

Quoted for: City of Hallandale Beach  
 Altec Account Manager: Jenny Carlson

REFERENCE ALTEC MODEL		Sourcewell Price	Commercial List Price	Discount %
TA60	Articulating Telescopic Aerial Device with Material Handling (Insulated)	\$281,876	\$290,593	3%

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1				
2				
3				
4				

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	VCAM	Backup Camera System	\$1,313	\$1,354	3%
2	SPS	Scuff Pad with Step	\$400	\$417	4%
3					
4					
5					
6					
7					
8					
9					
10					
SOURCEWELL OPTIONS TOTAL:			\$283,589	\$292,364	3%

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		\$0
2	UNIT & HYDRAULIC ACC	Rigid Platform Cover	\$232
3	BODY	Altec MY Price Adjustment (Body)	\$1,918
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL		\$0
6	FINISHING	Gatorhyde Entire Cargo Area and Compartment Tops	\$6,414
7	CHASSIS	Altec MY Price Adjustment (Chassis)	\$513
8	OTHER	Altec MY Price Adjustment (Unit and Final Assembly)	-\$14,542
OPEN MARKET OPTIONS TOTAL:			-\$5,465

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$278,124.00  
 Delivery to Customer: \$6,154.00  
 Extended Warranty: \$12,794.00

TOTAL FOR UNIT/BODY/CHASSIS: \$297,072.00

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

1		Altec 8 Year Extended Warranty Travel, Labor, Material, Expense (Price Shown Above)	
2			
3			
4			

\*\*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 considered budgetary due to potential cost inflation, market volatility, and tariff implications. These prices will be reviewed based on market conditions and confirmed closer to the production date. Quotes and orders with chassis model years beyond the current open order bank are estimates only. Altec's turn-key pricing is subject to change based on 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 any chassis price difference, including adjustments for tariffs, 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) days

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

**CHASSIS:** Per Altec Commercial Standard

**DELIVERY:** TBD Based on availability, 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