



Quote Number: 1790725
 Opportunity Number: 25148881
 Sourcewell Contract #: 110421-ALT
 Date: 6/2/2025

Quoted for: City of Lompoc
 Altec Account Manager: Luke Cochran

REFERENCE ALTEC MODEL		Sourcewell Price
AT37G	Articulating Telescopic Aerial Device (Insulated)	\$161,317

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT37G-ISO	ISO boom - MUST QUOTE for 40' boom height (n/a on base model)	\$5,746
2	AT37G-US40	40' Boom Height (AT40-G) MUST quote ISO option	\$3,264
3	AT37G-AWD	All Wheel Drive	\$6,739
4			

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	JEMS-SE	JEMS SE Jobsite Anti-Idle and ePTO for Service Aerials. (Requires JEMS Connect Selection from "Connected Products")	\$32,177
2	JEMS-ACPC	JEMS 25ft Adapter Cord for 110-120VAC For Plug-In Charging	\$809
3	JEMS-S/SE-JC	JEMS S and SE Mobile/Jobsite Charge	\$5,535
4	JEMS-EOH	JEMS Engine-Off Heat	\$963
5	JEMS-EOAC	JEMS Engine-Off Air Conditioning	\$6,542
6	CONN-S-L	Single Connected with Lifetime access (eg JEMS Connect OR E-Series)	\$4,034
7	FE	POWER EQUIPMENT (Power Locks and Power Windows)	\$1,381
8	CH	Cone Holder, Fold Over Post Style	\$415
9	SKF	Spare Key Fob	\$347
10	VRC	12 Volt Receptacle (Cigarette Lighter Style), Weatherproof	\$419
11	VCAM	Backup Camera System	\$1,313
12	DLB1	Directional Light Bar Whelen Model# TANF85 LED Traffic Advisor	\$2,355
13	SPOT6	Remote Spot Light, LED, Permanent Mount, With Wireless Dash Mounted Controls And Programmable Wireless Remote	\$1,066
14			
15			
SOURCEWELL OPTIONS TOTAL:			\$234,420

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT	Extra Operator Manual & 15 Gallon Reservoir ILO Stock 7 gallons.	\$907
2	UNIT & HYDRAULIC ACC		\$0
3	BODY	Custom Altec Body	\$27,255
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL	Custom Spot Light	\$3,066
6	FINISHING		\$0
7	CHASSIS	Ford F550, 4x4 Crew Cab Diesel Chassis	\$24,716
8	OTHER		\$0
OPEN MARKET OPTIONS TOTAL:			\$55,944

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$290,364.00
Delivery to Customer: \$10,471.00
Estimated Taxes: \$23,955.03
CA Doc/Admin/Tire Fees: \$535.50

TOTAL FOR UNIT/BODY/CHASSIS: \$325,325.53

(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 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)

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