

OEM Solutions

POWER PROFILE



The Ground Force 725 Fuel and Lube Truck is based on a Cat articulated-frame chassis.

Ground Force Manufacturing and Cat OEM Solutions Group ... a true relationship

Customer:

Ground Force
Manufacturing

Location:

Post Falls, Idaho

Cat dealer:

Wyoming Machinery
Company

**Scope of Cat
product use:**

Cat articulated- and
rigid-frame truck chassis

Headquartered in the north Idaho panhandle, Ground Force Manufacturing designs and manufactures a wide variety of heavy-duty truck bodies and accessory equipment primarily for the mining industry.

Similar to many OEMs that work with Caterpillar and Cat OEM Solutions Group (OEMSG), Ground Force sports a solid reputation for quality and reliability, in addition to outstanding service and support.

In many other aspects, however, Ground Force Manufacturing is unique.

As an OEM, Ground Force works exclusively with Caterpillar products and sells exclusively through the Cat dealer network.

"We operate in that old-fashioned, honest Idaho way where a handshake still means a deal," explains Ron Nilson, owner of Ground Force Manufacturing. "We mean what we say and we do what we say we will. Our philosophy for our business is based on that same simple principle: We buy from Cat OEMSG, sell through the

Cat dealer network and build to quality standards that would be acceptable by Caterpillar."

It's a straightforward relationship. "We are loyal to the Caterpillar organization," Nilson stresses. "You won't see our products on competitive machines. Instead, we buy only Cat rigid or articulated frame chassis and incorporate our mining products into them. We use Cat components and hydraulics and electronics whenever possible. In turn we sell our completed machines exclusively to Cat dealers, who offer these machines to end customers in the mining industry."

Ground Force's specialty is fuel and lube trucks for the mining industry. The company currently builds the world's largest fuel and lube truck, which is based on a Cat 789 chassis. Ground Force's bodies are adaptable to virtually any Cat chassis on the market today and are developed specifically for moving large volumes of product in high production mining and construction applications.



Ron Nilson, Ground Force Manufacturing, builds fuel and lube trucks for the mining industry based on Cat rigid- and articulated-frame chassis.

Ground Force purchases Cat articulated- and rigid-frame truck chassis as the base for its line of fuel and lube trucks, water trucks and cable reel trucks. Diesel fuel capacities of Ground Force fuel and lube trucks, for example, range from 2,500 to 25,000 gallons.

Ground Force purchases Cat articulated-frame chassis including the Cat 725, 730, 735 and 740. The articulated-frame chassis are the base for the largest volume of Ground Force's sales. The company also purchases Cat rigid-frame chassis including the Cat 770, 773, 777, 785 and 789.

Ground Force has standard offerings in its line of articulated- and rigid-frame fuel and lube trucks, water trucks and cable reel trucks. Its customers (which include the largest gold mines in the world as well as a variety of other mining companies, including coal mining companies) can customize the standard offerings to their specific application.

Ground Force works with numerous Cat dealers: Finning in Canada, Wagner Asia in Mongolia, Wayne Supply, Wagner Equipment, Cashman Equipment, Empire Machinery and Wyoming Machinery Company to name just a few.

Richard Oates, director of sales at Wyoming Machinery Company, has been working with Nilson for more than 20 years.

"Ground Force products are essential in Wyoming to our customers who work in surface coal mines," explains Oates. "We have purchased numerous fuel and lube trucks from Ground Force, and our customers

continue to come back for more."

"It's all about expectations," he adds. "Our customers expect a certain quality because of the Caterpillar brand we represent. Every product we put our name on is held to that high standard. Ground Force meets, and often exceeds, those standards."

"We strive to advance the cause of Caterpillar and Cat dealers," Nilson says. "When a customer calls, we provide them with preliminary drawing and info and pull in the Cat dealer sales rep that calls on that customer. We start the dialog and help facilitate that relationship with the customer and Cat dealer – it's a win/win for everyone."

This loyal relationship is one of the cornerstones of Ground Force's success. "I have been working with Caterpillar and the Cat dealer network since the 1970s," says Nilson. "I have owned several companies before Ground Force and I choose to work with Caterpillar simply because they have, and service, the finest equipment in the world. We are very loyal to the Cat image, logo and distribution channel."

"Aligning ourselves with vendors like Ground Force, who provide quality solutions in niche markets, is a big part of what allows all of us (Caterpillar, Wyoming Machinery Company and Ground Force) to have strong, viable businesses," concludes Oates.

Watch for more to come on Ground Force Manufacturing in future marketing materials from OEM Solutions Group.