

THE REAL VALUE OF EFFICIENCY

NEXT GENERATION CAT® EXCAVATORS

There's money to be made when work gets done fast—and done right the first time. That's the essence of efficiency: delivering on your promise with no wasted time, effort, energy or resources. Find out how you can increase efficiency by up to **45 PERCENT** with the new Cat® 320 or 323 Excavator.

THE COST OF INEFFICIENCY

TIME AND MONEY YOU'LL NEVER GET BACK

Two contractors tackle the same grading job. One uses a new Cat Excavator with standard Cat Grade with Assist. The other runs a machine with no automatic grading technology. The first contractor finishes in 5.5 hours; the second, in 10.

CONSIDER THE ADDED COSTS WITHOUT TECHNOLOGY:



4.5 more hours of labor, not just for the operator, but for supervisors, support staff, stakers, grade checkers and others



4.5 more hours on the service meter, accelerating component wear and eating up warranty time



4.5 more hours of fuel burned



4.5 fewer hours available for other revenue-generating projects

EVERY UNNECESSARY HOUR YOU DEVOTE TO A JOB IS TIME AND MONEY YOU'LL NEVER GET BACK. SO RUNNING AN EXCAVATOR THAT WORKS 45 PERCENT FASTER JUST MAKES GOOD BUSINESS SENSE.

45% FASTER? HOW IS THAT POSSIBLE?

CAT GRADE WITH ASSIST COMES STANDARD

The big efficiency booster on the Cat 320 and 323 is a breakthrough technology called Cat Grade with Assist. It's an easy-to-use 2D system that automates key boom and bucket functions. The operator just enters desired depth and slope on the monitor, presses a button and lets technology do the rest—quickly, accurately and with far less effort. Customers report it's nearly twice as fast as traditional grading methods and studies confirm it burns up to 25 percent less fuel. To see Grade with Assist at work, visit www.cat.com/en_US/articles/customer-stories/technology/father-sonblown-away.html.

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STANDARD TECHNOLOGY SAVES TIME AND MONEY



MORE TECHNOLOGIES ADD EXTRA VALUE

TWO OTHER TIME- AND COST-SAVING TECHNOLOGIES COME STANDARD ON THESE MACHINES:

Cat Grade with 2D is a simple bucket guidance system that helps operators reach target grade quickly without overcutting.

Cat Payload tracks and delivers load weight to the cab in real time so the operator can meet loading targets faster and more precisely.

AND IF YOU'RE READY TO MOVE BEYOND STANDARD TECHNOLOGIES, IT'S EASY TO UPGRADE:

Cat Grade with Advanced 2D adds in-field design capabilities through an additional high-resolution touchscreen monitor.

Cat Grade with 3D adds GNSS capabilities for even greater accuracy.

SPEAKING OF THE OPERATOR

We know the key to operating efficiency is often sitting in the cab. That's why we put so much standard technology on these machines—to make that person's job easier. But we didn't stop there. Our next generation excavators also include:



New seat options and customizable joysticks



Easy-to-reach touchscreen monitor



Three power mode settings and a keyless start



Low sound levels and great all-around visibility



Bluetooth and other convenience features that appeal to operators

IT ALL ADDS UP TO MORE PROFIT-MAKING POTENTIAL

How much time and money could you save with a higher efficiency excavator? And how much revenue could you generate with the bonus hours? See your Cat dealer to run the numbers.

// Talk to us today about how you can get more value from the new Cat 320 and 323 Excavators, Cat Grade and Grade with Assist. Get more details at www.hastingsdeering.com.au

BUILT FOR IT.

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