

## CUSTOMER QUOTATION

Quote No: QUO-126594-Q3M3H5

Revision No: 1

Date: 05/11/2024

Model: ZW160-7

Hitachi Wheel Loader



PREPARED FOR  
Douglas Learmond  
Shire of Nannup  
15 Adam Street  
Nannup  
WA, 6275

PREPARED BY  
Ben Crain  
Sales -Construction Equipment  
Mobile: 0439 856 343  
Hitachi Construction Machinery (Australia)



Douglas Learmond  
Shire of Nannup  
15 Adam Street  
Nannup  
WA, 6275

Dear Douglas Learmond,

Thank you for the opportunity to present this Quotation, I trust that it will meet the objectives required.

The ZW160-7 is more than a quality piece of equipment, it's an investment in the future success of your business.

At Hitachi Construction Machinery (Australia) Pty Ltd we believe that a machine is worth more than the initial purchase price, its true value lies in the many years of service that both the machine and the people supporting you can provide.

Our organisation focuses on your total machine ownership experience, not just the upfront sale. You will benefit from the support of more than 1250 employees and a company owned branch network that spans over 22 outlets nationally. Of our employees, 75% are dedicated to customer support roles. They understand the importance of machine up-time and are focussed on providing the products and services you need to remain productive.

Our Product Support Staff are connected into a Global Network that operates 24 hours a day, 365 days a year to ensure that the latest information is available. They can also assist you with protecting your investment and maximising its return with quality consumables and spare parts that will keep your equipment in optimum condition and reduce operating costs.

I look forward to discussing this with you in the near future and provide you with any further information.

Yours Sincerely,

Ben Crain  
Sales -Construction Equipment  
Hitachi Construction Machinery (Australia)

Perry Maxwell  
Sales/Branch Manager  
Hitachi Construction Machinery (Australia)



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# MACHINE SPECIFICATIONS

## ENGINE & EXHAUST EMISSIONS

- Cummins B4.5 (HVO Renewable Diesel Ready)
- EU Stage V Exhaust Emissions Certified Delivers Exceptional Efficiency.
- Displacement: 4.5lt
- Maximum Power: 123 kW (173HP) at 2200 rpm.
- Maximum Torque: 755 Nm at 1100 rpm.
- Automatic Engine Shut Down after a Pre-Defined Period.
- Automatic Power Up Function for Demanding Tasks.

## POWERTRAIN & TYRES

- HS Transmission with Declaration Control for Maximum Comfort (4F/4R).
- Torque Proportioning Differential (TPD) Standard On All Axles.
- 20.5R25 (L3) Radial Tyres.

## HYDRAULICS & PRODUCTIVITY

- 194 l/min Load Sensing Variable Displacement Implement Pump.
- 44.9 l/min Fix Displacement Fan Pump.
- Z-Bar Lift Arm with Bucket Cylinder Rod Guard and 3rd Function Piping
- 2.5m³ GP Bucket with 2535mm BOCE
- Lift Arm Raise, Lower, Bucket Tilt, Dump Angle, Auto Level and Stop Position can be Easily Adjusted from the Multifunction Switch and Sub Monitor.
- Intelligent Ride Control System (Auto-Off).
- Parallel Tandem Hydraulic Circuit - Ensures Smooth Digging Operation Prioritises the Bucket Movement During Loading Operation.
- Approach Speed Control - Maximises Fuel Efficiency on Loading Operations.
- Payload Checker - Payload Measurement with Tip Off Function can be Displayed in Real Time On Sub Monitor.

## OPERATOR CAB & COMFORT

- Pressurised ROPS/FOPS Cab with First-Class Interior, Ultimate Comfort, Quality and Superior View of Your Surroundings.
- Heated Heavy Duty Seat with Horizontal Suspension and 75mm Wide Seat Belt
- Seat-Mounted Electric Control Multifunction Proportional Lever (3 spools)
- Armrest-Integrated with Sub Monitor Controller (Dial + Switches).
- 3.5" Colour Liquid Crystal Display in the Front Dashboard is Easy To View.
- High-Resolution 8" Secondary Display on Right Hand A Pillar.
- Double Intake Filtered Auto Climate Controlled Air-Conditioner for Australian Conditions.
- Roller Type Sunshade.
- Storage Space (Heater/Cooler Box), Drink Holder and Document Holder.
- USB Power Supply, Smartphone and Tablet Holder.

## IN CONTROL OF YOUR SAFETY

- Cabin Top Handrails Deliver Better Safe Access to The Front/Rear Window for Easier Cleaning and Wiper Maintenance.
- LED Headlights for High Brightness and Unbeatable Durability with LED Rear Combination Lights.
- 4 Front and 2 Rear Cabin Mounted LED Work Lights for Working in Dusty or Low Visibility Environments + 2 LED Lights on the Rear Grill.
- Outside Heated Electric Adjustable Mirrors Provide a Clear Rear View with Retractable Bracket.
- Seatbelt Reminder with Audible Alarm Until Seat Belt Has Been Fastened.
- Bluetooth® for HANDS-FREE Calls and DAB+ Radio for Music While You Work.
- Anti-Slip Steering Wheel for Effortless Operation.
- Emergency Steering and Rear-View Camera.
- Control Your Safety with the 270-Degree View Aerial Angle® Camera System (Optional).
- Safety is Further Enhanced by the Rear Obstacle Detection and Warning System & Automatic Speed Reduction (Optional).



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## **MACHINE & EASY MAINTENANCE**

- Safe and Rapid Opening Engine Covers Enables Convenient Ground-Level Access for Daily Inspections & Regular Maintenance Checks.
- Front and Rear Belly Guards Protect Machine Powertrain and Driveshaft from Damage.
- Anti-Clogging Radiators (Wide Fin Pitch) and Radiator Screen.
- Automatic Reversible Cooling Fan with Heat Sensing.
- Front and Full Covered Rear Fenders with Mud Flaps.
- Remote Engine Oil Drain Point.
- Auto Lubrication System (Optional).

## **REPORTING & TELEMATICS**

- Global E-Service and Satellite Communication (GSM Optional for Indoor Use)
- ConSite Operational Reports and Emergency Notification Via E-Mail.
- ConSite Pocket App Allows You to Manage and Monitor Your Fleet Remotely.
- In Cab Display Daily Inspection Reminders and Alerts in Plain English.

## **DISCLAIMER**

- The above machine specification is for the standard model in this range. It may not be the tailored specification of the machine quoted below.

## PRICING DETAILS - STANDARD ITEMS

Quantity EACH	Description	Custom Details
1	ZW160-7	
1	(Standard) (Factory standard) 2.5m3 GP Bucket with BOCE	
1	Grease Gun Pistol Grip - McNaught K29-01 + 3364327	
1	Parts Manual	USB
1	Risk Assessment	
1	RTA Sticker Pack	
1	Sign Writing	"Shire of Nannup" on both sides of the vehicle
1	SWL Decal kit & Safety Stickers	
1	Tinted Windows	
1	Workshop Manual	USB
1	2 x Flashing Amber Beacon Fitted	
1	GME UHF 40 Channel Radio	
1	Toolbox with basic tool kit	
1	Fire Extinguisher 1.0kg Mounted inside Cab (EAD1S)	
1	Fire Extinguisher 4.5kg Mounted on Handrail (Ext4.5)	
1	Licensing	
1	RTA Inspection	
1	Warranty Coverage	Standard Machine = 12 Months / Unlimited.... Extended Machine = .... Extended Powertrain = 60 Months / 10000 Hours
1	Customer Delivery	

Note: All warranty coverages will run concurrently, with each warranty coverage commencing from the delivery date.

## TRADE IN DETAILS

Description	Custom Details
Number of Machines Quoted	1

Pricing Information	Excl. GST	GST	Incl. GST
Single Machine Price	\$ 223,105.50	\$ 22,310.55	\$ 245,416.05
Trade In	\$ 0.00	\$ 0.00	\$ 0.00
Change Over Amount	\$ 223,105.50	\$ 22,310.55	\$ 245,416.05
Multiple Machine Price	\$ 223,105.50		\$ 245,416.05

## OPTIONAL ITEMS at Additional Cost

Description	Custom Description	Excl. GST	GST	Incl. GST
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## ADDITIONAL COMMENTS

Description



## QUOTE VALIDITY

This machine price is valid for **7 days** from this document date and unless specifically stated, is subject to prior sale. Please refer to the standard terms and conditions below.

## TERMS AND CONDITIONS

Hitachi Construction Machinery (Australia) Pty Ltd terms and conditions of sale EF123-09 (11/02/2022) can be found here.

<https://hitachicm.com.au/terms-of-sale>



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## PRODUCT RANGE

BEST  
VALUE

### UPFRONT AGREEMENT

Premium service package providing significant savings and exceptional value. The service package includes a comprehensive maintenance plan with all of the benefits with a “one off” upfront payment. Our Team will proactively manage your maintenance providing ease of mind.

### MONTHLY AGREEMENT

Premium service package that contains the features of the upfront package, but with monthly payments instead of an upfront payment.

### CAPPED PRICE AGREEMENT (CPA)

Comprehensive maintenance package that provides you the flexibility to service equipment at your convenience. The package provides you the transparency of knowing your ongoing associated maintenance costs without escalations for the duration of the agreement.

### PARTS ONLY AGREEMENT

The Parts Only package provides you the required service parts to OEM guidelines within two weeks of the service due date. It provides you the flexibility to manage labour resources accordingly.

## DISCOUNTS AVAILABLE UP TO 17.5%

AGREEMENT HOURS	UPFRONT	MONTHLY	CAPPED PRICE	PART S ONLY
1,000	12.5%	7.5%	5.0%	5.0%
2,000	15.0%	10.0%	5.0%	7.5%
3,000-6,000	17.5%	12.5%	5.0%	10.0%

**Plus<sup>+</sup>** **1 YEAR POWERTRAIN WARRANTY**

Sign up to a Consol Premium Service Agreement, and you will also receive an additional **1 Year Powertrain Warranty\*** on your new machine purchase on top of the current attractive standard warranty offering **PLUS other loyalty benefits.**

\*Valid for models ZX135 to ZX890 and ZW120 to ZW550. Applicable to Upfront and Monthly agreements only. Conditions apply.



# Hitachi Construction Machinery (Australia) Pty Ltd

ABN 62 000 080 179

## ORDER FOR SUPPLY OF GOODS

**Name:** Shire of Nannup  
**Address:** 15 Adam Street, Nannup, WA, 6275  
**Phone No:** 08 9756 1018

### DESCRIPTION OF GOODS

1 ZW160-7, Hitachi Wheel Loader

Acceptance of Goods and Terms as per Quote Number : QUO-126594-Q3M3H5 Revision: 1

### DELIVERY ARRANGEMENTS

### CONDITIONS OF SALE

PRICING SUMMARY	Excl GST	Incl GST
Purchase Price	\$ 223,105.50	\$ 245,416.05
Trade In		
C/O Price	\$ 223,105.50	\$ 245,416.05
Less Deposit		\$ 0.00
Balance		<b>\$ 245,416.05</b>

Balance to be paid in full prior to delivery

TRADE 1		TRADE 2	
Machine		Machine	
Model		Model	
Serial No.		Serial No.	
Engine No.		Engine No.	
Encumbered Declaration		Encumbered Declaration	

I/We hereby declare that the above mentioned equipment to be traded-in is my/our own property and is not subject to lien/bill of sale or any other encumbrance whatsoever.

I/We hereby declare that the above mentioned equipment to be traded-in is my/our own property and is not subject to lien/bill of sale or any other encumbrance whatsoever.

**TARGET DELIVERY DATE:** \_\_\_\_\_

Customer Signature \_\_\_\_\_

(Purchaser's Signature)

(Purchaser's Signature)

Trade Payout Details

Trade Payout Details

Amount Owng \$

Amount Owng \$

Date

Date

Bank

Bank

I/We hereby offer to purchase from Hitachi Construction Machinery (Australia) Pty Ltd hereinafter called "The Seller" the above mentioned goods in accordance to the Terms of Sale found here: <https://hitachicm.com.au/terms-of-sale>.

For new customers a Trading Account with a maximum limit of \$1000 will immediately be established upon invoicing of above mentioned goods. I / We acknowledge that we will need to complete a Credit Application ±Trading Account within 90 days of machine invoice and accept the Terms and Conditions of trade, otherwise the Trading Account will be suspended until the Trading Account documentation is complete. New **ConSol** customers please read our [ConSol Terms and Conditions](#).

(Customer Name)

(Signature)

(Date)

(Witness Name)

(Signature)

(Date)

(Sales Rep Name)

(Signature)

(Date)

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**BELL**

**Marubeni**  
Equipment Finance

**1300 HITACHI**  
HCMA.COM.AU

**Hitachi Parts Online**



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Trade Payout Details

Trade Payout Details

Amount Owning \$

Amount Owning \$

Date

Date

Bank

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(Customer Name)

(Signature)

(Date)

(Witness Name)

(Signature)

(Date)

(Sales Rep Name)

(Signature)

(Date)

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## CREDIT APPLICATION – Trading Account

**\*\* Strictly Confidential \*\***

### Hitachi Use Only (To be completed by Hitachi Construction Machinery)

Requesting Branch: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Account Type if not Full Trading: Equipment (EQ) \_\_\_\_\_ Cash Only (COD) \_\_\_\_\_ Temp 1K 90Day (TE) \_\_\_\_\_

### Credit Application (To be completed and Signed by Customer/Applicant)

Full Trading Name: \_\_\_\_\_

Address Business: \_\_\_\_\_

Address Postal: \_\_\_\_\_

A.B.N. \_\_\_\_\_

Directors / Partners Full Name. \_\_\_\_\_ Date of Birth (DD/MM/YY): \_\_\_\_\_

Directors / Partners Address. \_\_\_\_\_

Contact Details: Phone No. \_\_\_\_\_ Mobile No. \_\_\_\_\_ After Hrs No. \_\_\_\_\_

Contacts Email: \_\_\_\_\_ Fax No: \_\_\_\_\_

Statements Contact Email: \_\_\_\_\_ Fax No: \_\_\_\_\_

Invoices Contact Email: \_\_\_\_\_ Fax No: \_\_\_\_\_

Type of Business: \_\_\_\_\_ Date Commenced: \_\_\_\_\_

Bank: \_\_\_\_\_ Approximate Credit Required (\$) \_\_\_\_\_

\*Customer Reference/Purchase Order No. required at point of ordering to process payment of invoices? (Yes/No)

\*Are your business premises owned or leased? (Leased/Owned)

\*Does your company, trading name or Director/s currently hold a trading account with Hitachi Construction Machinery?  
(Yes/No)

\*Has your company, trading name or Director/s previously held or been denied a trading account with Hitachi Construction Machinery in the past? (Yes/No)

### Trade References (Full Names & Email Addresses) **ONLY Required for Credit limits greater than \$1,000.**

1. Name: \_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

2. Name: \_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

3. Name: \_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

4. Name: \_\_\_\_\_ Email: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

**Note:** Fuel account/ supplier **should not** be used as a trade reference. Official Orders are required for all purchases.

### Declarations and Compliance Certifications - Please read the following carefully and sign off.

The Credit Application cannot be considered unless this section is signed. We will notify you as soon as possible of the result of this application.

Hitachi Construction Machinery (Australia) Pty Ltd (A.B.N.62 000 080 179) or Hitachi Construction Machinery Oceania Holdings Pty Ltd (A.B.N.94 632 744 275) shall hereinafter be referred to as the CREDIT PROVIDER.

The Applicant/s hereby acknowledge that they have been informed by the CREDIT PROVIDER that the personal information about them may be disclosed to or acquired from a credit reporting agency.

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**Declarations and Compliance Certifications continued - Please read the following carefully and sign off.**

The Applicant/s hereby acknowledge that they have been informed that personal information about them may be disclosed by the CREDIT PROVIDER to a credit reporting agency.

The Applicant/s hereby agree that the CREDIT PROVIDER may contact any trade references or other credit facilities at any time whether now or in the future for the purpose of assessing credit worthiness.

The Applicant/s agree to the CREDIT PROVIDER receiving from any other credit provider or providing to any other credit provider any credit information whether by way of report record or otherwise relating to credit worthiness for the purposes exchange of information, assessing credit worthiness and notification of default at any time whether now or in the future.

The Applicant/s hereby agree to the CREDIT PROVIDER obtaining from a credit reporting agency a credit report on the applicant for the purposes of assessing this credit application and the applicant further consents to the CREDIT PROVIDER obtaining such reports from time to time for the purpose of assessing credit worthiness during the continuance of credit provision.

The Applicant/s hereby agrees to the CREDIT PROVIDER obtaining from a business which provides credit information a report or information in relation to my/our commercial credit worthiness or commercial dealings and using such information for the purposes of assessing this application for credit.

The Applicant/s hereby agrees that in the event of default of payment of my debts that the CREDIT PROVIDER may disclose all information relating to my/our account to its collection agency for the purpose of receiving any or all amounts outstanding.

I/ We understand that should a credit trading account be granted, the settlement terms, unless otherwise stated, are 30 days from end month of invoice and you have our/ my permission to contact any of the referees in connection to this credit application. I/We also acknowledge that you retain the right to refuse to provide us with any equipment and or goods at any time and at your absolute discretion.

In the case of a sale by you the property in the goods and equipment will remain yours until I/We have paid the purchase price in full as well as any other payments due to you hereunder notwithstanding the delivery of the goods or any part thereof and in the case of repair by you, you will be entitled to claim a lien on the goods and or equipment until payment in full is effected by us and as set out in the standard terms and conditions.

I/ We acknowledge receipt of your "Standard Conditions of Contract for Sale and Repair of Goods" (available at [www.hitachicm.com.au/terms-of-sale](http://www.hitachicm.com.au/terms-of-sale)) and agree that the sales of each item of the goods and/ or equipment or provision of services is subject to your Standard Conditions of Contract for Sale and Repair of Goods.

I/ We agree that we will conduct our business in compliance with laws, including, without limitation, the anti-bribery laws of Australia or the customer's country of incorporation.

I/ We or anyone acting on our behalf at any time comply with the Australian laws.

I / We or anyone acting on our behalf will not engage in any acts such as money laundering, terrorist financing, corruption or engage in transactions with criminal organisations.

I/ We or anyone acting on our behalf will not offer payments in money or other consideration to public officers.

I/ We or anyone acting on our behalf will not engage in unfair discrimination, modern slavery, human trafficking or any such illegal acts.

The products and technologies to be supplied by Hitachi Construction Machinery (Australia) Pty Ltd or Hitachi Construction Machinery Oceania Holdings Pty Ltd will not be exported, re-exported or transhipped to areas of conflict to which the United Nations, the Japanese government or public bodies prohibit exports.

The products and technologies supplied will not knowingly be applied in the design, development, production or use of the weapons of mass destruction, such as nuclear, chemical and biological weapons or missiles to deliver any use supporting these activities. Further, we declare that these products or technologies will not knowingly be sold or disposed of to any party intending to use the products and / or technologies for any purpose or activity as specified above.

Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Position (Director/ Partner / Proprietor) \_\_\_\_\_ Date: \_\_\_\_\_

**Credit Department Use Only (To be completed by Hitachi Construction Machinery)**

Date Received: \_\_\_\_\_ Credit / Trade Reference Checked: (Yes/No) \_\_\_\_\_

Account Number: \_\_\_\_\_ Customer / Applicant Notified: (Yes/No) \_\_\_\_\_

Approved by (Name): \_\_\_\_\_ Approval Date: \_\_\_\_\_

Position: \_\_\_\_\_ Signature: \_\_\_\_\_

Credit Limit Assessed (\$): \_\_\_\_\_ Additional Remarks: \_\_\_\_\_

Comments / Notes: \_\_\_\_\_ Notes Captured in System: (Yes/No) \_\_\_\_\_

PPSR registration completed (Yes/No)

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