



Quote 105656-45 308E SB Series 2
 November 10, 2017

Ohio Cat STS Schedule # 800055
 Ohio Cat STS Index # STS515

Mr. Mark Grubiss
 City of Willoughby Hills
 Willoughby Hills, OH 44094

Dear Mr. Grubiss,

Thank you for this opportunity to quote Caterpillar products for your business needs. We are pleased to quote the following for your purchase consideration.

One (1) NEW CATERPILLAR Model: **308E SERIES 2 CR SB** Compact Hydraulic Excavator with all standard equipment in addition to the additional specifications listed below:

STOCK NUMBER: NEW	SERIAL NUMBER: FACTORY: 2017 ?	SMU: NEW
Description		LIST PRICE
308E SERIES 2 HYDRAULIC EXCAVATOR, SWING BOOM CFG 2		132,510.00
CAB, WITH POLYCARBONATE WINDOW		0.00
PRODUCT LINK , CELLULAR PL641		580.00
SEAT, H-BACK, SUSPENSION		0.00
PANEL, STD START SWITCH		0.00
SWIVEL GUARD		0.00
LINKAGE, BUCKET, W/LIFTING BAR		0.00
COUNTERWEIGHT, EXTRA		1,030.00
STICK, LONG 7' 3"		0.00
ALARM, TRAVEL		0.00
POWER SUPPLY, 12V-5A		0.00
LIGHTS, CAB		0.00
LIGHT, BOOM RIGHT SIDE		0.00
CHANGER, HAND CONTROL PATTERN		0.00
COOLING, HIGH AMBIENT		0.00
CONTROL, AUTO ENGINE		0.00
HYDRAULICS, AUX. QC LONG STICK		2,140.00
TRACK, 450MM, TG" STEEL W/RUBBER PAD		2,965.00
BLADE, 91", WELD-ON		DCA1
COUPLER PIN GRABBER HYD. DUAL LOCK		5,504.00

BASE MACHINE LIST PRICE \$144,729.00

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CAT WORK TOOL STS DISCOUNT 18% FOR 2017,	
18" HD BUCKET WITH PIN SET/LONG TEETH	2,089.00
24" HD BUCKET WITH PIN SET/LONG TEETH	2,315.00
36" HD BUCKET WITH PIN SET/LONG TEETH	2,779.00
60" DITCH CLEANING BUCKET WITH BOLT-ON-EDGE	3,693.00
HYDRAULIC THUMB W LONG PIN, 2 TINE, INSTALLED	4,111.00
TOTAL LIST PRICE ALL ABOVE WORK TOOL ATTACHMENTS	\$14,987.00
LESS 18% STS DISCOUNT WORK TOOLS	- 2,698.00
NET WORK TOOL TRANSACTION PRICE = LIST LESS 18% STS	\$12,289.00
ALL OTHER STANDARD EQUIPMENT	N/C

Total List Price for all FACTORY BASE UNIT 2017.	\$144,729.00
Less 37% STS Discount for 2016. Expires 2/1/2018	-53,550.00
Net Balance for BASE UNIT	\$91,179.00

Total List Price for 5 Work Tool Attachments 2017.	\$14,987.00
Less 18% STS Discount for 2017. Expires 2/1/2018	-2,698.00
Net Balance for WORK TOOL ATTACHMENTS	\$12,289.00

BALANCE FOR ALL FACTORY ITEMS AND WORK TOOLS

\$103,468.00

WARRANTY

Extended Warranty: 12 Month, Unlimited Hour Total Machine Warranty.
 Includes Travel Time and Mileage for 90 Days for warranty service call.

F.O.B./TERMS
 Cleveland

Ohio Cat to deliver. Contact Sales Representative for delivery schedule.
 DELIVERY IS APPROXIMATLEY 20 DAYS AS OF 11/11/17. SUBJECT TO CHANGE.

FINANCING

Net Balance 30 Days from Invoice.

PAYMENT TERMS

Financing is available through Caterpillar Financial. Contact sales representative for details. Current 2016 Rate pending.

PAYMENT TERMS

Governmental Lease with \$1.00 Buy-Out Terms

CASH WITH ORDER	BALANCE TO FINANCE	TERM	LEASE PAYMENT	RATE	DOC FEE	RESIDUAL

The above is subject to approval by Caterpillar Financial Services. Offer Expires 2/1/2018. Additional Terms are available through CFSC. Above payments include doc fees.

OHIO

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Accepted by _____ on _____

Signature _____

Thank you for your interest in Ohio CAT and Caterpillar products for your business needs. This quotation is valid for 30 days, after which time we reserve the right to re-quote. If there are any questions, please do not hesitate to contact me.

Sincerely,

Art Westfall
Machine Sales Representative
Ohio CAT