



Quote Number: 765492-2
 Opportunity Number: 1616971
 Sourcwell Contract #: 012418-ALT

Quoted for: City of Santa Rosa

Customer Contact:

Phone: / Email:

Quoted by: Mike Blackmon

Phone: 919-528-8058 / Email: mike.blackmon@altec.com

Altec Account Manager: Will Hamburger

Date: 11/23/2020

Reprinted: 11/24/2020

REFERENCE ALTEC MODEL

AT41M	Articulating Telescopic Aerial Device with Material Handling Insulated, 41'	\$132,713
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(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT41M-US41S	Articulating Telescopic Aerial Device (Non-Insulated AT41S, Includes Inverter)	\$4,025
2			
3			
4			

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	JEMS-SE	JEMS SE Jobsite Anti-Idle and ePTO - Compatible with AT237S, AT37-G, AT-40G,	\$23,351
2	JEMS-EOAC	JEMS Engine-Off Air Conditioning	\$4,339
3	JEMS-S/SE-JC	JEMS S and SE Mobile/Jobsite Charge	\$3,656
4	CH	Cone Holder, Fold Over Post Style	\$283
5			
SOURCEWELL OPTIONS TOTAL:			\$168,367

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT	AT41SE Aerial ILO Contract Aerial (Req'd for JEMS)	\$7,095
2	UNIT & HYDRAULIC ACC		
3	BODY	Custom AT41S Body ILO Contract AT41M Body	\$7,400
4	BODY & CHASSIS ACC		
5	ELECTRICAL	Directional Light Bar, Inverter Upgrade	\$1,399
6	FINISHING		
7	CHASSIS	Custom 2021 F550 ILO Contract Chassis	\$688
8	OTHER	Intellimetrics, Geotab GPS for Hybrid Unit	\$2,420
OPEN MARKET OPTIONS TOTAL:			\$19,002

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$ 187,369.00

Delivery to Customer: \$ 6,469.00

CA Doc/Admin/Tire Fees: \$ 110.50

Estimated Taxes (9%): \$ 16,873.16

1% Discount (Multiple Truck Purchase): \$ (1,938.38)

GRAND TOTAL (QTY 2): \$ 417,766.55

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

1		3-Year Extended Warranty for Hybrid Components (Travel, Labor, Mat, Expense) per Truck, Required for HVIP Discount	\$4,249
2		HVIP Voucher per Truck (Pending Availability of Funds)	-\$19,008
3		2022 F550 ILO Quoted 2021 F550	\$1,505

Pricing valid for 45 days

NOTES

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) days warranty for travel charges (Mobile Service) Limited Lifetime Structural Warranty. Chassis to include standard warranty, per the manufacturer.

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

CHASSIS: Per Altec Commercial Standard

DELIVERY: No later than **390-420** days ARO, 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: Equipment trades must be received in operational condition (as initial inspection) and DOT compliant at the time of pick-up. Failure to comply with these requirements, may result in customer bill-back repairs.

BUILD LOCATION: Creedmoor, NC

Quoted for: City of Santa Rosa
Customer Contact:
Phone: / Email:

Quoted by: Brooklyn Russell
Phone: 270-505-1691 / **Email:** brooklyn.russell@altec.com
Altec Account Manager: William Hamburger

REFERENCE ALTEC MODEL

AT37G	Articulating Telescopic Aerial Device (Insulated)	\$104,353
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(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT37G-ISO	ISO boom - MUST QUOTE for 40' boom height (n/a on base model)	\$3,937
2	AT37G-US40	40' Boom Height (AT40-G) MUST quote ISO option	\$2,236
3			

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	FE	POWER EQUIPMENT (Power Locks and Power Windows)	\$993
2	VCAM	Backup Camera System	\$852
3	JEMS-SE	JEMS SE Jobsite Anti-Idle and ePTO - Compatible with AT237S, AT37-G, AT-40G, AT248F, and LXX-M Models	\$23,351
4	JEMS-EOAC	JEMS Engine-Off Air Conditioning	\$4,339
5	JEMS-S/SE-JC	JEMS S and SE Mobile/Jobsite Charge	\$3,656
6			
SOURCEWELL OPTIONS TOTAL:			\$143,717

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC		
3	BODY		
4	BODY & CHASSIS ACC		
5	ELECTRICAL	7-way Blade Type Receptacle ilo 6-way Pin	\$35
6	FINISHING		
7	CHASSIS	2021 F550 4x2 ILO Stock Chassis	\$3,329
8	OTHER	Intellimetrics, Geotab GPS for Hybrid unit	\$2,420
OPEN MARKET OPTIONS TOTAL:			\$5,784

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$149,501
Delivery to Customer: \$4,692
TOTAL FOR UNIT/BODY/CHASSIS: \$154,193

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

1	Warranty	Altec Hybrid 3-Year Extended Warranty (Travel, Labor, Mat., Expense) - Required for HVIP Discount	\$4,249
2	CA HVIP Discount	Contingent upon funds available through the State of CA, and approved voucher	-\$19,008
3	OTHER	ESTIMATED TAXES	\$13,455.09
4	OTHER	Document, Admin & Tire Fees	\$110.50
5	CHASSIS	MY2022 ILO MY2021 Chassis	\$1,505.00

****Pricing valid for 45 days****

NOTES

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) days warranty for travel charges (Mobile Service) Limited Lifetime Structural Warranty. Chassis to include standard warranty, per the manufacturer.

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

CHASSIS: Per Altec Commercial Standard

DELIVERY: No later than **360-390** days ARO, 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: Equipment trades must be received in operational condition (as initial inspection) and DOT compliant at the time of pick-up. Failure to comply with these requirements, may result in customer bill-back repairs.

BUILD LOCATION: Elizabethtown, KY