



MIKE STRESS
CITY OF FLAGSTAFF
211 W ASPEN AVE
FLAGSTAFF, AZ 86001-5399

1/11/2022

Dear Mike, On behalf of Empire Machinery and Caterpillar Inc., we are pleased to quote the following Caterpillar 938M.

2022 New Caterpillar 938M Wheel Loader w/ Aggregate Package

Standard Equipment

POWERTRAIN

Auto idle shut down feature
Cat C7.1ACERT engine
-Power modes (standard and performance)
-Power by range (high power in range 4)
-Tier 4 Final/Stage V compliant
-Turbocharged and aftercooled
-Filtered crankcase breather
-Diesel particulate filter
-Selective Catalyst Reduction
Coolant protection to -34C (-29F)
Differential lock in front axle
Dry type air cleaner
Enclosed wet disc full hydraulic brakes
Fuel priming pump, automatic
Fuel water separator
Hydraulically driven demand cooling fan
Hydrostatic transmission with electronic control
-Operator modes (default, TC, hystat and ice)
-Directional shift aggressiveness (fast, medium, slow)
-Rimpull control, adjust wheel torque
-Creeper control, adjust ground speed
Lubed for life driveshafts
Parking brake, electric
Single plane cooling package wide 6 fins per inch density
S-O-S port,engine,coolant,transmission oil

ELECTRICAL (Continued)

Emergency shutdown switch
Heavy duty gear reduction starter
Product Link
Remote jump start post
Resettable main and critical function breakers
LED rear stop and turn lights
Roading lights front and rear

OPERATOR ENVIRONMENT

75 mm (3 in) retractable seatbelt
Automatic temperature control
Cab, enclosed ROPS/FOPS pressurized and sound suppressed
Cup holders
External heated mirrors with lower parabolic
Ground level cab door release
Gauges
-Digital hour meter, odometer and tachometer
-Digital ground speedometer and direction indicator
-Engine coolant temperature gauge
-Fuel and diesel exhaust fluid level indicator
-Hydraulic oil temperature gauge
Hydraulic control lockout
Interior cab lighting, door and dome
Interior rearview mirrors (2)
Operator warning system indicators

HYDRAULICS

Automatic lift and bucket kickouts,
adjustable in-cab
Bucket and fork modes, adjustable in-cab
Cylinder damping at kickout and
mechanical end stops
Fine mode control (fast, medium, slow)
in fork mode
Hydraulic response setting (fast,
medium, slow)
Hydraulic diagnostic connectors and
S-O-S ports
Hydraulic sight gauge, visible
Load sensing hydraulics and steering
Seat mounted hydraulic joystick controls

ELECTRICAL

Alternator, 115-amp, heavy duty
12V power supply in cab (2)
Batteries, 1,000 CCA (2) 24 volt system,
disconnect switch
Back up alarm

OPERATOR ENVIRONMENT (Continued)

Rear window defrost, electric
Seat mounted electronic implement
controls, adjustable
Sliding glass on the side windows
Column mounted multi function control
-lights, wipers, turn signal
Suspension seat, fabric
Tilt and telescope steering wheel
Tinted front glass
Wet arm wiper/washer, 2-speed and
intermittent, front
Wet arm wiper washer, rear
Radio ready speakers

OTHER STANDARD EQUIPMENT

Large-access enclosure doors with
adjustable close/open force
Parallel lift loader linkage
Recovery hitch with pin
Vandalism protection- lockable compartments
Remote mounted lubrication points

ADDITIONAL CONFIGURATION INCLUDED IN THE SALES PRICE:

Ref #	Description	Price
5797672	938M	\$273,515
3336858	STEERING, STANDARD	\$0
3498013	DIFFERENTIAL,LIMITED SLIP REAR	\$3,554
5365340	ENVIRONMENT, MEDIUM DEBRIS	\$2,935
4540612	WEATHER, STANDARD	\$0
5278880	LINES, AUX 3RD, HIGH LIFT	\$355
4454725	JUMPER LINES, AUX 3RD, FUSION	\$677
5590841	LIGHTS, AUX, HALOGEN	\$492
5413066	LIGHTS, ROADING, HALOGEN, RH	\$0
5490451	CAB, DELUXE	\$4,762
5635967	SEAT, DELUXE	\$1,239
3780951	RADIO READY, BLUETOOTH,MIC,AUX	\$945
5650908	PRODUCT LINK, CELLULAR PL641	\$0
3666882	TIRES,20.5R25 MX XHA2 * L3	\$19,058
3668150	FENDERS, STANDARD	\$0
4677991	COUNTERWEIGHT, AGGREGATE	\$7,214

ADDITIONAL CONFIGURATION INCLUDED IN THE SALES PRICE (Continued):

4302860	RIDE CONTROL	\$4,709
4690647	WINDSHIELD ACCESS STEPS	\$746
3331425	WARNING, BEACON, LED STROBE	\$310
4825167	SIDE MIRROR, RH	\$108
3498165	GUARD, POWERTRAIN, LOWER	\$1,628
3498163	GUARD, CRANKCASE	\$1,118
3498164	GUARD, DRIVESHAFT	\$719
5365314	QUICK COUPLER, FUSION	\$4,888
5383866	CARRIAGE, CON, FORK, 60", FUS	\$10,074
4511404	BUCKET-S&G, 3.5, YD3, FUS	<u>\$12,075</u>
	LIST PRICE	\$351,121.00

Pricing Summary

	List Price:	\$351,121.00
City of Tucson / Omnia Partners Cooperative Contract #161534	Discount (24%):	<u>(\$84,269.04)</u>
	Sub Total:	\$266,851.96
	Machine prep for sale:	\$1,860.00
	Delivery Freight:	\$ 500.00
Empire 2022 new year incentive discount (3%):		<u>\$ (10,533.63)</u>
	Sub Total:	\$258,678.33
	Extended Warranty:	<u>\$7,530.00</u>
	Total Sales Price:	\$266,208.33
	Sales Tax (8.9%):	<u>\$23,692.54</u>
	Total Sales Price Including Sales Tax:	\$289,900.87

Warranty: 7 years or 4,000 hour Premier Warranty. Includes travel time and mileage cost for warrantable repairs for 12 months.

Training: On-site operating and safety training provided by CAT certified product specialist to ensure machine is run properly to reduce operating costs, reduce unnecessary machine wear and tear, maximize productivity, and increase safety awareness. We offer this at no charge to the City of Flagstaff.

Thank you for your consideration of this proposal and for allowing EMPIRE to assist with your Caterpillar equipment needs. We look forward to the continued business partnership with the City of Flagstaff. This proposal is good through June 30th, 2022.

If you have any questions regarding this information please let me know. Thank you for allowing Empire Machinery to assist with your Caterpillar equipment needs.

Sincerely,

Todd Owen
Empire Account Manager
(928)606-1335
Todd.Owen@empire-cat.com