

AFFORDABLE, NEW

D3 SERIES

**SKID STEER LOADERS,
COMPACT TRACK LOADERS
& MULTI TERRAIN LOADERS**

**CAT® MINI
EXCAVATORS**
THE MUST-HAVE MACHINE
FOR TODAY'S MARKET





0% FOR 60 MONTHS WITH ZERO DOWN

ON NEW CAT® MINI EXCAVATORS, COMPACT TRACK LOADERS, MULTI TERRAIN LOADERS, SKID STEER LOADERS AND COMPACT WHEEL LOADERS*



GROW YOUR BUSINESS WITH THE QUALITY YOU EXPECT OF A CAT® MACHINE AND THE UNMATCHED SUPPORT OF PETERSON CAT. CALL 844.349.4353 TO GET IN ON THE SAVINGS TODAY.

LET'S DO THE WORK.™



PetersonCat.com

*Financing offers valid from November 1, 2019 to January 31, 2020. 0% for 60 months finance rate with zero down available only on the following new machines manufactured by Caterpillar Inc.: Cat mini excavators, compact track loaders, multi terrain loaders, skid steer loaders and compact wheel loaders (903-908 models only). 0% for 48 months, plus a 3-year/3000-hour Powertrain & Hydraulics Equipment Protection Plan with zero down only on the following new machines manufactured by Caterpillar Inc.: Cat compact wheel loaders (910-914 models only), backhoe loaders, small dozers, small wheel loaders and telehandlers. To be eligible for an Equipment Protection Plan offer (where applicable), the machine must be financed with Cat Financial. Financing, zero down and published rate terms are subject to credit approval through Cat Financial for customers who qualify. Buyers are not guaranteed to qualify. Higher rates may apply for buyers with lower credit rating or qualifications. Offer available only at participating Cat dealers. Flexible payment terms available to those who qualify. Offer is available to customers in the USA and Canada only. Offer subject to machine availability. Offer may change without prior notice and additional terms and conditions may apply. Contact your Peterson Cat for details.

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AFFORDABLE, NEW

D3 SERIES

SKID STEER LOADERS,
COMPACT TRACK LOADERS
& MULTI TERRAIN LOADERS

NEW D3 SERIES MACHINES SET THE BAR HIGH

Peterson is proud to introduce 16 new state-of-the-art Cat D3 Series Skid Steer Loaders, Compact Track Loaders and Multi Terrain Loaders to our customers.

These new machines advance the Cat reputation for quality, comfort, and performance and deliver improvements in operator experience, and track loader stability. An industry first, the D3 Series models also support a line of new Smart Attachments. This advanced machine technology recognizes certain attachments and tailors the controls and operator information to match the tool and the task.

New 272D3 XE and 299D3 XE models represent the highest performance and most advanced technology available to customers in the Cat SSL and CTL line.

Check out the new purpose-built Cat 299D3 XE Land Management CTL that delivers superior performance in demanding vegetation-management applications, such as mulching, brush cutting, vegetation control and mowing, and packs a turbocharged 110 hp Cat C3.8 engine that combines with a 40-gpm high-flow/high-pressure auxiliary hydraulic system for powerful performance.

For your quick reference, we've also included brief specifications for our broad and impressive line of mini excavators—today's do-it-all Swiss army knife for contractors!

Please glance through this special brochure to read some early customer comments about the D3 Series units and mini excavators and review a handy list of key specifications.

For more information on the new Cat D3 Series of SSLs, CTLs, MTLs and Mini Excavators, visit Peterson Cat today or go to **CAT.COM**.

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D3 SERIES

NEW D3 SERIES CTLs DELIVER IMPROVED OPERATING STABILITY WHILE HANDLING HEAVY LOADS, GRADING OR TRUCK LOADING.

CATERPILLAR ANNOUNCES 16 NEW CAT® D3 SERIES SKID STEER LOADERS (SSL), COMPACT TRACK LOADERS (CTL) & MULTI TERRAIN LOADER MODELS

ENTERING AND EXITING THE NEW D3 SERIES LOADERS EQUIPPED WITH AN ENCLOSED CAB ARE NOW EASIER THANKS TO A WIDER OPENING CAB DOOR.

CAT SSLs AND CTLs OFFER ADVANCED CONTROL FEATURES THAT INCLUDE RETURN-TO-DIG AND ATTACHMENT POSITIONER TO ASSIST OPERATORS WITH REPETITIVE TASKS LIKE GRADING, DIGGING, AND LOADING.

AN INDUSTRY FIRST, THE D3 SERIES MODELS SUPPORT A LINE OF NEW SMART ATTACHMENTS. THIS ADVANCED MACHINE TECHNOLOGY RECOGNIZES THESE HIGH-TECH ATTACHMENTS AND TAILORS THE CONTROLS AND OPERATOR INFORMATION TO MATCH THE TOOL AND THE TASK.



SPACING BETWEEN JOYSTICK PODS HAS INCREASED BY 3 INCHES, PROVIDING EXTRA SPACE AND A MORE COMFORTABLE WORK ENVIRONMENT FOR THE OPERATOR.



D3 SERIES OFFERS AN OPTIONAL, INDUSTRY-FIRST, HIGH-BACK, HEATED AIR RIDE SEAT WITH SEAT-MOUNTED CONTROLS



IMPROVEMENTS TO THE UNDERCARRIAGE FRAME AND TORSION AXLES REDUCE MACHINE PITCHING AND ROCKING, WHILE STILL OFFERING SUPERIOR RIDE COMFORT.

THE POWERFUL CAT 279D3 AND 289D3 LOADERS BOAST AN 8.4 MPH TOP-END GROUND SPEED, A 20 PERCENT INCREASE OVER THEIR D SERIES COUNTERPARTS.



ALL D3 SERIES CTLs FEATURE STANDARD TWO-SPEED TRAVEL TO IMPROVE JOBSITE PERFORMANCE.



THE FULL PACKAGE

CONTRACTOR SAYS NEW 259D3 SERIES CTL HAS IT ALL

“This machine is the full package for balance, power, traction.”



JOEL GREISH
Owner, *AMG Engineering*

USING SKILLS ACQUIRED THROUGH HIS 13 YEARS OF WORK IN THE CONSTRUCTION INDUSTRY, JOEL GREISH EARNED HIS GENERAL ENGINEERING LICENSE IN MARCH 2019.

Not that he needed it, necessarily. Greish was already a respected excavating contractor with a strong reputation.

AMG Engineering, founded by Greish, is located in Windsor, Calif. and specializes in major grading services along with excavation, underground utilities, house pads/building pads, private roadbuilding, landclearing, cuts and engineered fills.

Greish recently purchased a new 259D3 Series Compact Track Loader (CTL) with a four-in-one bucket from Peterson and couldn't be happier with it.

“This machine is the full package for balance, power, traction,” Greish says. “It's a really well-balanced machine. It's incredible, I'm very happy with the power. I've rented a lot of other brands over the years but this 259D3 is amazing. It's very comfortable to get in and out of. That heated seat is great this time of year. I can't believe I've ended up owning the best CTL I've ever run.

“It's also a very quiet machine and very smooth running,” he adds. “The air ride suspension seat makes a big difference. And I love that you can adjust the seat's height, as well as the softness or stiffness. It's big enough to load trucks, to be a real workhorse. Yet, it's small enough that it's easy to transport.

Affordable terms

Greish is grateful for Cat Financial, as the affordable terms enabled him to buy a new machine.

“Man, I don't know how they do it,” he says. “But I just can't believe they make it so easy.”

Greish's wife, Angela, was in his ear encouraging him to buy the machine. “She kept saying, ‘We can't afford

not to buy it. The math just doesn't work to not buy that new machine.’”

According to Greish, that's actually what put him in a new machine.

Cat Financial is offering 0 percent interest for 60 months, so the payment on the 259D3 was \$50 a month less than buying a used 299, which carried no warranty.

“So instead, I bought a brand new machine, with a full warranty, for \$50 a month less than that used 299,” he says.

“Peterson Cat and Cat Financial made it so easy. Like on the 305, (Greish also runs a 305 Mini Excavator) we financed it for five years at zero percent interest. You can't beat that. I mean that's a big consideration for someone like me. It could make the difference for me being able to afford a piece of equipment or not.

“It's amazing how just owning that mini excavator opened up all kinds of opportunities for me,” adds Greish. And the same with the new CTL. Just owning them has a big impact on people. When I say, I've got a good-sized excavator and a CTL, it covers 90-95% of the work that needs to be done.

Peterson support

“I love Peterson Cat,” Greish says. “Paul Smith, my Peterson sales rep, is awesome.

“I've never received the service or accommodation anywhere else like I have at Peterson Cat,” he says. “I look forward to going in there.”

“For parts orders, I love that if you call them up before 5:00 pm and they have that part, they place it in the night drop so you can get it at midnight if you need it for 4:00 am the next morning.”

“And I'm thrilled with this machine,” he says. “I think Caterpillar got a lot of things figured out; the machine is awesome; I would recommend the 259D3 to anyone.” ■



SPEC GUIDE

SSL/CTL/MTL & MINI HYDRAULIC EXCAVATORS



» D3 SERIES SKID STEER LOADERS

MODEL	226D3	232D3	236D3	242D3
Engine	Cat C2.2 CRDI	Cat C2.2 CRDI	Cat C3.3B DIT	Cat C3.3B DIT
Gross Power (hp)	67.1 hp	67.1 hp	74.3 hp	74.3 hp
Operating Weight (lb)	5,849	6,514	6,567	7,138
ROC @ 50% (lb)	1,550	1,900	1,800	2,200

» D3 SERIES COMPACT TRACK LOADERS

MODEL	239D3	249D3	259D3	279D3	289D3
Engine	Cat C2.2 CRDI	Cat C2.2 CRDI	Cat C3.3B DIT	Cat C3.3B DIT	Cat C3.3B DIT
Gross Power (hp)	67.1 hp	67.1 hp	74.3 hp	74.3 hp	74.3 hp
Operating Weight (lb)	7,434	7,831	8,987	10,095	10,688
ROC @ 50% (lb)	2,185	2,485	2,870	3,170	4,130

» MINI HYDRAULIC EXCAVATORS

MODEL	300.9D	300.9D VPS & MPU300	301.5	301.7 CR	301.8	302 CR	302.4D CR	302.7D CR	303E CR	303.5E2 CR
Engine	31NV70	31NV70	C1.1	C1.1	C1.1	C1.1	3TNV76	3TNV76	C1.3	C1.7
Net Power	13 hp	13 hp	19.2 hp	19.2 hp	19.2 hp	19.2 hp	17.7 hp	20.7 hp	23.5 hp	23.5 hp
Operating Weight (lb)	2,061	2,399	3,880	4,045	4,464	4,850	5,115	5,890	6,750	8,209
Stick Digging Force (lbf)	1,011	1,012	1,843	2,135	2,540	2,540	3,372	3,372	3,731	4,249
Bucket Digging Force (lbf)	2,000	2,000	3,169	3,641	4,406	4,406	4,900	4,900	6,384	7,419
Blade Width (in)	28.0	28.0	39.0	39.0	39.0	42.9	61.9	61.9	60	70
			NEXT GEN	NEXT GEN	NEXT GEN	NEXT GEN				

Because specifications are subject to change without notice, check with us at Peterson Cat for the latest equipment information.

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PETERSON CAT REFERRAL PROGRAM



You Refer, They Buy, You Earn!

It's easy. Refer a new customer to Peterson Cat and get a Cat® Portable Generator (RP3600, valued at \$600), when they purchase any new Cat machine.

You may refer as many customers as you like, as often as you like.
Get started today!

www.petersoncat.com/referral

Prior sales are not eligible. A new customer is defined as someone who has never purchased a machine from Peterson Cat. All referrals must be submitted online before the NEW customer being referred purchases a new machine from Peterson. Referring customer will receive a confirmation letter upon the full funding of the customer's purchase.

LET'S DO THE WORK.™



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RIDING THE WAVE

CONTRACTOR CHOOSES SMALLER MACHINES, INCREASES WORK VOLUME

AS A BIG IRON GUY AND FORMALLY TRAINED TECHNICIAN, MATT WEINERT SPENT YEARS IN THE AG BUSINESS MOVING DIRT WITH HIS BELOVED GIANT DOZERS. BUT ONCE HE RECOGNIZED THE MARKET SHIFT TO SMALLER MACHINES, HE JUMPED ABOARD THE WAVE AND HIS WORK VOLUME HAS GONE THROUGH THE ROOF.

Founded by Weinert in 2006, High Demand Earth Work & Vineyard Development, headquartered in Napa Valley, Calif. has transitioned from heavy earthmoving, to almost half of its work being culverts, drainage systems and installing smaller infrastructure irrigation systems in the Napa vineyards.

Agricultural land values in the exclusive Napa Valley remain the highest in California, and can top \$350,000 per acre. Property owners want to protect their valuable vineyards' precious volcanic loam soil that creates the perfect growing conditions for vineyards.

Weinert applies his extremely versatile, environmentally friendly, Tier 4 teammates—a new Cat® 308 CR Mini Excavator with rubber tracks and a low-ground-pressure Cat 289D CTL—to cleanly and cost-efficiently perform landclearing, cut drainage ditches, rip out and rake old vineyard root systems and handle general land-prep chores.

These versatile, right-size machines enable me to do more work and therefore bid on more jobs," Weinert says. "Plus, Caterpillar's killer financing offer of 0 percent for 60 months is really free money at 0 percent interest.

"Just two hours and it's financed and done," he continues. "Paul Smith at Peterson sends over the paperwork and makes it easy—it's beyond easy. You can't beat the service at Peterson. I mean, there's a parts drop right here. So, if something breaks on that machine, by tomorrow or the next day we have all the parts."

High Demand's compressed nine-month work season begins April 1 in Napa County. To beat the rainy season, the company works an average of six days a week in season.

"I love the big iron, but I'll tell you what, I'm a fan of the revenue the small machines generate—big time. These Cat compacts keep working, and we keep making money. And the other thing is—it's been easier to find guys, good guys, that want to operate compact machines. Labor has been the biggest challenge for me—and these quality Cat machines draw operators like flowers attract bees.

"They're quiet, and they're fast," Weinert says. Oh, man, they're scary fast.

"The 308 CR came with the new stick steer feature, and that is the slickest set up yet. I just push that joystick in any direction and the machine stays right online. And safety-wise, the cameras on all the new equipment have just been huge for us."

As for the parts and service he receives from Peterson, Weinert can't do without it.

"I can tell you, if didn't have Peterson Cat, I wouldn't be where I'm at today," Weinert says. "Paul's been doing business with me for 16 years. They've watched me grow, and they've helped me grow, and I've been able to benefit tremendously on my end." ■

"I'll tell you what, I'm a fan of the revenue the small machines generate."



MATT WEINERT
Owner, High Demand Earth Work & Vineyard Development

SUMMER IN THE CITY

CONTRACTOR EXCELS IN URBAN RENOVATION PROJECTS



WHEN MIKE BAUMAN AND HIS WIFE STARTED THEIR COMPANY NEARLY 40 YEARS AGO DOING BACKYARD LANDSCAPING, THEY NEVER ENVISIONED THEY WOULD BE DOING \$25 MILLION A YEAR IN CITYSCAPE PROJECTS FOR THE CITY OF SAN FRANCISCO.

"We bought our first tractor from Peterson back in 1980, and today we own 22 pieces of equipment—and they're all Cat® machines," says Bauman, owner of Bauman Landscape & Construction, Inc.

It takes skilled craftsmen to do the challenging governmental work and Bauman's crews, comprised of more than 60 workers, are well-suited for that. The skill level and attention to detail required gives them an advantage over the competition.

The bulk of Bauman's work consists of park renovation and urban street repair. Bauman has totally renovated 15 San Francisco city parks over the last three years alone. They completely demolished the existing parks and then renovated and rebuilt them.

Integrity is a hallmark of Bauman Landscape. The contractor is there when they say they will be, and the company stands behind its work.

Versatile machines

Because Bauman often works on confined, high-traffic urban jobsites, he prefers operating the smaller, more versatile, yet powerful rubber track compact and small Cat machines such as 305 and 308 Mini Excavators. He also owns 10 Cat 299 Compact Track Loaders.

"The high-flow hydraulics enable us to use a lot of different attachments on them such as drills and demolition hammers," Bauman says. "The four-in-one buckets on the CTLs are great for grading in the parks, removing debris and truck loading. And they're very versatile—they're just great pieces of equipment.

"We can use the rubber tracks almost anywhere and we don't damage the curbs or the street surfaces," he adds. "And they're quiet too, which is a nice plus in these urban neighborhoods."

Fleet management

"Our fleet is all Cat machines because of the equipment reliability, the resale value of the equipment, and our relationship with the Peterson Cat," Bauman says.

"They're like part of our team," Bauman says. "I know that Peterson will make sure that we're successful, and that's a great partner to have in business. If something goes down, they'll give us a loaner. If something needs to be repaired, they'll come out and take care of it right away.

"I think the service and also the reliability of the equipment are what's most important for us," he says.

Dealer support

Bauman has a Customer Support Agreement with Peterson to service equipment, which involves visiting their jobsites to inspect machines and perform oil changes. Peterson technicians check all the buckets and other wear items and perform regular maintenance.

"Peterson's great," Bauman says.

"They have supported us through the hard times and all the good times. We've bought every piece of equipment through Peterson, and we've owned a wide range of equipment from pavers to 988 Wheel Loaders down to all the smaller equipment here that works well in these tight urban environments.

"If there has been a problem, they're right there to take care of it," he says. "I can't say enough about our relationship with Peterson. They really care about their customers. It has been really, really good." ■

"I think the service and also the reliability of the equipment is what's most important for us."



MIKE BAUMAN
Owner
*Bauman Landscape
& Construction, Inc.*



FULL SERVICE

OREGON-BASED COMPANY DOES IT ALL AS GC AND FULL-SERVICE CONTRACTOR

“Parts and service support from Peterson is amazing.”



CHAD "CHAPPER" JACKSON
Owner/President
Jackson Industries

CLEARING LAND, REMOVING 120-FOOT FIR TREES, BUILDING A RETAINING WALL AND PUTTING IN A CURB AND NEW SIDEWALKS ALONG A VERY BUSY STREET ON THE OUTSKIRTS OF DOWNTOWN PORTLAND, ORE., WORKERS FOR JACKSON INDUSTRIES NEVER MISS A BEAT DESPITE WORKING NON-STOP IN A RELENTLESS RAINSTORM.

The wider shoulder, new sidewalks and retaining wall will provide much needed safe passage for the many students who had no other option but to walk on the dangerous open streets to reach their adjacent college.

“We’re able to provide services that most people would have to hire two or three companies to accomplish,” says owner and president Chad Jackson. “As a full-service contractor, we self-perform our own excavation, site prep, structural and concrete work so our customers aren’t having to manage several subs.”

Their current street/sidewalk project clearly demonstrates the work ethic the North Plains, Oregon-based company is known for—along with quality, timeliness and fairness.

“We bid our jobs at a fair price,” says Mike Graser, operations manager. “And we follow through on our commitments.”

“The majority of our business comes from our reputation for being reliable, cost-effective, efficient and able to consistently deliver a high-quality product,” Graser says.

Founded in 2007, the company’s work is split 50/50 between public works and private commercial/residential. Projects take Jackson’s 25 employees throughout Oregon, Washington and Idaho as they run anywhere from three to seven jobs at any one time.

Jackson has deep roots in the construction business. His parents were in general contracting for 35 years, and his father had his own business. Jackson and his brother now own their own businesses.

Currently Jackson operates Cat® excavators with a variety of buckets, hammers and augers; plus, compact track loaders. The company performs all of its own equipment maintenance, and the fleet is kept in excellent condition and has been extremely reliable, delivering above 98 percent availability.

A versatile Cat 304C CR Mini Excavator is still hard at work, despite having nearly 8,000 service hours on the hour meter. Its compact radius is perfect for working safely and efficiently in small or confined spaces, such as busy, single-lane traffic roads.

“I’ve always liked Cat machines,” Jackson says. “My first skid steer was a 2002-built, 236 rubber tired skid steer. It was the very first machine I bought when I went into business.”

Crews also use a Cat broom attachment on their versatile 279D CTL for street sweeping and cleaning up jobsites; and a fork attachment for moving materials around the jobsite.

He likes to purchase machines mostly through rental-purchase options using Cat Financial. Based on his experience, Jackson says that Cat Financial is excellent to work with.

“They are probably the best financial institution there is to work with,” he says. “It’s just no hassle. You tell them what you’re looking for, and they send you the paperwork. I don’t have to go in and sign paperwork, it’s on my desk. The equipment is delivered. We’re up and running. Money transfers later for the down Payments. So, there’s no hassle.”

“Parts and service support from Peterson is amazing,” Graser says. “They always have what we need, when we need it. It’s seamless.”

Looking ahead, Jackson expects his company to leverage its niche as a full-service contractor to perform more solar and infrastructure projects, with a continuing commitment to high-quality results. ■

CHOOSE THE RIGHT ATTACHMENTS FOR YOUR NEW D3 SERIES MACHINES

Maximize the versatility of your new D3 Series machines by selecting the right application-matched attachments from the wide variety available at Peterson Cat.

The D3 Series Cat SSL and CTL models deliver Smart Technology that ushers in a higher level of integration between the machine and new Smart Attachments. This advanced attachment technology enables the D3 Series Cat SSL and CTL models to automatically recognize Smart Attachments and convert machine controls to align with the operational and informational needs of each attachment.

Here are a few of the many to choose from:



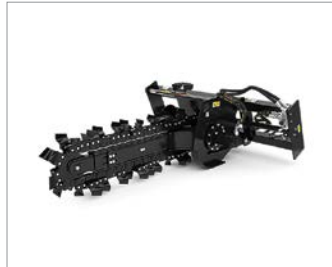
» **HAMMERS**



» **BUCKETS**



» **TRENCHERS**



» **SNOWBLOWERS**



» **COLD PLANERS**



» **BRUSHCUTTERS**



» **BOX BLADES**



» **AUGERS**



» **BROOMS**



» **COMPACTORS**



» **FORKS**



» **MATERIAL HANDLING ARMS**



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888-PETERSON

*Restrictions may apply. This flyer should not be considered tax or legal advice. Customers should always consult their legal, tax or accounting advisor before making decisions.

Financing offer valid from September 1, 2019 to December 31, 2019 on the following new machines manufactured by Caterpillar Inc.: Cat Compact Track, Multi Terrain, Skid Steer, Backhoe, Compact Wheel and Small Wheel Loaders; Mini Excavators; Small Dozers; and Telehandlers. Financing and published rate terms are subject to credit approval through Cat Financial for customers who qualify. Not all buyers may qualify. Higher rates apply for buyers with lower credit rating. Offer available only at Peterson Cat. Flexible payment terms available to those who qualify. Offer is available to customers in the USA and cannot be combined with any other offers. Offer subject to machine availability. Offer may change without prior notice and additional terms and conditions may apply. Contact your Peterson rep for details.

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