

August 17, 2023  
Our 94th Year

**Ship To:**  
VILLAGE OF SKANEATELES  
ALTEC NEW YORK (SYRACUSE) SERVICE CENTER  
6883 HERMAN RD  
SYRACUSE, NY 13209  
US

**Bill To:**  
VILLAGE OF SKANEATELES  
46 E GENESEE STREET  
SKANEATELES, NY 13152  
United States

Attn: TOM POSELLA  
Phone:  
Email:

**Altec Quotation Number:** 1466437 - 1  
**Account Manager:** Jeff Smith  
**Technical Sales Rep:** Wesley Thomas Garner

<u>Item</u>	<u>Description</u>	<u>Qty</u>
	<u>Unit</u>	
1.	<p>Altec Model AT48M Articulating Telescopic Aerial Device with a fiberglass upper boom and fiberglass insulator in the articulating arm and proportional joystick upper controls. Built in accordance to ALTEC's standard specifications and to include the following features:</p> <ul style="list-style-type: none"> <li>A. Ground to Bottom of Platform Height: 47.5 feet at 6.7 feet from centerline of rotation (14.48 m at 2.04 m)</li> <li>B. Working Height: 52.5 feet (16.00 m)</li> <li>C. Maximum reach to edge of platform with Upper Boom Non- overcenter: 31.2 feet (at 21.9 feet platform height)</li> <li>D. Upper boom extension: 110 inches</li> <li>E. Continuous rotation</li> <li>F. Articulating Arm: Articulation is from -3 to 82 degrees. Insulator provides 19 inches of isolation.</li> <li>G. 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.</li> <li>H. Upper Boom: Articulation is from -25 to 85 degrees. The fiberglass section provides a minimum of 33.1 inches of isolation in the upper boom (when retracted and 64.6 inches when extended)</li> <li>I. Platform leveling is achieved by a hydraulic master-slave leveling system. This lifetime system is very low maintenance.</li> <li>J. The dielectrically tested, insulating upper control system includes the following boom tip components that can provide an additional layer of secondary electrical contact protection. Control Handle: 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. The handle also includes an interlock guard that reduces the potential for inadvertent boom operation. Auxiliary Control Covers: Non-tested blue silicon covers for auxiliary controls. Control Console: Non-tested non-metallic control console plate.</li> </ul>	1

<u>Item</u>	<u>Description</u>	<u>Qty</u>
	Boom Tip Covers: Non-tested non-metallic boom tip covers. The covers are not dielectrically tested, but they may provide some protection against electrical hazards.	
<b>K.</b>	Hydraulic system: Open center (full pressure), maximum flow 6 GPM, maximum operating pressure 3,000.	
<b>L.</b>	Dielectric rating: Category C, 46 kV and below	
<b>M.</b>	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.	
<b>N.</b>	Manuals: Two (2) Operator's and two (2) Maintenance/ Parts manuals containing instructional markings indicating hazards inherent in the operation of an aerial device.	
<b>O.</b>	Unit meets or exceeds ANSI 92.2 standards.	
2.	Pedestal	1
3.	Install Boom Mounted Components For Use With Manual Boom Securing System	1
4.	Single 1-Man Platform, Fiberglass, 24" x 30" x 42", End Mount, 180 Degree Rotation	1
5.	Platform Mounted Single Handle Controls	1
6.	Material Handling Jib/Winch, Hydraulically Articulating, Top Mounted, Round (ARM Jib)	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.	Hydraulic Tool Circuit at Platform: One set of quick disconnect couplings at the boom tip for open center tools.	1
11.	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
12.	Jib Stick, 36" L, non-extension, non certified, grey in color	1
13.	Slip Ring: Required for engine start/stop, secondary stowage system, and throttle control options	1
14.	Outriggers, Primary, Modified A-Frame, 30"-34" Chassis Height, Electric Interlock, No Valves On Legs, 112" Spread, Fixed Shoe (AT48M/ME/P/PE/S/SE)	1
15.	Auxiliary Vertical H Frame Outriggers with fixed shoe. For installation on a 30 to 34 inch chassis frame height.	1
<b>A.</b>	Maximum Spread: 87 inches to the outer edge of shoes	
<b>B.</b>	Outrigger Motion Alarms	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>
	C. Outrigger Interlocks: will not allow the unit to be operated until the outriggers have been at least partially deployed	
16.	Winch load line swivel hook	1
17.	Altec Unit Powder Painted White	1
<b><u>Unit &amp; Hydraulic Acc.</u></b>		
18.	Scuff Pad 24 x 30 With Step For Use With Platform Liner (U&H Acc)	1
19.	Subbase	1
20.	Electric Outrigger Controls for two (2) sets of outriggers, drive hydraulic outrigger control valves. Durable weather proof sealed electronic switches mounted in aluminum boxes located at the rear of the unit unless otherwise specified.	1
21.	Temperature Sight Gauge (FA Supplied)	1
22.	15 Gallon Reservoir, Rectangular	1
23.	HVI-22 Hydraulic Oil (Standard)	25
24.	Standard Pump For PTO	1
25.	Electric Shifted PTO	1
26.	Altec PTO/Transmission Functionality with Winch Recovery for Ford Automatic Transmissions: -When the PTO switch is on and engine RPM is under 1,000 RPM, the PTO will engage. -The chassis engine RPM will be limited to 1,500 RPM (default).	1
27.	Standard Parking Brake Machine Interlock: Parking (holding) brake must be set before machine is operable.	1
<b><u>Body</u></b>		
28.	Altec Body	1
29.	Steel Body	1
30.	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	

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<u>Item</u>	<u>Description</u>	<u>Qty</u>
31.	Smooth Galvanneal Steel Floor	1
32.	Low-Side General Service With Step (LGSS)	1
33.	Finish Paint Body Altec White	1
34.	Undercoat Body	1
35.	132" Estimated Body Length (Engineering To Determine Final Length)	1
36.	94" Body Width	1
37.	40" Body Compartment Height	1
38.	20" Body Compartment Depth	1
39.	5.5 Inch Drop-In Wood Cargo Retaining Board At Rear Of Body	1
40.	5.5 Inch Drop-In Wood Cargo Retaining Board At Top Of Side Access Step	1
41.	Adhesive Strip Lighting (LED) Around Top And Sides Of Compartment Door Facings	7
42.	Stainless Steel Rotary Paddle Latches With Keyed Locks	7
43.	All Locks Keyed Alike Including Accessories (Preferred Option)	1
44.	Standard Master Body Locking System	7
45.	Gas Prop Rigid Door Holders On All Vertical Doors	1
46.	Chains On All Horizontal Doors	1
47.	Two Chock Holders In Fender Panel On Streetside Of Body	1
48.	Hotstick Shelf Extending Full Length Of Body On Streetside	1
49.	Two Hotstick Brackets On Streetside	1
50.	Standard Drop-Down Hotstick Door For One (1) Shelf On Streetside, Stainless Steel Slam Paddle Latch With Keyed Lock	1
51.	1st Vertical (SS) - Adjustable Shelf With Removable Dividers On 4" Centers	3
52.	2nd Vertical (SS) - Adjustable Shelf With Removable Dividers On 4" Centers	3
53.	1st Horizontal (SS) - Fixed Shelf With Removable Dividers On 4 Inch Centers On Bottom of Compartment	1
54.	Rear Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2
55.	Rear Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	3
56.	Rear Vertical (SS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2
57.	1st Vertical (CS) - Adjustable Shelf With Removable Dividers On 4" Centers	3
58.	2nd Vertical (CS) - Gripstrut (Preferred) Access Steps w/ Two (2) Sloped Grab Handles,	1

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<u>Item</u>	<u>Description</u>	<u>Qty</u>
	Chain Storage (Keyed Lock)	
59.	1st Horizontal (CS) - Adjustable Shelf With Removable Dividers On 4" Centers	1
60.	1st Horizontal (CS) - Fixed Shelf With Removable Dividers On 4 Inch Centers On Bottom of Compartment	1
61.	Rear Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Left Wall	2
62.	Rear Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Rear Wall	3
63.	Rear Vertical (CS) - Locking Swivel Hooks On An Adjustable Rail - Right Wall	2
64.	29" L Steel Tailshelf, Width To Match Body	1
65.	Smooth Galvanneal Steel Tailshelf	1
66.	Steel Top Opening Storage Box, One (1) Gripstrut Lid, Gas Props, Hasp Lock, Handle Parallel To Ground And Centered (2 Handles for Boxes Greater Than 108")	1
	Details: RUBBER GOODS BOX -Locate CS on top of CS1H and CSRV -Open to cargo area -Match width of compartments -Match length of compartments -20" High -No dividers	
<b><u>Body and Chassis Accessories</u></b>		
67.	Set of Safety Chain Eye Bolts	1
68.	Combination 2 Ball (10,000 LB MGTW) and Rigid Pintle Hitch (16,000 LB MGTW with 3,000 LB MVL), 4-Bolt, Buyers BH82000	1
69.	ICC (Underride Protection) Bumper, Installed at Rear	1
70.	Driveaway Safety Kit	1
71.	Install Counterweight as Needed	1
72.	Rigid Step Mounted Beneath Side Access Steps (Installed To Extend Approx. 2" Outward)	1
73.	Boom Rest for a Telescopic Unit (Located in Cargo Area), Manual Boom Latch	1
74.	Manual Boom Stow Securing System Installed on Boom Rest	1
75.	Articulating Arm Rest for a Telescopic Unit	1
76.	Platform Rest, Rigid with Rubber Tube	1
77.	Wood Outrigger Pad 19.5 x 19.5 x 2.25 with Fluorescent Orange Steel Band Around The Outer Edges and Chain Handle	4

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<u>Item</u>	<u>Description</u>	<u>Qty</u>
78.	Outrigger Pad Holder, 20 L x 20 W x 3.5 H Fits 19.5 x 19.5 x 2.25 and Smaller Pads Bolt-On Bottom, Washout Holes with 3/4 Inch Lip Retainer, Steel	4
79.	Pendulum Retainers for Outrigger Pad Holders	4
80.	Wheel Chocks Rubber with Metal Hairpin Handle 9.75 L x 7.75 W x 5 H (Pair) (Altec Preferred)	1
81.	Mud Flaps with Altec Logo (Pair)	1
82.	Safety Harness and 4.5 Ft Lanyard (Fits Medium to Xlarge)	1
83.	Slope Indicator Assembly for Machine with Outrigger	1
84.	Vinyl Manual Pouch for Storage of All Operator and Parts Manuals	1

**Electrical Accessories**

85.	Compartment Lights Wired To Dash Mounted Master Switch	1
86.	Lights And Reflectors In Accordance With FMVSS 108 (Complete LED)	1
87.	Strobe Beacon Amber LED with Brush Guard (Standard) (Tecniq #K10-AAAD-1) Class II (Permit May Be Required) (Altec/Stock Preferred)	1
	Details: -Post Mounted CS, SS Front of Body	
88.	4-Corner Strobes, Amber, LED, Two (2) Surface Mounted Lights In Grille, Two (2) Round Lights At Rear, Class II (Permit May Be Required)	1
89.	Strobe Lights Wired Ignition Hot	1
90.	Remote Spot Light, LED, Permanent Mount, With Programmable Wireless Remote (Go-Light #20004)	1
	Details: -Locate outboard of CS posted mounted strobe	
91.	Dual Tone Backup Alarm With Outrigger Motion Alarm	1
92.	PTO Hour Meter, Digital, With 10 000 Hour Display	1
93.	Trailer Receptacle, 6-Way (Pin Type) Installed At Rear	1
94.	Altec Standard Trailer Plug Wiring	1
95.	Upfitter Switches, Ford (Supplied with Chassis)	1
96.	Power Distribution Module (PDM-6) is a compact self-contained electronic system that provides a standardized interface with the chassis electrical system. (Includes Operator's Manual)	1
97.	Install Outrigger Interlock System In Final Assembly	1
98.	Install Secondary Stowage and Remote Start/Stop System in Final Assembly	1

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<u>Item</u>	<u>Description</u>	<u>Qty</u>
99.	Heavy Duty Secondary Stowage Pump (Supplied By Final Assembly)	1
100.	PTO Indicator Light, Installed In Cab	1

**Finishing Details**

101.	Front and Rear Frame Mounted and Under Body Mounted Components (With the Exception of Rust Resistant Components) Will Be Painted Black DEPS 005 DEPS 095 (Includes Non OEM Front Bumpers and Cabguards)	1
102.	Powder Coat Unit Altec White	1
103.	Apply Non-Skid Coating (Black) to All Walking Surfaces DEPS 057	1
104.	Placard, Engine Block Heater	1
105.	Safety and Instructional Decals English	1
106.	Vehicle Height Placard Installed In Cab DEPS 002	1
107.	HVI-22 Hydraulic Oil Placard	1
108.	Dielectric Test Unit According to ANSI Requirements	1
109.	Stability Test Unit According to ANSI Requirements	1
110.	Focus Factory Build	1
111.	Delivery Of Completed Unit	1
112.	Inbound Freight	1
113.	As Built Electrical and Hydraulic Schematics to be Included In the Manual Pouch (Deps 024)	1
114.	Completed Test Forms To Be Included In The Manual Pouch: -Stability Test Form -Dielectric Test Form (For Insulated Units)	1

**Chassis**

115.	Altec Supplied Chassis	1
116.	Chassis	1
117.	2024 Model Year  Details: -2026	1
118.	Ford F550	1
119.	Dual Rear Wheel	1

<u>Item</u>	<u>Description</u>	<u>Qty</u>
120.	4x4	1
121.	Chassis Cab	1
122.	Regular Cab	1
123.	Chassis Color - White	1
124.	Collision Mitigation System	1
125.	Lane Departure Warning System	1
126.	AM/FM Radio	1
127.	Bluetooth	1
128.	Ford SYNC	1
129.	Block Heater	1
130.	Limited Slip Rear Axle	1
131.	Running Boards (Supplied By Chassis OEM)	1
132.	Trailer Brake Controller (Factory Installed)	1
133.	Side Mirrors, Power Adjusting, Manual Folding, Manual Telescoping with Heated Glass	1
134.	110VAC Outlet, OEM Supplied	1
135.	Air Conditioning	1
136.	Cruise Control	1
137.	Keyless Entry	1
138.	Power Door Locks	1
139.	Power Windows	1
140.	Tilt Steering Wheel	1
141.	84 Clear CA (Round To Next Whole Number)	1
142.	Chassis Wheelbase Length - 169	1
143.	GVWR 19,500 LBS	1
144.	7,500 LBS Front GAWR	1
145.	14,706 LBS Rear GAWR	1
146.	Spring Suspension	1
147.	Ford 6.7L Power Stroke Diesel	1
148.	Diesel	1

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<u>Item</u>	<u>Description</u>	<u>Qty</u>
149.	Ford Torqshift 10-Speed Automatic Transmission (w/PTO Provision)	1
150.	Ford 40 Gallon Fuel Tank (Rear)	1
151.	Ford 7.2 Gallon DEF Tank (Mid Mount)	1
152.	Ford E/F250-550 Single Horizontal Right Side Exhaust	1
153.	Clean Idle Certification	1
154.	CARB Compliant	1
155.	No Idle Engine Shut-Down Required	1
156.	Hydraulic Brakes	1
157.	Electronic Park Brake In Rear Wheels	1
158.	Dual Alternator (300 amp Minimum)	1
159.	63C - Aft Axle Frame Extension	1
160.	942 - Daytime Running Lamps (Non-Controllable)	1
161.	98R - Operator Commanded Regeneration (OCR)	1
162.	Vinyl Split Bench Seat	1

**Additional Pricing**

163.	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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**Miscellaneous**

164.	Ext Warranty, Travel, Labor, Material and Expense, 5 Year Total (4 Year Extended), Category 3	1
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**Altec Industries, Inc.**

BY \_\_\_\_\_

Wesley Thomas Garner

**Notes:**

1 Altec will make every effort to honor this quotation, subject to the following provisions. Prices for equipment

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with production start dates 12 months and beyond are budgetary only due to irregular cost inflation and market volatility. These prices will be reviewed based on market conditions and confirmed closer to the production date.

For a quoted chassis model year beyond the current open order bank, chassis model year, specifications and price should be considered estimates only and subject to change. Chassis model year, specifications and price will be reviewed and confirmed when specific model year information becomes available from the OEM.

- 2 Estimated Delivery: 24-26 months after receipt of order PROVIDING:
- A. Customer supplied chassis (if applicable) is received a minimum of sixty (60) days before scheduled delivery.
  - B. Customer approval drawings are returned by requested date.
  - C. Customer supplied accessories are received by date necessary for compliance with scheduled delivery.
  - D. Customer expectations are accurately captured prior to major components being ordered (body, chassis) and line set date. Unexpected additions or changes made after this time or at a customer inspection will delay the delivery of the vehicle.

Estimated Delivery is based on information at time of quote and is subject to change.

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.

- 3 This quotation is valid until SEP 17,2023. After this date, please contact Altec Industries, Inc. for a possible extension.

- 4 F.O.B. - Customer Site

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

- 6 FINANCING AVAILABLE: Please contact Altec Capital at (888) 408-8148 or email finance@altec.com for more information.

- 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 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.

- 9 Any payment made by a credit card may be subject to a surcharge fee.

- 10 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

11 Altec Extended Warranty Option:

An Altec Extended Warranty is an extension of Altec's Limited Warranty and protects you from the repair cost associated with defects of materials and workmanship after the standard Limited Warranty expires.

Altec offers many types of coverages and coverage packages. Ask your Altec account manager for details. Quotes are available upon request.

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 Trade-in offer is conditional upon equipment being maintained to DOT (Department of Transportation) operating and safety standards and remaining in compliance of DOT until arrival at an Altec Facility. This will include, but is not limited to engine, 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.

14 The final fully loaded weight of the truck and structural ratings of the hitch assembly may reduce the towing capacity and the vertical load capacity of the finished truck. These capacities may not match the ratings of the chassis or hitch.

15 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 with an item number 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 quote version sent to you. These options must be listed with an item number in the quotation for them to be supplied by Altec.

16 Altec values your data privacy. The Altec Family of Companies (including Altec, Inc., and its subsidiaries)

may collect telematics data from the equipment you own. Please review Altec's Equipment Data Privacy Notice on [www.altec.com](http://www.altec.com) for more information. By purchasing equipment from Altec, you consent to Altec's right to collect and use such data.

- 17 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.



Quote Number: 1466437  
 Opportunity Number: 23062914  
 Sourcewell Contract #: 110421-ALT  
 Date: 8.17.2023

Quoted for: Village of Skaneateles

Customer Contact: Tom Posella

Phone: / Email: 585.202.0224

Quoted by: Wesley Garner

Phone: / Email: 919.698.7493 wesley.garner@altec.com

Altec Account Manager: Jeff Smith

REFERENCE ALTEC MODEL		Sourcewell Price
AT41M	Articulating Telescopic Aerial Device with Material Handling Insulated, 41'	\$205,024

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT41M-US48M	Articulating telescopic Aerial Device with Material Handling (insulating lower arm) with 48' boom boom height (AT48M)	\$8,633
2	AT41M-AOR	Auxiliary Outriggers, Interlock, Wooden Pads / Holders (AT48M Class 5 application)	\$9,013
3	AT41M-AWD	All Wheel Drive	\$6,739
4			

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1			
2			
3			
4			
5			
6			
7			
8			
<b>SOURCEWELL OPTIONS TOTAL:</b>			\$229,409

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		\$0
2	UNIT & HYDRAULIC ACC		\$0
3	BODY	Altec Steel LGSS Body, includes rubber goods box and compartment lights	\$9,177
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL	GO-Light, Post Mounted CS Front of Body	\$933
6	FINISHING		\$0
7	CHASSIS	2026 Ford F550 4x4 Diesel, Includes Running Boards, Pwr Locks and Windows	-\$355
8	OTHER	2025 Altec Model Year Contract Price	-\$22,341
<b>OPEN MARKET OPTIONS TOTAL:</b>			-\$12,586

**SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$216,823**  
**Delivery to Customer: \$2,170**  
**Extended Warranty:**  
**FET:**  
**CA Doc/Admin/Tire Fees:**  
**Estimated Taxes (\_\_\_%):**  
**TOTAL FOR UNIT/BODY/CHASSIS: \$218,993**

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

1		Ext Warranty, Travel, Labor, Material and Expense, 5 Year Total (4 Year Extended),	\$7,474
2			
3			

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

**NOTES**

**PRICING:** Altec will make every effort to honor this quotation, subject to the following provisions. Prices for equipment with production start dates 12 months and beyond are budgetary only due to irregular cost inflation and market volatility. These prices will be reviewed based on market conditions and confirmed closer to the production date. Quotes and orders with chassis model year beyond the current open order bank, should be considered estimates only. Altec's turn-key pricing is subject to change in accordance with chassis pricing received from the OEM. Chassis model year, specifications and price will be reviewed and confirmed when specific model year information becomes available from the OEM and that chassis price difference will be passed through to the customer.

**PAINT COLOR:** White to match chassis, unless otherwise specified

**WARRANTY:** Standard Altec Warranty for Aerials and Derricks - One (1) year parts warranty One (1) year labor warranty Ninety (90)

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

**CHASSIS:** Per Altec Commercial Standard

**DELIVERY:** No later than 24-26 months 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:** Please ask your Altec Account Manager for more information

**BUILD LOCATION:** CREEDMOOR, NC