



Altec Industries, Inc.

Opportunity Number: 783931
Quotation Number: 350738
NJPA Contract #: 031014-ALT
Date: 2/23/2017

Quoted for: City of Orlando
Customer Contact: Daryl Greenlee
Phone: 407-246-3085 Email: daryl.greenlee@cityoforlando.net
Quoted by: Chuck Martin
Phone: 407-257-7718 Email: cwmartin@altec.com

REFERENCE ALTEC MODEL

AT37-G	Articulating Telescopic Aerial Device (Insulated)	\$88,068
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Per NJPA Specifications plus Options below

(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	AT40-G-BASE	40' Boom Height (AT40-G) requires ISO option	\$1,933
2	AT37-G-EDC	Secondary Stowage System	\$1,112
3	AT37-G-HYBRID	JEMS Hybrid Solution	\$29,183

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	SPOT4	SIX (6) POINT STROBE SYSTEM (Recessed, LED)	\$864
2	CH	Cone Holder, Fold Over Post Style	\$236
3	RL	COMPARTMENT LIGHTS In Body Compartments (Rope Style) (Per Compartment)	\$510
4	SPOT1	LED GoLight with wireless remote controls, location TBD	\$551
5	LR	Ladder Rack - Sloped Aluminum Ladder Rack, Curbside, 102" - 108" L Body	\$518
6	PSWI	PURE SINE WAVE INVERTER, 1800 Watts Continuous, 100-VAC Outlet at Rear of Body.	\$2,117
7	ECB	ENGINE BLOCK HEATER OEM, 110-VAC	\$97
8	FE	FORD POWER EQUIPMENT (Power Locks and Power Windows)	\$945

NJPA OPTIONS TOTAL: \$123,933

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC	Scuff pad with step.	\$104
3	BODY	Extra shelf with dividers in each body compartment.	\$1,017
4	BODY & CHASSIS ACC	Running boards added to chassis.	\$585
5	ELECTRICAL	LED Ground Lighting System to illuminate the perimeter of the truck at night, wireless LED Go-Light on chassis hood, and back-up camera system.	\$1,874
6	FINISHING	Non-skid on compartment tops and yellow paint on steps and grabhandles.	\$486
7	CHASSIS	2017 MY Chassis change with power package added.	\$3,916
8	OTHER		

OPEN MARKET OPTIONS TOTAL: \$7,980

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$131,913

Delivery to Customer: \$1,856

TOTAL FOR UNIT/BODY/CHASSIS: \$133,569

1			
2			
3			
4			

Pricing valid for 45 days

NOTES

PAINT COLOR: White to match chassis, unless otherwise specified

WARRANTY: Standard Altec Warranty - 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. (Parts only warranty on mounted equipment for overseas customers)

TO ORDER: To order, please contact the Altec Inside Sales Representative listed above.

CHASSIS: Per Altec Commercial Standard

DELIVERY: No later than 300-330 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