



Opportunity Number: 805903
 Quotation Number: 407549-4
 NJPA Contract #: 031014-ALT
 Date: 6/27/2018

Quoted for: City of Pomona

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: Albert Gutierrez

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-GAS	Gas Engine	-\$4,508
2	AT37-G-EDC	Secondary Stowage System	\$1,112
3	AT37-G-ISO	ISO boom - MUST QUOTE for 40' boom height (n/a on base model)	\$4,575
4	AT37-G-Hframe outriggers	H Frame Outriggers, Wooden Outrigger Pads, and Pad Holders	\$2,933

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	PSM	EXTRA MANUAL	\$62
2	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
3	SPOT3	FOUR (4) POINT STROBE SYSTEM (Recessed, LED)	\$477
4	SPOT	ONE (1) POST-MOUNTED SPOTLIGHT. Mounted on Driver's Side of Chassis. Controls are Extended in Cab for Ease of Operation.	\$275
5	TT	TOOL TRAY. Fiberglass, Clips to Outside of Platform With or Without Liner	\$70
6	CEC	CALIFORNIA EMISSIONS CERTIFICATION from Chassis Supplier that States Engine Supplied is Legal in California	\$114
7	RM3	MOTORIZED SIDE MIRRORS	\$458
8	FCD	FORD CD PLAYER, CRUISE CONTROL & TILT STEERING	\$508
9	CHOCKS	Rubber wheel chocks and holders (Qty. two)	\$51
10	LEDLT	LED strobes for light bar, two (2) - high tech programmable mini strobes	\$254

NJPA OPTIONS TOTAL: \$93,000

(B.) OPEN MARKET ITEMS (Customer Requested)

1	CHASSIS	MY 2019 Ford F550 ILO Contract MY Ford F550	\$6,554
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OPEN MARKET OPTIONS TOTAL: \$6,554

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$99,554

Delivery to Customer:

TOTAL FOR UNIT/BODY/CHASSIS: \$99,554

****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 360 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

July 9, 2018
Our 89th Year**Ship To:**
CITY OF POMONA
636 W MONTEREY
RECEIVING ANNEX
POMONA, CA 91768-0000
US**Bill To:**
CITY OF POMONA
PO BOX 660
POMONA, CA 91769-0000
United StatesAttn:
Phone: 909-620-2405
Email:**Altec Quotation Number:** 407549 - 4
Account Manager: Albert Gutierrez
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.	1	

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<p>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, subbases and turntables.</p> <p>P. Manuals: Two (2) operator and Maintenance/Parts manuals</p>		
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; Side Mounted with 90 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.	Soft nylon reinforced vinyl platform cover for a 24 x 30 inch platform	1	
11.	Platform liner for a 24 x 30 x 42 inch platform	1	
12.	Platform Capacity, 350LBS.	1	
13.	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	
14.	Manual lowering valve located at the boomtip. For use in emergency situations to allow the operator to lower the boom to the ground	1	
15.	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	
16.	Hydraulic Outrigger Control Valves	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
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	
20.	Hot shift PTO for automatic transmission	1	
21.	360 Polyurethane tool tray (19 x 8 x 8), includes brackets for attaching to platform.	1	
<u>Body</u>			
22.	Altec Body	1	
23.	Steel Body	1	
24.	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. Heavy-Gauge Welded Steel Frame Construction.		
	D. Integrated Door Header Drip Rail At Top For Maximum Weather Protection.		
	E. Fender Panels Are Either Roll Formed Or Have Neoprene Fenderettes Mechanically Fastened.		
	F. Steel Treated For Improved Primer Bond And Rust Resistance.		
	G. Automotive Type Non-Porous Door Seals Fastened To The Door Facing.		
	H. B-Line Channel Installed In Compartments		
25.	Smooth Galvanneal Steel Floor	1	
26.	Low-Side General Service (LGS)	1	
27.	Finish Paint Body Altec White (Applies To Steel And Aluminum)	1	
28.	Undercoat Body	1	
29.	108" Estimated Body Length (Engineering To Determine Final Length)	1	
30.	94" Body Width	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
31.	40" Body Compartment Height	1	
32.	20" Body Compartment Depth	1	
33.	5.5 Inch Drop-In Wood Cargo Retaining Board At Rear Of Body	1	
34.	Stainless Steel Rotary Paddle Latches With Keyed Locks	6	
35.	All Locks Keyed Alike Including Accessories (Preferred Option)	1	
36.	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	
37.	Gas Shock (Gas Spring) Rigid Door Holders On All Vertical Doors	1	
38.	Chains On All Horizontal Doors	1	
39.	Hotstick Shelf Extending Full Length Of Body On Curbside	1	
40.	Two Hotstick Brackets On Curbside	1	
41.	Standard Drop-Down Hotstick Door For One (1) Shelf On Curbside, Stainless Steel Slam Paddle Latch With Keyed Lock	1	
42.	1st Vertical (SS) - Adjustable Shelf With Removable Dividers On 4" Centers	2	
43.	1st Horizontal (SS) - Fixed Shelf With Removable Dividers On 8 Inch Centers	1	
44.	Rear Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2	
45.	Rear Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	2	
46.	Rear Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2	
47.	1st Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2	
48.	1st Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	3	
49.	1st Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2	
50.	1st Vertical (CS) - Louvered Panel On Rear Wall To Ventilate Compartment	1	
51.	1st Horizontal (CS) - Vacant	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
52.	Rear Vertical (CS) - Adjustable Shelf With Removable Dividers On 4" Centers	2	
53.	Aluminum Rock Guards Installed Each Front Corner Of Body	1	
54.	29" L Steel Tailshelf, Width To Match Body	1	
55.	Steel U-Shaped Grab Handle Installed on Tailshelf Located on the curbside rear of the tailshelf for 3-point access	1	
56.	Steel Recessed Gripstrut Side Access Steps On Curbside Of Tailshelf	1	
57.	Steel Wheel Chock Holders Installed In Tailshelf, One Each Side	1	
58.	Smooth Galvanneal Steel Tailshelf	1	
59.	Steel Sloped Grab Handle Located on curbside rear of the body compartment for side access on the tailshelf	1	

Body and Chassis Accessories

60.	ICC Underride Protection	1	
61.	Appropriate counterweight added for stability.	1	
62.	Cable Step Installed At Rear, Single Step	1	
63.	Platform Rest, Rigid with Rubber Tube	1	
64.	Boom Rest for a Telescopic Unit	1	
65.	Plastic Outrigger Pad, 18" x 18" x 1", Black With Handle	2	
66.	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	
67.	Pendulum Retainers For Outrigger Pad Holders	2	
68.	Mud Flaps With Altec Logo (Pair)	1	
69.	Wheel Chocks, Rubber, 9.75" L x 7.75" W x 5.00" H, with 4" L Metal Hairpin Style Handle (Pair)	1	
70.	Slope Indicator Assembly For Machine With Outriggers	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
71.	5 LB Fire Extinguisher With Light Duty Bracket, Shipped Loose	1	
72.	Triangular Reflector Kit, Shipped Loose	1	
73.	Soft Vinyl Lanyard Pouch	1	
74.	Vinyl manual pouch for storage of all operator and parts manuals	1	

Electrical Accessories

75.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Complete LED, including LED reverse lights)	1	
76.	Altec Standard Amber LED Strobe Light with Brush Guard Post mounted behind the cab and front of body -Located on both the streetside and curbside	2	
77.	4-Corner Strobes, Amber, LED, Two (2) Surface Mounted Lights In Grille, Two (2) Round Lights At Rear	1	
78.	Directional Light Bar, Amber, LED, 42" Long	1	
79.	Remote Spot Light, LED, Permanent Mount with Wireless Dash Mounted Controls and Programmable Wireless Remote Post mounted in an Altec recommended location	1	
80.	Dual Tone Back-Up With Outrigger Motion Alarm	1	
81.	Ford Upfitter Switches (Supplied With Chassis)	1	
82.	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	
83.	Install Chassis (OEM) Supplied Backup Camera in Final Assembly	1	
84.	Install secondary stowage system.	1	
85.	Install Outrigger Interlock System	1	
86.	PTO Indicator Light Installed In Cab	1	

Finishing Details

87.	Powder Coat Unit Altec White	1	
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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
88.	Finish Paint Body Accessories Above Body Floor Altec White	1	
89.	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	
90.	Apply Non-Skid Coating to all walking surfaces	1	
91.	English Safety And Instructional Decals	1	
92.	Vehicle Height Placard - Installed In Cab	1	
93.	Placard, HVI-22 Hydraulic Oil	1	
94.	Dielectric test unit according to ANSI requirements.	1	
95.	Stability test unit according to ANSI requirements.	1	
96.	Non-Focus Factory Build	1	
97.	Delivery Of Completed Unit	1	
98.	Inbound Freight	1	
99.	AT37G FA Installation	1	
<u>Chassis</u>			
100.	Chassis	1	
101.	Altec Supplied Chassis	1	
102.	2018 Model Year	1	
103.	Ford F550	1	
104.	4x2	1	
105.	60 Clear CA (Round To Next Whole Number)	1	
106.	Regular Cab	1	

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
107.	Chassis Cab	1	
108.	XL Trim Package	1	
109.	Chassis Color - White	1	
110.	Chassis Wheelbase Length - 145	1	
111.	Ford Gas 6.8L	1	
112.	Ford Torqshift 6-Speed (6R140) Automatic Transmission (w/PTO Provision)	1	
113.	GVWR 19,500 LBS	1	
114.	7,500 LBS Front GAWR	1	
115.	14,706 LBS Rear GAWR	1	
116.	Hydraulic Brakes	1	
117.	Park Brake In Rear Wheels	1	
118.	Ford E/F250-550 Single Horizontal Right Side Exhaust	1	
119.	63C - Aft Axle Frame Extension	1	
120.	No Idle Engine Shut-Down Required	1	
121.	50-State Emissions	1	
122.	Ford 40 Gallon Fuel Tank (Rear)	1	
123.	AM/FM Radio	1	
124.	Bluetooth	1	
125.	Backup Camera, OEM Supplied	1	
126.	Keyless Entry	1	
127.	Power Door Locks	1	
128.	Power Windows	1	
129.	Tilt Steering Wheel	1	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
130.	Power Mirrors with Heated Glass	1	
131.	Snow Plow Package	1	

Additional Pricing

132.	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	99,554.00
Estimated Sales Tax Total	9,457.63
Total	109,011.63

Altec Industries, Inc.

BY _____

Laroy Jones

Notes:

1 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.

2 Altec Standard Warranty:

One (1) year parts warranty.

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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

3 Unless otherwise noted, all measurements used in this quote are based on a 40 inch (1016mm) chassis frame height and standard cab height for standard configurations.

4 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.

5 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.

6 Any payments made by credit card will incur a 3% convenience fee.

7 Delivery: 360 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.

8 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

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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.

- 9 This quotation is valid until 10/08/2018. After this date, please contact Altec Industries, Inc. for a possible extension.
- 10 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.
- 11 Please email Altec Capital at finance@altec.com or call 888-408-8148 for a lease quote today.
- 12 Please direct all questions to Albert Gutierrez at (951) 751-6498