

Council Business Meeting

February 20, 2018

Title:	NJPA Cooperative Procurements - Fleet Vehicles	
From:	Paula Brown	Public Works Director
	Paula.brown@ashland.or.us	
	Wes Hoadley	Fleet/Maintenance/Safety Supervisor
	Wes.hoadley@ashland.or.us	

Summary:

Before the Council is a request to procure multiple fleet vehicles and equipment from multiple **NJPA Cooperative Contracts**. The National Joint Powers Alliance (NJPA) is a *national municipal contracting agency*, which allows members to purchase from their *nationally leveraged and competitively solicited purchasing contracts*. The City's attorney has reviewed the NJPA contracts and found them to be in conformance with ORS 279A.200 to 279A.225 (statutes related to cooperative procurements).

Each of the NJPA Request for Proposal (RFP) solicitations were advertised in print and online in the Daily Journal of Commerce within the State of Oregon and the resulting bid tabs for each of the RFPs show that many proposals were evaluated and scored for each of the RFPs processed by NJPA. The resulting NJPA Cooperative Contracts allow the City to procure these 8 vehicles scheduled for replacement at discounted prices and most importantly to the City's complex specifications at a total cost of \$1,391,201.08.

Actions, Options, or Potential Motions:

The Council, acting as the Local Contract Review Board, moves to approve the procurement of these fleet vehicles and equipment from NJPA Cooperative Contracts.

Staff Recommendation:

Staff recommends these fleet vehicles and equipment be purchased from NJPA Cooperative Contracts.

Resource Requirements:

Funds (A/C # 081000.703000) have been budgeted for the replacement of the following vehicles:

NJPA Contract #	Dept	Description	Amount budgeted	Vehicle # (scheduled for replacement)	New Vehicle #	NJPA Cooperative Contract – Dealer Price Quote
022014-FSC	Wastewater	2018 Vactor Jetter	\$280,000.00	#539	#1089	\$273,529.25
022014-FSC	Street	2018 Elgin Street Sweeper	300,000.00	#608	#1090	276,221.08
032515-CAT	Street	2018 Caterpillar CB7	110,000.00	#76	#1083	113,519.75
031014-ALT	Electric	Altec LR756 Tree Truck w/Overcenter Articulating Aerial Device, includes hydraulics for new Altec DRM12 Chipper*	150,000.00	#475	#1085	171,235.00

031014-ALT	Electric	Altec DRM12 Chipper*	See note below*	#540	#1086	28,789.00
031014-ALT	Electric	Altec DC47 47' Digger Derrick Line Truck	255,000.00	#340	#1084	220,367.00
031014-ALT	Electric	Altec AT37-G Bucket Truck w/Articulating Telescopic Aerial Device, includes JEMS Hybrid Solution for additional cost of \$29,183.00**	125,000.00	#478	#1087	153,770.00
031014-ALT	Electric	Altec AT37-G Bucket Truck w/Articulating Telescopic Aerial Device, includes JEMS Hybrid Solution for additional cost of \$29,183.00**	125,000.00	#525	#1088	153,770.00
Total amount budgeted			\$1,345,000.00***	Total amount of price quotes		\$1,391,201.08

*The new Altec chipper being purchased for \$28,789.00 (not budgeted) will run off the hydraulic system of the new Altec tree truck being purchased at the same time. This will allow the City to remove a diesel engine chipper from the City's fleet.

**The JEMS Hybrid Solution option available and included on each of the two (2) Altec bucket trucks adds an additional cost of \$29,183.00 to each vehicle and a total overall cost increase of \$56,366.00. This hybrid system will allow the articulating telescopic aerial device to run off battery power, not the gas engine.

***The amount of the price quotes exceeding the total amount budgeted for these vehicles will be covered by the overall savings on the vehicles that were purchased under budget this biennium.

Policies, Plans and Goals Supported:

Purchasing the new Altec Tree Truck (#1085), Altec Chipper (#1086), and the two (2) new Altec Bucket Trucks (#1087 & #1088) for the Electric Department will support the CEAP goal of carbon reduction from City's fleet.

Background and Additional Information:

Vehicles and pricing available on State of Washington Contracts were also considered; however, NJPA Cooperative Contracts provided greater discounts as follows:

Dept	Description	State of Washington Contract Price	NJPA Contract Price
Wastewater	2018 Vactor Jetter	NJPA Cooperative Contract Only	
Street	2018 Elgin Street Sweeper	\$294,479.16	\$276,221.08
Street	2018 Caterpillar CB7	NJPA Cooperative Contract Only	
Electric	Altec LR756 Tree Truck w/Overcenter Articulating Aerial Device	182,840.00	171,235.00
Electric	Altec DRM12 Chipper	28,789.00	28,789.00
Electric	Altec DC47 47' Digger Derrick Line Truck	257,350.00	220,367.00
Electric	Altec AT37-G Bucket Truck w/Articulating Telescopic Aerial Device, includes JEMS Hybrid Solution	165,021.00	153,770.00
Electric	Altec AT37-G Bucket Truck w/Articulating Telescopic Aerial Device, includes JEMS Hybrid Solution	165,021.00	153,770.00
Total		\$1,093,500.16	\$1,004,152.08
Total amount of additional discounts available on NJPA Cooperative Contracts			\$89,348.08

Upon the approval of the City Council, a public notice will be published on the City's website in accordance with 279A.220(2)(b)(A) stating the City's intent to establish contracts through NJPA Cooperative Procurements.

Attachments:

Supplemental photos and information on fleet vehicles scheduled for replacement and NJPA cooperative contract price quotes provided by authorized dealers

#539: 2006 Vactor Jet Rodder

VIN Number 2FZHATDC46AV69228

- Age 12 years
- Replacement cycle 12 years
- Amount budgeted \$280,000
- NJPA price \$273,529.25
- Old powertrain diesel
- New powertrain diesel
- HRS 7295
- mileage equivalent
- @ 35 Miles/engine Hr. 255,325





View #1089
(Replacing
View #539)

Presents a Proposal Summary

of the



NSPA # 022014-FSC

Jetter

850 Series Rear Reel RamJet Mounted on a Heavy Duty Truck Chassis

for

City of Ashland
90 N. Mountain Ave
Ashland, Oreogn 97520

Eric Lundy
Tel:

List Summary

Order Qty	Part Number	Description	List Price
1	JR1500	850-Series Rear Reel RamJet 1500 Gallons	\$120,053.00
1	160STDJ	Mandatory Mounting Charge	\$0.00
1	J5002ASTD	80 GPM @ 2500 PSI (Certified)	\$0.00
1	005STDJ	2-1/2" x 25' Fill Hose w/ Connections Street Side and Curb Side	\$0.00
1	015STDJ	304 Stainless Steel Tank w/Baffle w/10 Yr Warranty	\$0.00
1	019STDJ	Vansco Electronic Package w/ onboard Diagnostics, Intelliview Display	\$0.00
1	025STDJ	1" X 700' Capacity Rotating Hose Reel	\$0.00
1	032STDJ	(3) Nozzles with Carbide Inserts w/Rack	\$0.00
1	035STDJ	1" x 10' Leader Hose w/ 1" Nozzle Pipe	\$0.00
1	060STDJ	Hydrant Wrench	\$0.00
1	065STDJ	Handgun Assembly w/ 1/2" x 35' Hose w/ Quick Disconnect at Midship	\$0.00
1	075STDJ	Water Pressure Gauge at Hose Reel	\$0.00
1	115STDJ	Color Coded Sealed Electrical System (NEMA 4)	\$0.00
1	120STDJ	Aluminum Rear Fenders w/ Mud Flaps and Anti-Sail Brackets	\$0.00
1	150STDJ	Hydraulic Oil Sight Gauge	\$0.00
1	151STDJ	Electric Back-Up Alarm	\$0.00
1	181STDJ	10'-6" Low Profile (Based on Vactor Stock Chassis Spec)	\$0.00
1	183STDJ	High Efficiency MultiFlow Water System w/ Hi-Low Switch	\$0.00
1	184STDJ	Hydraulic Manifold Hose Reel Controls	\$0.00
1	2013STDJ	Tiger Tail Hose Protector w/ Tie Off Rope	\$0.00
1	5022STDJ	Side Mounted Jet Rodder Pump W/ Two Yr. Warranty	\$0.00
1	J6017STD	Hydraulic Tank Suction Shutoff Valves	\$0.00
1	7001STDJ	Engine Monitoring Parameters:	\$0.00
1	7001STDJA	*Hour Meter, Coolant Temperature, Oil Temperature & Pressure, Fuel Rate, RPM	\$0.00
1	7001STDJB	*Water Pump Hour Meter	\$0.00
1	7001STDJC	*PTO Hour Meters	\$0.00
1	8000STDJ	Circuit Breakers	\$0.00
1	J2011STD	3" Y-Strainer Filter in Water Tank Fill w/ Cleanable Filter Accessable at Ground Level	\$0.00
1	J2077STD	3" Y-Strainer Filter in Jet Rodder Pump Suction w/ Cleanable Filter Accessable at Ground Level	\$0.00
1	J9021STD	Camera System, Rear (Backup)	\$0.00
1	J090B	Rear Shroud Package- Cylinder Shroud w/ Hood, Rodder Pump Cabinet, Transition Tool Cabinet (Includes Rodder Pump Drain Valves)	\$26,000.00
1	J091	Rear Hose Reel Shroud Lights	\$500.00
1	J092	Rodder Pump Cabinet Lights	\$300.00
1	P110STD	Paint, Module, (Wet on Wet)	\$0.00
1	J2001STD	Low Water Indicator w/Alarm	\$0.00
1	J2004	Continuous Water Tank Fill	\$1,643.00
1	J2006	Air Purge	\$1,199.00

1	J2403B	Heater Package- Hose Reel and Rodder Pump Cabinet	\$2,000.00
1	J3019	Digital Water Pressure Gauge	\$590.00
1	J4011B	Wireless Remote w/Hose Reel Controls - Belly-Pack	\$3,100.00
1	J5008B	Cold Weather Recirculator, PTO Driven, 25 GPM	\$1,590.00
1	J5010STD	Jet Rodder Water System Accumulator	\$0.00
1	J5014STD	1" High Pressure Water Relief Valve	\$0.00
1	J6002G	700' x 1" Piranha Sewer Hose 2500 PSI in lieu of STD	\$1,244.00
1	J6004B	Hose Wind Guide (Dual Roller), Auto, Indexing w/ Pinch Roller	\$4,813.00
1	J6005D	Digital Hose Footage Counter	\$1,590.00
1	J6011	Handgun Hose Reel w/Spring Retract	\$1,194.00
1	J7005STD	Hydraulic Oil Temp Alarm w/Indicator and Shutdown	\$0.00
1	J8001	Rear Directional Control, Signal Master Arrow Board, 10 Lights	\$1,298.00
1	H8002A	Handheld Wireless12V/110V Rechargeable LED Spotlight w/Storage Basket	\$330.00
1	J8007B	Strobe Light, LED, Front Water Tank Mount, Federal Signal, Amber	\$1,010.00
1	J8007C	Strobe Light, LED, Rear, Federal Signal, Amber	\$1,010.00
1	J8013	Rear Beacon Limb Guard	\$184.00
1	J8013	Front Beacon Limb Guard	\$184.00
1	J8016	Worklights (2), Rear, LED	\$700.00
1	J8025STD	LED Lights, Clearance, Stop, Tail, Turn, Backup	\$0.00
1	J8026	DOT 3 Lighting Package, 6 Federal Signal Strobe Lights. Including LED Stop, Tail, Turn, & Back-Up Lights	\$2,973.00
1	J9002STD	Tow Hooks, Front	\$0.00
1	J9002ASTD	Tow Hooks, Rear	\$0.00
1	J9018A	Over Fender Tool Tray- Driver Side	\$1,200.00
1	J9021C	Camera System, Manhole Cameras (3)	\$1,120.00
1	J9023C	Safety Cone Storage Rack	\$150.00
1	LOGO-APPL.	Vactor/Guzzler Logos - Applied	\$0.00
1	J560STD	Road Side Hazard Kit	\$0.00
1	J590STD	Fire Extinguisher 5 Lbs.	\$0.00
1	500655B-30	Vactor Standard Manual and USB Version - 1 + Dealer	\$0.00
1	CHASSIS-MODS	Chassis Modification Charge, Vactor Spec	\$500.00
1	VDS-134	Freight Charges	\$4,550.00
1	2018 Peterbilt 348	2018 Peterbilt 348 w/PX9	\$93,850.00
1	RFQ	1800 Gallons of water on single axle chassis @26'	\$3,600.00
1	NJPA Discount	NJPA Discount	-\$5,445.75

Chassis Source - Vactor Supplied

Module Paint Match Cab - Yes

Module Paint Color - White

Cab Color - White

Certified Unit Weights Required? - No

Chassis Note: None

Factory Price: \$273,529.25

Price indicated includes approved Special Requests

Price valid for 30 Days from date of 2/08/2018

PROPOSAL DATE: 2/08/2018

QUOTE NUMBER: 2017-21967

Price List Date: 1/1/2017

PO NUMBER:

QTY: _____ Customer Initials: _____

PAYMENT TERMS:

PROPOSAL NOTES:

1. Multiple unit orders will be identical to signed proposal. Changes or deviations to any unit of a multiple unit order will requires a new signed proposal.
2. Chassis specifications and data codes for customer supplied chassis must be submitted to and approved by Vactor Manufacturing prior to submittal of customer purchase order
3. All prices quoted are in US Dollars unless otherwise noted.

SIGNED BY:

_____ Date: _____

LIMITED WARRANTY

Limited Warranty. Each machine manufactured by VACTOR/GUZZLER MANUFACTURING (or, "the Company") is warranted against defects in material and workmanship for a period of 12 months, provided the machine is used in a normal and reasonable manner and in accordance with all operating instructions. In addition, certain machines and components of certain machines have extended warranties as set forth below. If sold to an end user, the applicable warranty period commences from the date of delivery to the end user. If used for rental purposes, the applicable warranty period commences from the date the machine is first made available for rental by the Company or its representative. This limited warranty may be enforced by any subsequent transferee during the warranty period. This limited warranty is the sole and exclusive warranty given by the Company.

STANDARD EXTENDED WARRANTIES (Total Warranty Duration)

<u>2100 Series, HXX, Series and Jetters</u>	10 years against water tank leakage due to corrosion. nonMetaltic water tanks are covered for 5 yrs against any factory defect in material or workmanship.
<u>2100 Series and HXX only</u>	5 years against leakage of debris tank, centrifugal compressor or housing due to rust-through.
<u>2100 Series and Jetters</u>	2 years - VactorRodder Pump on all unit serial numbers starting with 13##V####.

Exclusive Remedy. Should any warranted product fail during the warranty period, the Company will cause to be repaired or replaced, as the Company may elect, any part or parts of such machine that the Company's examination discloses to be defective in material or factory workmanship. Repairs or replacements are to be made at the selling Vactor/Guzzler distributor's location or at other locations approved by the Company. In lieu of repair or replacement, the Company may elect, at its sole discretion, to refund the purchase price of any product deemed defective. The foregoing remedies shall be the sole and exclusive remedies of any party making a valid warranty claim.

This Limited Warranty shall not apply to (and the Company shall not be responsible for):

1. Major components or trade accessories that have a separate warranty from their original manufacturer, such as, but not limited to, trucks, engines, hydraulic pumps and motors, tires and batteries.
2. Normal adjustments and maintenance services.
3. Normal wear parts such as, but not limited to, oils, fluids, vacuum hose, light bulbs, fuses, gaskets.
4. Failures resulting from the machine being operated in a manner or for a purpose not recommended by the Company.
5. Repairs, modifications or alterations without the express written consent of the Company, which in the Company's sole judgment, have adversely affected the machine's stability, operation or reliability as originally designed and manufactured.
6. Items subject to misuse, negligence, accident or improper maintenance.

NOTE The use in the product of any part other than parts approved by the Company may invalidate this warranty. The Company reserves the right to determine, in its sole discretion, if the use of non-approved parts operates to invalidate the warranty. Nothing contained in this warranty shall make the Company liable for loss, injury, or damage of any kind to any person or entity resulting from any defect or failure in the machine.

THIS WARRANTY SHALL BE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION, ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, ALL OF WHICH ARE DISCLAIMED.

This warranty is in lieu of all other obligations or liabilities, contractual and otherwise, on the part of the Company. For the avoidance of doubt, the Company shall not be liable for any indirect, special, incidental or consequential damages, including, but not limited to, loss of use or lost profits. The Company makes no representation that the machine has the capacity to perform any functions other than as contained in the Company's written literature, catalogs or specifications accompanying delivery of the machine. No person or affiliated company representative is authorized to alter the terms of this warranty, to give any other warranties or to assume any other liability on behalf of the Company in connection with the sale, servicing or repair of any machine manufactured by the Company. Any legal action based hereon must be commenced within eighteen (18) months of the event or facts giving rise to such action.

The Company reserves the right to make design changes or improvements in its products without imposing any obligation upon itself to change or improve previously manufactured products.

GUZZLER

VACTOR

VACTOR/GUZZLER MANUFACTURING

1621 S. Illinois Street
Streator, IL 61364

#608: 2008 A7000 street sweeper

VIN Number 1GDM7F1B78F402201

- Age 10 years
- Replacement cycle 6 years
- Amount budgeted \$300,000
- NJPA price \$276,221.08
- Washington State Price \$294,479.16
- Old powertrain diesel
- New powertrain Tier 4 Final diesel
- HRS 10,065
- mileage equivalent
- @35 miles/engine hour 352,275
- Regenerative air system for sweeping
-





Veh # 1090
(Replacing)
Veh # 608

Presents a Proposal Summary

of the



NSPA # 072014-FSC

Crosswind

Crosswind Regenerative Air Street Sweeper with 74 HP Auxiliary Engine

for

City of Ashland, Oregon. 97520

Avram Biondo

Eric Lundy
Tel:

List Summary

Order Qty	Part Number	Description	List Price
1	CROSSWIND-J	CROSSWIND-J	\$0.00
1	1125106	J-JD 74 HP T4F-PETERBILT 220	\$123,125.00
1	1125120	ALTS-PETERBILT CHASSIS T4F J	\$2,135.00
1	1092227	O+URETHANE LINED HPR	\$7,895.00
1	1032481	A-16'8"HOSE-EFGJLPSY	\$0.00
1	1111175	O+LH SB TILT W/DSPL-T4i/T4F	\$1,015.00
1	1111176	O+RH SB TILT W/DSPL-T4i/T4F	\$1,015.00
1	4810001	WHT FREIGHTLINER	\$0.00
1	4820001	WHT FREIGHTLINER	\$0.00
1	1090150	A-T3 RED LOGO-J	\$0.00
1	1061652	O+ANTISIPHON 2.5 GAP	\$185.00
1	1122043	O-H/P WASHDOWN 74HP T4F J	\$3,975.00
1	1059263	O-W/H EXT,4'ALUM --J	\$760.00
1	1085883	A+INSPECTION DOOR&STEP	\$775.00
1	1085884	A+INSPECTION DOOR&STEP	\$775.00
1	1120896	O+WATER SYS PM10 74HP T4F-J	\$2,990.00
1	1085887	O+6" HOPPER DRAIN	\$810.00
1	1059209	O+HOPPR DELUGE,WTR-J	\$1,020.00
1	0730166	BROOM MEASUREMENT RULER	\$0.00
1	1120863	O-HYD W/H VAR SPEED SB-T4F	\$4,750.00
1	1120877	A-AUTO LUBE SWPR-J T4F	\$4,290.00
1	FRT-124-008	FRT-CA,NV,ID,OR,WA	\$6,355.00
1	0701705	AIR PRODUCTS MACH DELIVERY PKT	\$0.00
1	1121515	O-AUX PTO PUMP W/ DMP 74 T4F J	\$1,335.00
1	1114911	A-BROOM HOURS	\$100.00
1	1061886	O-HYD OIL LVL/THERMO	\$185.00
1	1120875	A-MEMORY SWEEP T4F-J	\$2,660.00
1	1119059	O-IN CAB HPR DUMP-T4F J	\$825.00
1	1119215	O+VAC ENHANCER W/DSPL-T4F	\$485.00
1	1112947	A-SIDE BROOM SCRUB-T4	\$1,650.00
1	1120825	A+SB RR FLD LTS-LED-T4F	\$1,615.00
1	1100507	O-AIR PURGE SYSTEM-PM 10	\$390.00
1	1119464	O+FRT SPR BAR PTBLT PM10-T4	\$560.00
1	0701674	CROSSWIND-J T4F OPERATORS MANL	\$0.00
1	0702253	CROSSWIND-J T4F PARTS BOOK	\$0.00
1	0704047	JD 4045TFC03 T4F PARTS BOOK	\$0.00
1	0704046	JD 4045TFC03 T4F OPER MANUAL	\$0.00
1	1095548	A+SIDE CAM LEFT HAND	\$585.00
1	0702020	ELGIN SAFETY MANUAL	\$0.00
1	1113732	O+VARIABLE SPD SIDE BROOMS-T4i	\$3,320.00
1	2212217	SP-REVERSE SWEEP SYSTEM-J T4F	\$5,950.00
1	2212218	SP-XTRA 360 G WTR TANK PB-J T3	\$7,865.00
1	2212219	SP-PUH CAMERA IN ADD TO STD-J	\$585.00
1	2212243	SP-2018 PBILT 220 WB 156-J T4F	\$94,784.00
1	NJPA	NJPA Discount	(-\$8,542.92)

Factory Price:

\$276,221.08

Price valid for 30 Days from date of 2/08/2018

PROPOSAL DATE: 2/08/2018

QUOTE NUMBER: 2017-22289

Price List Date: 9/25/2017

PO NUMBER:

QTY: _____ Customer Initials: _____

PAYMENT TERMS:

PROPOSAL NOTES:

1. Multiple unit orders will be identical to signed proposal. Changes or deviations to any unit of a multiple unit order will requires a new signed proposal.
2. Chassis specifications and data codes for customer supplied chassis must be submitted to and approved by Elgin Sweeper Company prior to submittal of customer purchase order
3. All prices quoted are in US Dollars unless otherwise noted.

SIGNED BY:

_____ Date: _____

LIMITED WARRANTY

ELGIN SWEEPER COMPANY warrants each new machine manufactured by it against defects in material and workmanship provided the machine is used in a normal and reasonable manner. This warranty is extended only to the original user-purchaser for a period of twelve (12) months from the date of delivery to the original user-purchaser.

ELGIN SWEEPER COMPANY will cause to be repaired or replaced, as the Company, may elect, any part or part of such machine which the Company's examination discloses to be defective in material or workmanship.

Repairs or replacements are to be made at the selling Elgin distributor's location or at other locations approved by ELGIN SWEEPER COMPANY.

The ELGIN SWEEPER COMPANY warranty shall not apply to:

1. Major components or trade accessories such as but not limited to, trucks, engines, tires or batteries that have a separate warranty by the original manufacturer.
2. Normal adjustments and maintenance services.
3. Normal wear parts such as but not limited to, broom filters, broom wire, shoe runners and rubber deflectors.
4. Failures resulting from the machine being operated in a manner or for a purpose not recommended by ELGIN SWEEPER COMPANY.
5. Repairs, modifications or alterations without the consent of ELGIN SWEEPER COMPANY which, in the Company's sole judgment, have adversely affected the machine's stability or reliability.
6. Items subjected to misuse, negligence, accident or improper maintenance.

The use in the product of any part other than parts approved by ELGIN SWEEPER COMPANY may invalidate this warranty. ELGIN SWEEPER COMPANY reserves the right to determine, in its sole discretion, if the use of non-approved parts operates to invalidate the warranty.

Nothing contained in this warranty shall make ELGIN SWEEPER COMPANY liable for loss, injury, or damage of any kind to any person or entity resulting from any defect or failure in the machine.

TO THE EXTENT LIMITED BY LAW, THIS WARRANTY IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION, ANY IMPLIED WARRANTIES OF MERCHANTABILITY AND **FITNESS FOR A PARTICULAR PURPOSE.**

This warranty is also in lieu of all other obligations or liabilities on the part of ELGIN SWEEPER COMPANY, including but not limited to, liability for incidental and consequential damages on the part of the Company or the seller.

ELGIN SWEEPER COMPANY makes no representation that the machine has the capacity to perform any functions other than as contained in the Company's written literature, catalogs or specifications accompanying delivery of the machine.

No person or affiliated company representative is authorized to give any other warranties or to assume any other liability on behalf of ELGIN SWEEPER COMPANY in connection with the sale, servicing or repair of any machine manufactured by the Company.

ELGIN SWEEPER COMPANY reserves the right to make design changes or improvements in its products without imposing any obligation upon itself to change or improve previously manufactured products.

#76: 1988 IR DD-65 Roller

Serial Number #5183

- Age 30 years
- Replacement cycle 20 years
- Amount budgeted \$110,000
- NJPA price 113,519.75
- Old powertrain air cooled diesel
- New powertrain Tier 4 Final diesel
- HRS 2,300
- mileage equivalent

@ 75 miles/engine hr. 172,500



PETERSON



December 19, 2017

CITY OF ASHLAND
CITY HALL
ASHLAND
Oregon
97520

Attention: AVRAM BIONDO

RE: Quote 144893-02

Dear Avram,

We would like to thank you for your interest in our company and our products, and are pleased to quote the following for your consideration. We would like to offer this proposal under the same terms and conditions as NJPA Contract 032515-Cat.

One (1) New Caterpillar Model: CB7 Tandem Vibratory Roller.

STOCK NUMBER: TBA

SERIAL NUMBER: TBA

YEAR: 2018

MACHINE SPECIFICATIONS

CB7 VIBRATORY COMPACTOR	505-8465	\$131,916.60
LANE 2 - AVAILABLE FROM MINNEAPOLIS FACTORY		\$0.0
LANE 3 - AVAILABLE FROM MINNEAPOLIS FACTORY		\$0.0
LANE 3 ORDER	0P-9003	\$0.0
ENGINE, EPA FLEX	516-8184	\$0.0
DRUM, SOLID	510-6125	\$0.0
HITCH, OFFSET	341-8801	\$3,330.30
SYSTEM, 2 AMP, 2 FREQ	341-8765	\$0.0
STD MACHINE	351-3398	\$2,570.40
OIL, HYD, FACTORY FILLED	343-6157	\$0.0
LIGHTS, ROADING AND WORKING	501-6573	\$826.20
PLATFORM, ROPS/FOPS	513-5924	\$0.0
ROTATION, FULL	356-0924	\$2,009.40
PANEL, STD	510-6132	\$0.0
CONTROL, PREMIUM	454-3055	\$586.50
STEERING WHEEL, PIVOTING	489-6274	\$663.00
LANGUAGES, OPTION 1	527-8200	\$0.0
SEAT, STD VINYL	343-6129	\$0.0
PRODUCT LINK, CELLULAR PL641	451-3240	\$0.0
INSTRUCTIONS, NORTH AMERICAN	505-8561	\$0.0
LIGHT, ROTATING BEACON	351-3443	\$617.10

LIGHTS, LED, ROPS	515-1429	\$2,075.70
SENSORS, MAT TEMPERATURE	513-6264	\$3,406.80
SENSOR, ACCELEROMETER	510-4015	\$5,283.60
SEAT BELT, 3"	513-6265	\$78.54
MIRRORS, EXTERNAL	351-3433	\$561.00
MATS, WATER DISTRIBUTION	511-2364	\$1,621.80
FREEZE PROTECTION, ROPS/FOPS	351-3429	\$581.40
YEAR OF MANUFACTURE PLATE	354-8706	\$0.0
CERTIFICATE OF ORIGIN	0P-1870	\$0.0
PACK, DOMESTIC TRUCK	0P-0210	\$0.0

STANDARD EQUIPMENT

POWERTRAIN - Cat C3.4 ACERT Engine - (101 HP / 75 kW, four-cylinder turbo- charged) - Cyclonic air cleaner - Water separator - Ultra clean fuel filter with integrated - electric prime fuel pump - ECO mode throttle system - Dual braking systems (service & parking) - Two-speed hydrostatic transmission

ELECTRICAL - 12-volt electric starting - 120 ampere alternator - Maintenance free battery - 1000 CCA - Halogen working lights - bumper mounted - (2 front-facing and 2 rear-facing) - Backup alarm and forward warning horn - Cat engine and vehicle ECM's - ET - compatible - Product Link ready -

OPERATOR ENVIRONMENT - Isolated ROPS/FOPS structure - Platform handrails / guardrails - Four heavy-duty isolation mounts - Power steering - Adjustable, suspension, vinyl seat - 50 mm (2") wide retractable seat belt - Adjustable, tilt-steering column/ - instrument panel - Indicator light package with audible - warning alarm for: - -hydraulic oil pressure - -hydraulic oil temperature - -engine oil pressure - -engine coolant temperature - -glow plugs - -service fault indicator - Fuel level gauge - Water level gauge - Service hour meter - Lockable, vandalism guard for instrument - panel - Sliding, rotating seat - Automatic speed control - Auto-vibe with adjustable on/off control - Vibe tachometer - Speedometer

DRUMS - Smooth drum - 1500 mm (59") wide x 1100 mm (43") - diameter - Two amplitudes with two vibe frequencies - Front and rear self adjusting scraper - blades - Pod-style eccentric weight housing -

FLUIDS - Premixed 50% concentration of extended - life coolant with freeze protection - to -37C (-35F) -

OTHER STANDARD EQUIPMENT - Locking engine enclosure - Sealed for life hitch bearings - Sight gauges: - -hydraulic tank level - -air restriction indicator - Cap lock for hydraulic tank - Articulated frame with safety lock - Transport tie-down and lift points - 208 L (55 gal) fuel tank capacity - 745 L (197 gal) water tank capacity - Quick connect hydraulic pressure test - ports

SELL PRICE	\$156,128.34
EXTENDED NJPA DISCOUNT IN EXCESS -16% CAT CONTENT	(\$44,219.63)
PDI, HAULING TO CITY OF ASHLAND SHOPS	\$1,611.04
AFTER TAX BALANCE	\$113,519.75

WARRANTY

Standard Warranty: 12 Month, Unlimited Hours Standard Warranty

F.O.B/TERMS: 90 North Mountain Ave., Ashland, Oregon

PAYMENT TERMS

Cash Invoice Terms

CASH WITH ORDER

\$0.00

QUOTE SELL PRICE

\$113,519.75

ADDITIONAL CONSIDERATIONS

- Includes PDI, Hauling To City Of Ashland Shops. One Day Of Operator Training By A Cat Certified Operator Training.

Accepted by _____ on _____

Signature

This Quote is valid for **60 days**, after which time we reserve the right to re-quote. If there are any questions, please do not hesitate to contact me.

Sincerely,



Bill Dion-Watson
Governmental and Corporate Accounts Representative
Peterson CAT
+15417401151
wgion-watson@petersoncat.com

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#475: 2004 LRV55 Tree Truck

VIN Number 1HTMMAAN74H614835

- Age 14 years
 - Replacement cycle 12 years
 - Amount budgeted \$150,000
 - NJPA price without hydraulics for chipper option \$156,501
 - NJPA price with hydraulics for chipper option to meet CEAP goals \$171,235
 - Washington State Price without hydraulics for chipper option \$168,106
 - Washington State Price with hydraulics for chipper option to meet CEAP goals \$182,840
 - Old powertrain diesel
 - New powertrain diesel
 - HRS 10,046
 - mileage equivalent 351,610
- @ 35 miles/engine hour



#540: 2006 Morbark twister 12 Chipper

VIN Number 70738

- Age 12 years
- Replacement cycle 12 years
- Amount budgeted \$0
- NJPA price \$28,789.00
- Old powertrain off road diesel no emissions
- New powertrain hydraulic driven off of tree truck zero emission to meet CEAP goals
- HRS 2044
- mileage equivalent 153,300 @ 75 miles/engine hour





Opportunity Number: 802661
Quotation Number: 401619
NJPA Contract #: 031014-ALT
Date: 12/14/2017

Quoted for: City Of Ashland
Customer Contact:

Phone: /Fax: /Email:

Quoted by: Dominick Olshanski

Phone: 919 528 8058 /Fax: 919 764 4015 /Email: dominick.olshanski@altec.com

Altec Account: Alex Senf

REFERENCE ALTEC MODEL

LR756	Overcenter Articulating Aerial Device (Insulated)	\$138,328
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(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	LR756-EDC1	Engine Start/Stop With Secondary Stowage System	\$2,584
2			
3			
4			
5			
6			

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	SPOT3	FOUR (4) POINT STROBE SYSTEM (Recessed, LED)	\$477
2	SPOT	ONE (1) POST-MOUNTED SPOTLIGHT. Mounted on Driver's Side of Chassis. Controls are Extended in Cab for Ease of Operation.	\$275
3	SPOT	ONE (1) POST-MOUNTED SPOTLIGHT. Mounted on Driver's Side of Chassis. Controls are Extended in Cab for Ease of Operation.	\$275
4	CG	Cab Guard	\$2,429
5			
6			
7			
8			

NJPA OPTIONS TOTAL: \$144,369

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC	Modular Production System (MPS)	\$14,734
3	BODY		
4	BODY & CHASSIS ACC		
5	ELECTRICAL		
6	FINISHING		
7	CHASSIS	2019 Peterbilt 337 ILO 2014 Int'l	\$6,427
8	OTHER		

OPEN MARKET OPTIONS TOTAL: \$21,161

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$165,530

Delivery to Customer: \$5,705

TOTAL FOR UNIT/BODY/CHASSIS: \$171,235

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

1		Modular Production System DRM12 Chipper	\$28,789
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 270-300 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

City of Ashland (OR) NJPA V2

Vehicle #1005
(Replacing Veh 495)
\$171,235.00

Chipped
Vehicle #1006
(Replacing Veh 540)
\$28,789.00



Opportunity Number: 805957
Quotation Number: 407736
NJPA Contract #: 031014-ALT
Date: 1/16/2018

Vehicle #1086
(Replacement)
Vehicle #540

Quoted for: City Of Ashland

Customer Contact:

Phone: /Fax: /Email:

Quoted by: Dominick Olshanski

Phone: 919 528 8058 /Fax: 919 764 4015 /Email: dominick.olshanski@altec.com

Altec Account: Alex Senf

REFERENCE ALTEC MODEL

DRM12	12" capacity drum style chipper with 74HP Kohler diesel engine	\$36,200
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(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	Engine Start/Stop With Secondary Stowage System	
2		
3		
4		
5		
6		

(A1.) NJPA OPTIONS ON CONTRACT (General)

1		
2		
3		
4		
5		
6		
7		
8		

NJPA OPTIONS TOTAL: \$36,200

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC	Modular Production System (MPS)	-\$7,411
3	BODY		
4	BODY & CHASSIS ACC		
5	ELECTRICAL		
6	FINISHING		
7	CHASSIS		
8	OTHER	LR7-56 will serve as tow vehicle - Delivery is included with purchase of LR7-56	

OPEN MARKET OPTIONS TOTAL: -\$7,411

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$28,789

Delivery to Customer:

TOTAL FOR UNIT/BODY/CHASSIS: \$28,789

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

1			
2			
3			
4			

****Pricing valid for 90 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 270-300 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

City of Ashland (OR) NJPA DRM12



Quote Number: 401619 - 1
Altec, Inc.

December 20, 2017
Our 88th Year

Ship To:

CITY OF ASHLAND (OR)
SERVICE CENTER
90 N MOUNTAIN
ASHLAND, OR 97520-0000
US

Bill To:

CITY OF ASHLAND (OR)
20 E MAIN ST
ACCOUNTS PAYABLE
ASHLAND, OR 97520-0000
United States

Attn:
Phone: 541-552-2010
Email:

Altec Quotation Number: 401619 - 1
Account Manager: Alex Senf
Technical Sales Rep: Dominick Stanley Olshanski

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<u>Unit</u>		
1.	ALTEC Model LR7-56he Articulating Overcenter Aerial Device with an insulating lower boom, insulating upper boom and the Altec ISO-Grip insulating system at the boom tip. Installed behind the cab to include the following features: A. Ground to Bottom of Platform Height: 56.3 feet (17.16 meters). B. Working Height: 61.3 feet (18.68 meters). C. Maximum reach to edge of platform with Upper Boom Non- overcenter: 41.6 feet (12.68 meters). D. Maximum reach to edge of platform with Upper Boom Overcenter: 44.4 feet (13.53 meters). E. Continuous rotation. F. Lower Boom Articulation: 0 to 125 degrees. G. Lower Boom Insulator provides 15 inches (38.1 centimeters) of isolation. H. Upper Boom Articulation: 0 to 270 degrees. I. Platform capacity: 400 lbs (181.44 kilograms). J. Platform leveling: achieved by a single leveling chain and 3/4" fiberglass rods in the upper and lower booms. This lifetime system is very low maintenance. K. Hydraulic system: Open center (full pressure), maximum flow of 6.0 to 6.5 gpm (22.7 to 24.6 lpm), maximum operating pressure of 3,000 psi. L. Side-by-Side Boom Stow offers low travel height and easy platform access. M. Maintenance Free Elbow: nitrided to prevent rust, increase hardness and eliminates the need for grease at the elbow N. Small Boom Tip Profile. O. Altec Patented walking link system features uniform speed, smooth and continuous articulation and low maintenance operation. P. Unit is painted with a powder coat paint process which provides a finish-painted surface that is highly resistant to chipping, scratching, abrasion and corrosion. Paint is electrostatically applied to the inside as well as outside of fabricated parts then high temperature cured prior to assembly ensuring maximum coverage and protection. Q. Unit meets or exceeds ANSI 92.2 standards.	1	

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UTILITY EQUIPMENT AND BODIES SINCE 1929

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
2.	Manual Upper Boom Stow Securing System with support cradle and tie down strap.	1	
3.	Pedestal	1	
4.	Modular Production System (MPS) Hydraulic Reservoir, 50 Gallon	1	
5.	Sight Gauge for Hydraulic Reservoir, Remote Mounted	1	
6.	Single, One (1) Man, Fiberglass Platform; fixed side mounted. 24 x 30 x 42 inches. Altec Patented ISO-Grip Insulating, Proportional Speed, Upper Control Handle - with safety interlock and interlock guard. Located on the side of the platform nearest the upper boom, mounted on the shaft. Forward/back operates lower boom down/up, tiller operates rotation CW/CCW, and up/down operates upper boom up/down.	1	
7.	One (1) Platform Step - located on the side of the platform nearest the elbow in the stowed position	1	
8.	Platform Cover - soft vinyl, 24 x 30 inches (610 x 762 mm)	1	
9.	Platform Liner, 24 x 30 x 42 inches (610 x 762 x 1067 mm), 50 kV Rating	1	
10.	Platform Floor Liner (Scuff Pad) with Step, 24 x 30 inches (610 x 762 mm)	1	
11.	Hydraulic Tool Circuit at Platform: One set of quick disconnect couplings at the boom tip for open center tools.	1	
12.	Engine Start/Stop & Secondary Stowage System: 12 VDC powered motor and pump assembly for temporary operation of the unit in a situation wherein the primary hydraulic source fails. Electric motor is powered by the chassis battery. This feature allows the operator to completely stow the booms, platform, and outriggers. Secondary Stowage & Start/Stop is activated with an air plunger at the platform or momentary switch at the lower control station and outriggers.	1	
13.	Slip Ring: Required for engine start/stop, secondary stowage system, and throttle control options	1	
14.	Primary A-Frame Outriggers with 5-degree swivel shoe. For installation on a 36 to 40 inch chassis frame height. <ul style="list-style-type: none"> A. Maximum Spread: 140 inches to the outer edge of shoes B. Ground Penetration: 7 to 11 inches depending on chassis frame height C. Outrigger/Unit Selector Valve D. Outrigger Control Valves: located on the outrigger legs E. Outrigger Motion Alarms F. Outrigger Interlocks: will not allow the unit to be operated until the outriggers have been at least partially deployed 	1	
15.	Hydraulic Outrigger Control Valves	1	
16.	Insulating Aerial Device, ANSI Category B, 46kV and below.	1	
17.	Bolt On Grab Handle for Turntable	1	
18.	Altec Aerial Device Powder Painted White	1	

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
<u>Unit & Hydraulic Acc.</u>			
19.	HVI-22 Hydraulic Oil (Standard).	55	
20.	Custom Hydraulic Heater/Cooler Parker Supplied Oil Cooler	1	
21.	Custom Pump 890 Extended Shaft PTO with Tandem Pump for Aerial and Chipper Feed, as well as Piston Pump for Chipper Drum	1	
22.	Hot shift PTO for automatic transmission	1	
23.	Standard PTO/Transmission Functionality for Automatic Transmissions - If chassis is in gear, and PTO switch is activated, PTO will not engage. Chassis will remain in gear. Once the chassis is shifted back into gear the PTO will disengage. For some truck configurations the PTO switch must be turned off to allow the transmission to shift into gear.	1	
24.	Install Remote Mounted Sight Gauge at Final Assembly	1	
25.	Additional Unit/Hydraulic Accessory Install Cablecraft Levers for PTO in Cab	1	
<u>Body</u>			
26.	Altec Chip Dump Body 14.5 cubic yard capacity, 96 inches wide x 60 inches high x 132 inches long (2438 x 1524 x 3353 mm) with ladder box on curb side of body and single piece tailgate	1	
	A. Structural Channel stringers and floor channel.		
	B. 12 gauge minimum floor plate.		
	C. 14 gauge minimum sides and front with full length die-formed reinforcing ribs.		
	D. 14 gauge roof.		
	E. Rear top and sides of body reinforced for lower boom support.		
	F. 26-1/2 inches (673 mm) high tailgate, hinged curb side with provision to hold open for dumping.		
	G. 12 gauge minimum rear under body skirt panel.		
	H. Class "C" Hydraulic hoist, installed, with 45 degree dump angle and body prop.		
	I. LED lighting package, security-mounted, with wiring harness in automotive type loom.		
	J. Two(2) LED strobes mounted in the upper rear corners of the dump body.		
	K. Curb side built-in ladder compartment, 12 inches wide x 25 inches high (305 x 635 mm) with wear pad and internal security chain.		
	L. Pole pruner compartment, 11 inches high (279.4 mm), above ladder compartment with dual shelves and rear locking door. Upper section of rear door opening is open.		
	M. Interior of chip body finished with scratch and corrosion resistant liner		
	N. Underside of chip body undercoated.		
	O. Painted White		
27.	Altec T-48 Thru Box tool compartment 48 inches wide x 50 inches high x 96 inches long (1219 x 1270 x 2438 mm) with 26.5 inch (673 mm) deep curb and street side compartments with the following compartmentation Stainless Steel Three (3) Point T-Handle Latches in lieu of Stainless Steel Slam Paddle Latches	1	
	A. Streetside: Single compartment with two vertical barn-style doors. Left side has two (2) fixed shelves with six (6) dividers. Right side has four (4) unequal		

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	transverse compartments open to curbside. Compartment bottom has one (1) tray with five (5) removable dividers, 0.125 inch (3.175 mm) rubber liner partitioned for chainsaw gas can and wedge storage. Security chain for chainsaw provided in bottom and wedge storage. Security chain for chainsaw provided in bottom.		
B.	Curbside: Single compartment with two (2) vertical barn-style doors. Left side has four (4) unequal transverse compartments open to streetside. All compartments have 0.125 inch (3.175 mm) rubber shelf liners. Top center has two (2) fixed shelves with six (6) dividers. Top right has six (6) swivel rope hooks (3-0-3). Compartment bottom has one (1) tray with five (5) removable dividers, 0.125 inch (3.175 mm) rubber liner partitioned for chainsaw gas can and wedge storage. Security chain for chainsaw provided in bottom.		
C.	Standard features: Bolt-on rotary slam door locks. Gas shock door holders. Door locks are two point engagement with locking cylinders. Finish paint interior compartments the same as exterior. Integrated locking system installed. Single drawer kit mounted under fixed shelves.		
D.	Painted White		

Body and Chassis Accessories

28.	Cab Guard, 140" L, 12 GA Sheet Metal With Non-Skid Surface And Expanded Metal Section At Front, Black Gator Hyde Coating	1	
A.	Cab Guard Mounting Kit		
B.	Front Supports For Cab Guard		
29.	ICC (Underride Protection) Bumper Installed At Rear	1	
30.	T-100 Style Pintle Hitch (30,000 LB)	1	
31.	Set of Safety Chain Loops, Fixed Mounting (Forestry Applications)	1	
32.	Cab Guard Access Stirrup Step(s) With Grab Handle(s) At Curbside Rear Of Cab Guard	1	
33.	Cab Guard Access Ladder	1	
34.	Platform Rest, Rigid with Rubber Tube	1	
35.	Plastic Outrigger Pad, 18" x 18" x 1", Black With Handle	2	
36.	Outrigger Pad Holder, 20" L x 20" W x 3" H, Fits 19.5" x 19.5" x 2" And Smaller Pads, Bolt-On, Bottom Washout Holes, 3/4" Lip Retainer	2	
37.	Pendulum Retainers For Outrigger Pad Holders	2	
38.	Mud Flaps With Altec Logo (Pair)	1	
39.	Wheel Chocks, Rubber, 9.75" L x 7.75" W x 5.00" H, with 4" L Metal Hairpin Style Handle (Pair)	1	
40.	Wheel Chock Holders (Pair), For Installation Under Flatbed Or Dump Body	1	
41.	Slope Indicator Assembly For Machine With Outriggers	1	
42.	Cone Holder, Horizontal Style with Vertical Pivot (Un-folds Upwards), For Mounting On Front Bumper (Holds up to four 15"x15" large cones)	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
43.	5 LB Fire Extinguisher With Light Duty Bracket, Installed (In Cab or Inside Compartment Only)	1	
44.	Triangular Reflector Kit, Installed	1	
45.	Soft Vinyl Lanyard Pouch	1	
46.	Vinyl manual pouch for storage of all operator and parts manuals	1	

Electrical Accessories

47.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Complete LED, including LED reverse lights)	1	
48.	Custom Strobe Light Whelen L32 Super-LED Low-Profile Strobe Light -Locate and install one (1) on the curbside rear, top corner of dump body -Locate and install one (1) on the streetside rear corner of cab guard	2	
49.	4-Corner Strobe Lighting, Amber LED, Two (2) Round Lights in Front Corners of Cab Guard and Two (2) Round Lights at Rear	1	
50.	Post Mounted Spot Light, Halogen, 6" Diameter with Chrome Housing, Installed on Streetside of Cab (Unity)	1	
51.	Post Mounted Spot Light, Halogen, 6" Diameter with Chrome Housing, Installed on Curbside of Cab (Unity)	1	
52.	Dual Tone Back-Up With Outtrigger Motion Alarm	1	
53.	7-Way Trailer Receptacle (Pin Type) Installed At Rear	1	
54.	Altec Modular Panel System (AMPS) - Includes Mounting Panel and Accessory Switches	1	
55.	Pre-Wire Power Distribution Module (Includes Operators Manual)	1	
56.	Install secondary stowage system.	1	
57.	Install Remote Start/Stop system in Final Assembly.	1	
58.	Install Outtrigger Interlock System	1	
59.	PTO Indicator Light Installed In Cab	1	

Finishing Details

60.	Powder Coat Unit Altec White	1	
61.	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	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
62.	Apply Non-Skid Coating to all walking surfaces	1	
63.	English Safety And Instructional Decals	1	
64.	Vehicle Height Placard - Installed In Cab	1	
65.	Placard, HVI-22 Hydraulic Oil	1	
66.	Dielectric test unit according to ANSI requirements.	1	
67.	Stability test unit according to ANSI requirements.	1	
68.	Focus Factory Build	1	
69.	Delivery Of Completed Unit	1	
70.	Inbound Freight	1	
71.	Installation - LR7-56he Aerial Device	1	
<u>Chassis</u>			
72.	Chassis	1	
73.	Altec Supplied Chassis	1	
74.	2019 Model Year	1	
75.	Peterbilt 337	1	
76.	4x2	1	
77.	126 Clear CA (Round To Next Whole Number)	1	
78.	Regular Cab	1	
79.	Chassis Cab	1	
80.	Chassis Color - White	1	
81.	Chassis Wheelbase Length - 192	1	
82.	Paccar PX-9	1	
83.	350 HP Engine Rating	1	
84.	Allison 3000 RDS Automatic Transmission (Left and Right Side PTO Openings Only)	1	
85.	GVWR 33,000 LBS	1	
86.	12,000 LBS Front GAWR	1	
87.	21,000 LBS Rear GAWR	1	
88.	Air Brakes	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
89.	Park Brake In Rear Wheels	1	
90.	3365280 - Peterbilt Horizontal Exhaust (Right-Horizontal-Under Cab-Horizontal)	1	
91.	Peterbilt Transmission Dipstick Relocated to RH Side of Transmission (4250650)	1	
92.	Peterbilt - Altec Rear Wall Controls Connection (7852100) with Altec Body Builder Pass-Thru (7853050)	1	
93.	No Idle Engine Shut-Down Required	1	
94.	50-State Emissions	1	
95.	Clean Idle Certification	1	
96.	Peterbilt 50 Gallon Fuel Tank (Under Cab Left Hand)	1	
97.	Peterbilt 11 Gallon DEF Tank (Under Cab Left Hand)	1	
98.	Front Frame Extensions	1	
99.	Temporary Mount Batteries (Requires Relocation By Altec)	1	
100.	Air Horn Under Cab	1	
101.	AM/FM Radio	1	
102.	Air Conditioning	1	
103.	Air Ride Drivers Seat	1	
104.	Air Ride Passenger Seat	1	

Additional Pricing

105.	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	
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Unit / Body / Chassis Total	171,235.00
FET Total	0.00
Total	171,235.00

Altec Industries, Inc.

BY _____

Dominick Stanley Olshanski

Notes:

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UTILITY EQUIPMENT AND BODIES SINCE 1929

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.

Altec 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 encourage you to consider the following items:

Outrigger pads (When Applicable)

Fall Protection System

Fire extinguisher/DOT kit

Platform Liner (When Applicable)

Altec Sentry Training

Wheel Chocks

The aforementioned equipment can be offered in our new equipment quotations. 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 Altec Extended Warranty Option:

Labor/Material/Expense for 1 Year. Price to be quoted

An Altec Extended Warranty is an extension of Altec's Limited Warranty, that protects you from the repair cost associated with defects of materials and workmanship beyond the first year of ownership.

A number of packages are available and can be quoted upon request.

4 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.

5 F.O.B. - Customer Site

6 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.

7 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.

8 Interest charge of 1/2% per month to be added for late payment.

9 Delivery: 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.

10 Trade-in offer is conditional upon equipment being maintained to DOT (Department of Transportation) operating and safety standards. This will include, but is not limited to tires, lights, brakes, glass, etc. All equipment, i.e., jibs, winches, pintle hooks, trailer connectors, etc., are to remain with unit 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.

All reasonable and necessary expenses required of ALTEC Industries to execute transportation of the trade-in will be invoiced to the customer for payment if these conditions are not met to maintain DOT standards.

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 unless other arrangements have been made.

11 This quotation is valid until JAN 17, 2018. After this date, please contact Altec Industries, Inc. for a possible extension.

12 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.

13 Please email Altec Capital at finance@altec.com or call 888-408-8148 for a lease quote today.

14 Please direct all questions to Alex Senf at (919) 528-2535

#340: 1998 FL80 Line Truck

VIN Number 1FV6JLBB0XHA09839

- Age 20 years
 - Replacement cycle 12 years
 - Amount budgeted \$255,000
 - NJPA Price \$220,367
 - Washington State Price \$257,350
 - Old powertrain diesel
 - New powertrain diesel
 - HRS 13,762
 - mileage equivalent 481,670
- @ 35 miles/engine hour



Quoted for: City of Ashland, OR

Customer Contact:

Phone: /Fax: /Email:

Quoted by: LaRoy Jones

Phone: /Fax: /Email: 707-678-7315 / 707-678-1819 / LaRoy.Jones@Altec.com

Altec Account Manager: Alex Senf

REFERENCE ALTEC MODEL

DC47	47' Digger Derrick	\$187,215
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(A1.) NJPA OPTIONS ON CONTRACT (General)

1	HRS	HOSE REEL. Spring Loaded for Mounting 25' Conductive Hoses with HTMA Quick Couplings that Come with the Lower Tool Circuit. When it is an available option, Lower Tool Circuit Must be Ordered Separately.	\$1,135
2	MHW	HYDRAULIC FRONT WINCH. 1-speed. 20,000 lb. (Bare Drum) Capacity, Bumper Package. Planetary Drive Winch with Extended Shaft to Curbside. Bumper Package Includes a Four-Way Roller, Gravel Guard, Access Door, Winch Dog, and Two (2) Tow Eyes. Winch Comes with 150' of 1/2" Cable with an Eye in One End. Air Controls are Located Inside the Cab and on the Front Winch.	\$7,746
3	UA18	18" Diameter Dirt Auger Full Flight	\$1,152
4	D1	DRIVER CONTROLLED LOCKING DIFFERENTIAL	\$1,447
5	SPOT1	TWO (2) POST-MOUNTED SPOTLIGHTS. Mounted One (1) on Each Side of the Chassis. Controls are Extended in Cab for Ease of Operation.	\$551
7	TBE	ELECTRIC TRAILER BRAKE CONTROLLER. Controls Trailers with Electric Brakes, Wired to 7-Way Plug Next to Pintle Hook	\$224
8	CHOCKS	Rubber wheel chocks and holders (Qty. two)	\$51

NJPA OPTIONS TOTAL: \$199,521

(B.) OPEN MARKET ITEMS (Customer Requested)

1	FINISHING	Regional Delivery and Freight	\$7,420
2	CHASSIS	Peterbilt Chassis ILO International	\$13,426

OPEN MARKET OPTIONS TOTAL: \$20,846

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$220,367

TOTAL FOR UNIT/BODY/CHASSIS: \$220,367

****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 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: Dixon, CA



Quote Number: 401624 - 1
Altec, Inc.

December 13, 2017
Our 88th Year

Ship To:

CITY OF ASHLAND (OR)
SERVICE CENTER
90 N MOUNTAIN
ASHLAND, OR 97520-0000
US

Bill To:

CITY OF ASHLAND (OR)
20 E MAIN ST
ACCOUNTS PAYABLE
ASHLAND, OR 97520-0000
United States

Attn:
Phone: 541-552-2010
Email:

Altec Quotation Number: 401624 - 1
Account Manager: Alex Senf
Technical Sales Rep: Laroy Jones

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<u>Unit</u>		
1.	Altec's DC47 - 47 Foot Hydraulic Derrick, Rear mount, designed for mounting over rear axle, built in accordance with standard specifications and to include the following features	1	
A.	Pedestal, turntable, lower boom, steel intermediate boom and hydraulically extended fiberglass upper boom.		
B.	Continuous rotation, worm drive gearbox, hydraulic rotary joint, and electrical slip ring assembly		
C.	Boom storage protection system		
D.	Operators main control panel with multi-lever controls to operate all derrick functions equipped with HOP and System Pressure Gauges.		
E.	Winch, Turntable - 15,000 pound capacity includes cable guides		
F.	Open center type hydraulic system. Including control valves, shut-off valve in suction line, and plumbing on unit - Excluding Pump and Reservoir		
G.	Five (5) function hydraulic overload protection system		
H.	Two-part load line attachment on intermediate boom		
I.	Hydraulic Side Load Protection		
J.	Tilting pole guide (including double pilot operated check valves) with pole guide interlock, which prevents upper boom extension from fully retracted position until pole guide is articulated to the full-up position		
K.	Engine start/stop switch installed on control panel(s)		
L.	Outrigger/Machine Selector Control: Located near the outrigger controls, allows operator to divert hydraulic oil from machine circuit for outrigger operation. This reduces the potential for inadvertent outrigger movement during machine operation if outrigger controls are bumped.		
M.	One (1) Two Spool and one (1) Three Spool Valve provided to operate outriggers and lower tool circuit (shipped loose - to be installed at the tailshelf). Outrigger valves to include WeatherPac connectors.		
N.	Outrigger Motion Alarm: Provides audible alarm when any of the outriggers are in motion.		
O.	Back-up Alarm, installed		
P.	Conformance to ANSI A10.31-2006		

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<p>Q. Insulated, 46 kV and below</p> <p>R. This Derrick is designed and manufactured in facilities that are certified to meet ISO 9001 requirements</p> <p>S. ANSI Z535 Safety and Instructional Signs</p> <p>T. Two (2) Operators and Maintenance/Parts Manuals</p> <p>U. Painted white with the Altec Powder Coat Paint Process</p> <p>V. Boom Flares, Transferable - steel, pole setting, movable from end of intermediate boom to end of upper boom, fiberglass tip furnished on end of upper boom</p> <p>W. Outrigger/Boom Interlock System: helps prevent operator from using unit until all outriggers are lowered</p>		
2.	Rear mount pedestal	1	
3.	Rear Mount - Traditional Control Seat, installed on curb side of turntable, includes single control station	1	
4.	Turntable Mounted Winch	1	
5.	Winch: Normal Speed with 15,000 lbs. bare drum capacity.	1	
6.	Digger, Two-Speed Mechanical Shift, 12,000 ft-lbs. Includes a rapid reversing shake feature for quick and convenient cleaning of dirt from the auger and all of the components necessary to operate digger, installed.	1	
7.	Digger Storage: located on the Street Side (Normal) (NOTE: for behind the cab mount derricks, the digger will be located on the curbside) Nylon auger wind up strap included.	1	
8.	Derrick is Not Rated for Platform Use: Unit is designed and tested for use only as a digger derrick.	1	
9.	No Derrick Tong Protectors	1	
10.	Foot throttle.	1	
11.	169 - Single handle, multi-function T-style Joystick Controller - A Single three-axis, three function T-style joystick controls boom raise/lower, rotation, and intermediate boom extend/retract. Individual levers located on the same control panel to the left of the joystick operate pole guides and to the right of the joystick operates upper boom extend/retract.	1	
12.	No hard wired upper controls and NO TOOL CIRCUIT at boom tip	1	
13.	Code 450 Outriggers, A-frame, folding shoe, 153 maximum spread, for use as auxiliary or primary outriggers	1	
	<p>A. Maximum Spread: 153 inches measured from centerline of shoe pins</p> <p>B. Penetration at maximum extension: 6.5 inches (for standard installation on a 40 inch frame height)</p> <p>C. Standard Shoe Dimensions: 14 x 15.25 inches</p> <p>D. Hydraulic Outrigger Control Valves</p> <p>E. Outrigger/Unit Selector Control: Reduces the potential for inadvertent outrigger movement during machine operation if outrigger controls are bumped.</p> <p>F. Outrigger motion alarms</p> <p>G. Outrigger Interlocks: will not allow the unit to be operated until the outriggers</p>		

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	have been at least partially deployed.		
14.	450 - Outriggers, A-frame, folding shoe, 153 maximum spread, for use as auxiliary outriggers on all units or primary outriggers on select units, includes: A. Maximum Spread: 153 inches measured from centerline of shoe pins B. Penetration at maximum extension: 6.5 inches (for standard installation on a 40 inch frame height) C. Standard Shoe Dimensions: 14 x 15.25 inches D. Hydraulic Outrigger Control Valves E. Outrigger/Unit Selector Control: Reduces the potential for inadvertent outrigger movement during machine operation if outrigger controls are bumped. F. Outrigger motion alarms G. Outrigger Interlocks: Will not allow the unit to be operated until the outriggers have been at least partially deployed.	1	
15.	Powder coat unit Altec White.	1	
16.	180 - Manual, Extra - Operator's and Maintenance/Parts Manual	1	
<u>Unit & Hydraulic Acc.</u>			
17.	Unit Installation Components.	1	
18.	Dirt Auger, 18 Inch DIA, With 2-1/2 Inch Hex X 104 Inch Long (Painted Black)	1	
19.	Winch Rope For Turntable Winch	1	
20.	Load Line Swivel Hook, 8-1/2 Ton (Crosby)	1	
21.	DL/DM Series Derrick Subbase (Rigid)	1	
22.	Subbase Storage With Drop Down Door (Paddle Latch) At Rear Notched for Tool Storage	1	
23.	Reservoir, 60 Gallon, (Altec Standard)	1	
24.	Temperature Sight Gauge Install on hydraulic reservoir	1	
25.	HVI-22 Hydraulic Oil (Standard).	65	
26.	Standard Pump For PTO	1	
27.	Hot shift PTO for automatic transmission	1	
28.	Muncie PTO (Altec Standard)	1	
29.	Standard Altec PTO/Machine Functionality with Winch Recovery: Machine functions aren't enabled until parking brake is set. -PTO is able to be activated before parking (holding) brake is engaged. -Once parking (holding) brake is set, machine functions are enabled. -Once parking (holding) brake is disengaged, machine functions are disabled but PTO is still available.	1	
30.	Braden PD18 Bed Winch, 20,000 LB Planetary Gear Two-Speed Hydraulic Winch, with	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	Extended Shaft. Includes emergency stop switch mounted near winch, with indicator light in cab.		
31.	250' Of 1/2" Winch Cable	1	
32.	Quick Hook (5 TON)	1	
33.	Winch Controls, Dual Location (In-Cab And Remote Mounted), Air, Single Axis Control Levers (Non-Meterable), Altec Preferred Dual Location Air Controllers	1	
34.	Altec recommends any connection made to the tool circuit be done with Non-Conductive hose. If ordering a Hose reel, Altec recommends ordering a hose reel with Non-Conductive hose. The lower tool circuit hoses may be, or become, conductive. Death or serious injury could occur if the unit becomes energized while lower tool circuit is in use.	1	
35.	Spring Loaded Hose Reel, 50 FT Hose Capacity Hose reel is located curbside at rear; payout to rear	1	
36.	50' Non-Conductive Hose Kit, Orange, Includes Quick Disconnects and Dust Caps (Male Pressure, Female Return)	1	
<u>Body</u>			
37.	Altec Body	1	
38.	Steel Body	1	
39.	Body Is To Be Built In Accordance With The Following Altec Standard 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 For Maximum Weather-Tightness. Stainless Steel Hinge Rods Extend Full Length Of Door.		
	C. Integrated Door Header Drip Rail At Top For Maximum Weather Protection.		
	D. Fender Panels Are Either Roll Formed Or Have Neoprene Fenderettes Mechanically Fastened.		
	E. Steel Treated For Improved Primer Bond And Rust Resistance.		
	F. Automotive Type Non-Porous Door Seals Fastened To The Door Facing.		
40.	Smooth Galvanneal Steel Floor	1	
41.	Bobtail Service Line With Step (BSLS)	1	
42.	Finish Paint Body Altec White (Applies To Steel And Aluminum)	1	
43.	Undercoat Body	1	
44.	154" Estimated Body Length (Engineering To Determine Final Length)	1	
45.	94" Body Width	1	
46.	46" Body Compartment Height	1	

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
47.	18" Body Compartment Depth	1	
48.	5.5 Inch Drop-In Wood Cargo Retaining Board At Rear Of Body	1	
49.	5.5 Inch Drop-In Wood Cargo Retaining Board At Top Of Side Access Step	1	
50.	Stainless Steel Rotary Paddle Latches With Keyed Locks	7	
51.	All Locks Keyed Alike Including Accessories (Preferred Option)	1	
52.	Standard Master Body Locking System (Standard Placement Is At Rear. Sidepacks With A Throughshelf/Hotstick Door At Rear, Standard Placement Is At The Front)	7	
53.	Gas Shock (Gas Spring) Rigid Door Holders On All Vertical Doors	1	
54.	Chains On All Horizontal Doors	1	
55.	One Chock Holder On Each Side of Body With Retaining Lip In Fender Panel	1	
56.	Hotstick Shelf Extending Full Length Of Body On Streetside	1	
57.	Two Hotstick Brackets On Streetside	1	
58.	Standard Drop-Down Hotstick Door For One (1) Shelf On Streetside, Stainless Steel Slam Paddle Latch With Keyed Lock	1	
59.	1st Vertical (SS) - Adjustable Shelf With Removable Dividers On 4" Centers	3	
60.	2nd Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	1	
61.	2nd Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	4	
62.	2nd Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	1	
63.	3rd Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	1	
64.	3rd Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	4	
65.	3rd Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	1	
66.	1st Horizontal (SS) - Adjustable Shelf With Slots, No Dividers Provided	1	
67.	1st Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	1	
68.	1st Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	4	
69.	1st Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	1	
70.	2nd Vertical (CS) - Gripstrut Access Steps With Two (2) Sloped Grab Handles	1	
71.	3rd Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2	
72.	3rd Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	2	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
73.	3rd Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2	
74.	1st Horizontal (CS) - Adjustable Shelf With Removable Dividers On 8 Inch Centers	2	
75.	D-Ring Recessed In Body Floor one (1) at each corner	4	
76.	34" L Steel Tailshelf, Width To Match Body	1	
77.	3" Fixed Steel Retaining Rail On Sides And Rear Of Tailshelf With Corner Wash-Out	1	
78.	Smooth Galvanneal Steel Tailshelf	1	
79.	Additional Body Option Compartment top access step installed on the curbside	1	

Body and Chassis Accessories

80.	ICC (Underride Protection) Bumper Installed At Rear	1	
81.	T-125 Style Pintle Hitch (30,000 LB MGTW with 6,000 LB MVL)	1	
82.	Set Of Eye Bolts for Trailer Safety Chain, installed one each side of towing device mount.	1	
83.	Glad Hands At Rear, Straight Type	1	
84.	Riding Seat Access Step (For Derricks)	1	
85.	Lower Boom Rest Weldment	1	
86.	Mounting Brackets for Lights, Located on Lower Boom Rest	1	
87.	Wood Outrigger Pad, 24" x 24" x 2.5", with Rope Handle	4	
88.	Outrigger Pad Holder, 25" L x 25" W x 5" H, Fits 24.5" x 24.5" x 4" And Smaller Pads, Bolt-On, Bottom Washout Holes, 3/4" Lip Retainer	4	
89.	Mud Flaps With Altec Logo (Pair)	1	
90.	Wheel Chocks, Rubber, 9.75" L x 7.75" W x 5.00" H, with 4" L Metal Hairpin Style Handle (Pair)	1	
91.	Wheel Chock Holders (Pair), For Installation Under Flatbed Or Dump Body	1	
92.	Slope Indicator Assembly For Machine With Outriggers	1	
93.	Pole Rack Two Pole Capacity With Ratchet Tie Binders (Behind The Cab Mount) Located Street side	1	
94.	Secondary Boom Saddle For Offset Stowing Of Derrick Due To Pole Rack	1	
95.	Battery Box Located on Compartment Top	1	
96.	Triangular Reflector Kit, Installed	1	
97.	5 LB Fire Extinguisher With Light Duty Bracket, Installed (In Cab or Inside Compartment Only)	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
98.	Vinyl manual pouch for storage of all operator and parts manuals	1	
99.	Outrigger Valve Handle Guards	1	
<u>Electrical Accessories</u>			
100.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Complete LED, including LED reverse lights)	1	
101.	Altec Standard Amber LED Strobe Light with Brush Guard Located on Boom stow, one (1) each side	2	
102.	Dual Tone Back-Up With Outrigger Motion Alarm	1	
103.	Altec Standard Multi-Point Grounding System	4	
104.	Copper U Shaped Grounding Lug (Threaded) Located Curbside front and rear	1	
105.	7-Way Trailer Receptacle (Pin Type) Installed At Rear	1	
106.	Electric Trailer Brake Controller (Kelsey Hayes #81741)	1	
107.	Altec Modular Panel System (AMPS) - Includes Mounting Panel and Accessory Switches	1	
108.	Power Distribution Module Is A Compact Self-Contained Electronic System That Provides A Standardized Interface With The Chassis Electrical System. (Includes Operator's Manual) Located behind driver side seat	1	
<u>Finishing Details</u>			
109.	Powder Coat Unit Altec White	1	
110.	Finish Paint Body Accessories Above Body Floor Altec White	1	
111.	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	
112.	Apply Non-Skid Coating to all walking surfaces	1	
113.	English Safety And Instructional Decals	1	
114.	Vehicle Height Placard - Installed In Cab	1	
115.	Placard, HVI-22 Hydraulic Oil	1	
116.	Dielectric test unit according to ANSI requirements.	1	
117.	Stability test unit according to ANSI requirements.	1	

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
118.	Non-Focus Factory Build	1	
119.	Delivery Of Completed Unit	1	
120.	Inbound Freight	1	
121.	DC47-TR FA Installation	1	
<u>Chassis</u>			
122.	Chassis	1	
123.	Altec Supplied Chassis	1	
124.	2019 Model Year	1	
125.	Peterbilt 337	1	
126.	4x4	1	
127.	126 Clear CA (Round To Next Whole Number)	1	
128.	Regular Cab	1	
129.	Chassis Cab	1	
130.	Chassis Color - White	1	
131.	Chassis Wheelbase Length - 196	1	
132.	Paccar-PX-9	1	
133.	350 HP Engine Rating	1	
134.	Allison 3000 RDS Automatic Transmission (Left and Right Side PTO Openings Only)	1	
135.	Other Chassis GVWR 34,000 lbs. GVWR	1	
136.	13,000 LBS Front GAWR	1	
137.	21,000 LBS Rear GAWR	1	
138.	11R22.5 Front Tire	1	
139.	11R22.5 Rear Tire	1	
140.	Air Brakes	1	
141.	Park Brake In Rear Wheels	1	
142.	3365280 - Peterbilt Horizontal Exhaust (Right-Horizontal-Under Cab-Horizontal)	1	
143.	Peterbilt - Altec Body Builder Pass-Thru Only (7853050)	1	
144.	No Idle Engine Shut-Down Required	1	



<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
145.	50-State Emissions	1	
146.	Clean Idle Certification	1	
147.	Peterbilt 50 Gallon Fuel Tank (Under Cab Left Hand)	1	
148.	Peterbilt 11 Gallon DEF Tank (Under Cab Left Hand)	1	
149.	Chassis Without Front Frame Extensions	1	
150.	Temporary Mount Batteries (Requires Relocation By Altec)	1	
151.	Air Horn Under Cab	1	
152.	AM/FM Radio	1	
153.	Air Conditioning	1	
154.	Keyless Entry	1	
155.	Power Door Locks	1	
156.	Power Windows	1	
157.	Driver Controlled Locking Differential	1	
158.	Glad Hands	1	
159.	Trailer Air Brake Package	1	
160.	Vinyl Split Bench Seat	1	

Additional Pricing

161.	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	
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Unit / Body / Chassis Total	220,367.00
FET Total	0.00
Total	220,367.00

Altec Industries, Inc.

BY _____

Laroy Jones

Notes:

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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.

Altec 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 encourage you to consider the following items:

Outrigger pads (When Applicable)
Fall Protection System
Fire extinguisher/DOT kit
Platform Liner (When Applicable)
Altec Sentry Training
Wheel Chocks

The aforementioned equipment can be offered in our new equipment quotations. 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 Altec Extended Warranty Option:

Labor/Material/Expense for 1 Year. Price to be quoted

An Altec Extended Warranty is an extension of Altec's Limited Warranty, that protects you from the repair cost associated with defects of materials and workmanship beyond the first year of ownership.

A number of packages are available and can be quoted upon request.

4 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.

5 F.O.B. - Customer Site

6 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.

7 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.

8 Interest charge of 1/2% per month to be added for late payment.

9 Delivery: 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.

10 Trade-in offer is conditional upon equipment being maintained to DOT (Department of Transportation) operating and safety standards. This will include, but is not limited to tires, lights, brakes, glass, etc. All equipment, i.e., jibs, winches, pintle hooks, trailer connectors, etc., are to remain with unit 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.

All reasonable and necessary expenses required of ALTEC Industries to execute transportation of the trade-in will be invoiced to the customer for payment if these conditions are not met to maintain DOT standards.

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 unless other arrangements have been made.

11 This quotation is valid until JAN 17, 2018. After this date, please contact Altec Industries, Inc. for a possible extension.

12 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.

13 Please email Altec Capital at finance@altec.com or call 888-408-8148 for a lease quote today.

14 Please direct all questions to Alex Senf at (707) 678-0800

#478: 2003 AT37G

VIN Number 1FDAF57P13ED50050

- Age 15 years
- Replacement cycle 12 years
- Amount budgeted \$125,000
- NJPA Price without JEMS hybrid solution \$124,587
- NJPA Price with JEMS hybrid solution to meet CEAP goals \$153,770
- Washington State Price without JEMS hybrid solution \$135,838
- Washington State Price with JEMS hybrid solution to meet CEAP goals \$165,021
- Old powertrain diesel
- New powertrain electric/diesel hybrid bucket operates off JEMS battery pack that is recharged while driving or overnight.
- Miles 91,332



#525: 2005 AT37G

VIN Number 1FDAF57P25EC97619

- Age 13 years
- Replacement cycle 12 years
- Amount budgeted \$125,000
- NJPA Price without JEMS hybrid solution \$124,587
- NJPA Price with JEMS hybrid solution to meet CEAP goals \$153,770
- Washington State Price without JEMS hybrid solution \$135,838
- Washington State Price with JEMS hybrid solution to meet CEAP goals \$165,021
- Old powertrain diesel
- New powertrain electric/diesel hybrid bucket operates off JEMS battery pack that is recharged while driving or overnight.
- Old powertrain diesel
- Miles 70,195



*Vehicle #1087
(Replacing Veh #478)

Vehicle #1088
(Replacing Veh #525)*

Quoted for: City of Ashland
Customer Contact:
Phone: /Fax: /Email:

Quoted by: LaRoy Jones
Phone: 707-678-7315 /Fax: 707-678-1819 /Email: LaRoy.Jones@Altec.com
Altec Account Manager: Alex Senf

REFERENCE ALTEC MODEL

AT37-G	Articulating Telescopic Aerial Device (Insulated)	\$86,068
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(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	AT37-G-EDC	Secondary Stowage System	\$1,112
2	AT37-G-Hframe outriggers	H Frame Outriggers, Wooden Outrigger Pads, and Pad Holders	\$2,933
3	AT37-G-GAS	Gas Engine	-\$4,508

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	CL	COMPARTMENT LIGHTS in Body Compartments (Dome Style)	\$83
2	LR	Ladder Rack - Sloped Aluminum Ladder Rack, Curbside, 102" - 108" L Body	\$518
3	PSWI2	PURE SINE WAVE INVERTER. 2400 Watts Continuous. GFCI Outlet at Rear.	\$2,525
4	VR1	120 Volt GFCI Receptacle, Includes Weather-Resistant Enclosure	\$198
5	SPOT1	TWO (2) POST-MOUNTED SPOTLIGHTS. Mounted One (1) on Each Side of the Chassis. Controls are Extended in Cab for Ease of Operation.	\$551
6	SPOT2	TWO (2) DECK-MOUNTED SPOTLIGHTS. Mounted on Boom Support to Illuminate the Cargo Area. Each Light has Individual On/Off Switch and can be Directed Wherever Required.	\$449
7	DP	Dica Pads and Pad Holder - 24" x 24" x 1", With Rope Handle (Pair)	\$615
8	FSC	FORD SUPER CAB	\$2,003
9	ECB	ENGINE BLOCK HEATER OEM. 110-VAC	\$97
10	MTL	Trailer Plugs on Each End. To Go With Option TBC or TTP. MUST BE	\$45
11	TBE	Brakes, Wired to 7-Way Plug Next to Pintle Hook	\$224
12	CHOCKS	Rubber wheel chocks and holders (Qty. two)	\$51
13	INTRR	Integral reel rack - pocket mount / spindle (up to three [3] reel racks can be included)	\$538
14	RM3	MOTORIZED SIDE MIRRORS	\$458
15	FE	FORD POWER EQUIPMENT (Power Locks and Power Windows)	\$945
16	D3	TRACTION TYPE DIFFERENTIAL (No-Spin) / Automatic Type that Transfers Power from Slipping Wheel to Non-Slipping Wheel	\$1,270
17	FCD	FORD CD PLAYER, CRUISE CONTROL & TILT STEERING	\$508
18	PSM	EXTRA MANUAL	\$62

NJPA OPTIONS TOTAL: \$96,745

(B.) OPEN MARKET ITEMS (Customer Requested)

1	BODY	Custom Body ILO of Standard Altec Body	\$8,937
2	BODY & CHASSIS ACC	Custom Body Accessories ILO of Standard	\$4,722
3	ELECTRICAL	Custom Lighting Accessories ILO of Standard	\$2,437
4	FINISHING	Delivery and Regional Freight	\$3,052
5	CHASSIS	2018 Model Year Chassis ILO NJPA Contract Chassis	\$8,694

OPEN MARKET OPTIONS TOTAL: \$27,842

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$124,587

Delivery to Customer:

TOTAL FOR UNIT/BODY/CHASSIS: \$124,587

*\$153,770.00
(Face)*

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

1	UNIT	JEMS Hybrid Solution	\$29,183
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****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 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: Dixon, CA



Quote Number: 401576 - 1
Altec, Inc.

December 7, 2017
Our 88th Year

Ship To:
CITY OF ASHLAND (OR)
SERVICE CENTER
90 N MOUNTAIN
ASHLAND, OR 97520-0000
US

Bill To:
CITY OF ASHLAND (OR)
20 E MAIN ST
ACCOUNTS PAYABLE
ASHLAND, OR 97520-0000
United States

Attn:
Phone: 541-552-2010
Email:

Altec Quotation Number: 401576 - 1
Account Manager: Alex Senf
Technical Sales Rep: Laroy Jones

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<u>Unit</u>		
1.	ALTEC Model AT37G telescoping/articulating continuous rotation aerial device with an insulating articulating arm, insulating telescopic upper boom, and the patented ISO-Grip insulating system at the boom tip. Includes the following features: A. Ground to bottom of platform height: 37.8 feet B. Working height: 42.8 feet C. Maximum reach to edge of platform. Side Mounted Platform: 26.6 feet. End Mounted Platform: 28.3 feet (at 14.4 foot platform height). D. Telescopic boom extension: 9 feet 8 inches E. Continuous rotation F. Insulating Aerial Device, ANSI Category C, 46kV and Below G. Articulating Arm: Articulation is from -7 to 90 degrees. Insulator provides 12 inches of isolation. H. Compensation System: By raising the articulating arm only, the telescopic boom maintains its relative angle in relation to the ground. The work position is achieved through a single function operation. I. Telescoping upper boom: Articulation is from -25 to 75 degrees. J. Master/ Slave Leveling: Platform automatically maintains level during boom articulation through a lifetime master/slave hydraulic leveling system that requires no major preventive maintenance. K. The INSULATING UPPER CONTROL SYSTEM includes a single handle controller incorporating high electrical resistance components that is dielectrically tested to 40 kV AC with no more than 400 microampers of leakage. The control handle is green in color to differentiate it from other non-tested controllers. L. One set of tool outlets at the platform providing up to 5 gpm of flow for open center tools M. Hydraulic System: Open center system operating at 5gpm and 2,400 psi. N. Unit is painted with a powder coat paint process which provides a finish-painted surface that is highly resistant to chipping, scratching, abrasion and corrosion. O. Structural Warranty all of the following applicable 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,	1	

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UTILITY EQUIPMENT AND BODIES SINCE 1929

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	subbases and turntables.		
P.	Manuals: Two (2) operator and Maintenance/Parts manuals		
2.	AT37G Unit Model	1	
3.	Engine Start/Stop & Secondary Stowage System: 12 VDC powered motor and pump assembly for temporary operation of the unit in a situation wherein the primary hydraulic source fails. Electric motor is powered by the chassis battery. This feature allows the operator to completely stow the booms and platform. Secondary Stowage & Start/Stop is activated with an air plunger at the platform and switch at the lower control station.	1	
4.	Post style pedestal mounting	1	
5.	Extra operator's and maintenance/parts manual, 1 set.	1	
6.	Poly Hydraulic Reservoir, Pedestal Mounted, 7 Gallon (Includes Sight Gauge)	1	
7.	Single, One (1) Man, Fiberglass Platform; End Mounted with 180 degree rotator. 24 x 30 x 42 inches, includes hydraulic tilt.	1	
8.	Platform leveling at lower controls	1	
9.	Two (2) Platform Steps	1	
10.	254 Platform Cover - foam filled vinyl (24 x 30) for single, one-man, fiberglass platform. Included Altec A logo.	1	
11.	Platform liner for a 24 x 30 x 42 inch platform	1	
12.	Scuff Pad With Step, 24" x 30"	1	
13.	Platform Capacity, 350LBS.	1	
14.	Altec Patented ISO-Grip Insulating 4 Function, Proportional Speed, Upper Control Handle - with safety interlock and interlock guard. Forward/back operates upper boom in/out, tiller operates rotation CW/CCW, up/down operates lower boom up/down, and twist operates articulating arm up/down. Platform leveling is controlled with a separate interlocked control handle.	1	
15.	Manual lowering valve located at the boomtip. For use in emergency situations to allow the operator to lower the boom to the ground	1	
16.	H Frame Outriggers with fixed shoe, provides 85.5 inch maximum spread to outer edge of shoes. Includes 8 x 10 inch shoes, control valves, motion alarms to sound during movement, and outrigger interlocks. Interlocks will not allow the unit to be operated until the outriggers have been deployed. Standard installation is directly behind the cab chassis.	1	
17.	Powder coat unit Altec White.	1	
<u>Unit & Hydraulic Acc.</u>			
18.	HVI-22 Hydraulic Oil (Standard).	9	
19.	Standard Pump For PTO	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
20.	Hot shift PTO for automatic transmission	1	
	<u>Body</u>		
21.	Altec Body	1	
22.	Steel Body	1	
23.	Body Is To Be Built In Accordance With The Following Altec Standard 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 For Maximum Weather-Tightness. Stainless Steel Hinge Rods Extend Full Length Of Door.		
	C. Integrated Door Header Drip Rail At Top For Maximum Weather Protection.		
	D. Fender Panels Are Either Roll Formed Or Have Neoprene Fenderettes Mechanically Fastened.		
	E. Steel Treated For Improved Primer Bond And Rust Resistance.		
	F. Automotive Type Non-Porous Door Seals Fastened To The Door Facing.		
24.	Smooth Galvanneal Steel Floor	1	
25.	Low-Side General Service (LGS)	1	
26.	Finish Paint Body Altec White (Applies To Steel And Aluminum)	1	
27.	Undercoat Body	1	
28.	108" Estimated Body Length (Engineering To Determine Final Length)	1	
29.	94" Body Width	1	
30.	40" Body Compartment Height	1	
31.	20" Body Compartment Depth	1	
32.	5.5 Inch Drop-In Wood Cargo Retaining Board At Rear Of Body	1	
33.	Treadplate On Streetside Compartment Tops (Not a Walking Surface)	1	
34.	Treadplate On Curbside Compartment Tops (Not a Walking Surface)	1	
35.	Rope Lights (LED) Around Top And Sides Of Compartment Door Facings	6	
36.	Dome Lights (LED) with Individual Switches Installed On Horizontal Compartment Tops And On Vertical Compartment Doors, One Per Compartment (Installed At Body Plant)	6	
37.	Stainless Steel T-Handle Three-Point Latches With Locks	6	
38.	All Locks Keyed Alike Including Accessories (Preferred Option)	1	
39.	Standard Master Body Locking System (Standard Placement Is At Rear, Sidepacks With A Throughshelf/Hotstick Door At Rear, Standard Placement Is At The Front)	6	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
40.	Gas Shock (Gas Spring) Rigid Door Holders On All Vertical Doors	1	
41.	Two Chock Holders On Each Side of Body With Retaining Lip In Fender Panel	1	
42.	Hotstick Shelf Extending Full Length Of Body On Streetside	1	
43.	Two Hotstick Brackets On Streetside	1	
44.	Custom Hotstick Door Standard Drop-Down Hotstick Door For One (1) Shelf On Streetside, Stainless Steel T-Handle Three-Point Latch with Lock	1	
45.	1st Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2	
46.	1st Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	3	
47.	1st Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2	
48.	1st Horizontal (SS) - Vacant	1	
49.	Rear Vertical (SS) - Adjustable Shelf With Removable Dividers On 4 Centers	2	
50.	Rear Vertical (SS) - B-Line Channel Installed In Compartment Install two (2) pieces per compartment wall	6	
51.	1st Vertical (CS) - Adjustable Shelf With Removable Dividers On 2" Centers Installed below inverter shelf	2	
52.	1st Vertical (CS) - B-Line Channel Installed In Compartment Install two (2) pieces per compartment wall located below the inverter shelf for the adjustable shelves	6	
53.	1st Vertical (CS) - Inverter Shelf Installed In Compartment Installed in the upper portion of the compartment with enough space for inverter	1	
54.	1st Vertical (CS) - Louvered Panel On Rear Wall To Ventilate Compartment	1	
55.	1st Horizontal (CS) - Adjustable Shelf With Removable Dividers On 4" Centers	1	
56.	1st Horizontal (CS) - B-Line Channel Installed In Compartment Install two (2) pieces per compartment wall below adjustable shelf	6	
57.	Rear Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2	
58.	Rear Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	5	
59.	Rear Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2	
60.	D-Ring Surface Mounted Interior Cargo Wall Streetside (Reinforced Cargo Wall)	3	
61.	24" L Steel Tailshelf, Width To Match Body	1	
62.	Custom Steel Tailshelf Option Steel Cross Storage Located Between Tailshelf Floor And Top Of Chassis Frame Rail With Drop Down Doors And Stainless Steel T-Handle Latches On Streetside And Curbside As Wide As Possible	1	
63.	Smooth Galvanneal Steel Tailshelf	1	
64.	Small Steel Grab Handle Installed At Rear Install on the rear of the tailshelf, located on	2	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	each side inboard of the cargo area for 3-point access		
65.	Steel U-Shaped Grab Handle Install on the rear of the tailshelf, located on each side outboard of the cargo area	2	
66.	Custom Ladder Storage (Please Specify The Following: Style, Material, Easy Retrieval Method, Retaining Method, Approximate Dimensions) Ladder rack, roller at rear with tie down, installed street side top compartments -108"L x 18-1/2"W x 8-1/2"H ENG REF: P/N 318903918	1	
67.	Steel Top Opening Storage Box, One (1) Treadplate Lid, Gas Props, Hasp Lock, Handle Parallel To Ground And Centered (2 Handles for Boxes Greater Than 108") 84"L x 18"W x 12"H -Located and installed on curb side compartment tops with access from the cargo area	1	
<u>Body and Chassis Accessories</u>			
68.	ICC Underride Protection	1	
69.	T-60 Style Pintle Hitch (30,000 LB MGTW with 6,000 LB MVL)	1	
70.	Receiver Hitch, 2", Class 3	1	
71.	Set Of D-Rings for Trailer Safety Chain, installed one each side of towing device mount.	1	
72.	Rear Torsion Bar Installed On Chassis	1	
73.	Custom Access Step Two (2) rubber belted, grip-strut access steps -Install one (1) each side of tailshelf at rear	2	
74.	Platform Rest, Rigid with Rubber Tube	1	
75.	Boom Rest for a Telescopic Unit	1	
76.	Custom Outrigger Pad DICA Outrigger Pads 18" x 18" x 1"	2	
77.	Outrigger Pad Holder, 20" L x 20" W x 3" H, Fits 19.5" x 19.5" x 2" And Smaller Pads, Bolt-On, Bottom Washout Holes, 3/4" Lip Retainer	2	
78.	Mud Flap Without Altec Logo (Pair) Include anti-sail mud flap brackets	1	
79.	Dock Bumpers (Pair), Fixed Mounting (Rectangular Bumper), Installed At Rear	1	
80.	Wheel Chocks, Rubber, 9.75" L x 7.75" W x 5.00" H, with 4" L Metal Hairpin Style Handle (Pair)	2	
81.	Slope Indicator Assembly For Machine With Outriggers	1	
82.	Wire Reel Holder, U-Shaped, 15" W, Aluminum, Adjustable - Holds Up to 20" DIA Reels	1	
83.	Custom Wire Rack/Reel Wire Reel Rack -Holds three (3) reels 4.5"W x 18"DIA -Installed streetside below tailshelf with reel not protruding past rear of truck	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
84.	Safety Harness And 4.5' Lanyard (Fits Medium To Xlarge) Includes Pouch and Placards	1	
85.	5 LB Fire Extinguisher With Light Duty Bracket, Shipped Loose	1	
86.	Triangular reflector and flare kit, shipped loose. Contains 3 reflectors and 3 flares/fuses (20 minutes each).	1	
87.	First Aid Kit, 2 Person Shipped loose	1	
88.	Vinyl manual pouch for storage of all operator and parts manuals	1	

Electrical Accessories

89.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Complete LED, including LED reverse lights)	1	
90.	Custom Strobe Light Installed on the streetside front of the body, post-mounted -Top of post shall be flush with top of cab	1	
91.	Post Mounted Spot Light, Halogen, 6" Diameter with Chrome Housing, Installed on Streetside of Cab (Unity)	1	
92.	Post Mounted Spot Light, Halogen, 6" Diameter with Chrome Housing, Installed on Curbside of Cab (Unity)	1	
93.	Remote Spot Light, LED, Permanent Mount with Dash Mounted Controls Installed on the curbside front of the body, post-mounted -Top of post shall be flush with top of cab	1	
94.	Dual Tone Back-Up With Outrigger Motion Alarm	1	
95.	7-Way Trailer Receptacle (Blade Type) Installed At Rear	1	
96.	Ford Upfitter Switches (Supplied With Chassis)	1	
97.	Inverter, 2400 Watt, Pure Sine Wave, 120 VAC (Sensata #12/2400N) Installed in the curbside 1st Vertical Compartment	1	
98.	Deep Cycle Auxiliary Battery For Vented Applications (Group 31)	2	
99.	Top Opening Vented Battery Box, Aluminum, 24.5" L x 13" H x 16" D, Smooth Lid With Gas Shocks And Non-Locking Zinc Plated Latch, Holds Two (2) Batteries	1	
100.	120 Volt GFCI Receptacle Includes Weather-resistant Enclosure Installed at curbside rear of tailshelf	1	
101.	Power Distribution Module Is A Compact Self-Contained Electronic System That Provides A Standardized Interface With The Chassis Electrical System. (Includes Operator's Manual)	1	
102.	Install Chassis (OEM) Supplied Backup Camera in Final Assembly	1	
103.	Install secondary stowage system.	1	
104.	Install Outrigger Interlock System	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
105.	PTO Indicator Light Installed In Cab	1	
<u>Finishing Details</u>			
106.	Powder Coat Unit Altec White	1	
107.	Finish Paint Body Accessories Above Body Floor Altec White	1	
108.	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	
109.	Apply Non-Skid Coating to all walking surfaces	1	
110.	English Safety And Instructional Decals	1	
111.	Vehicle Height Placard - Installed In Cab	1	
112.	Placard, HVI-22 Hydraulic Oil	1	
113.	Dielectric test unit according to ANSI requirements.	1	
114.	DOT Certification Required Customer Requirement	1	
115.	Pre-delivery / Customer Validation Inspection Required	1	
116.	Stability test unit according to ANSI requirements.	1	
117.	Non-Focus Factory Build	1	
118.	Delivery Of Completed Unit	1	
119.	Inbound Freight	1	
120.	AT37G FA Installation	1	
<u>Chassis</u>			
121.	Chassis	1	
122.	Altec Supplied Chassis	1	
123.	2018 Model Year	1	
124.	Ford F550	1	
125.	4x4	1	
126.	60 Clear CA (Round To Next Whole Number)	1	
127.	Extended Cab (Larger Cab With Half-Length Rear Doors Or No Rear Doors)	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
128.	Chassis Cab	1	
129.	Chassis Color - White	1	
130.	Ford Gas 6.8L	1	
131.	Ford Torqshift 6-Speed (6R140) Automatic Transmission (w/PTO Provision)	1	
132.	GVWR 19,000 LBs	1	
133.	7,000 LBS Front GAWR	1	
134.	13,660 LBS Rear GAWR	1	
135.	225/70R19.5 Front Tire	1	
136.	Traction Tires, Front	1	
137.	225/70R19.5 Rear Tire	1	
138.	Traction Tires, Rear	1	
139.	Hydraulic Brakes	1	
140.	Park Brake In Rear Wheels	1	
141.	Ford E/F250-550 Single Horizontal Right Side Exhaust	1	
142.	872 - Rear View Camera and Prep Kit	1	
143.	No Idle Engine Shut-Down Required	1	
144.	50-State Emissions	1	
145.	Ford 40 Gallon Fuel Tank (Rear)	1	
146.	AM/FM Radio	1	
147.	Bluetooth	1	
148.	Ford SYNC	1	
149.	Backup Camera, OEM Supplied OEM Rear view mirror	1	
150.	Keyless Entry	1	
151.	Power Door Locks	1	
152.	Power Windows	1	
153.	Block Heater	1	
154.	Running Boards (Supplied By Chassis OEM)	1	
155.	Trailer Brake Controller (Factory Installed)	1	
156.	Vinyl Split Bench Seat	1	

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UTILITY EQUIPMENT AND BODIES SINCE 1929



<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
Additional Pricing			
157.	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	
Unit / Body / Chassis Total			124,587.00
FET Total			0.00
Total			124,587.00

Altec Industries, Inc.

BY _____

Laroy Jones

Notes:

- 1 RECOMMENDED OPTIONS AND ACCESSORIES: These options are not included in the quote total price. Selected options will change the quote total. Any options added after initial order will be re-quoted.

JEMS 4E4 Hybrid Solution, ADD: \$29,183.00

- 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 encourage you to consider the following items:

Outrigger pads (When Applicable)
Fall Protection System
Fire extinguisher/DOT kit
Platform Liner (When Applicable)
Altec Sentry Training
Wheel Chocks

The aforementioned equipment can be offered in our new equipment quotations. 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 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.

Altec 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

Altec Extended Warranty Option:

Labor/Material/Expense for 1 Year. Price to be quoted

An Altec Extended Warranty is an extension of Altec's Limited Warranty, that protects you from the repair cost associated with defects of materials and workmanship beyond the first year of ownership.

A number of packages are available and can be quoted upon request.

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.

F.O.B. - #FOB_TERMS#

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.

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.

Interest charge of 1/2% per month to be added for late payment.

Delivery: 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.

Trade-in offer is conditional upon equipment being maintained to DOT (Department of Transportation) operating and safety standards. This will include, but is not limited to tires, lights, brakes, glass, etc. All equipment, i.e., jibs, winches, pintle hooks, trailer connectors, etc., are to remain with unit 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.

All reasonable and necessary expenses required of ALTEC Industries to execute transportation of the trade-in will be invoiced to the customer for payment if these conditions are not met to maintain DOT standards.

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 unless other arrangements have been made.

- 12 This quotation is valid until JAN 17, 2018. After this date, please contact Altec Industries, Inc. for a possible extension.
- 13 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.
- 14 Please email Altec Capital at finance@altec.com or call 888-408-8148 for a lease quote today.
- 15 Please direct all questions to Alex Senf at (707) 678-0800