strategy for General Construction and Infrastructure across the EAME and CIS regions. Recent projects include messaging strategy and customer experiences for Bauma 2019, and marketing strategies for new product introductions for the launch of Caterpillar's Next Generation Excavators. In her spare time, Debbie enjoys yoga, travelling and socializing.



Yasmine Boukerma, Bergerat Monnoyeur Algeria

Yasmine began working for Cat dealer Bergerat Monnoyeur Algeria in 2013 as Product Manager for **Building Construction Products** (BCP). She is responsible for strategic and operational marketing for BCP and hydraulic excavators (HEX) in the Algeria region ensuring and developing sales for both product lines. In her free time, Yasmine enjoys travelling and taking pictures. She is also an animal lover.



action and support is something that is dear to the heart of all Algerians."

Yasmine Boukerma, Product Line Manager for BCP and HEX machines

"This type of visible

"There was a lot of trash littering this area. Not only was it an eyesore, the litter was most likely getting into the ocean and affecting sea life," said the founder of Algérie Propre (Clean Algeria). "We have been active since 2013 and we are an association of young Algerians who are passionate about their country and keeping it clean."

Cat® dealer Bergerat Monnoyeur Algérie (BMA) soon found out about this cleanup project and contacted Algérie Propre through social media. "We reached out to some different groups involved in the cleaning movement around Algeria," explained Aghiles Djedid, BMA Marketing Manager. "Algérie Propre responded quickly. The waterfront was the place the group targeted. And, I personally saw the photos and the quantity of trash around the area. So, we agreed to take action with no hesitation. Plus, this project was an ideal fit for our Cat 426F2."

The 426F2 was then sent to the site via heavy transport and immediately started helping. "At BMA, we are proud to be a part of this initiative," said Yasmine Boukerma, Product Line Manager for BCP and HEX machines. "It is our pleasure to support the crew of volunteers by lending them the 426F2 backhoe loader and the services of an operator. It's also an opportunity to demonstrate what the machine can do. This type of visible action and support is something that is dear to the heart of all Algerians. We would like people to think of Cat machines and BMA when it comes to other projects like this."

Aghiles continued to say, "The people in this group have a love for their country

and the desire to make it better. Their determination is another reason we decided to collaborate with them. I like to say, 'They have the will and we have the way'. Our land and waters deserve to be protected for future generations."

He also estimates that the 426F2 helped cut the clean-up time in half. "The versatility of the 426F2 made all the difference. Without it, the project would have taken eight hours, even with more people helping. With the backhoe loader, it took only four hours to clean the entire area."

BMA's 426F2 is dedicated to helping with additional projects like these until the end of the year. And, Algérie Propre and BMA have discussed additional projects as well, thanks to the effectiveness of the 426F2 and the commitment of these volunteers.

"BMA has decided to help more of these kinds of movements. Our engines are a great plus and the 426F2 proved its capacity and effectiveness by giving more power to their actions. Being part of an effort like this is hugely satisfying. We are glad to see that our machines are capable of making such a big difference. We should all follow this example and work together on endeavours like these," emphasized Aghiles. ■

Additional details at: www.zahidcat.com



426F2 Backhoe Loader





"They have the will and we have the way." Aghiles Djedid, BMA Marketing Manager



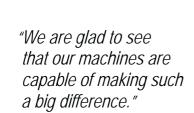






"...the litter was most likely getting into the ocean and affecting sea life."

Founder of Algérie Propre (Clean Algeria)



Aghiles Djedid, BMA Marketing Manager





A FIRST-OF-ITS-KIND **BUCKET CONVERSION**

FITTING CAT® EQUIPMENT ON TO THE MASSIVE CAT 6090FS



The bucket lip and ground engaging tools (GETs) on machines like the Cat® 6090FS hydraulic mining shovel take a lot of punishment. And they are expensive to replace. So, it just makes sense that customers who rely on GETs day after day want parts that are durable. However, that was not the experience for one coal mining customer in Mozambique.

The customer recently purchased a third Cat 6090FS, but was experiencing multiple reliability issues with non-OEM, refurbished buckets on the existing 6090FS machines in their fleet. To help solve the issues, the on-site team for southern African Cat dealer Barloworld Equipment, recommended changing the GETs on one of the 6090FS buckets to a Cat CL-1 system. It would be a key milestone for Barloworld Equipment Mozambique as it is the first conversion to a CL-1 and GETs on this size and class of machine globally. There are only about 20 6090FS operating across the world and each machine's bucket weighs about 60 metric tons when fully assembled.

"We had worked on this deal for more than three years with the customer, who was strongly embedded with another GET supplier. Seeing it finally come to fruition is a massive achievement and one of which we are extremely proud. In fact, this first 6090FS CL-1 conversion has triggered two additional 6090FS CL-1 conversions, further stamping Caterpillar as the OEM GET authority on this site," said Diren Gewanlal - Barloworld Equipment Specialist (Large Mining Wear Parts).

The process of converting a bucket like the one on the 6090FS can take about a month to complete. However, once installed, the Cat system offers one of the lowest costs per hour and per ton. According to David Lottering -Barloworld Equipment Specialist (Large Mining Wear Parts), the Cat CL-1 system provides a two to five percent productivity advantage over other systems. It is also a little lighter and has the best protected lip in the industry.

"The lighter weight and protection mean there's no need for a big attack angle as with other systems," added David. "Another benefit that the lighter weight offers is that it takes about 19 percent less energy to penetrate whatever operators are digging in to - whether that is loose stock, blasted material or even free





"We make sure customers understand everything on the machine right down to the GETs and the ordering process for parts. They can even take advantage of our dealer network to source products around the globe."

Sarel Naudé, Caterpillar Application Specialist Consultant (Large Mining Wear Parts)





"We also use the system to measure wear on competitors' buckets and GETs as well."

Zwannda Rasiwela, Junior Aftermarket Specialist Consultant Barloworld Equipment

To help the accuracy of those inspections David is training several people to use CTS Pro, an app that can be used with smart devices to help dealers improve bucket inspection data and mapping; and which is part of the Cat Wear Management System. The analyses can be seen in near real-time and can be accessed by any party. It also generates and automatically emails complete inspection reports to the customer along with pictures.

"For a new tip, the system can establish a baseline measurement and then, as it wears, a PSSR or someone from the measurement team will track and determine the GET's wear rate and the cost per hour. Based on that wear rate and onsite stock, we can place timely orders to support the customer, planning for downtime and reducing the risk of running out of parts," added Desmond.

Zwannda Rasiwela, Junior Aftermarket Specialist Consultant with Barloworld Equipment, had this to say. "We also use the system to measure wear on the buckets and GETs of competitor equipment operating at the mine. In this way, we are able to draw comparisons to the Caterpillar system and provide the customer with facts regarding what works best for their application."

The team at Barloworld Equipment are currently busy collecting data on site. Cat Magazine is planning a follow-up article once results are available. "We are extremely happy and proud of this accomplishment. There are not many machines of this type in the world and we have the opportunity to show the value of the CL-1 system in three of them in African conditions. It is also important to add that this is the first conversion globally where the customer agreed to completely cut out the competitor's lip and replace it with our

proprietary system. Today, we have the customer's other two 6090FS lined up and ready for the conversions," said David. ■

Additional details at: www.zahidcat.com







"Cat 3600 generators are among the most reliable models in the Caterpillar product range. They have an average life of more than 100,000 hours, if they are well maintained as recommended."

Venkat Ramanan, Product Support Manager for Operations at Tehama





YCFMS is part of the Hayel Saeed Anam (HSA) Group, a leading business house in the country with operations also in Malaysia and Egypt. Currently, YCFMS has 15 Cat 3606 generator sets and one Cat 3616 generator set. The company grinds whole wheat into 15,000 metric tons of flour per day, with ambitions to increase capacity to 17,000 metric tons per day by the end of 2019.

Three of the 3606 units are due for major overhaul. Each can take up to three months to complete. And, due to power requirements, only one unit can be taken off-line at a time. But before the work can begin, a maze of everchanging logistic challenges has to be overcome so that parts, and other supplies, can be delivered.

"We have been following this opportunity for two years, constantly monitoring engine performance and maintaining oil and fuel consumption data," said Venkat Ramanan, Product Support Manager for Operations at Tehama. "These generator sets are each rated at 1,940 Kw and generally operate at 70 percent capacity for optimum performance. They have previously had top-end overhauls.

Now, they are close to 40,000 hours, so it's time for more in-depth work."

A parts order was first placed in January 2019. As of this issue's publishing, they are most likely still in transit. "Getting anything to Yemen is obviously difficult," emphasized Andrew Haroun, Caterpillar Aftermarket Solutions Area Manager for Africa and the Middle East. "We are mainly working through two distribution centers. There's the main Grimbergen Distribution Centre in Belgium, and our Middle East Distribution Center (MEDC) in the UAE.

"Unfortunately, due to the ongoing conflict, it is very difficult to import parts into Yemen. And, to make it more problematic, many trucking companies don't want to enter Yemen. So, our only alternative is to use one of the world's biggest trucking companies, which adds more costs and about six weeks," said Venkat.

ADDITIONAL CHALLENGES

Overcoming complications like these takes determination. Yet those are not all the obstacles facing this project. Tehama, the MEDC and the Caterpillar Global

Aftermarket Solutions Division also had to face additional challenges, including:

- . The increased costs of retaining manpower
- The loss of key Tehama infrastructures, such as a major workshop, which was bombed
- · Additional security checks and clearances by the UAE's Ministry of Foreign Affairs for all imports to Yemen
- A shortage of US dollars and a plunge in the value of local currency
- Air freight and commercial airlines are essentially nonexistent, with the exception of the local airline, Yemenia

THE OVERHAULS

In situations like these, most customers would slash maintenance expenditures and postpone their overhauls. Not this group. When everything is finally in place, the generator sets' overhaul will follow strict Caterpillar recommendations, including value-added services such as Scheduled Oil Sampling and annual inspections. The project is expected to be complete by October 2019.

"Cat 3600 generators are among the most reliable models in the Caterpillar product range," added Venkat. "They have



"The teams face tough logistical challenges to reach many of the remote sites they serve, such as hospitals and villages, that depend on Cat generators."

Andrew Haroun, Caterpillar Aftermarket Solutions Area Manager for Africa and the Middle East



an average life of more than 100,000 hours, if they are well maintained as recommended. First, we'll perform a technical audit. This is to help ensure the overhauls will bring the performance back to standard specifications and prevent any surprise failures, which can involve expensive repairs and unexpected downtime. And, because budget is a major factor, we have kept the cost to one third of new engines - without compromising performance expectations. It's a second life for this equipment and we have an ambitious schedule, but we are determined to meet our deadline. We continue to be hopeful that the war will end quickly so that we can contribute to the rebuilding of Yemen's infrastructure," Venkat concludes. ■

Additional details at: www.zahidcat.com

DEDICATION

There is no question that the ongoing war in Yemen has greatly impacted the food security of its citizens. That's why YCFMS operations are critical. The Hodeidah mill, and another in Aden, are the most modern milling plants in Yemen. Together, they produce flour, dairy products, refined sugar, vegetable oil, soap products, canned foods and more. HSA is also involved in hospitality, the health sector, water packaging and water desalination as well as cement.

"I would like to emphasize that dealers like Tehama do not get enough credit for what they endure on a day-to-day basis," said Andrew. "The teams there face tough logistical challenges to reach many of the remote sites they serve, such as hospitals and villages, that depend on Cat generators. Despite the difficulties and risks associated with selling new equipment and providing warranty services at these remote locations, Tehama is still there, always trying to find solutions. They never give up and somehow manage to maintain a smile and a positive attitude. They continue to make Caterpillar proud and provide support for important customers that are vital to the country and its people."

Venkat also had this to say, "I'm proud to say that in the most demanding situations we ensure our customers continue to receive outstanding product support. At Tehama, our principles, vision and strong leadership are our core strength. We remain steadfastly committed to positively supporting our customers."







FACTORY INTEGRATED SOLUTIONS VS. THIRD PARTY SYSTEMS

TAKING SMALL WHEEL LOADERS TO TH







Tire pressure monitoring and auto-lube systems from third parties have been around for quite a while. However, manufacturers have not really had solutions like these in a fully integrated format before, especially when it comes to small wheel loaders. Caterpillar, on the other hand, has been working hard to develop its own, in-house solutions.

"What we're doing is taking the same technology that's used on large and medium wheel loaders and applying that to work seamlessly with our smaller Building Construction Products (BCP)," said Andy Massey, Caterpillar Product Application Specialist for small wheel loaders. "The idea is to make it more cost effective for customers than a third-party system, while keeping them more productive and safer, especially when it comes to complex electrical systems. Incorrect wiring can quickly cause operational problems or become a hazard."

Andy is referring to Cat® Production Measurement

"The new Autolube system saves us 20 minutes per day, per loader. if you add that up, that's hours of downtime not wasted."

Barry Scott - Yard manager, Copart

(CPM), Autolube and tire pressure monitoring. Each is supported through the Cat dealer network. So, should there be any parts or diagnostics needed, they're all fully integrated into Caterpillar's parts distribution system, service information and training, which allows dealers to respond with the correct parts and information.

CPM

The CPM system is designed around the hydraulic system and it works through the machine's integrated

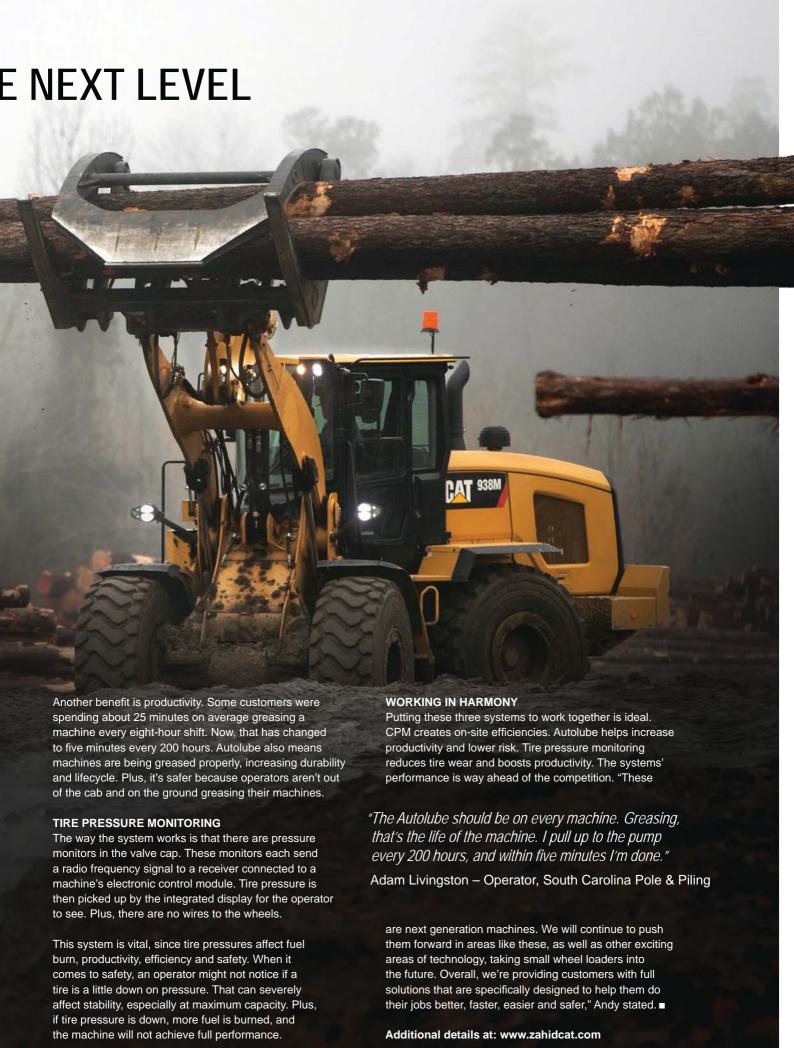
display. There is no separate display in the cab that can negatively affect visibility. CPM is integrated with Caterpillar software, including Product Link, to deliver productivity data that can be seen remotely with all other machine data all in one place, unlike third party systems.

CPM is also intuitive to a machine's work cycle. When a machine goes into the pile and lifts its arms in a full cycle, the load is weighed automatically. There is no effect on productivity because of extra time spent weighing materials. With other systems, you have to stop or go all the way to the top with the arms. Weighing accuracy is to two decimal places, every time. Customers can even pre-program up to 150 truck payloads to match different truck configurations and weight limits.

AUTOLUBE

From an engineering point of view, this system is integrated right from the start, meaning everything is designed into the structures. A third party would weld and drill on a machine, which can cause stress raisers that result in premature structural failures.

From a software point of view, the system is integrated into the machine's advanced display. Operators can see how much the machine is being greased and adjust that with two button presses. Depending on the application, the amount of grease can be increased or decreased to every moving component, aside from the driveshaft. And, it's all done by the machine. Autolube will also warn of low levels in the grease reservoir and report those warnings via Product Link.



THE NEW GC RANGE SETS A NEW STANDARD

INTRODUCING A FULL RANGE OF MACHINE WITH A DIFFERENT VALUE PROPOSITION

"The new GC Range of machines is a really exciting launch for Caterpillar. Besides expanding our product portfolio to the largest number of machines in Caterpillar's history, it is a very intentional strategy to best serve our customers by giving them the ability to choose the right machine for their application and business."

Those are the words of Debbie Mullally, EAME Global Construction & Infrastructure Marketing Manager for Caterpillar. Debbie is referring to the nine new Cat® GC models, which include three excavators, one motor grader, two medium wheel loaders and three soil compactors.

Put simply, the Cat GC product lineup offers a new value proposition for the more cost-conscious customers who want simple, best-in-class machines that are designed to get the job done – simply, reliably, economically and fuel efficiently.

The GC Range complements the traditional Cat product offering, or performance range, as well as Caterpillar's technically advanced premium range, thus enabling customers to choose across a spectrum of machines. This spectrum starts with the GC, our standard offering, designed to open up new opportunities for customers and to optimize their operations and their business. And with all Cat products being built to the same world class Cat Production System (CPS) standards, the GC Range offers with the same Cat brand quality, backed up with dealer support, services and Cat Genuine Parts.



S AND TOOLS

ratios, simplicity, reliable performance, versatility and ease of use.

"We already have a premium line of E Series hammers," said Bert Heijligers, Work Tools Marketing Consultant. "But, we wanted to create robust tools that are geared toward customers who use hammers 40 percent of the time, or less, like in sewer and water applications. That said, the GC hammers are robust enough to work in demolition, construction and quarry jobsites. GC tools offer costsavings and efficiency for day-to-day needs. They also fit our premium Cat machines. So, depending on the project, customers can now choose which models that work best for them. Plus, we have different models suited for the different regions' regulations."

In addition to GC hammers, there is also a full range of work tools available for GC machines, both fabricated and hydraulic. "GC tools are engineered to give customers

a low cost per hour solution while offering straightforward design and technology," explained Bert. "Readers should always look at the task ahead and then decide on the best tool and machine combination. GC machines and tools are more than support machines. The philosophy behind the line-up is to offer a more cost-effective alternative to premium tools. Spanning across all of Caterpillar's product families - excavation, earthmoving, paving and work tools - new GC products are positioned to give more choices to customers than ever before, regardless of their jobsite needs."

Caterpillar first introduced the 950 GC in 2014. The 320 GC followed in 2018. The 336 GC was launched at the end of 2018. And, the 330 GC and 345 GC have both been recently launched. The rest of the line-up will be available soon.

"I think the message I would like people to take away is that at Caterpillar, standard is not standard. These are not basic models. They are best-inclass Cat machines built to open up new opportunities for customers to optimize their operations and their business," commented Debbie. ■

Additional details at: www.zahidcat.com www.onlinecatworktools.com







The answer to these and many other questions can be answered with three simple letters - CCU.

CCU is Cat® Certified Used equipment. The partnership between Caterpillar and local exclusive Cat dealer Barloworld Equipment provides quality, used machines. "The idea is to give customers the confidence to purchase the machines they need without worrying about whether there is something wrong," said Gilles Leveneur of Cat Global Used Equipment Services, "This is especially true if a customer might not have the budget to afford new machines. It's another option in a dealer's portfolio."

Many of the machines that are available as CCU started life as rental equipment and are available for sale after 2 years in the rental fleet. That means they were serviced by a dealer, that Genuine Cat Parts were used and that there are good service records. "The true

value of a CCU machine is peace of mind," added Gilles. "CCU equipment comes with a warranty. So, if something should go wrong, customers don't have to worry about having repairs made. Plus, customers can opt for a Customer Solutions Agreement from Barloworld Equipment if they don't want to perform maintenance."

One such customer benefitting from CCU equipment is Jomo Khomo of Kele Mining Solutions in South Africa. "This program is perfect for emerging contractors like Jomo," said Brandon Arnold, Used Equipment Manager for Barloworld Equipment. "The first CCU trucks he bought were four Cat 730s. And, he was able to get four CCU machines, rather than three new ones. When I started in April 2016, he was renting about six machines. Now, he has bought about eight CCU machines and has increased his fleet in other areas as well."

BECOMING A CCU

Before a machine becomes CCU, dealers perform inspections in a number of areas. These include the engine, powertrain, undercarriage, hydraulics and many more. In fact, up to a total of 140 inspection points are checked, depending on the size and type of machine. And, there is a range of CCU machines available, including everything from medium excavators to wheel loaders and track-type tractors. "Any Cat machine can be sold as a CCU," Gilles emphasized.

Even the latest technology can be incorporated, such as Product Link, so customers can keep track of how their machines are performing. And, customers also have the option of using Cat Finance. "Through Cat Finance, customers can also feel more comfortable with financing. Not only does Cat Finance know Cat equipment, they know it's CCU so there is a level of comfort there





"This program is perfect for emerging contractors like Jomo."

Brandon Arnold, Used Equipment Manager for Barloworld Equipment

II We use contract mining as a platform to introduce technology to mining with a focus on productivity, efficiency and safety. We started working with Cat equipment about three years ago. Now, purchasing CCU machines gives us the opportunity to acquire Cat equipment at a much lower rate than if we had bought new.

One key factor for us in buying CCU was reliability, since we work with very abrasive iron ore. It's a tough environment, which is why support after the sale was important, too. Of course, the lower price played a significant role, and we appreciate the one-year warranty and the fact that the team at Barloworld Equipment went through the machines to make sure everything was brought up to Caterpillar standards.

I think our relationship with Barloworld Equipment is very good. If there are any issues, we sit down and talk them out. Any relationship will have its challenges, but I think we engage very well at all levels. I feel comfortable picking up the phone and calling anyone at any time whether I need service or technical support. They really make sure the equipment is in good working order at the time of purchase and that it stays that way. For me, CCU is a no brainer.

Jomo Khomo, Owner of Kele Mining Solutions

knowing that the risk is minimal, for both parties," Brandon stated.

The bottom line is that purchasing CCU is a smart choice. The machines are less expensive and dependable, while giving customers more options. "I know of smaller customers that have started their business with second-hand Cat machines and then they have grown with the brand and become a true part of the Cat family," Gilles concluded.

Additional details at: www. zahidcat.com/used





BACK-UP POWER ENSURES SERVER OPERATION IN BIRMINGHAM, UK

CAT® GENERATOR SETS MEAN PEACE OF MIND



Cat® dealer Finning UK & Ireland has taken a strategic approach to powering into new markets. Three years ago, the dealer paired with ABC Power to develop a strategy for getting Cat generators into places like data centers, hospitals and manufacturing plants.

In October 2018, Finning began working with ABC Power to install three Cat C9 330 kVA generators at Intercity Technology. "Intercity provides cloud-based data storage," said Leigh Hawkins, Sales Manager for Retail and Used Equipment at Finning. "Having uninterrupted power is essential. Customers like them want and expect the best."

Alan Carter, Managing Director at ABC Power Solutions, agreed with Leigh. "The team and I here specialize in critical power applications. We pride ourselves on understanding customers' pains, needs and goals. By doing this, our solutions offer our growing client base a high level of confidence. They trust us to provide long-term help on a 24-hour basis. So, when Intercity approached us to provide back-up power to their expanding data center, my option was quite clear. Finning and Cat were the way to go. The service I get from the sales team is second

> a league of their own." In addition to their

> > dependability, the Cat C9 generator sets

were chosen specifically for their size, as well as their power production. Leigh explains. "Our biggest challenge for this project was the space. These generators were being installed in a basement. That meant space was tight." To complete the job, roads were blocked, and the generators were carefully rolled through narrow passageways and guided to the bottom floor with the help of six handlers.

"Finning and Cat were the way to go. The service I get from the sales team is second to none."

Alan Carter, Managing Director at ABC Power

"When complete, Intercity will have a solid, dependable reserve power source. If the power goes out, these three machines have the capability of running the servers, any computer systems and providing basic lighting, all while protecting data storage." ■

Additional details at: www.zahidcat.com



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new technology and
specifications that
boost efficiency and
productivity. These
new systems deliver
many advantages that

include, but are not limited to; digging in with real-time depth, slope and horizontal distance to grade guidance.

Additionally, the all

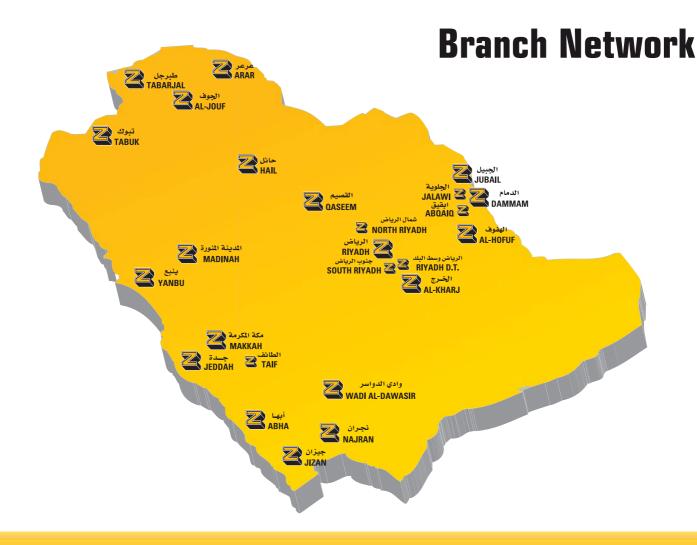
new Excavator focuses on operator comfort. With extensive safety features such as rear and front view cameras to enhance all round visibility for the operator, allowing them to

have a complete picture of their surroundings.





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