

June 11, 2014

Missouri Department of Transportation
P.O. Box 270
1320 Creek Trail Drive
Jefferson City, MO 65102

Attention: Mr. Tom Veasman



We are pleased to confirm our Bid #3-121011TV - Excavators:

Bid Request No. 3-121011TV

Item #1 Caterpillar 316E	Price \$158,295
Option 1: Tool Control	Price \$11,971
Option 2: HP Boom and Stick Lines	Price \$1,929
Option 3: MP Boom and Stick Lines	Price \$1,337
Option 4: Hydraulic Quick Coupler	Price \$8,845
Option 5: 30" Bucket with Teeth	Price \$4,087
Option 6: 36" Bucket with Teeth	Price \$4,360
Option 7: 72" Ditch Cleaning Bucket	Price \$5,535
Option 8: Hydraulic Thumb	Price \$10,590
Option 9: Front Cab Screen	Price \$885
Option 10: Strobe Light	Price \$450
Item #2 Caterpillar M318F (One-Piece Boom) Formerly M316D	Price \$177,590
Option 1: Mechanical Pattern Changer	Price \$695
Item #3 Caterpillar M318F (VA-Boom) Formerly M316D	Price \$182,085
Option 1: Mechanical Pattern Changer	Price \$695

Training

Item B) 12 Hour Basic Operation and Diagnostics	Price/Student \$925
Item C) Diagnostic Software, cables, and interfaces	Min. 8 Students Price/Set \$1,800 Software \$925/year
Item C) Price for vendor to perform the first scheduled on-site maintenance	Price/Unit \$900

Base Warranty : 12 Months/Unlimited Hours

Delivery: 120-180 Days ARO

% Discount off MSRP for all pricing guide options 34%

% Discount off MSRP for all Work Tool options 28% (Buckets, Thumbs, Couplers, etc)

Note: We will offer the above to all governmental entities in Altorfer's Territory

We appreciate the opportunity to submit this proposal, and trust that it will merit your favorable consideration.

Sincerely,


Chris Akright
Machine Sales Representative
Altorfer Cat