



ALWAYS ON.

Milton 

www.miltoncat.com

“ Other than the nuclear industry, no one is more strictly regulated than the healthcare market; having you focus on us and treat us as a unique segment is key. ”

SCOTT E. KENYON, MHA
VICE PRESIDENT, ENVIRONMENTAL MANAGEMENT &
FACILITIES STEWARD HEALTH CARE,
REAL ESTATE & FACILITIES





“

FIT WAS MY MOM scheduled to be on the O.R. table, would I feel OK?” That’s a direct quote from one of our customers at a large and well-respected New England healthcare system. And it’s the touchstone he uses for choosing their partners, including their power generation products and support team. It makes perfect sense.

Hospitals cannot function without power, and uninterrupted delivery has to be taken for granted by patients, their families and caregivers alike. Behind the scenes, however, that level of performance implies relentless attention, careful planning, strategic decision-making and impeccable execution.

Our focus on the healthcare segment covers every aspect of the power generation continuum – starting with a complete range of generators appropriate for use at healthcare facilities and all the ancillaries that make the implementation smooth and reliable; followed by a team of experts dedicated exclusively to this demanding field and factory-trained technicians to perform service and support, and completed by unsurpassed availability of rental equipment to cover any emergency needs. Our company has the financial stability, the size and the vision required to become and remain a trusted partner to the largest healthcare systems in our territory.



ENERGY SOLUTIONS

Each healthcare institution is different and requires a customized approach. We can help you meet your objectives and comply with your building load requirements, codes and type of fuel available with a customized plan. If you are considering prime power sources, we can prepare a proposal that takes into account your institution, its location, its demands and the local, regional and federal regulations.

You can count on us for assistance developing comprehensive and realistic contingency plans, and for experienced emissions solutions consulting and implementation. Our complete fleet of emergency rental units can carry you through a storm or other disasters so seamlessly, your patients' safety and comfort will never be compromised.

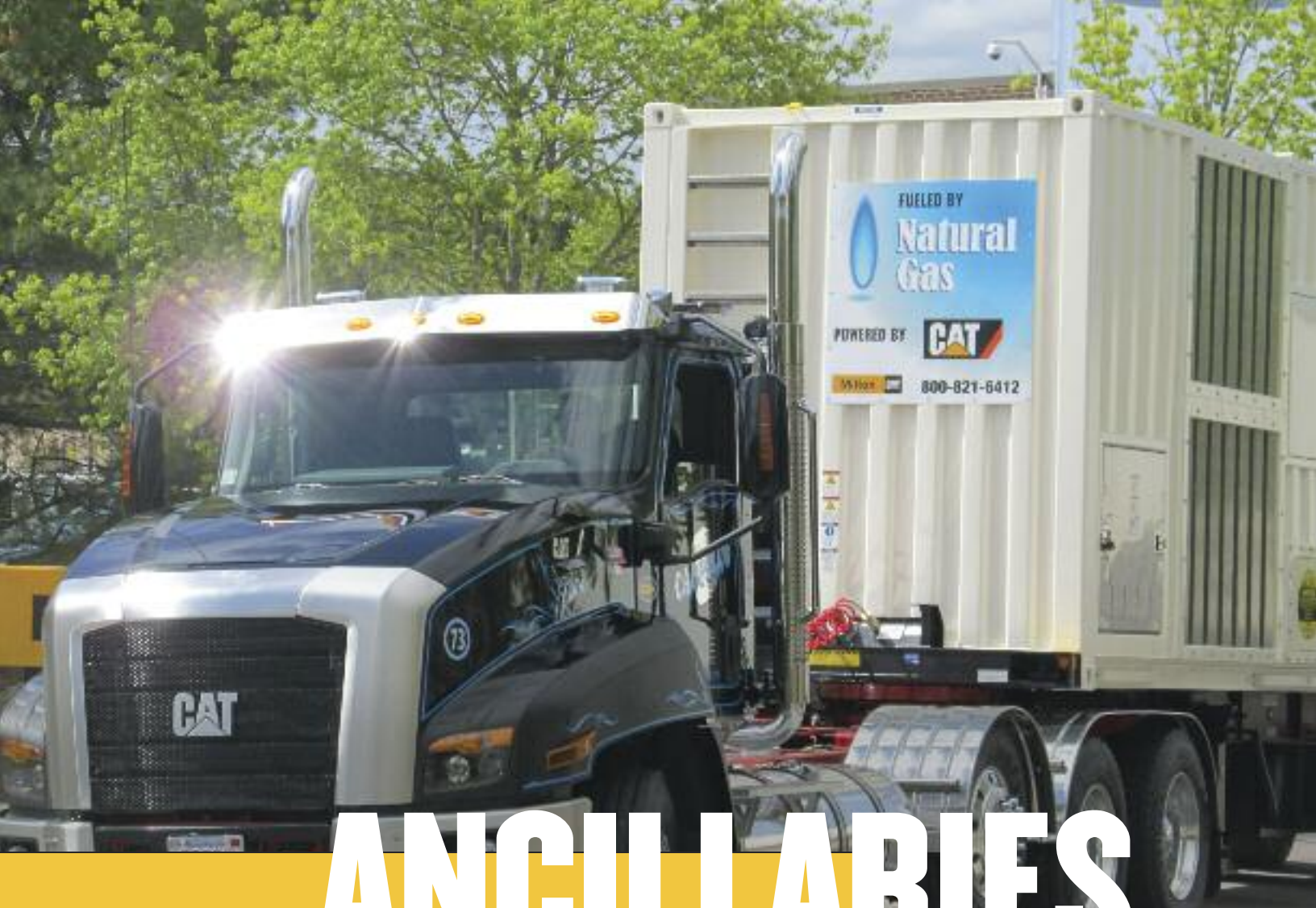
Our Diesel-powered generators, ranging from 30 kW to 5,000 kW and our natural gas-powered (NG) generators are especially appropriate for standby applications, while combined heat and power needs (CHP) can be efficiently met with a selection of generators that spans from 400 kW to 4,000 kW.





You'll find a complete range of generators available at Milton CAT, 30-5,000 kW Diesel and 25-4,000 kW natural gas for both emergency and CHP applications. Additionally we have 20-2,000 kW rental generators available for your emergency outage needs.





ANCILLARIES

The chain is only as strong as its weakest link! As you well know, power system ancillaries or accessories are crucial components of your overall power generation system. You may have experienced it yourself, having realized at the worst possible time that your power cables were not properly protected, the docking station didn't have the right connections, or the fuel tank was full of contaminated fuel.

You'll find that we carry the entire range of ancillaries, and that we can advise you on the right way to put them to work for you – and to keep them working reliably.

Load banks // These devices provide electrical loads for testing power sources including generators and Uninterruptable Power Supplies or UPS. Load banks are also used to reduce “wet stacking” problems in Diesel engine backup systems.

Cable ramps // Used with interlocking design, they provide robust protection for cables up to 1.25" in diameter.

Generator docking stations // When you need your generator, you need it. Period. Customized to your building, the docking station provides quick, easy and safe connections of external generator power, up to 4,000 amps.

Transformers // We carry a complete range of transformers, from 50 to 5,000 kVA, that you can use to increase or decrease voltage, supply power to your power grid and isolate your critical loads.

Power cables // 4/0 cam-lock single conductor cables provide up to 400 amp loads, and can be used in parallel for larger load requirements.

Automatic transfer switches // You'll get a safe way to distribute power with our 100 to 3,000 amp transfer switches.

Distribution panels // 60 to 1,200 amp panels provide outlets for a wide range of applications, including maintenance and shutdowns.

Fuel tanks // You'll find the right size, from 500 to 2,500 gallon fuel tanks.



Trained, Certified Technicians



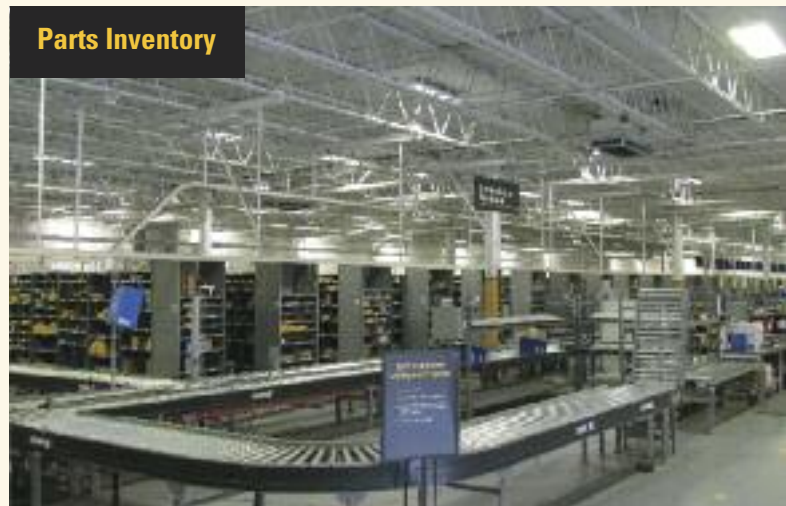
Emissions Expertise



Dedicated Project Managers



Parts Inventory



WHAT, REALLY, MAKES A DIFFERENCE—AND

Let's begin by saying that we're aware that your industry is not static; on the contrary, it's one that continuously evolves, following advances in technology, trends in medical care and changing patient expectations, not to mention tightening regulations and new legislation!

Your demands will evolve, also, and we're always ready to revise and enhance our range of offerings. But this is what you have told us makes a difference, and this is how we've been handling it.



THE TANGIBLES.

Complete range // You can count on us for the type and size of generator that you need; from as small as a 40 kW to as large as a 4,000 kW.

Availability // For us to claim a complete range, and then for you to have to listen to the fact that, actually, what you want is not in stock, doesn't sound right. Our size, our financial strength and our large territory help us here; even if one of our locations is out of a particular model, we can get it quickly for you from another one.

Rental fleet // Emergencies will happen; cables will get cut; equipment will malfunction. You have told us that counting on a reliable generator rental fleet in a crisis or as a backup or a spare is crucial. And we have listened.

Parts // Whether you do your own generator service, in-house, or you count on us to perform it, part availability could be the weakest link in the chain. Our outstanding inventory and our delivery and drop-off process make this worry almost non-existent for our healthcare customers.

All the ancillaries // Everything that you need to make your generator use seamless, reliable and safe, we have. From cables to ramps; ATMs to load banks, transfer switches and UPSs.

THE INTANGIBLES.

Stability // We have been in business since 1960, and we continue to grow and expand our services. Our staff also shows remarkable stability, and many customers actually comment on that advantage.

Vision // Our company is led and managed under a strong commitment to anticipating our customers' needs, not simply reacting to them.

One source // Your industry demands very quick decisions – and very quick actions; wasting time contacting several sources for your power needs and professional support makes no sense.

Understanding of your regulatory challenges // We're familiar with the demands placed on you by certification bodies such as the Joint Commission of Accredited Healthcare and we can help you meet them.

Dedicated team // The very same people who handle your account cannot be the very same people who support power generators for a golf course. Your environment is too specialized and your demands are changing and complex.

Depth // You want to count on more than one person in charge of backing up your power generation needs; the range includes application engineers, sales professionals, product and parts specialists, as well as factory-trained technicians.

Expertise // Not for you to work with newcomers. Milton CAT has been in the power generation business for over 50 years, and we have the roster of accounts to prove it.

Options // Your acquisition needs are unique. We can meet them with a variety of plans that include outright buying; trading; leasing-to-buy; renting.

Training // Making sure that your team has the knowledge and confidence to operate your generators safely and efficiently is part of the equation when you are a Milton CAT customer. We know how to do it, and we understand how important it is.

ISO 9001:2008 certification // A unique differentiator that adds the level of confidence you deserve.

24/7 live support // You have lives in your hands 24/7. We stand behind you, 24/7.

WHY?

Milton CAT belongs to:



Our team is experienced in helping you meet certification demands.





PROTECTING YOUR INVESTMENT— AND YOUR PEACE OF MIND.

In the healthcare environment, reliable power generation is not a luxury. It's an absolute requirement. To help protect your investment and assure the reliability of your power generation equipment, Milton CAT offers you different types of flexible service programs. This is an overview of our plans; your representative will work with you to develop the option that best fits your needs.



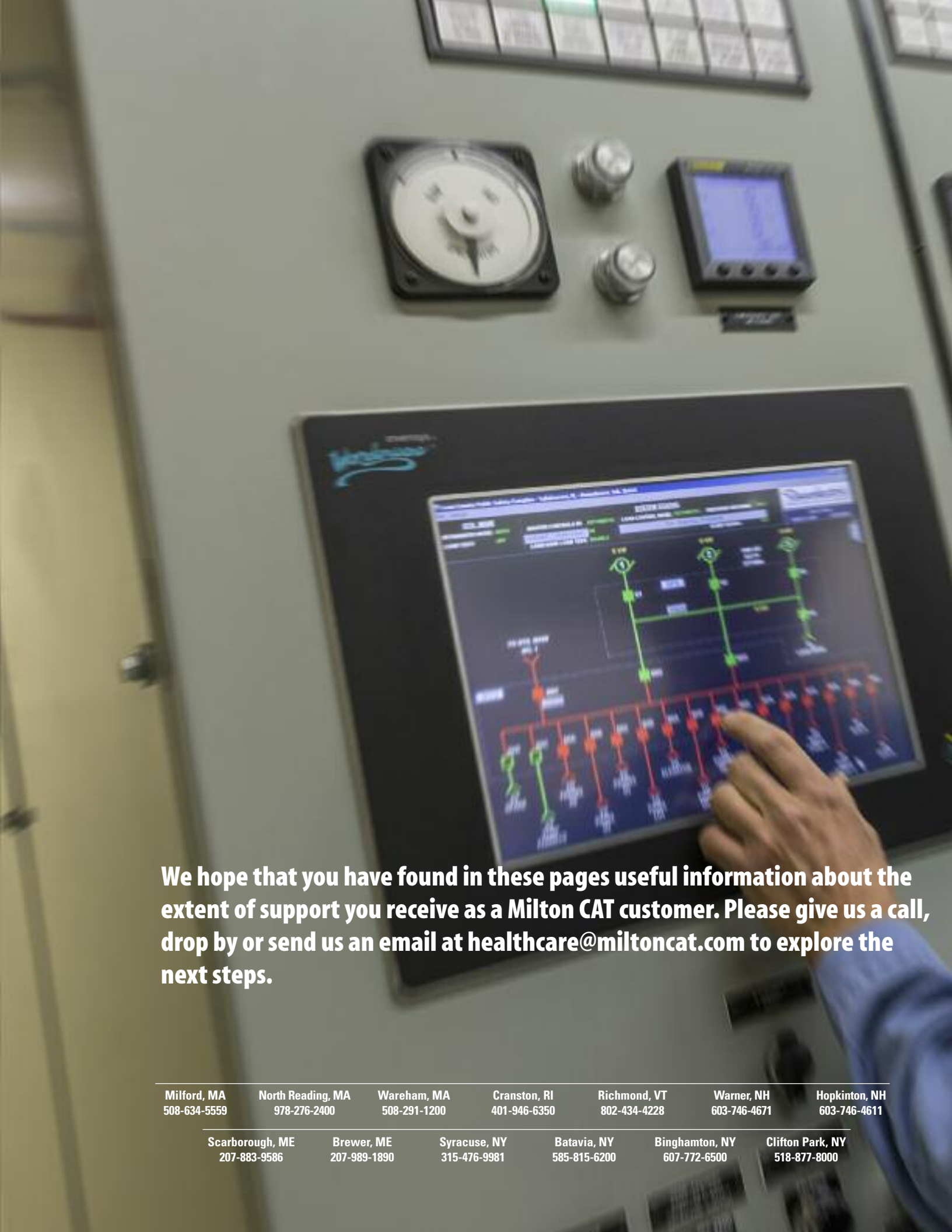
Customer Service Agreements or CSAs // A Milton CAT CSA is a customized, planned preventive maintenance program. It typically includes operational and safety inspections as well as oil changes. Depending on your requirements, your CSA could be annual, semi-annual, quarterly or monthly.

All Milton CAT CSA Preventive Maintenance is scheduled and performed by Milton CAT factory-trained technicians.

Extended Service Coverage or ESC // You chose Milton CAT because your operation depends on reliable power – you have the option to extend your level of protection even further.

CAT Financial Systems, a wholly-owned subsidiary of Caterpillar, offers an extended service coverage option to owners of new and used prime and standby generator sets, switchgear, automatic transfer switches (ATS), uninterruptible power supplies (UPS) and engine paralleling controls. A Caterpillar Extended Service Coverage Plan or ESC allows you to manage your risks, protecting your investment and your peace of mind.





We hope that you have found in these pages useful information about the extent of support you receive as a Milton CAT customer. Please give us a call, drop by or send us an email at healthcare@miltoncat.com to explore the next steps.

Milford, MA
508-634-5559

North Reading, MA
978-276-2400

Wareham, MA
508-291-1200

Cranston, RI
401-946-6350

Richmond, VT
802-434-4228

Warner, NH
603-746-4671

Hopkinton, NH
603-746-4611

Scarborough, ME
207-883-9586

Brewer, ME
207-989-1890

Syracuse, NY
315-476-9981

Batavia, NY
585-815-6200

Binghamton, NY
607-772-6500

Clifton Park, NY
518-877-8000





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