



September 5, 2012

Mr. Terry Hudson
Cochise County Procurement Department
1415 Melody Lane, Building C
Bisbee, AZ 85603
thudson@cochise.az.gov

Terry,

On behalf of EMPIRE MACHINERY, we certainly appreciate the opportunity to provide this proposal for new wheel loader 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.

New, Caterpillar 938K Wheel Loader

List Price at Factory	\$245,773.00
City of Tucson/National IPA Discount @ 26%: (<u>63,900.98</u>)	
	\$181,872.02
Including all Optional Attachments, Books/Manuals, Spare Tire/ Wheel, Freight, Warranty and Electrical Converter (25 amp). . . Add: <u>23,889.00</u>	
Bid Amount – Subtotal:	\$205,761.02
Additional Discount by EMPIRE: (<u>10,192.02</u>)	
Bid Amount – Total:	\$195,569.00
Scale System, Millennium VEI System	Add: 6,653.00
Scale System Installed at EMPIRE: <u>500.00</u>	
	202,722.00
Sales Tax @ 8.85%: <u>17,940.90</u>	
Invoice Total:	\$220,662.00

We appreciate your consideration of this proposal. Please contact us at EMPIRE if you have additional questions.

Sincerely,

Jack Owen

Jack Owen
Account Manager
Jack.Owen@empire-cat.com
520.240.8213 cell

JO/kg