

Quoted for: City of Ocala

Customer Contact: Liza Warmuth

Phone: / Email: lwarmuth@ocalafl.gov / 352-351-6759

Quoted by: Stephen Whitt

Phone: / Email: stephen.whitt@altec.com / 919-906-8308

Altec Account Manager: Paul Hison Jr.

REFERENCE ALTEC MODEL		Sourcewell Price
AT41M	Articulating Telescopic Aerial Device with Material Handling Insulated, 41'	\$221,241

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT41M-US48M	Articulating telescopic Aerial Device with Material Handling (insulating lower arm) with 48' boom boom height (AT48M)	\$20,109
2	AT41M-CP	Custom paint color for body (paint code must be provided)	\$1,631
3			
4			

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	PSWI2	Inverter with minimum 3000W 120V @ 25A pure sine wave output, hardwired to outlets and 12VDC input.	\$3,766
2			
3			
4			
5			
6			
7			
8			
9			
10			
SOURCEWELL OPTIONS TOTAL:			\$246,748

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		\$5,029
2	UNIT & HYDRAULIC ACC		\$0
3	BODY		\$6,321
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL		\$12,307
6	FINISHING		\$8,783
7	CHASSIS		-\$2,755
8	OTHER		\$7,379
OPEN MARKET OPTIONS TOTAL:			\$37,064

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$283,812.00

Delivery to Customer: \$2,427.00

FET:

CA Doc/Admin/Tire Fees:

Extended Warranty:

2 Unit Discount: -\$2,838.00

TOTAL FOR UNIT/BODY/CHASSIS: \$283,401.00

(C.) ADDITIONAL ITEMS (items are not included in total above)

1			
2			
3			
4			

Pricing valid for 45 days

NOTES

PRICING: Altec will make every effort to honor this quotation, subject to the following provisions. Prices for equipment with production start dates 12 months and beyond are budgetary only due to irregular cost inflation and market volatility. These prices will be reviewed based on market conditions and confirmed closer to the production date. Quotes and orders with chassis model year beyond the current open order bank, should be considered estimates only. Altec's turn-key pricing is subject to change in accordance with chassis pricing received from the OEM. Chassis model year, specifications and price will be reviewed and confirmed when specific model year information becomes available from the OEM and that chassis price difference will be passed through to the customer.

PAINT COLOR: White to match chassis, unless otherwise specified

WARRANTY: Standard Altec Warranty for Aerials and Derricks - One (1) year parts warranty One (1) year labor warranty Ninety (90)

TO ORDER: To order, please contact the Altec Account Manager listed above.

CHASSIS: Per Altec Commercial Standard

DELIVERY: TBD Based on availability, FOB Customer Location

TERMS: Net 30 days

BEST VALUE: Altec boasts the following "Best Value" features: Altec ISO Grip Controls for Extra Protection, Only Lifetime Warranty on Structural Components in Industry, Largest Service Network in Industry (Domestic and Overseas), Altec SENTRY Web/CD Based Training, Dedicated/Direct Gov't Sales Manager, In-Service Training with Every Order.

TRADE-IN: Please ask your Altec Account Manager for more information