



DON GABEL  
LAKE HAVASU CITY  
2330 MCCULLOCH BLVD N  
LK HAVASU CTY, AZ 86403-5950

10/28/2022

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

**2022 New Caterpillar 420 -07 Backhoe Loader – Cab, E-Stick, 4WD, Plumbed  
Standard Equipment**

**BOOMS, STICKS, AND LINKAGES**

**BACKHOE**

- 14'4" Center pivot backhoe  
4.3 Meters
- Boom and swing transport locks
- Pilot operated backhoe and  
electro hydraulic stabilizer controls
- Street type stabilizer shoes
- Anti-drift hydraulics (boom, stick,  
and E-stick)
- Cat Cushion Swing(tm) system

**LOADER**

- Single Tilt Loader
- Lift cylinder brace
- Self-leveling loader with single  
lever control
- Return-to-dig  
(automatic bucket positioner)
- Transmission neutralizer switch
- Bucket level indicator

**POWERTRAIN**

- Water separator
- Thermal starting aid system
- Dry type axial seal air cleaner with  
integral precleaner
- Automatic dust ejection system
- Filter condition indicator

**HYDRAULICS (Continued)**

- Pilot control shutoff switch
- Flow-sharing hydraulic valves
- Hydraulic suction strainer

**ELECTRICAL**

- 12 volt electrical start
- Horn, front and rear
- Backup alarm
- Hazard flashers/turn signals
- Halogen head lights (2)
- Halogen rear flood lights (2)
- Stop and tail lights
- Audible system fault alarm
- Key start/stop system
- 850 CCA maintenance free battery
- Battery disconnect switch
- External Power Receptacle (12v)
- Diagnostic ports for engine and  
machine Electronic Control Modules

**OPERATOR ENVIRONMENT**

- Interior rearview mirror
- ROPS canopy, Rear Fenders
- 2-inch (50mm) retractable seat belt
- Tilt steering column
- Steering knob
- Hand and foot throttle

**POWERTRAIN (Continued)**

- Hydraulically boosted multi-plate wet disk brake with dual pedals & interlock
- Differential lock
- Torque converter
- Transmission-four speed manual shift
- Neutral safety switch
- Spin-on filters for Fuel
- Engine oil
- Transmission oil
- Outboard Planetary Rear Axles
- Diesel particulate filter
- Hydrostatic power steering

**HYDRAULICS**

- Pilot hoe and mechanical loader controls
- Load sensing, variable flow system with 43 gpm (162 L/min) axial piston pump
- 6 micron hydraulic filter
- Caterpillar XT-3 hose
- Hydraulic oil cooler

**OPERATOR ENVIRONMENT (Continued)**

- Automatic Engine Speed Control
- One Touch Low Idle
- Floor mat and Coat Strap
- Lockable storage area
- Air suspension seat

**FLUIDS**

- Antifreeze - Extended Life Coolant -20F (-30C)

**OTHER STANDARD EQUIPMENT**

- Standard Storage Box
- Transport tie-down points
- Ground line fill fuel tank with 42.3 gal (160L) capacity & 5 gal (19L) diesel exhaust fluid
- Rubber impact strips on radiator guard
- Safety Manual
- Operations and Maintenance Manual
- Lockable hood
- Tire Valve Stem Protection

**Additional Configuration Included in the Price:**

<b>Ref #</b>	<b>Description</b>	<b>Price</b>
5427992	420	\$110,135
6305313	TRIM PACKAGE 3	\$50,085
	TRIM PACKAGE 3 INCLUDES	\$0
5440883	CAB, DELUXE	\$0
5427774	HYDRAULICS, MP, 6FCN/8BNK, ST	\$0
5441066	PT, 4WD/2WS, POWERSHIFT	\$0
5434284	STICK, EXTENDABLE, 14FT	\$0
5455048	DISPLAY, TOUCH SCREEN	\$0
4916736	WORKLIGHTS (8) LED LAMPS	\$0
6110339	SEAT, DELUXE FABRIC	\$0
5427810	AIR CONDITIONER, T4F	\$0
5606797	PRODUCT LINK, CELLULAR, PLE643	\$0
3379696	COUNTERWEIGHT, 1015 LBS	\$0

**Additional Configuration Included in the Price (Continued):**

5516453	RIDE CONTROL	\$0
5481231	LINES, COMBINED AUX, E-STICK	\$0
5402298	STANDARD RADIO (12V)	\$0
5516940	COLD WEATHER PACKAGE, 120V	\$0
5675090	AUTO-UP STABILIZERS	\$0
4237607	PLATE GROUP - BOOM WEAR	\$0
3531389	GUARD, STABILIZER	\$0
	END OF TRIM PACKAGE INCLUDES	\$0
5419540	ENGINE, 74.5KW, C3.6 DITA, T4F	\$12,117
2061748	SEAT BELT, 3" SUSPENSION	\$183
3792161	TIRES, 12.5 80/19.5L-24, GY	\$2,394
9R6007	STABILIZER PADS, FLIP-OVER	\$426
5458548	LOADER BUCKET PINS	\$0
3377401	BUCKET-GP, 1.5 YD3, PO	\$4,470
9R5320	CUTTING EDGE, TWO PIECE, WIDE	\$345
4616839	SHIPPING/STORAGE PROTECTION	\$258
4621033	RUST PREVENTATIVE APPLICATOR	\$138
5441901	COUPLER, PIN LOCK, BL F	\$1,604
0P9002	LANE 2 ORDER	\$0
2471949	BUCKET-HD, 18", 4.9 FT3 PL	\$1,999
<b>LIST PRICE</b>		<b>\$184,154</b>

**Pricing Summary**

The pricing is based off of using one of the following cooperative contracts that were awarded to Empire Southwest:

- City of Tucson / OMNIA Partners Cooperative Contract #161534
- State of Arizona / ADOT Cooperative Contract #CTR052847

<b>Caterpillar List Price:</b>	<b>\$184,154.00</b>
Less Cooperative Contract Discount (22%):	(\$40,513.88)
Less Empire Additional Empire Discount (2%):	<u>(\$3,683.08)</u>
Sub Total:	\$139,957.04
Plus Dealer Machine Prep for Sale:	\$1,404.00
Plus Delivery Freight to Lake Havasu City Yard:	<u>\$1,200.00</u>
Sub Total:	\$142,561.04
Plus Extended Power Train + Hydraulic Warranty (3 year or 5,000 hour):	<u>\$1,270.00</u>
<b>Total Sale Price:</b>	\$143,831.04
Sales Tax (7.6%):	<u>\$10,931.16</u>
<b>Total Sales Price Including Tax:</b>	<b>\$154,762.20</b>

**Warranty:** Caterpillar Power Train plus Hydraulic Warranty for 3 years or 5,000 hours, whichever occurs first. Field Service travel time and mileage cost will be included for warrantable repairs for first 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.

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,

Billy Rackley  
Empire Southwest  
Account Manager  
[Billy.Rackley@empire-cat.com](mailto:Billy.Rackley@empire-cat.com)  
(928)715-0981 cell

This quote is good for thirty days and prices are subject to change. All finance options are subject to credit approval. By purchasing goods or services from Empire, you agree to Empire's Terms ([www.empire-cat.com/salesserviceterms](http://www.empire-cat.com/salesserviceterms)), which are incorporated into this quote. Due to market issues outside of Empire's control, any tires listed on this quote may not be available at time of shipment. All tire makes, models and costs are subject to change.