

Quoted for: City of Visalia
 Altec Account Manager: Rhawnie Kraak

REFERENCE ALTEC MODEL		Sourcewell Price	Commercial List Price	Discount %
AT41S	Articulating Telescopic Aerial Device (Non-Insulated AT41S)	\$227,323	\$234,353	3%

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT41S-US48	Articulating Telescopic Aerial Device (Non-Insulated AT48S)	\$13,456	\$13,872	3%
2					
3					
4					

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	LIC	CA Fee To Process Exempt License Plate Request	\$139	\$139	0%
2					
3					
4					
5					
6					
7					
8					
9					
10					
SOURCEWELL OPTIONS TOTAL:			\$240,918	\$248,365	3%

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		\$0
2	UNIT & HYDRAULIC ACC		\$0
3	BODY	Stock Body ILO Contract	-\$284
4	BODY & CHASSIS ACC		\$0
5	ELECTRICAL		\$0
6	FINISHING		\$0
7	CHASSIS	MY 2025 RAM 5500	-\$12,042
8	OTHER	Altec MY Price Adjustment	-\$8,864
OPEN MARKET OPTIONS TOTAL:			-\$21,190

Unit / Body / Chassis	\$ 219,728.00
Admin	\$ 80.00
Doc Fees	\$ 70.00
Estimated Sales Tax (8.5%)	\$ 18,689.63
CA Tire Tax	\$ 10.50
Delivery	\$ 10,775.00
Total	\$ 249,353.13

(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) 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