

# CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT  
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701  
P.O. BOX 27210, TUCSON, AZ 85726  
PHONE: (520) 837-4123 / FAX: (520) 791-4735  
[Jeffrey.Whiting@tucsonaz.gov](mailto:Jeffrey.Whiting@tucsonaz.gov)  
ISSUE DATE: DECEMBER 5, 2017

CONTRACT #161534-01  
CONTRACT AMENDMENT NUMBER: ONE (1)  
PAGE 1 of 1  
JW/lr  
CONTRACT OFFICER: JEFFREY WHITING

## HEAVY EQUIPMENT, PARTS, ACCESSORIES, SUPPLIES AND RELATED SERVICES

THIS CONTRACT IS AMENDED AS FOLLOWS:

### ITEM NO. ONE (1): CONTRACT RENEWAL

Pursuant to Contract No. 161534, Special Terms and Conditions, Term and Renewal, the City is hereby exercising its option to renew the contract for the period of May 01, 2018 through April 30, 2019.

### ITEM NO. TWO (2): PRICING

Pursuant to Contract No. 161534, Scope of Work, Pricing, shall be replaced in its entirety with the Attached Price Page dated January 01, 2018 and shall become effective January 01, 2018.

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR: Caterpillar Inc.

CITY OF TUCSON: \_\_\_\_\_

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF  
AND UNDERSTANDING OF THE ABOVE AMENDMENT.

THE ABOVE REFERENCED CONTRACT AMENDMENT  
IS HEREBY EXECUTED THIS 14 DAY  
OF Dec, 2017, AT TUCSON, ARIZONA.

Patty Rebirth 12/11/17  
Signature of person authorized to sign Date

Marcheta Gillespie  
Marcheta Gillespie, CPPO, C.P.M., CPPB, CPM  
as Director of Procurement and not personally

PATTY REBIRTH, GOVERNMENT ACCOUNT MANAGER  
Name and Title (typed or printed legibly)

CATERPILLAR INC.  
Company Name

100 NE ADAMS ST. AEGRIA, IL 61629  
Address

REBIRTH - PATTY @ CAT.COM  
Email Address

AEGRIA IL 61629  
City State Zip

Contact information for Sales/Account Representative  
for daily business operations:

PATTY REBIRTH, GOVT ACCOUNT MANAGER  
Name and Title (typed or printed legibly)

309-494-4578  
Phone Number

REBIRTH - PATTY @ CAT.COM  
Email Address

## 2018 Caterpillar Coop Contract Discounts v1

Cooperative Contracts -- Effective January 1, 2018

Machine Model*	New Equipment
2018	Discount to Customer (Off List Price)

**Pavers**

AP255	18.00%
AP300	18.00%
AP355	18.00%
AP500	18.00%
AP555	18.00%
AP600	18.00%
AP655	18.00%
AP1000	18.00%
AP1055	18.00%

**Rollers**

CB1.7	19.00%
CB1.8	19.00%
CB7	19.00%
CB8	19.00%
CB10	19.00%
CB13	19.00%
CB14	19.00%
CB15	19.00%
CB16	19.00%
CB22	19.00%
CB24	19.00%
CB32	19.00%
CB34	19.00%
CB36	19.00%
CB44	19.00%
CB46	19.00%
CB54	19.00%
CB64	19.00%
CB66	19.00%
CB68	19.00%
CC24	19.00%
CC34	19.00%
CCS7	19.00%
CCS9	19.00%
CD8	19.00%
CD10	19.00%
CD44	19.00%
CD54	19.00%
CP34	19.00%
CP44	19.00%
CP54	19.00%
CP56	19.00%
CP68	19.00%
CP74	19.00%
CS34	19.00%
CS44	19.00%
CS54	19.00%
CS56	19.00%
CS64	19.00%
CS68	19.00%
CS78	19.00%
CW16	19.00%
CW34	19.00%

\*Note: Base machines are listed. There may be several different base machine configurations available. (For example, the D6 model track type tractor is available as a D6K, D6N and D6T). The base machine discount will be applied to any model configuration plus any and all options listed on the Caterpillar Machine price list.

## 2018 Caterpillar Coop Contract Discounts v1

### Track Type Tractors

D3	23.00%
D4	23.00%
D5	23.00%
D6	21.00%
D7	19.00%
D8	19.00%
D9	10.00%

### Wheeled Excavators

M314F	26.00%
M315F	26.00%
M316F	26.00%
M317F	26.00%
M318F	26.00%
M320F	26.00%
M322F	26.00%

### Material Handlers

MH3022	26.00%
MH3024	26.00%
MH3026	26.00%

### Cold Planers

PM310	20.00%
PM312	20.00%
PM313	20.00%
PM620	20.00%
PM622	20.00%
PM820	20.00%
PM822	20.00%
PM825	20.00%

### Reclaimers

RM300	20.00%
RM500	20.00%

### Telehandlers

TH255	23.00%
TH3510	24.00%
TH357	24.00%
TH408	24.00%
TH514	24.00%
TL642	24.00%
TL943	24.00%
TL1055	24.00%
TL1255	24.00%

### Motor Graders

12	30.00%
120	34.00%
140	30.00%
160	30.00%
14	19.00%

### Skid Steer Loaders

226	21.00%
232	21.00%
236	21.00%
242	21.00%
246	21.00%
262	21.00%
272	21.00%

### Multi-Terrain Loaders

257	21.00%
277	21.00%
287	21.00%
297	21.00%

## 2018 Caterpillar Coop Contract Discounts v1

### Compact Track Loaders

239	21.00%
249	21.00%
259	21.00%
279	21.00%
289	21.00%
299	21.00%

### Excavators

300.9	20.00%
301.4	20.00%
301.7	20.00%
302.4	20.00%
302.7	20.00%
303	20.00%
303.5	20.00%
304	20.00%
304.5	20.00%
305	20.00%
305.5	20.00%
307	20.00%
308	20.00%
311	18.00%
313	15.00%
313GC	16.00%
315	19.00%
316	19.00%
318	16.00%
320	15.00%
320GC	16.00%
323	15.00%
325	15.00%
326	15.00%
330	15.00%
335	15.00%
336	15.00%
349	10.00%
352	10.00%
374	10.00%

### Backhoe Loaders

415	22.00%
416	22.00%
420	22.00%
430	22.00%
450	22.00%

### Site Prep Tractor

586C	20.00%
------	--------

### Wheel Tractor Scrapers

621	18.00%
623	18.00%
627	18.00%

### Articulated Trucks

725	17.00%
730	17.00%
735	17.00%
745	17.00%

### Rigid Frame Trucks

770	3.00%
773	3.00%

## 2018 Caterpillar Coop Contract Discounts v1

### Landfill Compactors

816	12.00%
826	12.00%
836	12.00%

### Wheel Dozers and Soil Compactors

814	15.00%
815	13.00%
824	15.00%
825	13.00%

### Wheel Loaders

903	23.00%
906	23.00%
907	23.00%
908	23.00%
910	23.00%
914	23.00%
918	24.00%
924	24.00%
926	24.00%
930	24.00%
938	24.00%
950GC	20.00%
950M	18.00%
962	18.00%
966	15.00%
972	11.00%
980	11.00%
982	11.00%

### Track Loaders

953	19.00%
963	22.00%
973	23.00%

Worktools	15.00%
-----------	--------

Caterpillar Safety Services	15.00%
-----------------------------	--------

Used Equipment is discounted 20% from Original Customer List

Rental Equipment is discounted 10% from dealership Rental Rates

Parts & Service is discounted by the servicing dealer according to work order volume

## 2018 Caterpillar Model List – Change Summary from 2017 - 2018

<u>Add Models</u>	<u>Customer Discount</u>
CB1.7	19
CB1.8	19
CB13	19
CB15	19
CB16	19
CCS7	19
CCS9	19
MH3022	26
MH3024	26
MH3026	26
PM310	20
PM312	20
PM313	20
PM820	20
PM822	20
PM825	20
TH357	24
TH408	24
320GC	16

### Delete Discontinued Models

CW14  
CT660, CT680, CT681 (Caterpillar exited Vocational Truck business)  
PM102  
TH306  
TH406  
TH407  
312  
321  
329  
740

**Increased Customer Discounts**

Pavers  
Rollers  
All Cold Planers  
All Reclaimers  
All Wheel Tractor Scrapers  
All Articulated Trucks

**Decreased Customer Discounts with lower Transaction Price to Customer (See attached memo for explanation)**

Wheeled Excavators  
Telehandlers  
Motor Graders  
Excavators (Small, Medium & Large)  
Backhoe Loaders  
Rigid Frame Trucks  
Landfill Compactors  
Wheel Dozers & Soil Compactors

**Decreased Customer Discounts with higher Transaction Price (.1% - 2% range) to Customer due to Price Action Increase (See attached memo for explanation)**

Track Type Tractors  
Skid Steer Loaders  
Multi-Terrain Loaders  
Compact Track Loaders  
Mini Excavators  
Wheel Loaders (some models)  
Track Loaders

November 8, 2017

TO: Jeffrey Whiting, City of Tucson

FROM: Patty Redpath, Caterpillar

SUBJECT: Pricing Adjustments for 2018

Caterpillar will be increasing prices 0.1 to 2 percent on some of our machines for 2018. Those changes will go into effect for machines shipped from our factories on or after January 2, 2018.

In conjunction with the price increases mentioned above, Caterpillar will be implementing a structural change to machine pricing that will result in a reduction to list prices with offsetting reductions to dealer merchandising discounts. In other words, we are going to lower the prices shown on our price pages, and we are going to adjust the manufacturer support we provide our dealers. (This structural change has been designed to improve dealer cash flow and is price neutral to customers.)

Because our contract with you is based on these price pages, we need to adjust our customer-facing discounts down to meet our goal of price neutrality. We have worked to ensure that the effect for your members will be neutral or positive. There will be neither a price decrease nor increase due to these changes. (Rounding may cause slight fluctuations, but no material impact.)

I understand this may be confusing so let me illustrate with an example:

<b>Example 1: Wheeled Excavator</b> 2018 Price Increase = 0%	<b>2017</b>	<b>2018</b>	<b>Change</b>
Price Page	\$300,000	\$282,000	-6%
Member Discount	30%	26%	-4%
Quoted Member Price	\$210,000	\$208,680	-\$1,320 / -0.63%

As indicated on the 2018 Caterpillar Model List - Change Summary document, please note that some product families may experience a slight increase in customer transaction price due to the price action increase of 0.1 – 2 percent mentioned in the 1<sup>st</sup> paragraph of this memo. Please see the following example:

<b>Example 2: Skid Steer Loader</b> 2018 Price Increase = 0.5%	<b>2017</b>	<b>2018</b>	<b>Change</b>
Price Page	\$50,000	\$47,750	-4.5%
Member Discount	25%	21%	-4%
Quoted Member Price	\$37,500	\$37,722	+\$222/ +0.59%

I am happy to go over this with you in more detail. Please let me know if you have any questions. Thank you!