



## AGENDA REPORT

**Meeting Date:** June 16, 2015  
**Item Number:** D-9  
**To:** Honorable Mayor & City Council  
**From:** Craig Crowder, Fleet Manager  
**Subject:** APPROVAL OF A PURCHASE ORDER TO ALTEC INDUSTRIES, INC. FOR A TOTAL NOT-TO-EXCEED AMOUNT OF \$179,823.00 FOR PURCHASE OF ONE (1) CNG FUELED HYBRID AERIAL PLATFORM VEHICLE  
**Attachment:** 1. National Joint Powers Alliance Procurement Contract #031014  
2. Price Quote #272354 from Altec Industries, Inc.  
3. Specification Quote #272354-3 from Altec Industries, Inc.

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### RECOMMENDATION

Staff recommends that the City Council (1) find that the conformance with the bidding procedures in the Municipal Code would be contrary to the best interests of the City, (2) waive the bidding requirements as the City is utilizing the National Joint Powers Alliance (NJPA) bid process, and (3) move to approve a purchase order in the amount of \$179,823.00 to Altec Industries, Inc. for the purchase of specified CNG Hybrid Aerial Platform vehicle.

### DISCUSSION

Following an annual evaluation of the City's vehicle and equipment fleet, Fleet Services staff has determined that the below-listed aerial platform vehicle has either met or exceeded its life expectancies:

<u>ID #</u>	<u>YEAR/MAKE/MODEL</u>	<u>PROGRAM NO. / DESCRIPTION</u>
637	2001 FORD/ALTEC F550/AT37-G	00107601 / Infrastructure Maintenance

Replacement vehicle selections are determined by a number of considerations to include; right-sizing vehicles for Divisional operations, minimizing mobile source emissions from on and off road vehicles and reducing the use of nonrenewable polluting transportation fuels, in support of the Beverly Hills Sustainable City Plan to reduce both air pollution and the City's carbon footprint.

After a joint deliberation with the Public Works Services Department (PWSD) Infrastructure Maintenance Division staff, Fleet Services concurred with the PWSD's request to replace their vehicle with an assignment specific selection to include a Ford/Altec F550/AT37-G CNG Hybrid Aerial Platform Vehicle. This replacement vehicle provides operational familiarity with projected enhanced reliability through upgraded systems design, alternative fuelled engine platform and hybrid boom functionality and is necessary in order to satisfy job duty requirements and also ensure that the vehicles in the City fleet are safe, reliable, modern and relevant to the user's current and future needs.

After careful evaluation of various purchasing options and pricing, staff determined that it is in the best interest of the City not to proceed with its own bid process and utilize the bid process of the National Joint Powers Alliance Procurement Contract #031014 (See Attachment 1). Staff determined that using the National Joint Powers Alliance procurement resources, manpower and purchasing power gives the City the best pricing opportunity. Altec Industries, Inc. intends to extend the same terms, conditions and prices that are stipulated in the National Joint Powers Alliance procurement contract which commenced on March 5, 2014, to the City of Beverly Hills as noted in the chart included in the Fiscal Impact section below.

**FISCAL IMPACT**

Summary of the Vendor's price quote for the CNG Fuelled Hybrid Aerial Platform Vehicle specified by City is as follows:

One (1) CNG Fueled Aerial Platform Vehicle per the Altec Industries, Inc. Quote #272354 (Attachment 2)	\$89,979.00
City of Beverly Hills Additions (PTO w/pump, custom body compartments and hose reel, back-up camera, on-board generator, hitch receiver and D rings, CNG package, JEMS hybrid power unit)	\$74,195.00
<b>Subtotal</b>	<b>\$164,174.00</b>
Document Fee	\$65.00
Tax (9.0%)	\$14,782.00
Delivery Fee:	\$802.00
<b>Unit Total:</b>	<b>\$179,823.00</b>

Meeting Date: June 16, 2015

Funding for this purchase is appropriated from the Fiscal Year 2014-2015 Council-approved budget.

Program # / Description of Fund Source	Amount
49008502-850000-08502 / Vehicle Replacement	\$179,823.00



George Chavez

Approved By

# **Attachment 1**



FORM D

**Formal Offering of Proposal**  
(To be completed Only by Proposer)

**PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES.**

In compliance with the Request for Proposal (RFP) for "PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES", the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: ALTEC Industries, Inc. Date: 3/5/2014 Maturity Date of 4/10/2018

Company Address: 33 Inverness Center Parkway

City: Birmingham State: AL Zip: 35242

Contact Person: Cullen Bull Title: New Equipment Sales - Strategic Accounts

Authorized Signature (ink only): *Cullen Bull* Cullen Bull  
(Name printed or typed)



Contract Acceptance and Award

(To be completed only by NJPA)

NJPA Public Utilities Equipment with related accessories & supplies

ALTEC Industries, Inc.

Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be May 1st, 20 14 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature:

NJPA Executive Director

Chad Coquette

(Name printed or typed)

Awarded this 10 day of April, 20 14 NJPA Contract Number # 031014-ALT

NJPA Authorized signature:

NJPA Board Member

Scott Veronen

(Name printed or typed)

Executed this 10th day of April, 20 14 NJPA Contract Number # 031014-ALT

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name ALTEC Industries, Inc.

Vendor Authorized signature:

Cullen Bull

Title: New Equipment Sales - Strategic Accounts

(Name printed or typed)

Executed this 10th day of April, 20 14 NJPA Contract Number # 031014-ALT

# **Attachment 2**



Opportunity Number: 53978  
 Quotation Number: 272354  
 NJPA Contract #: 31014  
 Date: 5/26/2015

Quoted for: City of Beverly Hills  
 Customer Contact: --  
 Phone: --

Quoted by: Rhawnie Kraak  
 Phone: (707) 693-2578 / Email: rhawnie.kraak@altec.com  
 Altec Account Manager: Albert Gutierrez

**REFERENCE ALTEC MODEL**

AT37-G	<b>Articulating Telescopic Aerial Device (Insulated)</b>	<b>\$86,068</b>
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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)	\$1,933
2			
3			
4			
5			

**(A1.) NJPA OPTIONS ON CONTRACT (General)**

1	RL	COMPARTMENT LIGHTS in Body Compartments (Rope Style)	\$798
2	CH	Cone Holder, Fold Over Post Style	\$236
3	FE	FORD POWER EQUIPMENT (Power Locks and Power Windows)	\$945
4			
5			
6			
7			
8			

**NJPA OPTIONS TOTAL: \$89,979**

**(B.) OPEN MARKET ITEMS (Customer Requested)**

1	UNIT	JEMS Package with Export Power, Tool Tray	\$26,321
2	UNIT & HYDRAULIC ACC		
3	BODY	Custom Body with Top Opening Box, Custom Top Compartment, Tailshelf with Storage	\$13,418
4	BODY & CHASSIS ACC	Custom Hose Reel	\$575
5	ELECTRICAL	Backup Camera System, Spot Light, 3000 Watt Honda Generator	\$5,931
6	FINISHING	Appropriate counterweight added for stability.	\$1,055
7	CHASSIS	CNG Uplift, 2" Ball and Pintle Hitch, Dual Alternators	\$26,895
8	OTHER		

**OPEN MARKET OPTIONS TOTAL: \$74,195**

**SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$164,174**  
 Documentation Fees **\$65**  
 Estimated Sales Tax (9%) **\$14,782**  
 Delivery to Customer: **\$802**  
**TOTAL FOR UNIT/BODY/CHASSIS: \$179,823**

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

1			
2			
3			

**\*\*Pricing valid for 45 days\*\***  
**NOTES**

**PAIN T 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 **310-340** 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 Govt 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:** Dixon, CA

# **Attachment 3**



May 26, 2015  
Our 86th Year

**Ship To:**  
CITY OF BEVERLY HILLS  
9355 W 3RD ST  
BEVERLY HILLS, CA 90210  
US

**Bill To:**  
CITY OF BEVERLY HILLS  
ACCOUNTS PAYABLE SUITE 250  
455 N REXFORD DRIVE  
BEVERLY HILLS, CA 90210-0000  
United States

Attn:  
Phone: 310-285-2490  
Email:

**Altec Quotation Number:** 272354 - 3  
**Account Manager:** Albert Gutierrez  
**Technical Sales & Support:** Rhawnie Kraak

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<u>Unit</u>		
1.	ALTEC Model AT40-G telescopic articulating Aerial device with ISO-Boom.	1	
	A. ISO Boom: the inner telescopic fiberglass boom maintains full dielectric integrity even with the fiberglass inner boom fully retracted.		
	B. Hydraulic platform leveling system.		
	C. Hydraulic tool circuit at the platform.		
	D. Emergency lowering valve at the platform.		
	E. Single handle control at the platform with a safety interlock system.		
	F. Two (2) operators and maintenance/parts manuals.		
	G. Working height: 45.6 feet		
	H. Side reach: 29.7 feet		
	I. Low-power fiber-optic control system (FOC-L).		
	J. Continous rotation		
2.	AT40G Unit Model	1	
3.	Post style pedestal mounting	1	
4.	Poly Reservoir, Pedestal Mounted, 7 Gallon; Includes Sight Gauge.	1	
5.	Single One-Man End-Mounted Platform With 180 Degree Rotator, 24 X 30 X 42. Platform is rated at 400 pounds. Control panel on platform dashboard provides controls for auxiliary functions. Includes emergency stop (push-pull) switch and rocker switches, which operate platform leveling, platform rotation, tools, and battery selector (for fiber-optic controls system). Composite fiberglass platform mounting bracket. (AT40G)	1	
6.	Platform Leveling At Lower Controls. AT40-G	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
7.	Two (2) Platform Steps	1	
8.	Platform liner for a 24 x 30 x 42 inch platform	1	
9.	4-Function Single Handle Fiber-Optic Controller.	1	
10.	Engine Start/Stop at the upper controls actuated through the Fiber-Optic controls system with Secondary Stowage System (AT40G)	1	
11.	Manual lowering valve located at the boomtip. For use in emergency situations to allow the operator to lower the boom to the ground	1	
12.	Powder coat unit Altec White.	1	
13.	HYBRID READY UNIT: For personnel, single platform machines. Unit will be manufactured with all the necessary components including modules and controls to interface to a hybrid system.	1	

**Unit & Hydraulic Acc.**

14.	AT JEMS (Jobsite Energy Management System)	1	
A.	Four Absorbed Glass Mat (A.G.M.) Batteries: Provide a nominal terminal voltage of 48 volts to power the AT JEMS system.		
B.	Three Phase AC Motor: Rated for 6hp continuous (18 hp intermittent) and powers the hydraulic pump.		
C.	Hydraulic Pump: Provides full system flow (up to 5gpm) and system pressure as required for rated performance of the aerial device.		
D.	On-Demand Operation: The Electric motor is automatically powered when a demand is created either through activation of the upper or lower control interlock or by engaging the hydraulic tool circuit.		
E.	Energy Management System: Monitors and manages the AT JEMS system. When the JEMS battery drops below 40% SOC (State of Charge), the chassis engine automatically starts and the PTO driven pump powers the unit. The operator's work goes uninterrupted. A state of charge gauge and an hour meter display the status of the battery pack and the operation hours of the AT JEMS system.		
F.	Recharge Systems: The batteries are recharged by the following methods: - PLUG IN: unit is recharged in less than 8 hours when plugged into a standard 110VAC outlet. - DRIVE CYCLE RECHARGE: The opportunity charger can provide up to 60 amps of charge to the batteries during the drive cycle (depending on selection). - AUTOMATIC RECHARGE DURING OPERATION: If the batteries require a recharge during electric drive mode operation, the engine is automatically started and the unit will be powered by the PTO driven hydraulic pump.		
G.	Integral Safety Interlocks ensure the unit only operates when the following conditions are satisfied: - The chassis is in park - The parking brake is set - The interlock trigger is engaged when in upper controls - The momentary switch is depressed when in lower controls - The engine compartment hood is closed		
H.	Chassis Battery Management System: Monitors the chassis batteries and		



<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	prevents battery voltage from dropping below 11.50 volts.		
15.	Bed Mount, Two (2) Box Installation - AT JEMS	1	
16.	Top Charger - AT JEMS	1	
17.	AT JEMS Inverter Option: A 110 VAC output, 3000 Watt pure sine inverter, powered by the hybrid batteries and includes one weatherproof GFCI duplex outlet. By powering the inverter with the hybrid batteries, the chassis batteries are not at risk of depletion and can replace the need for additional chassis batteries.	1	
18.	HVI-22 Hydraulic Oil (Standard).	9	
19.	Standard Pump For PTO	1	
20.	Hot shift PTO for automatic transmission	1	
21.	360 Polyurethane tool tray (19 x 8 x 8), includes brackets for attaching to platform.	1	

**Body**

- |     |  |   |  |
|-----|--|---|--|
| 22. | 108 Inch Universal Small Aerial Body for a 60 Inch CA Chassis, to Meet the Following Specifications: | 1 |  |
|-----|--|---|--|
- A. Basic body fabricated from A40 grade 100% zinc alloy coated steel
  - B. All doors are full, double paneled, self-sealed with built-in drainage.
  - C. Electro-zinc plated, steel hinge rods extend full length of door.
  - D. Door hinges are zinc alloy material attached with rivets
  - E. All doors contain stainless steel, flush mounted, paddle activated rotary style latches with two-stage locking, including keyed locks and adjustable strikers.
  - F. Heavy-gauge welded steel frame construction with smooth galvanneal floor.
  - G. All edges are either rolled or folded for strength and safety
  - H. Door header drip rail at top for maximum weather protection.
  - I. Neoprene or rolled fenders on wheel fender panels.
  - J. Steel treated for improved primer bond and rust resistance.
  - K. Automotive underseal applied to body.
  - L. Automotive type non-porous door seals fastened to the door facing.
  - M. 108 Inch Body Length
  - N. 40 Inch Body Height (Standard)
  - O. 94 Inch Body Width (Standard)
  - P. 20 Inch Body Compartment Depth (Standard)
  - Q. Body Color - White (Standard)
  - R. Finish Paint Body At Body Manufacturer (Standard)
  - S. 8 Inch Body Cross-members (Standard)



<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
T.	No Treadplate On Compartment Tops		
U.	6 Inch tall wood tailboard installed at the rear of body cargo area		
V.	No Compartment Lighting Supplied by the Body Manufacturer		
W.	Stainless Steel Rotary Paddle Latch With Lock (Standard)		
X.	Master Body Locking System (Standard)		
Y.	No Chock Holders In Line Body Fender Panel Required (Standard)		
Z.	Gas Shock Type Rigid Door Holders For Vertical Doors (Standard)		
AA.	Chains On Horizontal Doors		
AB.	1st Vertical Street Side (LH) - Two (2) Adjustable Shelf With Removable Dividers On 4 Inch Centers		
AC.	1st Horizontal Street Side (LH) - One (1) Fixed Shelf With Removable Dividers On 8 Inch Centers		
AD.	Rear Vertical Street Side (LH) - Six (6) Adjustable Locking Swivel Hooks		
AE.	1st Vertical Curb Side (RH) - Seven (7) Adjustable Locking Swivel Hooks, Louvered Panel Installed in Cargo Wall		
AF.	1st Vertical Curb Side (RH) - One (1) Adjustable Shelf With No Removable Dividers		
AG.	1st Horizontal Curb Side (RH) - Vacant		
AH.	Rear Vertical Curb Side (RH) - Two (2) Adjustable Shelf With Removable Dividers On 4 Centers		
AI.	Aluminum Rock Guards Installed at Bottom		
AJ.	No Tailshelf Supplied by the Body Manufacturer		
23.	29" L Steel Tailshelf, Width To Match Body	1	
24.	Steel Cross Storage Located Between Tailshelf Floor And Top Of Subbase, With Drop Down Doors And Keyed Latches On Streetside And Curbside, As Wide As Possible	1	

**Body and Chassis Accessories**

25.	ICC Underride Protection	1	
26.	Combination 2 Ball (10,000 LB MGTW) And Pintle Hitch (16,000 LB MGTW)	1	
27.	Set Of D-Rings for Trailer Safety Chain, installed one each side of towing device mount.	1	
28.	Front Torsion Bar Installed On Chassis	1	
29.	Rear Torsion Bar Installed On Chassis	1	
30.	Appropriate counterweight added for stability.	1	
31.	Cable Step Installed At Rear, Single Step	1	
32.	Platform Rest, Rigid with Rubber Tube	1	
33.	Boom Rest for a Telescopic Unit	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
34.	Mud Flaps With Altec Logo (Pair)	1	
35.	Wheel Chocks, Rubber with Metal Hairpin Style Handle, 9.75" L X 7.75" W X 5.00" H (Pair)	1	
36.	Wheel Chock Holders (Pair), For Installation Under Flatbed Or Dump Body	1	
37.	U-Shaped Grab Handle	1	
38.	Small Grab Handle Installed At Rear	1	
39.	Slope Indicator Assembly For Machine Without Outriggers	1	
40.	Post Style Cone Holder (Holds up to four 15"x15" large cones) Location TBD	1	
41.	Custom Wire Rack/Reel Two (2) Removable dowels to be installed transversely inside CS top compartment - to hold wire reels. a) (1) forward low-mounted b) (1) rear high-mounted  Reference image in Teamcenter	1	
42.	Top Opening Storage Box, Steel, 108" L x 18" W x 12" H, One (1) Treadplate Lid, Gas Props, Hasp Lock, And Grab Handle Streetside - Open to cargo area	1	
43.	Top Opening Box, Gripstrut Single Lid, Gas Props, Hasp Lock, Handle Parallel To Ground And Centered (2 Handles for Boxes Greater Than 108") a)70"L x 18"W x 12H b)Mount top of CS compartment - forward c)Access from Cargo Area	1	
44.	Top Opening Box, Smooth Single Lid, Gas Props, Hasp Lock, Handle Parallel To Ground And Centered (2 Handles for Boxes Greater Than 108") a)38"L x 18"W x 12"H b)Mount top of CS compartment - rear c)Top opening - access to Cargo Area d)Rear door  **Reference image in Teamcenter	1	
45.	Safety Harness & 4.5 FT Lanyard (Medium To X-large)	1	
46.	Triangular Reflector Kit, Shipped Loose	1	
47.	Soft Vinyl Lanyard Pouch	1	
48.	Vinyl manual pouch for storage of all operator and parts manuals	1	

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UTILITY EQUIPMENT AND BODIES SINCE 1929

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
<b><u>Electrical Accessories</u></b>			
49.	Rope Lights (LED) Around Top And Sides Of Compartment Door Facings In Body	1	
50.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Incandescent)	1	
51.	No Strobe Light Required	1	
52.	Custom Spot Light "Cop" Style Spot Lights - Mounted on cab. (1) Curbside (1) Streetside	2	
53.	Altec Backup Camera System, 7" Color LCD Monitor, Heated Infrared Camera with Day/Night Sensor and Audio .	1	
	A. 7" Color LCD Monitor With LED Backlighting And Proximity Indicators		
	B. 2 Inputs With Independent Triggers		
	C. Heated Infrared Camera With Day/Night Sensor And Audio		
	D. Mirror/Normal View		
	E. IP68 Rated		
	F. Wide Viewing Angle (104 Degrees Horizontal x 78 Degrees Vertical)		
	G. 20 Meter Cable Assembly		
54.	Dash panel rocker switches supplied with Ford Chassis, 4 auxiliary switches supplied in up fitting package from Ford	1	
55.	Start/Stop/Throttle Module, 12 Volt System	1	
56.	PTO Indicator Light Installed In Cab	1	
57.	Additional Electrical Accessory 3000 W - Honda Generator	1	
<b><u>Finishing Details</u></b>			
58.	Powder Coat Unit Altec White	1	
59.	Altec Standard; Components mounted below frame rail shall be coated black by Altec. i.e. step bumpers, steps, frame extension, pintle hook mount, dock bumper mounts, D-rings, receiver tubes, accessory mounts, light brackets, under-ride protection, etc. Components mounted to under side of body shall be coated black by Altec. i.e. Wheel chock holders, mud flap brackets, pad carriers, boxes, lighting brackets, steps, and ladders.	1	
60.	Apply Non-Skid Coating to all walking surfaces	1	
61.	English Safety And Instructional Decals	1	



<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
62.	Vehicle Height Placard - Installed In Cab	1	
63.	Altec Greenfleet Decals, Hybrid Decal Kit	1	
64.	Placard, HVI-22 Hydraulic Oil	1	
65.	Dielectric test unit according to ANSI requirements.	1	
66.	Stability test unit according to ANSI requirements.	1	
67.	Non-Focus Factory Build	1	
68.	Delivery Of Completed Unit	1	
69.	Inbound Freight	1	
70.	FA Unit Designator - AT40G Aerial Device	1	
<b><u>Chassis</u></b>			
71.	Chassis	1	
72.	Altec Supplied Chassis 84"CA 2016 MY	1	
73.	2016 Model Year	1	
74.	Ford F550	1	
75.	4x2	1	
76.	Other Clear Cab To Axle Length 84"	1	
77.	Regular Cab	1	
78.	Other Engine Model CNG Upfit	1	
79.	Ford Torqshift 5 Speed Automatic Transmission (w/PTO Provision)	1	
80.	GVWR 19,500 LBS	1	
81.	7,000 LBs Front Axle Rating	1	
82.	14,706 LBs Rear Axle Rating	1	
83.	Hydraulic Brakes	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
84.	Ford E/F250-550 Single Horizontal Right Side Exhaust	1	
85.	No Idle Engine Shut-Down Required	1	
86.	Other Fuel Tank Size CNG Conversion	1	
87.	CNG Conversion	1	
88.	AM/FM Radio, Bluetooth	1	
89.	Keyless Entry	1	
90.	Power Door Locks	1	
91.	Power Windows	1	
92.	Vinyl Split Bench Seat	1	

**Additional Pricing**

93.	Standard Altec Warranty: One (1) year parts warranty, one (1) year labor warranty, ninety (90) days warranty for travel charges, limited lifetime structural warranty	1	
94.	Documentation Fees	1	

<b>Unit / Body / Chassis Total</b>	<b>165,041.00</b>
<b>Documentation Fees</b>	<b>65.00</b>
<b>Estimated Sales Tax (9%)</b>	<b>14,782.00</b>
<b>Delivery</b>	<b>802.00</b>
<b>Total</b>	<b>179,823.00</b>

Altec Industries, Inc.

BY \_\_\_\_\_

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Rhawnie Kraak

**Notes:**

- 1 Altec Standard Warranty:
- One (1) year parts warranty.
- One (1) year labor warranty.
- Ninety (90) days warranty for travel charges.
- Warranty on structural integrity of the following major components is to be warranted for so long as the initial purchaser owns the product: Booms, boom articulation links, hydraulic cylinder structures, outrigger weldments, pedestals, subbases and turntables.
- Bidder is to supply a self-directed, computer based training (CBT) program. This program will provide basic instruction in the safe operation of this aerial device. This program will also include and explain ANSI and OSHA requirements related to the proper use and operation of this unit.
- Altec offers its standard limited warranty with the Altec supplied components which make up the Altec Unit and its installation, but expressly disclaims any and all warranties, liabilities, and responsibilities, including any implied warranties of fitness for a particular purpose and merchantability, for any customer supplied parts
- Altec designs and manufactures to applicable Federal Motor Vehicle Safety and DOT standards
- 2 Altec takes pride in offering solutions that provide a safer work environment for our customers. In an effort to focus on safety, we would like to ensure that the following items are offered to you as part of the attached quotation package:
- Outrigger pads (When Applicable)
  - Fall Protection System
  - Fire extinguisher/DOT kit
  - Platform Liner (When Applicable)
  - Back up alarm
  - Wheel Chocks
- The aforementioned equipment is traditionally offered in our new equipment quotations, unless requested otherwise by the customer. If you find that any of these items have not been listed as priced options in the body of your quotation and are required by your company, we would encourage you to contact your Altec Account Manager and have an updated quotation developed for you. These options must be listed as individual options in the body of the quotation for them to be supplied by Altec.
- 3 Unless otherwise noted, all measurements used in this quote are based on a 40 inch (1016mm) chassis frame height and standard cab height for standard configurations.
- 4 F.O.B. - Customer Site
- 5 Changes made to this order may affect whether or not this vehicle is subject to F.E.T. A review will be made at the time of invoicing and any applicable F.E.T. will be added to the invoice amount.
- 6 Price does not reflect any local, state or Federal Excise Taxes (F.E.T). The quote also does not reflect any local title or licensing fees. All appropriate taxes will be added to the final price in accordance with regulations in effect at time of invoicing.

- 7 Interest charge of 1/2% per month to be added for late payment.
- 8 Delivery: 310-330 days after receipt of order PROVIDING:  
A. Order is received within 14 days from the date of the quote. If initial timeframe expires, please contact your Altec representative for an updated delivery commitment.  
B. Chassis is received a minimum of sixty (60) days before scheduled delivery.  
C. Customer approval drawings are returned by requested date.  
D. Customer supplied accessories are received by date necessary for compliance with scheduled delivery.  
E. Customer expectations are accurately captured prior to releasing the order. Unexpected additions or changes made at a customer inspection will delay the delivery of the vehicle.
- Altec reserves the right to change suppliers in order to meet customer delivery requirements, unless specifically identified, by the customer, during the quote and or ordering process.
- 9 Trade-in offer is contingent upon equipment being maintained to DOT (Department of Transportation) operating and safety standards. This will include, but not limited to tires, lights, brakes, glass, etc. If a trade-in is not maintained to DOT standards, additional transportation expenses will apply and could be invoiced separately.
- All equipment, i.e., jibs, winches, pintle hooks, trailer connectors, etc., are to remain with the vehicle unless otherwise agreed upon in writing by both parties. Altec Industries reserves the right to re-negotiate its trade-in offer if these conditions are not met.
- Customer may exercise the option to rescind this agreement in writing within sixty (60) days after receipt of purchase order. After that time Altec Industries will expect receipt of trade-in vehicle upon delivery of new equipment as part of the terms of the purchase order.
- Titles for trade-in equipment should be given to the appropriate Altec Sales associate or forwarded to Altec Nueco at address 1730 Vanderbilt Road, Birmingham, AL 35234.
- 10 This quotation is valid until MAY 31, 2015. After this date, please contact Altec Industries, Inc. for a possible extension.
- 11 After the initial warranty period, Altec Industries, Inc. offers mobile service units, in-shop service and same day parts shipments on most parts from service locations nationwide at an additional competitive labor and parts rate. Call 877-GO-ALTEC for all of your Parts and Service needs.
- 12 Please email Altec Capital at [finance@altec.com](mailto:finance@altec.com) or call 888-408-8148 for a lease quote today.
- 13 Please direct all questions to Albert Gutierrez at (707) 678-0800