



Quote Number: 1407944
 Opportunity Number: 23011928
 Sourcewell Contract #: 110421-ALT
 Date: 4/25/2023

Quoted for: Borough of Metuchen
 Customer Contact: Ralph Carchia
 Phone: / Email: (973) 978-5044

Quoted by: Emily Barneycastle
 Phone: / Email: 860-480-9515 / tom.polizos@altec.com
 Altec Account Manager: Tom Polizos

REFERENCE ALTEC MODEL		Sourcewell Price
LR860-E70	Overcenter Articulating Aerial Device (Insulated)	\$261,298

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1			
2			
3			
4			

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	SPOT6	Remote Spot Light, LED, Permanent Mount, With Wireless Dash Mounted Controls And Programmable Wireless Remote (Qty 2 - Install 1 on each side of cab guard)	\$2,132
2	UTS2	UTS2 - Hydraulic pole saw. Featuring fiberglass poles and automatic chain oiling. Dual-spool (will work on either an opencenter or closed center system) 15" bar 5' handle. No other lengthbar is available.	\$2,637
3	THS	TOOL HOSES. Second Set. 8' of 3/8" Non-Conductive Orange Hose with Clear Hose Guard on Both Ends. HTMA Couplers Installed Each End. One (1) set of Hoses Come with Vehicle when a Hydraulic Upper Tool is Ordered.	\$192
4			
5			
6			
7			
8			
SOURCEWELL OPTIONS TOTAL:			\$266,259

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		\$0
2	UNIT & HYDRAULIC ACC	Chainsaw Scabbard	\$211
3	BODY		\$0
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL	Go-Light Brush Guard (Qty 2)	\$1,249
6	FINISHING		\$0
7	CHASSIS	LR8-60E70 M2-106 4x2 Auto	\$0
8	OTHER	Altec Model Year Change	-\$30,805
OPEN MARKET OPTIONS TOTAL:			-\$29,345

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$236,914
Delivery to Customer: \$1,558
TOTAL FOR UNIT/BODY/CHASSIS: \$238,472

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

1			
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 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 24-28 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



33 Inverness Center Pkwy Telephone 270-699-1021
 Birmingham, AL 35242 www.altec.com

May 2, 2023

Sourcewell (formerly NJPA)
 Contract #110421-ALT
 Maturity Date: 12/27/2025

Borough of Metuchen,

Altec Industries, Inc. would like to provide additional information on our pricing through our Sourcewell contract. Sourcewell customers receive a discount off our standard Commercial List Prices.

Items that are on contract are priced at 3-5% below MSRP. Items that are not on contract are considered "Open Market" and are quoted in section B of the quote document. Open market items listed at '\$0' detail no changes in those quote sections.

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		\$0
2	UNIT & HYDRAULIC ACC	Chainsaw Scabbard	\$211
3	BODY		\$0
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL	Go-Light Brush Guard (Qty 2)	\$1,249
6	FINISHING		\$0
7	CHASSIS	LR8-60E70 M2-106 4x2 Auto	\$0
8	OTHER	Altec Model Year Change	-\$30,805
OPEN MARKET OPTIONS TOTAL:			-\$29,345

For the previously quoted specification, the current approved Sourcewell pricing (for full lead time) is as follows:



**Altec Industries Sourcewell Price List
 RFP 110421**

Item #	Item	Description	Code	Discount %	Commercial List Price	Sourcewell Price	Canadian Dollar (rate of 1.38)
66	LR860-E70	Overcenter Articulating Aerial Device (insulated)	LR860-E70	3%	\$269,379	\$261,298	\$352,752
315	ACCESSORY OPTIONS	Remote Spot Light, LED, Permanent Mount, With Wireless Dash Mounted Controls And Programmable Wireless Remote	SPOT6	3%	\$1,099	\$1,066	\$1,439
322	ACCESSORY OPTIONS	TOOL HOSES. Second Set. 8' of 3/8" Non-Conductive Orange Hose with Clear Hose Guard on Both Ends. HTMA Couplers Installed Each End. One (1) set of Hoses Come with Vehicle when a Hydraulic Upper Tool is Ordered.	THS	3%	\$198	\$192	\$260
380	TOOL OPTIONS	UTS2 - Hydraulic pole saw. Featuring fiberglass poles and automatic chain oiling. Dual-spool (will work on either an open or closed center system) 15' bar 75" handle. No other length bar is available.	UTS2	3%	\$2,775	\$2,637	\$3,227

By purchasing this LR860-E70 specification through Sourcewell, customers receive a 3% total discount off the MSRP value.

Best regards,

Brooklyn Russell
 Contract Specialist