2026 Sourcewell Caterpillar Cooperative Contract Discounts by Model

Machine Model*	New Equipment
2026	Discount to Customer (Off List Price)
Track Type Tractors	
D1	23.00%
D1 Fire Dozer	23.00%
D2	23.00%
D2 Fire Dozer	23.00%
D3	23.00%
D3 Fire Dozer	23.00%
D4	23.00%
D5	23.00%
D5 Fire Dozer	23.00%
D6	23.00%
D7	19.00%
D8	19.00%
D9	One Time Only
D10	One Time Only
Wheeled Excavators	
M314	26.00%
M315	26.00%
M316	26.00%
M317	26.00%
M318	26.00%
M320	26.00%
M322	26.00%
Material Handlers	
MH3022	26.00%
MH3024	26.00%
MH3026	26.00%
MH3040	26.00%
MH3050	26.00%
MH3250	26.00%
MH3260	26.00%
Telehandlers	
TH255	23.00%
TH408	24.00%
TL642	24.00%
TL943	24.00%
TL1055	24.00%
TL1255	24.00%
TH0642	24.00%
TH0842	24.00%
TH1055	24.00%
TH1255	24.00%
Motor Graders	
12	30.00%
120	34.00%
120GC	34.00%
140	30.00%
140GC	30.00%
150	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%
250	21.00%
260	21.00%
262	21.00%
270	21.00%
272	21.00%
Compact Track Loaders	
239	21.00%
249	21.00%
255	21.00%
259	21.00%
265	21.00%
275	21.00%
279	21.00%
285	21.00%
289	21.00%
299	21.00%
299XE Land Management	21.00%

Note

Base machines must be properly configured with other mandatory and optional items from the price list before they are considered operational.
All new machines are subject to a commodity surcharge of up to 20% (In some cases, increased tire costs may cause this number to be greater)
All new attachments (CAT work tools) are subject to a commodity surcharge of up to 25%
Dealer costs (example: pre delivery inspection, assembly, freight to final location, etc.) are not subject to list discount
Attachments (CAT work tools) purchased with new machine on same invoice are subject to same list discount as machine
Non-Attached CAT OEM Work Tools are attachments sold on a standalone order without a machine purchase
Parts and Service is offered by the servicing dealer at local rates

Machine Model*	New Equipment
2026	Discount to Customer (Off List Price)
Excavators	
300.9	20.00%
301.5	20.00%
301.6	20.00%
301.7	20.00%
301.8	20.00%
302	20.00%
302.7	20.00%
303	20.00%
303.5	20.00%
304	20.00%
305	20.00%
306	20.00%
307.5	20.00%
308	20.00%
309	20.00%
310	20.00%
311	18.00%
313	15.00%
315	19.00%
316	19.00%
317	19.00%
319	15.00%
320	15.00%
323	15.00%
325	15.00%
326	15.00%
330	15.00%
335	15.00%
336	15.00%
340	16.00%
350	10.00%
352	10.00%
374	10.00%
395	10.00%
Forest Machines	
528	15.00%
538	15.00%
548	15.00%
558	15.00%
568	15.00%
Backhoe Loaders	
415	22.00%
416	22.00%
420	22.00%
428 Side Shift	22.00%
430	22.00%
432 Side Shift	22.00%
434 Side Shift	22.00%
440	22.00%
450	22.00%
Wheel Tractor Scrapers	
621	18.00%
623	18.00%
627	18.00%
631	18.00%
637	18.00%
651	18.00%
657	18.00%
Articulated Trucks	
725	17.00%
730	17.00%
735	17.00%
740GC	17.00%
745	17.00%
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%

Machine Model*	New Equipment
2026	Discount to Customer (Off List Price)
Wheel Loaders	
903	23.00%
906	23.00%
907	23.00%
908	23.00%
910	23.00%
914	23.00%
920	23.00%
926	24.00%
930	24.00%
938	24.00%
950	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%
Pavers	
AP300	18.00%
AP355	18.00%
AP400	18.00%
AP455	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%
CB15	19.00%
CB16	19.00%
CB2.5	19.00%
CB2.5GC	19.00%
CB2.7	19.00%
CB2.7GC	19.00%
CB2.9	19.00%
CB4.0	19.00%
CB4.4	19.00%
CC2.7	19.00%
CC2.7GC	19.00%
CC4.0	19.00%
CCS9	19.00%
CP5	19.00%
CP7	19.00%
CP11	19.00%
CP12	19.00%
CP13 Base	19.00%
CP14	19.00%
CP16	19.00%
CS5	19.00%
CS7	19.00%
CS10GC	19.00%
CS11	19.00%
CS12	19.00%
CS13GC	19.00%
CS14	19.00%
CS16	19.00%
CS19	19.00%
CS64	19.00%
CW16	19.00%
CW34	19.00%

Machine Model*	New Equipment
2026	Discount to Customer (Off List Price)
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	
RM400	20.00%
RM500	20.00%
RM600	20.00%
RM800	20.00%
Non-Attached CAT OEM Worktools	15.00%
Parts & Service	0-15%
Technology Solutions	0-15%
Caterpillar Safety Services	15.00%
Job Site Solutions	0-15%