



August 22, 2012

Mr. Terry Hudson
Cochise County Procurement Department
1415 Melody Lane, Building C
Bisbee, AZ 85603
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Terry,

On behalf of EMPIRE MACHINERY, we certainly appreciate the opportunity to provide this proposal on the purchase of two (2) new Caterpillar 140M2 Motor Graders for Cochise County. The pricing in this proposal is in compliance with the City of Tucson/National IPA Contract #120377 to Caterpillar Inc., effective May 2, 2012.

Two – New 2012 Caterpillar 140M2 Motor Graders **Standard Equipment**

Powertrain

Air cleaner, dual stage dry type radial seal with service indicator and automatic dust ejector
Air-to-air after cooler (ATAAC)
Belt, serpentine, automatic tensioner
Brakes, oil disc, four-wheel, hydraulic
Demand fan, hydraulic
Differential, lock/unlock, automatic
Drain, engine oil, ecology
Electronic overspeed protection
Engine, C9 with ACERT technology, diesel, with automatic engine derate and idle control. Meets U.S. EPA Tier 4 and EU Stage IIIb emission standards
Parking brake, multi-disc, sealed and oil cooled
Sediment drain, fuel tank
Tandem drive
Transmission, 8 speed forward and 6 speed reverse, power shift, direct drive VHP (Variable Horsepower Plus)

Electrical

Alarm, back-up
Alternator, 150 ampere, sealed
Batteries, maintenance free, heavy duty, 1125 CCA
Breaker panel, ground accessible
Electrical hydraulic valves
Electrical system, 24 volt
Grade Control Ready (harness, software, valves, bosses and brackets)
Lights, reversing and roading, roof-mounted
Lights, stop and tail, LED
Starter, electric

Operator Environment

Air conditioner with heater
Articulation, automatic return-to-center
Centershift pin indicator
Display, digital speed and gear
Doors, left and right side with wiper
Gauge, machine level
Gauges (analog) inside cab (includes fuel, articulation, engine coolant temp, engine RPM and hydraulic oil temperature, regen)
Lights, night time, cab
Messenger Operator Information System

Operator Environment (cont'd)

Joystick gear selection, hydraulic power steering, hydraulic controls (right/left blade lift with float position blade sideshift and tip, circle drive, center shift, front wheel lean and articulation and steering)
Meter, hour, digital
Mirror, inside rearview, wide angle
Power port, 12V
Radio ready, entertainment
ROPS cab, sound suppressed 70dB(A) ISO 6394
Seat, cloth-covered, comfort suspension
Storage area for cooler/lunchbox
Throttle control, electronic
Windows: laminated glass
▪ Fixed front with intermittent wiper
▪ Side and rear (3)

Safety and Security

Clutch, circle drive slip
Doors, 4, engine compartment (two left hand, two right hand) locking
Ground level engine shutdown
Hammer (emergency exit)
Horn, electric
Lockout, hydraulic implement (for roading and servicing)
Seat belt, retractable 3"
Secondary steering
Tandem walkway/guards

Fluids

Antifreeze
Extended Life Coolant to -30F

Other Standard Equipment

Accumulators (brake, dual certified)
Drawbar, 6 shoe with replaceable wear strips
Fluid check, ground level
Fuel tank, 110 gallon
Ground level fueling
Hydraulic lines for base functions
Pump, hydraulic, high capacity (98cc/15 cu in)
Radiator, cleanout access (both sides with swing doors)
SOS ports (engine, hydraulic, transmission, coolant, fuel)
Tandem walkway/guards
Tool box

Two – New, 2012 Caterpillar 140M2 Motor Graders

Optional Equipment Included in Price

- | | |
|--------------------------------|-------------------------------|
| Mirrors, outside mounted | Camera, rear vision |
| Lights, front headlights, low | Guard GP, hitch |
| Guard, transmission | Starter, electric, heavy duty |
| Ripper-Scarifier, rear | Lights, working, plus |
| Moldboard, 14 ft, plus | Precleaner |
| Base & 1 (rip) | Installation AR-box frame |
| Cab, plus (standard glass) | Installation, Accugrade ready |
| Accumulators, blade lift | Push plate |
| Radio, 12V, AM/FM, weatherband | Tooth, ripper |
| Sun shade, rear | Transmission, autoshift |
| Converter, communication (CB) | VHP Plus |
| Shanks/teeth for scarifier | Michelin tires |
| Product Link, PL321 | |

City of Tucson RFP#120377/National IPA Price \$288,967.00 each machine
Sales Tax applied at 8.85% after trade is deducted

Trade

- | | |
|-----------------------------------------------------------|----------------|
| One, 2007 Caterpillar 140H Motor Grader, Serial #CCA01635 | (\$141,500.00) |
| One, 2007 Caterpillar 140H Motor Grader, Serial #APM01731 | (\$135,750.00) |

Guaranteed Buyback

Dealer Buyback – 6 Year/7000 Hour Term, whichever occurs first: \$161,256.28 each machine

Warranty

Six Year/7000 Hour Governmental Premier Warranty – EMPIRE will provide premier total machine warranty coverage for 72 months or 7000 hours, whichever occurs first.

The Caterpillar 140M2 Motor Grader is unique in terms of operator acceptance, productivity reliability and resale value. As a manufacturer, Caterpillar Inc. has a long-term commitment to providing quality products that are reliable, productive and maintain high resale value. Since 1959, EMPIRE has provided support unequalled in our industry for Caterpillar products.

EMPIRE "CAT PLUS"

In major capital expenditures such as the purchase of construction equipment, the parts and service support are an important consideration in your purchase decision. "Cat Plus" is a term that describes the wide range of support that is available from EMPIRE to provide Cochise County the lowest unit production cost.

Parts Support

- Parts inventory valued at more than \$70 million.
- Exchange components available.
- Parts and component "EMPIRE Transport Truck" arrives daily in Tucson, early A.M., from Mesa and Los Angeles.
- EMPIRE's parts availability is further supported by 15 Caterpillar parts depots and 64 other Caterpillar dealers in the United States.
- Caterpillar and EMPIRE provide the best parts support in the industry – parts within a matter of hours instead of several days.
- Parts available 24 hours a day, 7 days a week.

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Service Support

- 196 fully equipped service trucks; each valued at more than \$200,000 including tools and equipment.
- Service available 24 hours a day, 7 days a week.
- Radio dispatched service trucks.
- Our trained service personnel are our greatest asset.
- Service and maintenance contracts available.

Other "Cat Plus" Specifications

- Operator training
- Service maintenance training
- "Cat Care" meetings
- Technical analysis inspection
- Wear analysis – oil sampling
- Complete machine shop
- Complete machinery rebuilding

Thank you for your consideration of this proposal. Please contact us if you have additional questions.

Sincerely,

Jack Owen

Jack Owen
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