



CAT[®] MAGAZINE

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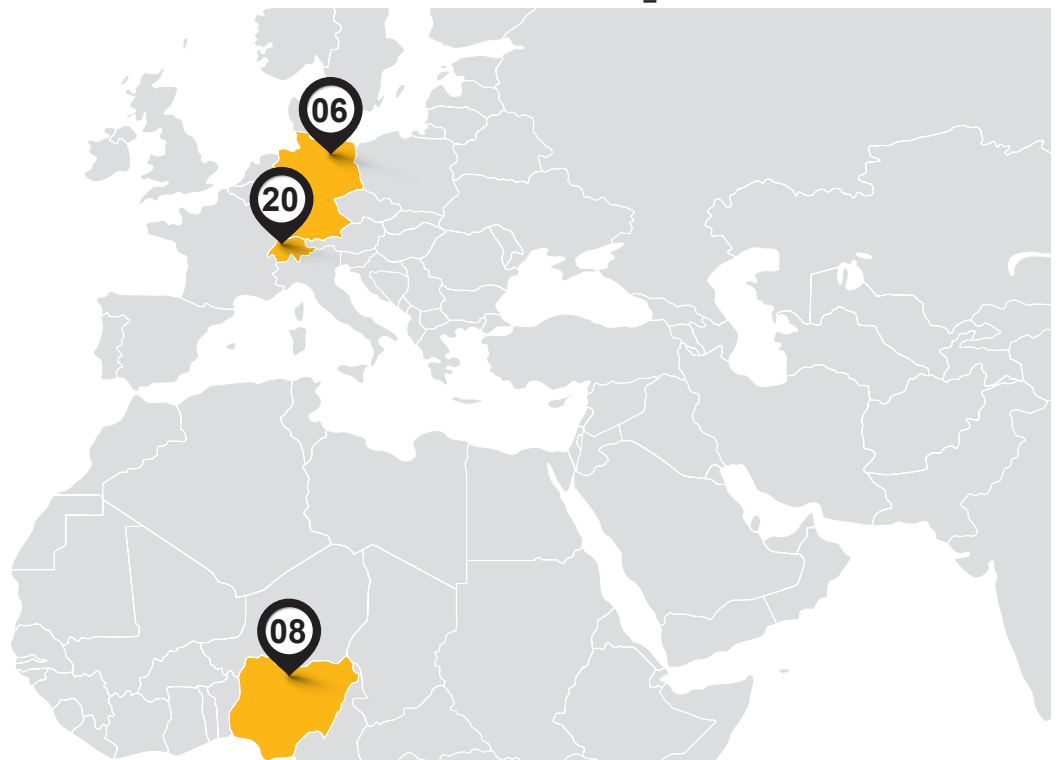


THE CAT[®] D6 GC AND 966 GC SIMPLER, ECONOMICAL MACHINES FOR REMOTE SITES • THE NEW CAT M314 AND M318 INCREASED VERSATILITY, LOWER COSTS • CAT TRIAL 9 CATERPILLAR REIMAGINES PAC-MAN™

شركة الزاهد للتراكتورات
ZAHID TRACTOR

CAT[®]





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Dear Reader,

This year, we've all faced unprecedented challenges. But, through it all, our customers, our dealers and our own Caterpillar teams have found ways to safely continue their efforts to build a better world. I am proud to say that, though it is not business as usual here at Caterpillar, we're continuing to manufacture machines, deliver parts and provide services to support our customers and their essential work.

In 2020, Caterpillar invested heavily in research and development to set our customers up for success moving forward. This translates to more than 20 new products and services coming to our customers in 2021. For example, when it comes to new product introductions, we feature two next generation wheeled excavators in this issue, that are designed for versatility and affordability.

You can also read about our recent revival of the Cat Trials, where Cat machines recreate the iconic PAC-MAN™ game – and take it to an entirely new level. Admire the precision of the equipment that built the maze and the remote-control skid steers as the game's characters.

Additionally, you read about how new backhoe loaders, Cat Certified Used equipment and Customer Value Agreements are helping customers lower owning and operating costs.

As we work through this new normal, I continue to admire how our customers are adjusting and adapting by finding new and innovative ways to work. I hope you enjoy reading this latest installment of Cat Magazine. And, that in doing so, you learn more about our steadfast commitment to our customers' success.

No matter how your business has changed this year, we at Caterpillar have your back. Today, tomorrow and always.

Corne Timmermans,
Global Construction and Infrastructure
Manager
Europe, Africa, Middle East and Eurasia

WHAT INSPIRES OUR

Contributors



J. Archie Lyons, Caterpillar

Archie started with Caterpillar as a video producer in 2005. Today, he is the Creative Director for the Brand Strategy & Activation Team in Peoria, working on global marketing strategies, the creation of The Cat Trials video series and other brand projects. He has done major tradeshow and events, including CONEXPO and bauma China. He has earned several prestigious global marketing awards. Archie attended Bradley has a bachelor's degree in communications/advertising.



Alissa Green, Caterpillar

Alissa joined Caterpillar earlier this year as the Global Brand Team's Content Marketing Manager. Her team is responsible for leading brand-level content efforts and trade press promotion. Prior to Caterpillar, Alissa led content marketing for Great Wolf Lodge, a national waterpark chain in the U.S., as well as Alliant Credit Union, one of America's largest credit unions. Alissa has lived in both Spain and Ireland and prides herself on being a life-long traveler.



Ibrahim Abeeb, Mantrac

After graduating with a degree in electrical and electronics engineering, Ibrahim joined Cat dealer Mantrac in 2015 as a Sales Support Coordinator. He was responsible for territorial sales coordination, in addition to generating and analyzing parts sales data and project information. Ibrahim was then promoted to Product Support Sales Representative (PSSR) in 2019. His hobbies include reading, traveling and spending time with friends and family.



Marylise Serrano-Dion, Caterpillar

Marylise has spent 23 years at Caterpillar, with 18 of those years in commercial roles for BCP machines in Europe. Over the last five years, she has worked on the deployment of new parts and services solutions across the enterprise. Marylise's interests include reading (especially crime novels) and sailing. Like most people she prefers warm, sunny weather, which is not always in the forecast in England, where she is based.



GET TO KNOW THE NEW ECONOMICAL 966 AND D6 GC

Customers looking for robust machines that are easy to own and operate can turn to the Cat® 966 GC wheel loader and the Cat D6 GC track-type tractor. Launched in late 2020, and purpose-built for AME territories, these two overachievers were designed with customer feedback in mind. The goal? To engineer performance-driven machines that can easily take on demanding work in remote areas. The result? Simple, technology-free machines with built-in dependability that are easy to maintain and repair.

TRANSMISSION AND GEARBOX

From the former H Series, the transmission and gearbox provide smooth, efficient gear changes.

CAT PRODUCTION MEASUREMENT

The Cat Production Measurement kit measures bucket material. The system is easy to calibrate, designed to save time and money and has a proven accuracy of three percent.

PERFORMANCE SERIES BUCKETS

Curved sides allow even newer operators to be extremely productive, achieving fill factors of up to 110 percent. Operators spend less time in the pile, saving fuel and tire wear.

VARIABLE-SPEED FAN

This on-demand fan runs only when needed and when coolant reaches a certain temperature, saving fuel and up to 30 horsepower.

L SERIES COMPONENTS

A high percentage of L Series components, like the frame and famous C 9.3 engine.

“Our Performance Series Buckets are a tested and proven, patented design. No other bucket can match our capabilities.”

Yaroslav Chechik, Caterpillar Medium Wheel Loader Application Specialist

966 GC

The Cat 966 GC wheel loader is designed to be easy to own and operate. It's built on the industry-benchmark 966H, not as a replacement, but as a complement. “This machine is new, but it has proven reliability, productivity and profitability,” said Amr Abaza, Caterpillar Medium Wheel Loader Product Marketing Consultant. “There is less technology on

this 996 than on the L Series. But we've found that customers in the AME region are not asking for a lot of technology, making the 966 GC the perfect fit for the area. If customers were happy with their H Series, they'll be delighted with their 966 GC.”

“Because this machine is fully mechanical, diagnostics and repairs are straightforward. The D6 GC is clearly the best choice for a simple, economical dozer.”

Christophe Seyvet, Caterpillar Product Marketing Consultant

TRADITIONAL CAB ENVIRONMENT

Analog dash display, open (canopy) or enclosed cab with roll-over protection, excellent visibility and suspension seat add to ease of operation.

BLADE CONTROLS

Traditional blade controls mean operators will find themselves at home.

TWO-LEVER STEERING

Powerful performance in a familiar machine with two-lever steering.

WEIGHT

Balanced horsepower and blade weight for optimum production on challenging jobsites.

ENGINE AND POWERTRAIN

Engine and powertrain components work as a system for cost-effective reliability and performance.



D6 GC

“We gave the Cat D6 GC the legendary Cat 3306B engine and a robust powertrain for reliability and performance,” said Jean-François Villard, Caterpillar Product Application Specialist. “What we built is a cost effective and productive powerhouse.” Ilya Okurenkov, Caterpillar Product Marketing Consultant for the CIS region, added, “Plus, because machines like this are often first at isolated jobsites, we removed

unnecessary technology, so maintenance and repairs are simpler at remote jobsites. When seeking a replacement to the D7G, customers will see that the D6 GC delivers the same legendary reliability with increased productivity.” ■

Additional details at: www.zahidcat.com



THE CAT M314 AND M318

TWO NEW NEXT GENERATION WHEELED EXCAVATORS ARE HERE

The M314 and M318 have a number of design updates that enhance efficiency and lower long-term operating costs. Each machine has advanced hydraulics that help power attachments more efficiently. That includes Cat® tilt-rotators, which increase machine flexibility and allow operators to maneuver around obstacles without repositioning the machine.

These versatile excavators are built to get the job done quickly and efficiently. "I have been working with the M318 since the beginning of 2020," said, Eric Witt, Operator at contractor Waggershauser in Germany. "Right away I could tell what a big difference there is with the new M318. One feature I particularly like is that I can program my joystick to my own preferences by logging in with a personal code. This means my colleagues can set their own preferences and just log in to start working immediately, which saves time."

OPERATOR COMFORT, SAFETY

Whether customers choose a deluxe or premium cab design, operators will find new, larger spaces and added comfort to reduce fatigue and increase productivity. When it comes to safety, a low-profile engine hood, large front, rear and side windows, offer improved visibility in every direction. Standard rearview and sideview cameras further improve visibility. "On jobsites, safety is the most important thing to me," added Eric. "My M318 has four cameras that are placed around the machine, so the computer creates a 360 visibility to enhance safety."

TECHNOLOGY BOOSTS EFFICIENCY

Owners and operators can take advantage of Product Link™. This technology comes standard and provides machine location, hours, fuel use, idle time, diagnostics

codes and other machine data. That includes new, Remote Troubleshoot and Remote Flash. Remote Troubleshoot helps reduce service trips to jobsites by giving technicians the ability to run diagnostics testing remotely and capture real-time data. Remote Flash updates on-board machine software to ensure machines are operating with the most current systems.

LESS REQUIRED MAINTENANCE

These machines have longer service and maintenance intervals. For example, longer-lasting filters deliver up to a 10 percent saving in maintenance parts. The new hydraulic oil filter delivers improved filtration and 50 percent longer change interval at 3,000 operating hours. Plus, filter life and maintenance intervals are now conveniently tracked on the in-cab touchscreen monitor. ■

Additional details at:
www.zahidcat.com



Eric Witt, Operator at contractor Waggershauser

"For me, this is the best wheeled excavator I have ever operated. Each morning it makes me happy to get in the cab, and then get out that evening without feeling exhausted. What a great machine."



Easy-to-reach controls help increase operator comfort and productivity.

A fuel-efficient Cat C4.4 engine delivers increased power and up to a 5 percent improvement in fuel economy.

Operators can easily check all daily maintenance checkpoints, including engine oil, from ground level.

Travel speeds of over 34km/h.

Diesel fuel is protected through new two-level fuel filtration.

Auto axle lock detects when the service brake must be locked or unlocked.

Wheeled Excavator

Weights
Operating Weight

Engine
Engine Model
Net Power (ISO 14396)

Sizes
Max. digging depth
Max. reach at ground level
Max. loading height

Cat® M314

15,000 – 18,000 kg

Cat C 4.4
110 kW

5,290 mm
8,650 mm
7,010 mm

Cat M318

17,500 – 19,950 kg

Cat C 4.4
129 kW

5,600 mm
8,960 mm
7,170 mm



REBUILDING BUSINESS AND MACHINES

OVERCOMING THE COMPETITION IN NIGERIA

LafargeHolcim Group is the biggest construction and concrete company in the world. In Nigeria, about five million metric tonnes of their UniCem concrete brand is poured every year. And, the operational equipment helping supply that five million metric tonnes was coming from Cat® dealer Mantrac.

Then, over a period of two to three years, Mantrac started to see a drop in business from Lafarge UniCem – a significant, 75 percent drop. As it turns out, much of Lafarge UniCem's Cat machines were being replaced by a competitor's machines.

"It just goes to show you that no matter how hard you try to meet a customer's needs, there is always someone out there trying to take business away," said Ibrahim Abeeb, Product Support Sales Representative (PSSR) for Cat dealer Mantrac. "In this case, our customer's needs hadn't changed, they were just trying to create more cost-effective operations."

While new competitor's equipment was being put into service, Cat machines (such as a 993, 988, 385, D10, 773 and 775) were just sitting on-site baking in the sun – some for more than two years. Still having a good relationship with the customer, however, Ibrahim decided to take on the competitor's low pricing and

prove that Cat machines could still be valuable assets through the Cat Certified Rebuild Program.

"We arranged to visit the site and conducted Tier One and Tier Three inspections as well as Custom Track Service (CTS) inspections with our technicians and engineers," added Ibrahim. "We went from machine to machine so we could create a list of rebuild requirements and costs, including parts and labor. Once we fine-tuned everything, we went back with a value proposition to get the machines back into service."

Trying to convince a customer that taking used, dormant equipment is better value over new, cheaper machines from the competition isn't easy. However, Lafarge UniCem not only understood the cost-effectiveness and productivity potential of rebuilding Cat machines to like-new condition, they committed to rebuilding 10





"We faced a lot of challenges. In the end, though, our competitor couldn't provide the kind of service, reliability, longevity and repair options that Cat machines are known for. I am happy to help win back the business and their trust."

Ibrahim Abee, Product Support Sales Representative (PSSR) for Cat dealer Mantrac



pieces of equipment with support from Mantrac engineers and the Caterpillar Support Program.

"It puts a smile on my face knowing we showed a valuable customer that we could rebuild their Cat machines for less than maintaining the new machines they were buying," says Ibrahim. "For me, being a Mantrac PSSR goes beyond pricing and cost. It's also about perseverance and the solutions and support we can give our customers. We faced a lot of challenges. In the end, though, our competitor couldn't provide the kind of service, reliability, longevity and repair options that Cat machines are known for. I am happy to help win back the business and their trust." ■

Additional details at: www.zahidcat.com





CAT® CERTIFIED USED AND CVAs

EASY TO OWN, READY

This year Caterpillar launched its Customer Value Agreement (CVA) program. It's a service, maintenance and parts program that helps lower owning and operating costs. Not only is this yet another valuable tool from Caterpillar, it can also be paired with other programs, such as Cat Certified Used (CCU).

In Georgia and Kazakhstan, Cat Dealer Borusan has had great success in combining CCUs with CVAs. In fact, Borusan Kazakhstan sold 87 CCU machines in September 2020, each with a 12-month CVA that was supported by Cat Financial.

"We understand customers sometimes have questions about the condition of machines when purchasing them used," said Sergey Aravin Equipment Management Solution Manager at Borusan. "The CCU certification means the equipment has passed a full technical and mechanical check. Machines are inspected and built back to like-new

condition and performance, including a full warranty. Adding a CVA allows customers to concentrate on business while we monitor machine health and maintain their equipment." Merging these programs is a natural fit. It's an ideal way for customers to maximize their investments and get the most out of their machines. ■

Additional details at:
www.zahidcat.com

Complementing CCU machines, a CVA provides:

- Hassle-free ownership and maintenance
- Helpful advice and guidance on machine operation
- Cat Genuine Parts delivered on time for preventative maintenance
- The option to have a Cat dealer perform maintenance
- The security of dealer support through the Cat Equipment Protection Plan, for powertrain and hydraulics
- Peace of mind with customer-executed inspections using the Cat Inspect App
- Fluid health and easy access to asset information, such as hours, location, fuel burn and fault codes (via machine alerts and the Cat App)



READY TO WORK

Customers who included a CVA with their CCU purchase gave their reactions

Chesh Alexander – Manager, Almatystroy Stroitel'naya Kompaniya LLP

"We previously leased machines, but we decided to buy a used Cat 950GC. The price and performance of the machine are excellent. With our CVA, the equipment is always under supervision, and we appreciate the convenient and quick dealer responses. On jobsites, we get positive feedback about the ability to monitor machines, which makes it possible to fix problems immediately. The promptness of dealer technicians and parts means less equipment idle time."

Maku Andrey – Deputy Director, Alyansgroup LLP

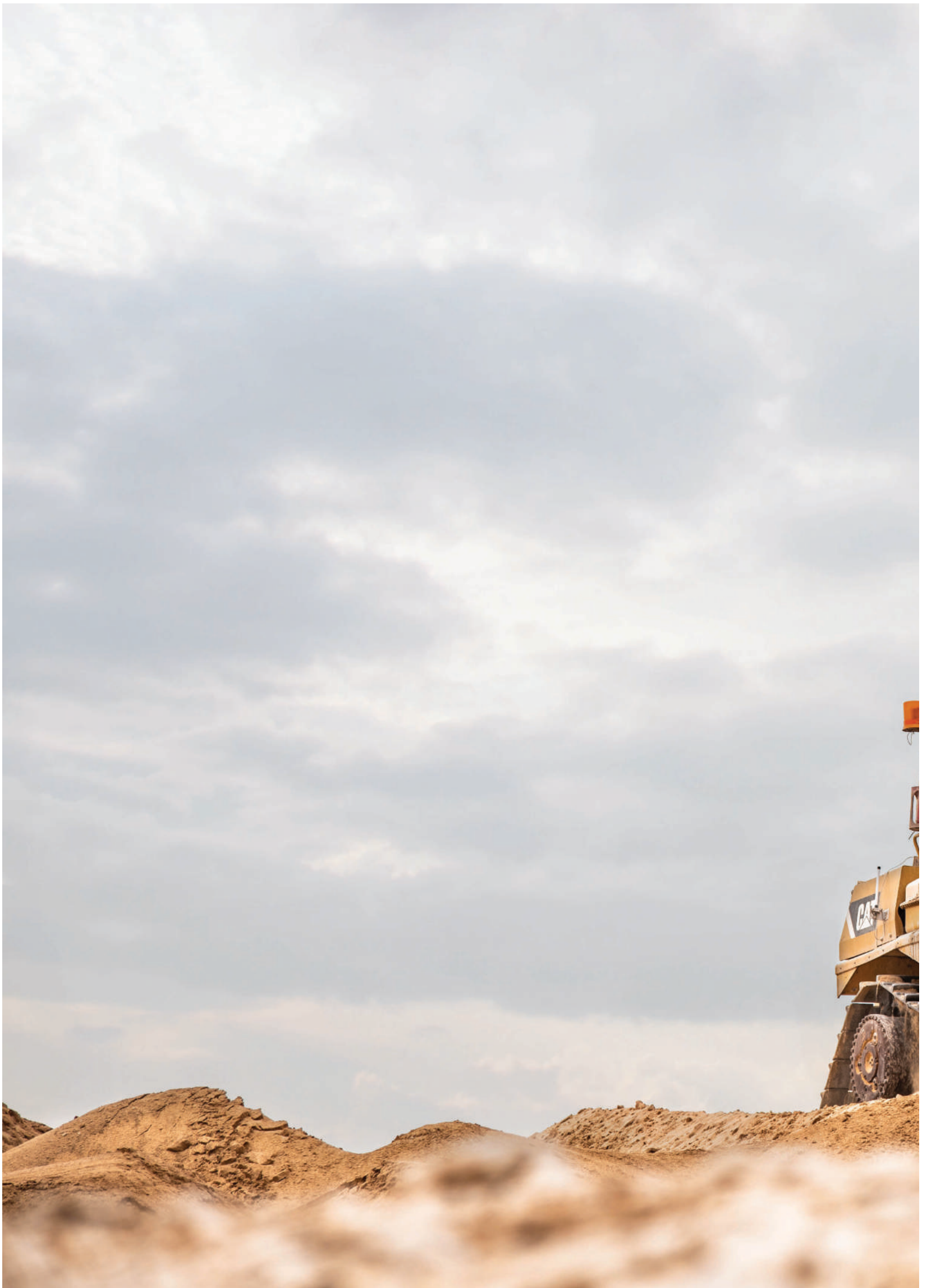
"I like the attractive price with CCU machines and the low hours on our 330GC. We decided to see how a CVA would be valuable to us. If so, we would include a CVA with any fleet expansions. Right now, it's still early, but we are positive. The maintenance, diagnostics, parts delivery and failure detection are very helpful."

Orazaliyev Alisher – Founding Director, Korporatsiya ABM Kurylys LLP

"With the purchase of our Cat 320 excavators, we decided to try CVAs. The used machines run extremely well and are very productive. There have been no big difficulties with the equipment. For me, our CVA is a big advantage. If parts aren't found and a machine sits idle, it's unproductive and expensive. Thanks to our CVA, filters and oils are changed quickly, and parts arrive quickly so I don't waste time and money."



CAT® Certified
Used







ADDED VALUE, TIMES TWO

CONCENTRATE ON THE JOB, NOT MACHINE MAINTENANCE

Caterpillar understands customers are looking for more than just a capable piece of equipment. Today, added value that lowers owning and operating costs and increases productivity is in demand. Two ways in achieving that is with the new Cat backhoe loaders (BHLs) and Customer Value Agreements (CVA).

The Cat BHL series includes the 428, 432, 434 and 444. Each is a versatile machine that delivers power and torque while providing up to 10 percent more fuel efficiency than previous models. With interactive display screens, a powershift transmission, electro hydraulic seat mounted controls (432 and 444) and power management modes, this new series can easily tackle any job in its class.

When it comes to support, Caterpillar is planning the January 2021 European launch of a new suite of customer agreements. "Customer needs, and the tools they use, continue to evolve, so we conducted a global Voice Of The Customer survey to understand what they need to run their machines and businesses more effectively," said Marylise Serrano-Dion, EAME CVA Program Manager with Caterpillar.

The CVAs offer customers three packages of services, all delivering four value promises: hassle-free ownership and maintenance, the security of expert dealer support and equipment health management. CVAs are available for purchase with a new machine and are designed to complement a customer's preference for maintaining equipment. ■

Additional details at: www.zahidcat.com



THE CVA FOUR-VALUE PROMISE

A flexible, tiered plan that focuses on four value promises to lower customer costs, reduce or eliminate time spent on maintenance and to reduce downtime.

01

HASSLE-FREE OWNERSHIP

Customers can include the cost of a CVA into monthly machine payments at the same financing rate as the machine. Or, a CVA can be financed separately.*

*Subject to restrictions and availability. Additional terms and conditions may apply. Contact your Cat dealer for more information.

02

HASSLE-FREE MAINTENANCE

The Cat dealer monitors the equipment and ships the right Cat Parts to the customer's location on schedule for maintenance. Optional dealer services include trained professionals who can work with customers' schedules to minimize downtime. "No matter how customers prefer to handle maintenance and service, Genuine Cat Parts, can extend component life by up to 50 percent," Marylise told us.





Przedsiębiorstwo Robót Drogowo-Budowlanych – Ormeta, Poland



*Jakub Wawrzyniak –
Company owner*

Jakub Wawrzyniak is a loyal Cat customer who normally purchases a five-year, 8,000-hour EPP with a machine and will keep that machine under a CVA until he is ready to sell it at a higher price thanks to the full dealer maintenance history.

“I install sewage systems, water supply lines and rainwater networks using the Cat 432. It’s a safe machine with excellent visibility, performance and efficiency. It’s important to focus on doing business, not maintaining or servicing machines. I have a very good relationship with my Cat dealer and always buy the Extended Protection Plan. Now I also get the CVA because I want my equipment to work as long as possible without issues.”

Jakub Przybyła – Operator

“The integrated joysticks are quick in precise, especially when working on ditches. There are three modes; Eco, Standard and Standard+. I work with Standard+ for the highest productivity. In Eco mode the fuel consumption is much lower than previous models. It’s simple to service, easy to lubricate and I can squeeze into tight spaces.”

José Ángel Pérez – Cantabria, Spain



*José Ángel Pérez –
Independent business
owner*

“I’ve been self-employed for about 20 years and have used different brands, but I recently decided on a Cat 432. I was impressed by the seat-mounted controls and the cab is roomy even in different seat positions. This machine is also good for driving over rough ground or stones and the built-in control system gives you lots of options for speed, output and response rate. It’s a great machine and really powerful.”

03 | SECURITY OF EXPERT DEALER SUPPORT

Equipment Protection Plan (EPP) options minimize the cost of potential machine defects under coverage. CVA helps put customers at ease since they can rely on expert dealer troubleshooting, diagnostics and repairs with Genuine Cat Parts.

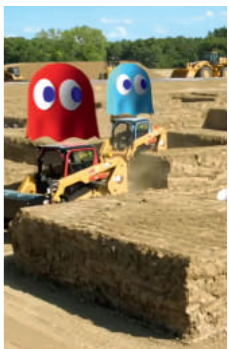
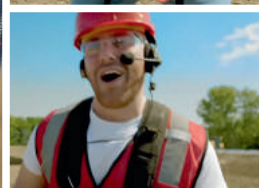
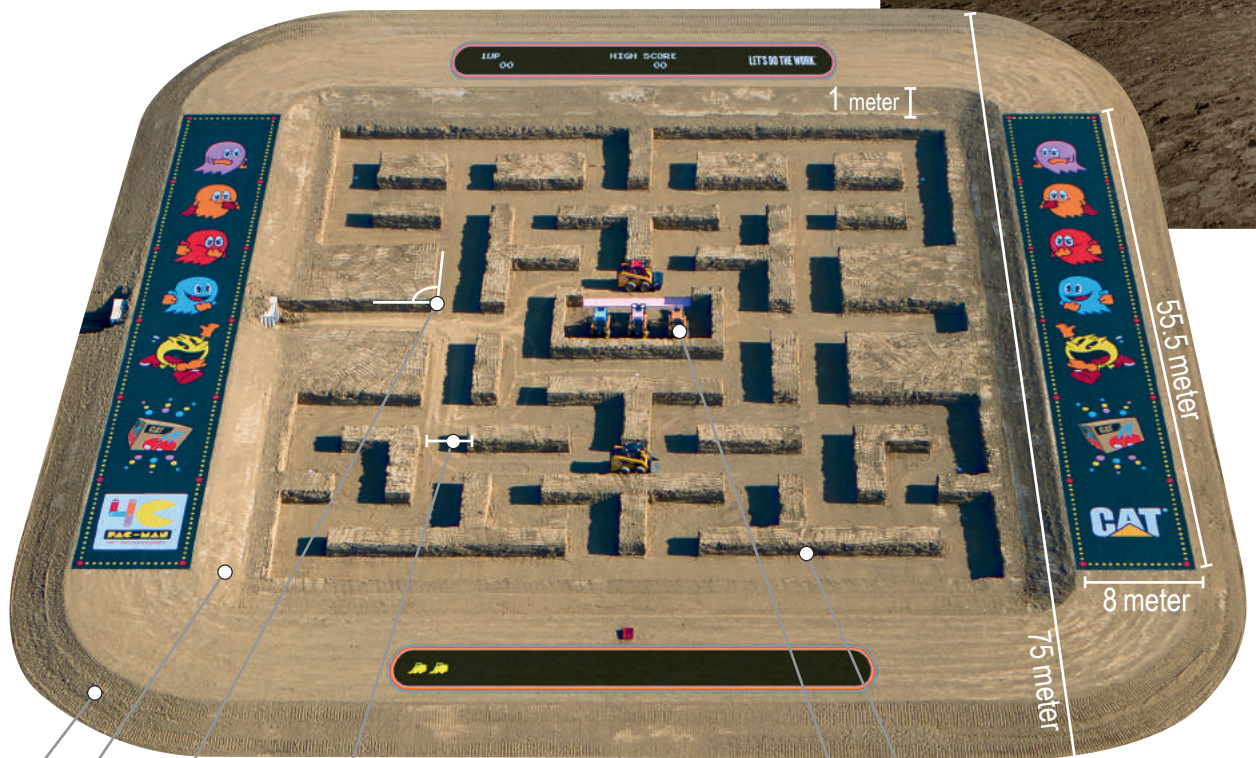
04 | PEACE OF MIND, EQUIPMENT HEALTH

Through the Cat App, My.Cat.Com and Cat Inspect, customers can access key machine health information such as use, maintenance and location. In addition, fluid health analysis monitors the condition of equipment oil, fuel and coolant, for an inside look at major systems to better prevent failures, downtime or loss of production.



THE CAT TRIALS ARE BACK

CATERPILLAR BUILDS LIFE-SIZE PAC-MAN™ BOARD LEVERAGING IMPRESSIVE MACHINE TECHNOLOGY





BLINKY
JOEY STONE
 NASCAR/ RCR eSPORTS
 Drives the #8 Cat Car
 on the virtual track

PAC-MAN™
JAMES KOSNER
 CUSTOMER
 JIMAX – Landscaping & Demolition/
 Operates Cat Remote Equipment

INKY
ALFONSO FARJARDO
 CUSTOMER
 Horsepower Site
 Survey – Global
 Operator Challenge
 Regional Finalist

CLYDE
TOM GARDOCKI
 SOCIAL INFLUENCER/
 CUSTOMER
 The Dirt Ninja

PAC-MAN™ is iconic; one of the most famous video games ever developed. This fall, Caterpillar brought it back center stage, 40 years after its release, as only the Cat Trials could: on a scale of epic proportions.

The Cat Trial #9 put PAC-MAN and the ghosts back on the board with a simple goal: gobble up all the pellets before the ghosts can get you. Meanwhile, the classic, electronic chase scene features some unique power pellets and bonuses that only Cat dealers can provide.

But it's more than just a reimagined version of the game; the video highlights the technology, the versatility, the agility and the power Cat customers demand in the real world. As well as the unexpected challenges they face each day, just like PAC-MAN.

"It's Caterpillar's 95th anniversary and we couldn't think of a better time to create a video and blend these two iconic brands," said Archie Lyons, Creative Director for Caterpillar Global Brands.

"Plus, we felt everyone could use a few smiles and a little fun this year. Luckily, BANDAI NAMCO (the company behind PAC-MAN) agreed."

The two-minute video was shot at the Edwards Demonstration and Learning Center in Peoria, IL and features five remotely operated Cat 236D3 skid steers as PAC-MAN and the ghosts. Like the real game, the object is to eat pellets and earn bonus points using power pellets.

Fruit bonuses are Cat parts boxes, which allow PAC-MAN to earn extra lives. Power pellets represent Cat dealer services that customers use to take on daily challenges. "This was a great opportunity to highlight services that Caterpillar and our dealers offer to help our customers succeed," explained Kelly Grimm, Services Marketing Communications Manager with Caterpillar. "The power pellets represent the Cat App for machine health and tracking, Customer Value Agreements for hassle-free ownership, Cat Financial for the right financing and insurance options and a Cat dealer service truck for repair options."

Watch the entire Trial 9: PAC-MAN™ video along with behind-the-scenes footage at www.cat.com





BEHIND THE SCENES OF THE GAME BOARD BUILD

The build team spent months perfecting every detail of the game board to ensure it was authentic and reflected real play, from the shape and dimensions of the game board to the relative size of the pellets, ghosts and PAC-MAN himself.

To ensure accuracy, for example, digging and sculpting were done with a Cat 336 excavator equipped with Cat Grade 3D. “We got the original game board file and basically loaded it into the excavator’s GPS system. That one machine dug the entire area in 70 hours, significantly less than the traditional stake and grade method,” added Archie. “In fact, if you overlay the original game board over the drone photo, it’s 99 percent accurate. BANDAI NAMCO was amazed.”

According to Ryan Neal, Product Application Specialist for Excavators, the 336 was the perfect machine for the job. “We needed a machine with excellent reach to create the 3.6-meter-wide paths. And I think the smoothness and precision of the 151 corners speak for themselves. It’s like we used a giant cookie cutter.”

PAC-MAN enthusiasts will also appreciate ‘Easter eggs,’ like a coffee break and the level 256 ending. In addition, a one-degree elevation change and drainpipe were built-in, so the maze didn’t become a giant swimming pool if it rained, which it did.

READY PLAYER ONE

James Kosner, Co-Founder of the JIMAX Group, is a customer who was invited to play the game and operate the PAC-MAN skid steer. “At JIMAX, we show our own customers that technology means more efficiency, cost effectiveness and added safety, especially on hillside operations. The engineers did a phenomenal job with the remote control to recreate the feeling operators have in the cab.”

Much like in the field, the players used line of sight to operate the equipment and navigate through the maze. “The pathways were narrow with maybe 1.5 feet on each side of our machines,” added James. “When you’re more than 90 meters away and about to make a 90-degree corner, it’s challenging, but the controls and the machine were very responsive.” ■

Watch Trial 9: PAC-MAN at www.cat.com/Trial9



BECAUSE YOUR
BUSINESS DESERVES IT

TRADE-IN



Trading in old Cat[®] equipment for newer models is one of the ways we help our customers enhance productivity and efficiency every day.

LET'S DO THE WORK.™



E-mail: inquiry@zahid.com
Web: www.zahidcat.com
Toll Free: 800 2 444 999

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شركة الزاهد للتراكتورات
ZAHID TRACTOR





AN INSTALLATION 35 YEARS IN THE MAKING

CAT® C18 GENERATOR SETS PROTECT SENSITIVE RECORDS

Swiss insurance company Die Mobiliar was founded in 1826. Just a few years later, scientists were still discovering the basic principles of electricity generation. Today, however, from our devices to our cars, homes and businesses, we depend on a constant supply of electricity.

To help ensure that steady supply and protect their assets, Die Mobiliar had three Cat 3412 generators installed in 1986. Fast forward to October 2020, and Die Mobiliar has upgraded to three C18 generators, each creating 520 kW/660 kVA.

The new generators were installed at Die Mobiliar's main headquarters in Bern. They are a safety measure and a back-up electrical power source for the company's in-house data center, which stores information for all the company's branches. "In our building it is vital that we supply our data center with electricity 24/7. We also have publicly accessible areas such as parking and lifts. So, we must ensure the integrity of our information and the safety of our customers when they are in the building," said Beat Müller, Employee Building Services for Die Mobiliar.

Chosen for their durability, performance and their reliability, on site there is a 30,000-liter main tank and three, 1,500-liter daily tanks that provide fuel. And, even though three Cat C18 sit at the ready to seamlessly provide power in case of an outage, "This is a plus-one installation, which means just two gen sets can power the entire Die Mobiliar building. The third is a reserve, just in case," explained Mario Rotzetter, Project Engineer for Cat dealer Avesco.

"We were required to add sound dampening for the air intake and exhaust because the building is in the middle of downtown Bern", said Mario. "Another challenge was installing these generators in Die Mobiliar's basement. Space was very limited, and we had to navigate narrow hallways and tight corners. That meant not only disassembling the older Cat generators to remove them, we had to disassemble the new C18s just to get them to the installation area. And, because the C18s are bigger than the 3412 generators, we had to figure out how to fit larger equipment into the same space."





C18 POWER DENSITY GENERATOR SETS

For Beat, the biggest challenge was replacing existing generator sets with new ones during ongoing operations. "There was a constant exchange and support between the project managers and us, so the project progressed smoothly and we were able to work very well together with Avesco."

The generators performed flawlessly during a recent black-out test. "As a Cat dealer, Avesco takes pride in providing comprehensive emergency power generator solutions," added Mario. "We can do everything from calculating which size generators are right for the job all the way through planning, implementation, installation and commissioning. And, of course, we can take care of any maintenance during the equipment's entire life cycle. Avesco has built a strong reputation when it comes to maintenance here in Switzerland. So, you could say we are a one-stop shop." ■

Additional details at: www.zahidcat.com

Frequency: 50Hz

Generator set power rating: 660kVA

Generator set power rating: 520 ekW

*Engine Model: Cat C18 ACERT™
In-line 6, 4-cycle diesel*

Main tank: 30,000 liters of fuel



The Cat Certified Rebuild Program (CCR)



The Cat Certified Rebuild Program (CCR) offers customer a chance to breathe a second life into their machines. The machine is stripped completely and rebuilt using a combination of new, reman and reconditioned parts in line with Cat's global standards of quality. A certified rebuilt machine is delivered to the customer with a new serial number and a factory backed warranty.

Our largest underground mining customer, who is no stranger to our rebuild programs, had an accident on site; where one of the tunnels collapsed on their Cat R1600 underground wheel loader. Instead of writing off the machine, we assessed the machine and worked with our client to have a successful CCR. The machine was received in our certified Rebuild Workshop and underwent a rebuild with over 4,000 labor hours going into it and 5,180 parts replaced or reconditioned.

شركة الزاهد للتراكتورات
ZAHID TRACTOR

CAT®



REBUILD PROGRAM

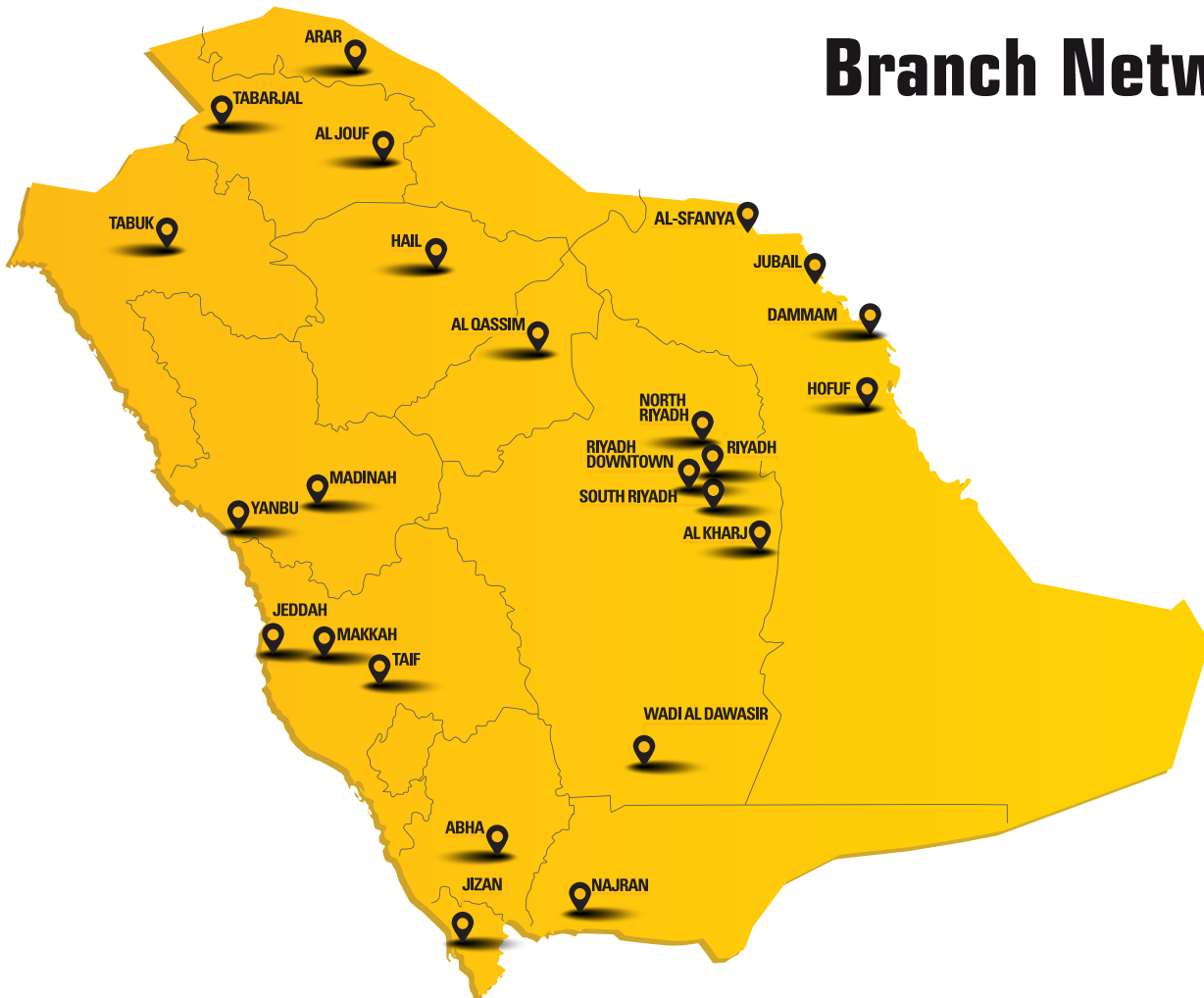


The major challenge on this specific rebuild was having it carried out during the COVID-19 pandemic, where the country was under curfews and lockdowns. Our operations, and teams continued to work through exceptional times, challenges, maintaining the added safety measures to deliver the machine back on time and within the agreed schedule.

The machine was tested, delivered back to site and is in full production. With another satisfied customer, this is the challenge our team at Zahid is known to step up to, it's what differentiates us and drives our values directly to our partners and customers.



Branch Network



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