

CATERPILLAR MACHINE PRICE LIST

966M-LR

966M WHEEL LOADER LITTLE ROCK, AR, USA (SAP)	Ship Weight lbs	LIST PRICE AT DEALER
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Standard Equipment:

POWERTRAIN

Brakes, full hydraulic enclosed wet-disc with Integrated Braking System (IBS)
 Brake wear indicators
 Engine, Cat 9.3
 Cat Clean Emissions Module (CEM) with Diesel Particulate Filter (DPF) and remote Diesel Exhaust Fluid (DEF) tank & pump
 Fan, radiator, electronically controlled, hydraulically driven, temperature sensing, on demand
 Economy Mode (for fuel reduction)
 Fuel priming pump (electric)
 Fuel/Water separator
 Precleaner, engine air intake
 Parking Brake, disk & caliper
 Switch, transmission neutralizer lockout
 Torque converter, locking clutch with free wheel stator
 Transmission, automatic planetary power shift (4F/4R)

Light, two dome (cab)
 Mirrors, rearview external with integrated spot mirrors
 Post mounted membrane 16 switch keypad
 2 receptacles, 12-Volt
 Seat, Cat Comfort (cloth) air suspension
 Seat belt, retractable
 Steering, speed sensing with force feedback
 Sun visor, front
 Wet-Arm wipers/washers front & rear, intermittent front wiper
 Window, sliding (left and right sides)
 Viscous mounts

COMPUTERIZED MONITORING SYSTEM

With following gauges:
 -Speedometer/Tachometer
 -Digital gear range indicator
 -DEF (Diesel exhaust fluid) level
 -Temperature: engine coolant, hydraulic oil, transmission oil
 -Fuel level
 With following Warning Indicators:
 -Regeneration
 -Temperature: axle oil, engine intake manifold
 -Pressure: engine oil, fuel Pressure
 Hi/Low, primary steering oil, service brake oil
 -Battery voltage Hi/Low
 -Engine air filter restriction
 -Hydraulic oil filter restriction
 -Hydraulic oil Low
 -Parking brake
 -DEF low level
 -Transmission filter bypass

ELECTRICAL

Alarm, back-up
 Alternator, 145-amp brushed
 Batteries (2), maintenance free 1400CCA
 Ignition key; start/stop switch
 Lighting system:
 -2 forward roading lights (low/high beam with turn signals)
 -2 rear facing working lights in hood
 -2 LED position/stop/turn lights
 -4 working lights on the cab
 Main disconnect switch
 Receptacle start (cables not included)
 Starter, electric, heavy duty
 Starting and charging system (24-volt)

MULTI-FUNCTION MONITOR:

-18cm (7 in) color LCD touch-screen display
 -Rear-view camera image display (reverse travel activated)
 -Machine settings & health parameters
 CAT CONNECT (on-board, utilizing multi-function monitor)
 Core App software to monitor & display:
 -Total fuel consumption
 -Average fuel burn rate
 -Engine fuel consumption
 -Total idle time
 -Total operating hours
 -Travel distance (odometer)
 Basic App software to monitor & display:
 -Total idle fuel
 -Total operating hours, neutral

OPERATOR ENVIRONMENT

Air conditioner, heater, and defroster (auto temp & fan)
 Beverage holders (2) with storage compartment for cell phone/MP3 player
 Bucket/Work tool function lockout
 Cab, pressurized and sound suppressed, (ROPS/FOPS), radio ready (entertainment) includes antenna, speakers & converter (12-volt 10-amp)
 Coat hook (2)
 EH Controls, lift and tilt function
 EH Parking Brake
 Ergonomic cab access ladders & handrails
 Horn, electric

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lbs

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OPERATOR ENVIRONMENT (CONT.)

-Total operating hours with hydraulic filter in bypass

OTHER STANDARD EQUIPMENT

Auto idle shutdown
Couplings, Caterpillar O-ring face seal
Ecology drains for engine, transmission, and hydraulics
Ether aid ready
Filters: fuel, engine air, engine oil, hydraulic oil, transmission
Fuel cooler
Grease zerks
Hitch, drawbar with pin
Hood, non-metallic power tilting
Hoses, Caterpillar XT
Hydraulic oil cooler (swing out)
Hydraulic System, load sensing
Kickout, lift & tilt, automatic (adjustable in cab)
Linkage, Z-Bar, cast crosstube/tilt lever
Oil sampling valves
Platform, window washing
Radiator grill, airborne debris
Remote diagnostic pressure taps
Service Center (electrical & hydraulic)
Sight gauges: engine coolant, hydraulic oil, and transmission oil level
Toolbox
Vandalism protection caplocks

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**Lane 2 is reserved for the Base Order Management program.
Please use Lane 2 when placing orders that are part of the Base Order
Management program.**

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361-1910	966M WHEEL LOADER 0 LANE 2 - AVAILABLE FROM NORTH LITTLE ROCK FACTORY	\$447,790
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LANE SELECTION

OP-9002	LANE 2 ORDER	0	NC
	Only for dealers enrolled in the Base Orders Management (BOM) program.		

REGIONAL PACKAGES

L	561-5560 REGIONAL PACKAGE, AM-N	0	NC
	INCLUDES: -ANSI Films -EPA Tier 4 Final Compliant Engine		

SPECIAL ARRANGEMENTS

L	506-4542 STANDARD PACKAGE	0	\$227
	Provides machine features required in standard applications. INCLUDES: -Platform -Electrical & Hydraulic installation -Cab air filter -CPM Payload Ready & Autodig Ready Includes hardware and 250 hour CPM demo mode only. Demo mode is dealer activated. System must be calibrated prior to use. Requires purchase of software for permanent feature activation. See the Optional Technology section for software options.		

BOOMS, STICKS, AND LINKAGES

LINKAGES

L	506-2533 LINKAGE, STANDARD LIFT	0	NC
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COUNTERWEIGHT

L	367-2330 COUNTERWEIGHT, 1000KG	0	NC
	ONLY FOR USE WITH: 506-2533 LINKAGE, STANDARD LIFT		
L	372-2140 COUNTERWEIGHT, AGGREGATE	0	\$4,485
	Provides 1600 kg counterweight to use exclusively in aggregate rehandling applications. REQUIRES: L3 or L4 TIRES		

NOTE: It is recommended to use Caterpillar production measure application with aggregate counterweights to ensure compliance with Medium Wheel Loader Payload policy.

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POWERTRAIN

AXLE PACKAGES

Axle packages include a combination of traction aids, Ecology Drain (ED), Seal Guards (SG), and Axle Oil Cooler (AOC).

L	390-7608	AXLES, LOCK/OPEN, ED 0		\$570
		INCLUDES: -Manual front diff lock -Open rear differential -Ecology Drain		
L	372-6557	AXLES, AUTO DIFF F/R, ED 0		\$9,010
		INCLUDES: -Automatic front and rear diff lock -Ecology Drain		
L	372-6558	AXLES, AUTO DIFF F/R, ED, AOC 0		\$16,160
		INCLUDES: -Automatic front and rear diff lock -Ecology Drain -Axle Oil Coolers Provides installed oil cooler system for front & rear axles Recommended for machines operating in high energy applications, such as extended load & carry.		

HYDRAULICS

L	500-2558	HYDRAULICS, 2V RC, STD/HL 0		NC
		Provides 2 valve hydraulics and ride control.		
L	500-2772	HYDRAULICS, 2V RC (3V READY) 0		\$535
		Provides 2 valve hydraulics (3V ready) and ride control. This will have the auxiliary hose and frame hardware installed. This will provide dealers with the flexibility of buying 3V kits to convert the machine into a 3 valve hydraulic configuration.		
L	500-2559	HYDRAULICS, 3V RC, STD/SHORT 0		\$7,100
		Provides 3 valve hydraulics and ride control.		

HYDRAULIC OIL

L	396-4672	HYDRAULIC OIL, STANDARD 0		NC
		Cat HYDO Advanced 10 allows to extend oil change intervals up to 6000 hours with S-O-S services.		

STARTERS, BATTERIES, & ALTERNATORS

ENGINE STARTING PACKAGE

L	506-4545	STARTING, STANDARD 0		NC
		Provide 2 batteries.		
L	506-4546	STARTING, COLD (120V) 0		\$2,025
		Provides 120V block heater and 4 batteries.		

NOTE: In this configuration, the toolbox compartment is unavailable.

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ELECTRICAL

LIGHTS

L	484-0364	LIGHTS, HALOGEN 0 INCLUDES: -2 halogen forward roading lights (low/high beam) with halogen turn signals -2 halogen rear facing working lights in the hood -2 LED position/stop/turn lights -4 halogen working lights on the cab		NC
L	484-0365	LIGHTS, HALOGEN, PREMIUM 0 INCLUDES: -2 halogen forward roading lights (low/high beam) with halogen turn signals -2 halogen rear facing working lights in the hood -2 LED position/stop/turn lights -8 halogen working lights on the cab		\$865
L	561-8776	LIGHTS, LED 0 INCLUDES: -2 LED forward roading lights (low/high beam) with LED turn signals -2 LED rear facing working lights in the hood -2 LED position/stop/turn lights -4 LED working lights on the cab		\$2,550
L	561-8777	LIGHTS, LED, PREMIUM 0 INCLUDES: -2 LED forward roading lights (low/high beam) with LED turn signals -2 LED rear facing working lights in the hood -2 LED position/stop/turn lights -8 LED working lights on the cab		\$3,325

OPERATOR ENVIRONMENT

CAB PACKAGES

L	545-7186	CAB, STANDARD 0 INCLUDES: 538-2773 CAB TRIM, STANDARD (LHD) -SEAT, STANDARD, LHD -MIRRORS, EXTERNAL -SUN VISOR, REAR 493-9621 WINDOWS, STANDARD 551-3397 SEAT BELT, 3" W/INDICATOR 505-1519 FILTRATION, STANDARD -CAB ROOF, NON-METALLIC -COVER, HVAC, NON-METALLIC 372-1603 RADIO, CB (READY) 372-1600 RADIO, AM/FM/USB/MP3 BLUETOOTH		\$1,795
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OPERATOR ENVIRONMENT (CONT.)

CAB PACKAGES (Cont.)

L	545-7187	CAB, DELUXE 0		\$2,960
		INCLUDES: 538-2774 CAB TRIM, HEATED (LHD) -SEAT, HEATED, LHD -MIRRORS, EXTERNAL, HEATED -DOOR, REMOTE OPENING SYSTEM -SUN VISOR, REAR 493-9621 WINDOWS, STANDARD 551-3397 SEAT BELT, 3" W/INDICATOR 505-1519 FILTRATION, STANDARD -CAB ROOF, NON-METALLIC -COVER, HVAC, NON-METALLIC 372-1603 RADIO, CB (READY) 372-1600 RADIO, AM/FM/USB/MP3 BLUETOOTH		

IMPLEMENT CONTROLS

L	539-6031	SINGLE AXIS LEVERS, 2V, LHD 0		NC
		INCLUDES: -2 single action levers for implement lift and tilt controls		
L	539-6041	SINGLE AXIS LEVERS, 3V, LHD 0		NC
		INCLUDES: -3 single action levers for implement lift, tilt & 3rd function controls		
L	539-6036	JOYSTICK, 2V, LHD 0		\$1,085
		INCLUDES: -Implement joystick for lift & tilt controls -Horn & kickdown trigger switches integrated in implement joystick		
L	539-6046	JOYSTICK, 3V, LHD 0		\$1,520
		INCLUDES: -Implement joystick for lift & tilt controls -Horn & kickdown trigger switches integrated in implement joystick -1 roller switch controlling the 3rd function integrated in the joystick		

STEERING

L	372-6549	STEERING, STANDARD 0		NC
L	371-1455	STEERING, SECONDARY 0		\$5,090

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TECHNOLOGY PRODUCTS

PRODUCT LINK

Product Link enables the remote transmission of information about the location, operation, and condition of your equipment. Efficiently and effectively monitor performance of your assets to help keep your jobs on schedule, maintain equipment condition, and reduce the costs of owning and operating your fleet.

Authorization varies by country, please contact your Cat marketing representative with questions or click on the link below:
[HTTPS://DEALER.CAT.COM/en/bt/otd/machine-price-list.html](https://dealer.cat.com/en/bt/otd/machine-price-list.html)
 From there click on the "PRODUCT LINK Hardware Certification" link.

L	434-0691	PRODUCT LINK, CELLULAR PLE641 0 Product Link Elite series PLE641 offers expanded coverage including 3G UMTS and CDMA2000 as well as 2G GSM and CDMA cellular networks to transmit location, utilization and condition information for viewing in Product Link's remote monitoring web interface. Cellular technology provides capabilities for frequent transmission and larger volumes of data.		NC
L	434-0693	PRODUCT LINK, SATELLITE PLE631 0 Product Link Elite series PLE631 uses a satellite network to transmit location, utilization and condition information for viewing in Product Link's remote monitoring web interface. For use in areas with poor or no cellular coverage.		\$432

COOLING

COOLING SYSTEM

L	521-9360	COOLING CORES, 9 FPI 0 Provides cooling capability up to 47C (117F) ambient. Radiator with 9 fins per inch.		NC
L	540-0608	COOLING CORES, 6 FPI 0 Provides cooling capability up to 43C (109F) ambient. Radiator with 6 fins per inch.		\$333

COOLING FAN

L	524-0307	FAN, STANDARD 0 Provides a standard load sensing hydraulically driven fan.		NC
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COOLANT

L	371-7066	ANTIFREEZE, -34C (-29F) 0 Premix antifreeze, -34C (-29F)		NC
L	423-2666	ANTIFREEZE, -50C (-58F) 0 Premix antifreeze, -50C (-58F)		\$251 NET

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TIRES, RIMS, AND WHEELS

Due to industry-wide tire availability limitations, tire brand and type cannot be guaranteed. Every effort will be made to satisfy your tire choice. However, if the tire type cannot be supplied we will contact the dealer to propose alternatives. The dealer needs to choose between an alternative tire or a "rims only" option (where available) within 72 hours. If no response is provided by the deadline, the order will default to the alternative tire and will be changed at that point. As a consequence of a possible tire change, the total machine price will be decreased or increased depending on the price of the new tire.

NOTE: All tires include rims & come in a set of 4. Tires are tubeless & non-directional unless otherwise stated.

NOTE: Other tires are available upon request.

TIRES AVAILABLE FROM BRIDGESTONE

P	475-6250	TIRES, 26.5R25 BS VJT * L3 0 Bridgestone Radial; Tread Depth=38mm (48/32"); Rim=22"x25" Provides reduced vibration, damage resistance, and traction in soft to rocky underfoot conditions.		\$-6,590
P	511-5379	TIRES, 775/65R29 BS VTS * L3 0 Bridgestone Radial; Tread Depth=43mm (54/32"); Rim=24"x29" Provides increased stability, floatation, damage resistance, and traction in soft to rocky underfoot conditions. Machine oscillation is reduced. Recommended for sand and forestry application.		\$4,325

TIRES AVAILABLE FROM MICHELIN

P	297-3221	TIRES, 26.5R25 MX XHA2 ** L3 0 Michelin Radial; Tread Depth=41mm (52/32"); Rim=22"x25" Provides reduced vibration, damage resistance, and traction in soft to rocky underfoot conditions.		\$-4,160
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TIRES AVAILABLE FROM MAXAM

P	547-8403	TIRES, 26.5R25 MA MS302 **E3/L3 0 Maxam MS302 Radial; Tread Depth=39.4mm (50/32"); Rim=22"x25" 3 piece Ideally suited to higher speed applications operating on a wide variety of surfaces. Reinforced offset lugs minimize vibration at haul speeds. Excellent traction in all off-road conditions with a wide flat footprint profile for maximum stability and wear. Thick undertread for improved puncture resistance.		\$-9,560
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OTHER ATTACHMENTS

ENGINE PRECLEANERS

L	324-8092	AIR INLET STANDARD, RAIN CAP 0 Includes standard strata tubes precleaner ejecting up to 96% of debris.		NC
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OTHER ATTACHMENTS (CONT.)

ENGINE PRECLEANERS (Cont.)

L	365-0220	PRECLEANER, TURBINE	0	\$715
		Turbine engine air inlet precleaner, to be used in extremely high dust and airborne debris environments.		

BODY

FENDERS

L	464-6677	FENDERS, BASIC +.	0	NC
		CANNOT BE USED WITH: TIRES, 775/65R29 (LOW PROFILE)		
L	464-6678	FENDERS, ROADING	0	\$2,865
		CANNOT BE USED WITH: TIRES, 775/65R29 (LOW PROFILE)		
L	464-6679	FENDERS, BASIC +, LOW PROFILE	0	\$149
		ONLY FOR USE WITH: TIRES, 775/65R29 (LOW PROFILE)		
L	464-6680	FENDERS, ROADING, LOW PROFILE	0	\$3,150
		ONLY FOR USE WITH: TIRES, 775/65R29 (LOW PROFILE)		

HOOD

L	391-5800	HOOD, NON-METALLIC	0	NC
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SOUND SUPPRESSION

L	422-1636	SOUND SUPPRESSION, STANDARD	0	NC
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QUICK COUPLERS

QUICK COUPLER READY

P	0G-0386	NO QUICK COUPLER READY	0	NC
P	372-7403	QUICK COUPLER READY	0	\$3,955
		Includes all hydraulic lines, vertical wedge activation switch in the cab. Coupler NOT included.		

FLUIDS

LUBRICATION ARRANGEMENTS

MANUAL - Requires manual greasing of pin joints according to maintenance schedule. Several fittings remote located and centralize better access.

AUTOLUBE - Greases pin joints requiring daily lubrication: linkage pin joints, including bucket pins, articulation hitch, steering cylinders and rear axle trunnions.

L	495-7506	LUBRICATION, MANUAL, STD	0	NC
L	495-7507	AUTOLUBE, STD LIFT	0	\$6,270
		Provides Caterpillar autolube system.		

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OPERATOR ENVIRONMENT

INTEGRATED OBJECT DETECTION SYSTEM

The Cat Integrated Object Detection adds radar and alarms to the standard on-board rear vision camera to notify the operator when something is close to the rear of the machine. This system is configured with zones, and objects in those zones trigger various levels of alarms. A display screen in the cab provides visual confirmation of the objects detected by the radar, so operators can make informed decisions.

NOTE: C5 radars (below) are the preferred MWL system. C6 radars are available for regions where required, and depends on radar approval. For a list of approved countries, please visit: <https://dealer.cat.com/detect>

L	512-0855	OBJECT DETECTION	0	\$2,755
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LIGHTS

P	513-2458	LIGHTS, REVERSING STROBE Provides 2 reversing white strobes.	0	\$271
P	491-7467	LIGHT, WARNING BEACON Provides hard mounted strobe beacon on hinged (breakaway) bracket mounted to the rear of the cab structure.	0	\$486
P	460-7450	LIGHT, SEAT BELT WARNING Provides a seat belt warning light mounted to the rear of the cab structure.	0	\$227

TECHNOLOGY PRODUCTS

SOFTWARE ENABLED ATTACHMENTS (SEA) INSTRUCTIONS

Some dealer enabled technology products require the purchase of an activation code from Cat FPS via the Internet at <https://fps.cat.com> (requires CWS account). Refer to REHS1238 & REHS8401 for instructions.

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TECHNOLOGY PRODUCTS (CONT.)

CAT PRODUCTION MEASUREMENT (CPM) PAYLOAD WEIGHING SYSTEM

CPM includes an integrated onboard payload weighing scale with material management, cycle count & time recording and wireless production detail reporting capability.

- Payload & cycle totals are sent wirelessly to VisionLink. (Cat Essentials subscription required.)
- Detailed payload reports and KPI metrics can be visualized on-line and downloaded for further analysis, with a subscription to Cat Advanced Productivity. (First 6 months included with purchase of CPM; subscription fee applies thereafter. Requires PLE641 cellular Product Link.) Payload detail may also be downloaded via a wired connection between the loader and a laptop computer for analysis in VIMSpC software (requires purchase of VIMSpC software and VIMS data cable).
- Payload tickets can be printed with an optional printer (kit only, available through the KITS-MWL price list, part number 483-5477)

Refer to <https://dealer.cat.com/payload> for complete technical specifications; operation, sales, marketing and technical support publications.

NOTES:

- 1) Demo and permanent software are available from the factory.
- 2) For field installation, permanent software can be purchased through the Caterpillar Feature Protection System and enabled by a dealer technician with Cat ET and an SEA activation code. SEA p/n 517-4683. Consult ANTARES parts distribution system for current SEA price.
- 3) Requires calibration prior to customer use. Refer to the Systems Test & Adjust manual UENR7119.

P	517-7123	CPM PAYLOAD SOFTWARE	0	\$4,960
		Includes permanent software, factory activated. Includes 6 mo. of prepaid Cat Advanced Productivity VisionLink subscription, with PLE641 cellular Product Link ONLY. (Not available in all countries. Contact PL Admin for details.)		

AUTODIG

Autodig is a software enabled attachment that controls the implement system during the bucket loading portion of a cycle to automatically load aggregate material.
 NOT RECOMMENDED for hardbank or large rock loading.

P	453-3250	AUTODIG SOFTWARE	0	\$1,430
		Includes software for Aggregate Autodig. NOT RECOMMENDED for hardbank or large rock loading.		

GUARDS

P	367-9030	GUARD, POWERTRAIN	0	\$1,560
		Protects bottom of transmission.		

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OTHER ATTACHMENTS

P	365-0265	OIL CHANGE SYSTEM, HIGH SPEED 0 Easy access drain line and Wiggins connector for remote engine oil drain. Provides quick, clean, and easy engine oil change without having to climb under the machine to access a gravity drain.		\$284
P	506-4370	WHEEL CHOCKS 0 Provides wheel chocks that mount to the frame.		\$486

QUICK COUPLERS

FUSION QUICK COUPLER

P	310-9390	QUICK COUPLER, FUSION 1,133 Factory installed Caterpillar Work Tools & Services (CWTS) fusion style coupler. ONLY FOR USE WITH: 372-7403 or 388-7402 QUICK COUPLER READY		\$7,950
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LINES CONNECTING

L	323-9292	LINES GP-IMPLEMENT 3V (QC) 21 ONLY FOR USE WITH: HYDRAULICS 3V & 310-9390 QUICK COUPLER REQUIRED BY: HYDRAULICS, 3V & 310-9390 QUICK COUPLER		\$1,050
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BUCKETS

Buckets must be ordered Installed on a Machine Order.
 For questions on buckets intended for Machine Orders please contact your Marketing Subsidiary Machine Coordinator.

Loose buckets should be ordered on a MISC Order through Caterpillar Work Tools - Wamego using source code 0P-0672.

For availability of loose buckets please email worktools@cat.com

If you are going to order a loose bucket from CWTS and a machine from North Little Rock and if you need them shipped at the same time then you need to cross-reference the MSO's with each other.

Material density will determine the appropriate capacity bucket. Refer to the Specalog. Exceeding maximum payload may cause loader instability.

GENERAL PURPOSE PERFORMANCE SERIES BUCKETS (PIN-ON)

P	516-1409	BKTA GP ST 126" 5.5 YD3 PO 5,421 PERFORMANCE SERIES BUCKET INCLUDES: BOLT-ON CUTTING EDGE (BOCE)		\$19,539
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Supersedes 02JAN2018
 Caterpillar: Confidential Green
 US-A-19-01 A

Subject to change without notice
 Printed in USA
 U. S. DOLLAR CURRENCY

Effective 02JAN2019
 966M-LR-014

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BUCKETS (CONT.)

GENERAL PURPOSE PERFORMANCE SERIES BUCKETS (FUSION)

P	515-5842	BKTA GP ST 126" 5.5 YD3 FUS 5,055 PERFORMANCE SERIES BUCKET INCLUDES: BOLT-ON CUTTING EDGE (BOCE)		\$19,539
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PACKING

WORKTOOL OMISSION

P	361-1437	OMISSION, WORKTOOL 0 This is required when ordering a machine without an installed bucket or quick coupler to protect the links.		NC
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PACKING

	0P-0309	PACK, DOMESTIC TRUCK 0 Complete machine loaded on truck.		NC
	0P-0313	PACK, DOMESTIC RAIL 0 Complete machine loaded on rail car.		\$162 NET

FREIGHT, RAIL DELIVERY

	0P-3994	FREIGHT, RAIL DELIVERY 0 Machine credit for rail delivery when paired with a second machine from the same source facility. AVAILABLE FOR: Pre-approved US and Canadian dealers		\$-1,555 NET
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