

City Manager's Office
City Council Agenda

To: The Honorable Mayor and City Council
From: Delton L. Farmer, Purchasing Manager
Date: January 26, 2018

Subject: Purchase of one (1) Altec DT65, 65' Digger Derrick and one (1) Altec Model AN67-E100-AWD Non-Overcenter Aerial Device with Elevator (Insulated) via NJPA contract #031014-ALT – Public Utility Equipment with Related Accessories and Supplies.

Summary of Requested Action: Based on the request from the Energy Resources Department, the above information and the attachments, it is our recommendation to make bid awards to Altec Industries, Incorporated per NJPA contract #031014-ALT as follow:

1. Purchase of one (1) Altec Model DT65, 65' Digger Derrick at a total cost of \$329,574.00.
2. Purchase of one (1) Altec Model AN67-E100, Non-Overcenter Aerial Device with Elevator (Insulated) at a total cost of \$386,348.00.

The total cost of the bid award to Altec Industries, Incorporated for both trucks is \$715,922.00.

Department Requesting Action: Energy Resources

Fund Account Number(s) to be used: This purchase will be paid for out of fund account number(s) 60090609-554200 - (HEAVY MOTORIZED EQUIPMENT), which has a balance of \$697,650.00 and 60090602-435300- (REPAIRS-VEHICLE), which has a balance of \$65,604.07.

Budgetary Impact: This purchase was included in this FY budget and there are sufficient funds for this purchase.

City Manager's Recommendation:

Recommend Approval. 2/6/18

INTEROFFICE MEMORANDUM
FINANCE DEPARTMENT

MEMORANDUM TO: Amy Staton, Director of Finance
FROM: *DLF* Delton L. Farmer, Purchasing Manager
DATE: January 26, 2018
SUBJECT: Purchase of one (1) Altec Model DT65, 65' Digger Derrick and one (1) Altec Model AN67-E100-AWD Non-Overcenter Aerial Device with Elevator (Insulated) via NJPA contract #031014-ALT – Public Utility Equipment with Related Accessories and Supplies.

The Energy Resources Department is requesting to make the following utility truck purchases based on a bid awarded by the National Joint Powers Alliance (NJPA). The National Joint Powers Alliance (NJPA) is a municipal contracting government agency that serves education and government agencies nationally through competitively bid and awarded contract purchasing solutions.

The Energy Resources Department is requesting to purchase the following two utility trucks from NJPA contract #031014-ALT-Public Utility Equipment with Related Accessories and Supplies:

1. One (1) Altec Model DT65, 65' Digger Derrick, and
2. One (1) Altec Model AN67-E100-AWD Non-Overcenter Aerial Device with Elevator (Insulated)

The following attachments show the competitive bid process that NJPA took to secure bids.

ATTACHMENT A shows the newspaper advertisements that were run in the Oregon's Daily Journal of Commerce (DJC), The Salt Lake Tribune and on the NJPA website for the bid opening on March 11, 2014.

ATTACHMENT B is the "Proposal Opening Witness" sheet which shows that the bids received on or before March 10, 2014 were opened on March 11, 2014. It also shows the criteria that was used to determine each Bidders responsiveness along with the names of the companies submitting a bid.

ATTACHMENT C is the "Regular Meeting & Retreat Minutes of the National Joint Powers Alliance" for the Board of Directors held on Wednesday & Thursday, April 9 & 10, 2014 approving award on RFP #031014 for Public Utility Equipment with Related Accessories, Supplies and Services to multiple vendors. This contract includes the Altec Model DT65, 65' Digger Derrick and the Altec Model AN67-E100-AWD Non-Overcenter Aerial Device with Elevator (Insulated) that the Energy Resources Department is requesting to purchase.

ATTACHMENT D-1 is the “Contract Acceptance and Award Agreement” between Altec Industries, Incorporated and NJPA showing that the contract starts on April 10, 2014 and continues for four (4) years through April 10, 2018.

ATTACHMENT D-2 the “Letter of Agreement to Extend the Contract” shows that the agreement between Altec Industries, Incorporated and NJPA has been extended for one additional year through April 10, 2019.

ATTACHMENT E-1 is a copy of the price quote submitted by Altec Industries, Incorporated for the Altec Model DT65, 65’ Digger Derrick at a base cost of \$298,698.00. “NJPA options” for the truck are provided at a cost of \$19,137.00 and “Open Market Items requested by the City” are provided at a cost of \$11,283.00. The total cost of the Altec Model DT65 is \$329,574.00, which includes the “NJPA option” cost, the “Open Market Items requested by the City” cost and a delivery cost of \$456.00.

ATTACHMENT E-2 is a copy of the price quote submitted by Altec Industries, Incorporated for the Altec Model AN67-E100-AWD, Non-Overcenter Aerial Device with Elevator (Insulated) at a base cost of \$341,635.00. “NJPA options on Contract (Unit)” for All Wheel Drive is provided at a cost of \$20,665.00 and “NJPA options on contract (General)” is provided at a cost of \$18,140.00. The “Open Market Items requested by the customer” is provided at a cost of \$3,508.00 and delivery of the truck at a cost of \$2,400.00. The total cost of the Altec Model AN67-E100 is \$386,348.00, which includes the “NJPA options on contract (Unit)”, the “NJPA options on contract (General)”, the “Open Market Items requested by the customer” and delivery.

Based on the request from the Energy Resources Department, the above information and the attachments, it is our recommendation to make bid awards to Altec Industries, Incorporated per NJPA contract #031014-ALT as follow:

1. Purchase of one (1) Altec Model DT65, 65’ Digger Derrick at a total cost of \$329,574.00.
2. Purchase of one (1) Altec Model AN67-E100, Non-Overcenter Aerial Device with Elevator (Insulated) at a total cost of \$386,348.00.

The total cost of the bid award to Altec Industries, Incorporated for both trucks is \$715,922.00.

The purchase will be paid for out of fund account number(s) 60090609-554200 - (HEAVY MOTORIZED EQUIPMENT), which has a balance of \$697,650.00 and 60090602-435300- (REPAIRS-VEHICLE), which has a balance of \$65,604.07.

A purchase order will be issued based upon City Council approval.

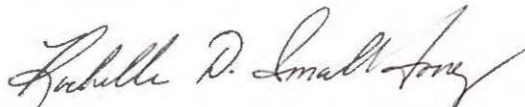
I concur with the above recommendation.



Rich Worsinger
Director of Energy Resources



Amy Staton
Director of Finance



Rochelle D. Small-Toney
City Manager

AFFIDAVIT OF PUBLICATION

DJC



921 S.W. Washington St. Suite 210 / Portland, OR 97205-2810
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, Kristine Humphries, being first duly sworn, depose and say that I am a Production Manager of the Daily Journal of Commerce, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Public Utility Equipment with Related Accessories, Supplies & Services
National Joint Powers Alliance; Bid Location Staples, MN, Todd County; Due 03/10/2014 at 04:30 PM**

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

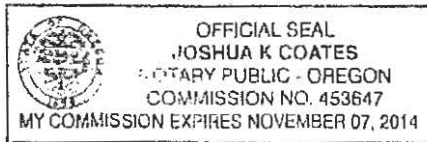
1/27/2014

State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME
ON THE 14th DAY OF May, 2014

Kristine Humphries

Notary Public-State of Oregon



**NATIONAL JOINT POWERS ALLIANCE@
PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES AND SERVICES**

Proposals due 4:30 pm, Mar. 10
REQUEST FOR PROPOSALS

The National Joint Powers Alliance@ (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, Tribal Government, and all other Public Agencies located nationally in all fifty states, Canada, and Internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES AND SERVICES.

Details of this RFP are available beginning January 27, 2014 and continuing until March 3, 2014. Details may be obtained by letter of request to Maureen Knight, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 10, 2014 at 4:30 p.m. Central Standard Time at the above address and opened March 11, 2014 at 8:00 A.M. Central Standard Time. Please see who this pertains to here: <http://www.njpacoop.org/oregon-advertising>
Published Jan. 27, 2014. 10484475

Ginger Line
National Joint Powers Alliance
PO Box 219
Staples, MN 56479-0219

Order No.: 10484475
Client Reference No:

4770 S. 5600 W.
P.O. BOX 704005
WEST VALLEY CITY, UTAH 84170
FED.TAX I.D.# 87-0217663
801-204-6910

The Salt Lake Tribune
www.sltrib.com

MEDIAOne
A NEWSPAPER AGENCY COMPANY
www.mediaone.com

Deseret News
www.deseretnews.com

Attachment A

PROOF OF PUBLICATION

CUSTOMER'S COPY

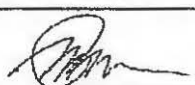
CUSTOMER NAME AND ADDRESS	ACCOUNT NUMBER	DATE
NATIONAL JOINT POWERS ALLIANCE, ACCOUNTS PAYABLE PO BOX 219 STAPLES MN 56479	9001496962	1/27/2014

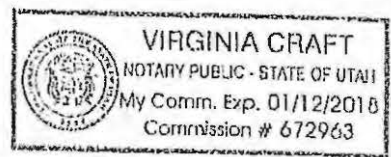
ACCOUNT NAME	
NATIONAL JOINT POWERS ALLIANCE,	
TELEPHONE	AD ORDER / INVOICE NUMBER
2188945483	0000934745 /
SCHEDULE	
Start 01/27/2014	End 01/27/2014
CLASSIFICATION	
Equipment & Accessories	
CAPTION	
NOTICE TO CONTRACTORS The National Joint Powers Alliance (NJPA), on behalf of NJPA &	
SIZE	
36 Lines	1.00 COLUMN
TIMES	RATE
2	
MISC CHARGES	AD CHARGES
TOTAL COST	
61.88	

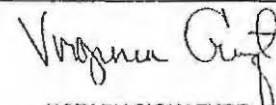
NOTICE TO CONTRACTORS
The National Joint Powers Alliance (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K-12 Education, Non-Profit, Tribal Government, and all other Public Agencies located nationally in all fifty states, Canada, and Internationally, issues this Request For Proposal (RFP) to solicit for the procurement of PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning January 27, 2014 and continuing until March 3, 2014. Details may be obtained by Toller of request to Raouan Knight, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at rpk@njpacorp.org. Proposals will be received until March 10, 2014 at 4:30 p.m. Central Standard Time at the above address and opened March 11, 2014 at 8:00 A.M. Central Standard Time. UTAH 934745

AFFIDAVIT OF PUBLICATION

AS NEWSPAPER AGENCY COMPANY, LLC dba MEDIAONE OF UTAH LEGAL BOOKER, I CERTIFY THAT THE ATTACHED ADVERTISEMENT OF NOTICE TO CONTRACTORS The National Joint Powers Alliance (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, etc FOR NATIONAL JOINT POWERS ALLIANCE, WAS PUBLISHED BY THE NEWSPAPER AGENCY COMPANY, LLC dba MEDIAONE OF UTAH, AGENT FOR THE SALT LAKE TRIBUNE AND DESERET NEWS, DAILY NEWSPAPERS PRINTED IN THE ENGLISH LANGUAGE WITH GENERAL CIRCULATION IN UTAH, AND PUBLISHED IN SALT LAKE CITY, SALT LAKE COUNTY IN THE STATE OF UTAH. NOTICE IS ALSO POSTED ON UTAHLEGALS.COM ON THE SAME DAY AS THE FIRST NEWSPAPER PUBLICATION DATE AND REMAINS ON UTAHLEGALS.COM INDEFINATELY. COMPLIES WITH UTAH DIGITAL SIGNATURE ACT UTAH CODE 46-2-101; 46-3-104.


PUBLISHED ON Start 01/27/2014 End 01/27/2014
SIGNATURE 
DATE 1/27/2014




NOTARY SIGNATURE

THIS IS NOT A STATEMENT BUT A "PROOF OF PUBLICATION"
PLEASE PAY FROM BILLING STATEMENT

Bid Information for 031014

Bid Number	031014	Description	Public Utility Equipment with Related Accessories and Supplies
Published By	National Joint Powers Alliance	Bid Type	Open to all suppliers
Contract Type	RFP	Value Range	Not Applicable
Published Date	01/27, 2014	Closing Date	03/10/2014 04:30:00 PM CT
NOI	Not Applicable	NDA Requirement	No
Site Meetings	N/A		
Accept questions	 Decline:		

Bid Document Contents

No Bid Document Selected

Bid Advertisement



Public Utility Equipment with Related Accessories and Supplies

031014

Closing Date: 03/10/2014 4:30:00 PM CT

Detail:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education Non-Profit, Tribal Government, and all other Public Agencies located nationally in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

Details of this RFP are available beginning January 27, 2014 and continuing until March 3, 2014.

Details may be obtained by letter of request to Maureen Knight, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacocp.org.

Proposals will be received until **March 10, 2014 at 4:30 p.m.** Central Standard Time at the above address and opened March 11, 2014 at 8:00 A.M. Central Standard Time

Attachment A



National Joint Powers Alliance®

www.njpacoop.org

200 First Street NE
Staples, MN 56479

Proposal Opening Witness

Date of opening: March 11, 2014

The witnesses signed below hereby witness they were present on the above date and in witness of the public opening of all responses received to the Request For Proposal #031014 for the procurement of PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES by NJPA and NJPA Members.

Proposals are evaluated first on responsiveness then on the other criteria included in the RFP. Responsiveness consists of the following criteria:

1. Was the response received prior to the deadline of submission?
2. Was the response properly packaged and addressed?
3. Did the response contain the proper bid bond?
4. Did the response include documents with original signatures that were required?

Responses were received from the following:

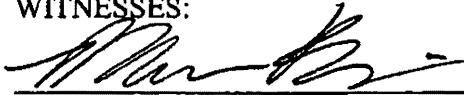
- * Altec Industries, Inc. – received 2/17/14 at 11:19am*
Bidder deemed responsive
- Aries, Industries, Inc. – received 3/7/14 at 1:44pm
Bidder deemed responsive
- Bandit Industries, Inc. – received 3/7/14 at 12:05pm
Bidder deemed responsive
- Ditch Witch (The Charles Machine Works Inc.) – received 3/4/14 at 1:31pm
Bidder deemed responsive
- Felling Trailers, Inc. – received 3/10/14 at 12:03pm
Bidder deemed responsive
- Gradall Industries, Inc. – received 3/5/14 at 11:26am
Bidder deemed responsive
- Hol-Mac Corporation – received 3/7/14 at 12:06pm
Bidder deemed responsive
- J & J Truck Bodies & Trailers (Somerset Welding & Steel Inc.) - received 3/10/14 at 8:38am
Bidder deemed non-responsive
Nothing on electronic copy
- Ken's Truck Repair, Inc. – received 3/10/14 at 11:28am
Bidder deemed responsive
- Northrup Grumman – received 3/7/14 at 1:44pm
Bidder deemed responsive
- Nu-Life Environmental, Inc. – received 3/5/14 at 11:26am
Bidder deemed responsive
- Progressive Innovations LLC – received 3/10/14 at 2:57pm
Bidder deemed responsive
- Thompson Pump & Manufacturing Co., Inc. – received 3/5/14 at 12:34pm
Bidder deemed responsive
- Venture Products, Inc. – received 3/6/14 at 1:36pm
Bidder deemed responsive



www.njpacoop.org

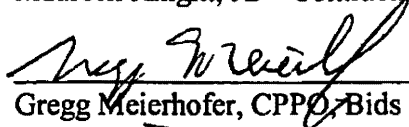
200 First Street NE
Staples, MN 56479

WITNESSES:



Maureen Knight, JD - Contracts and Compliance Manager, NJPA

3/11/14



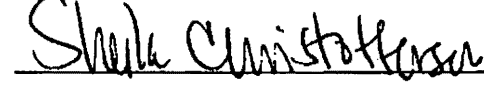
Gregg Meierhofer, CPPO, Bids and Contracts Officer, NJPA

3/11/04



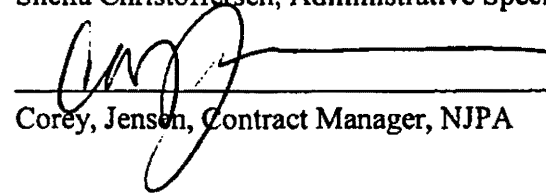
Tracy Plinske, Contracts Specialist, NJPA

3/11/14



Sheila Christoffersen, Administrative Specialist, NJPA

3/11/14



Corey, Jensen, Contract Manager, NJPA

3/11/14



Regular Meeting & Retreat Minutes of the
NATIONAL JOINT POWERS ALLIANCE®
Board of Directors
Wednesday & Thursday, April 9 & 10, 2014
Grandview Lodge, Lake Margaret Room
23611 Woodward Ave, Nisswa, MN 56468

Chair Wolden called the retreat to order at 8:30 p.m. with the following members present: Brian Lehman, Mike Wilson, Wayne Wolden, Mary Freeman, Scott Veronen, Randy Pepin, Mike Domin, and Barb Neprud. Also present were Chad Coquette, Susan Nanik, Paul Drange, Diana Pihlaja, Mike Hajek, Misty Myers, Maureen Knight, Jeremy Schwartz, Anna Gruber, David Jessop, Michael Wegscheid, Rynell Schock, and Deb Cervantez, NJPA staff.

Dr. Coquette reviewed the agenda for Thursday's discussion and took general questions and comments.

Mr. Domin left the meeting.

The retreat was recessed at 9:15 p.m. The retreat resumed at 8:00 a.m.

Dr. Coquette reviewed the organizational structure and strategic framework.

Ms. Myers reviewed the roles of legal and the legal departments plan for FY 2014-2015.

Mr. Hajek discussed Contract Purchasing/Bids and Contracts/Marketing for FY2014-2015.

Mr. Schwartz reviewed the direction of Contract Purchasing and strategic plans for FY 2014-2015.

Ms. Knight discussed the Bids and Contracts Department including strategic plans for FY 2014-2015.

Mr. Drange reported on the Crow Wing County Family Services Collaborative, Low Incidence, and Innovation Funding.

Ms. Schock reviewed the direction of the Education Solutions Department as well as strategic plans for FY 2014-2015.

Ms. Gruber discussed the direction of the Cities and Counties program as well as strategic plans for FY 2014-2015.

Ms. Nanik reported on Human Resources and Facilities as well as strategic plans for FY 2014-2015.

Mr. Wegscheid reviewed the direction of the Technology department as well as strategic plans for FY 2014-2015.

Lunch was served.

Mr. Jessop reviewed the direction of the Risk Management Department as well as strategic plans for FY 2014-2015.

Ms. Pihlaja presented the draft budget for FY 2014-2015.

Dr. Coauette presented the Personnel Committee Recommendations.

Chair Wolden called the Regular Board meeting to order at 2:47 p.m. with the following members present: Brian Lehman, Mike Wilson, Wayne Wolden, Mary Freeman, Scott Veronen, Randy Pepin, and Barb Neprud. Also present were Chad Coauette, Susan Nanik, Paul Drange, Diana Pihlaja, Mike Hajek, Misty Myers, Maureen Knight, Jeremy Schwartz, and Deb Cervantez, NJPA staff.

Ms. Neprud moved, seconded by Mr. Pepin to accept the agenda as amended. Motion carried.

Ms. Freeman moved, seconded by Mr. Wolden to accept the minutes of the Regular Board Meeting held on March 18, 2014. Motion carried.

Ms. Pihlaja presented the monthly Financial Reports.

Mr. Pepin moved, seconded by Mr. Wilson to approve the check register and Treasurer's Report of Cash, Revenues, and Expenditures and to pay all vendor disbursements #81171 to #81342. Motion carried.

Mr. Pepin moved, seconded by Ms. Neprud to approve all Wire Transfers #260 to #281. Motion carried.

Ms. Neprud moved, seconded by Mr. Lehman to accept the Consent Agenda as follows:

- Updated Membership Agreements Members added March 1-31, 2014
- Approve Authorization to Re-Bid:
 - Food Service Distribution
- ✱ Approve Bid Evaluation Committee's Recommendation to Award RFP #031014 for Public Utility Equipment with Related Accessories, Supplies and Services to:
 - ✱ ○ Altec Industries 031014
 - Bandit Industries, Inc. 031014
 - Hol-Mac Corporation 031014
 - The Charles Machine Works Inc. (Ditch Witch) 031014
 - Felling Trailers, Inc 031014
 - Gradall Industries, Inc 031014
 - Northrup Grumman 031014
 - Thompson Pump & Manufacturing, Inc. 031014
- Approve Bid Evaluation Committee's Recommendation to Award RFP #032414 for Group Basic and Voluntary Employee Benefit Products and Services to:
 - Colonial Life & Accident Ins. Co. 032414
- Approve Bid Evaluation Committee's Recommendation to Award RFP #011714 for Fire Trucks and Fire Apparatus with Related Accessories and Supplies to:
 - Rosenbauer South Dakota, LLC 011714
 - Rosenbauer Minnesota, LLC 011714
 - Braun Industries, Inc. 011714
 - Smeal Fire Apparatus 011714
- Approve Renewal of Agreements with
 - Shred-It 020613
 - PPG 022411
 - Continental Flooring 021412
 - Milliken 022712
 - Mitel 022712



Contract Acceptance and Award

(To be completed only by NJPA)

NJPA Public Utilities Equipment with related accessories & supplies

ALTEC Industries, Inc.
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be May 1st, 20 14 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: [Signature] Chad Coquette
NJPA Executive Director (Name printed or typed)

Awarded this 10 day of April, 20 14 NJPA Contract Number # 031014-ALT

NJPA Authorized signature: [Signature] Scott Veronen
NJPA Board Member (Name printed or typed)

Executed this 10 day of April, 20 14 NJPA Contract Number # 031014-ALT

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name ALTEC Industries, Inc.

Vendor Authorized signature: Cullen Bull Cullen Bull
Title: New Equipment Sales - Strategic Accounts (Name printed or typed)

Executed this 10th day of April, 20 14 NJPA Contract Number # 031014-ALT

**Letter of Agreement
to Extend the Contract**

Between

Altec Industries, Inc. (Vendor)
33 Inverness Center Parkway, Suite 110
Birmingham, AL 35242

and

National Joint Powers Alliance® (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930

The Vendor and NJPA have entered into an Agreement (Contract #031014-ALT) for the procurement of Public Utility Equipment with Related Accessories and Supplies. This Agreement has an expiration date of April 10, 2018, but the parties may extend the Agreement for one additional year by mutual consent.

The parties acknowledge that extending the Agreement for another year benefits the Vendor, NJPA and NJPA's Members. The Vendor and NJPA therefore agree to extend the Agreement listed above for a fifth year. This existing Agreement will terminate on April 10, 2019. All other terms and conditions of the Agreement remain in force.

National Joint Powers Alliance® (NJPA)

By: , Its: **Director of Cooperative
Contracts & Procurement/CPO**

Name printed or typed: Jeremy Schwartz

Date 4-21-17

Altec Industries, Inc.

By: Riley J Browne
Digitally signed by Riley J Browne
DN: cn = Riley J Browne, o = US O = Altec Industries, Inc.
Date: 2017.04.20 16:42:18 -0500, Its: **Contract Specialist**

Name printed or typed: Riley Browne

Date 4-20-2017



Opportunity Number: 805641
 Quotation Number: 406081
 NJPA Contract #: 031014-ALT
 Date: 1/11/2018

Quoted for: City of Rocky Mount, North Carolina
 Customer Contact:
 Phone: /Fax: /Email:

Quoted by: Melissa Fuller
 Phone: 540-966-2983 /Email: melissa.fuller@altec.com
 Altec Account Manager: Brian Carnahan

REFERENCE ALTEC MODEL

DT65	65' Digger Derrick	\$298,698
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(A.) NJPA OPTIONS ON CONTRACT (Unit)

1			
2			
3			
4			
5			
6			

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	SPOT3	FOUR (4) POINT STROBE SYSTEM (Recessed, LED)	\$477
2	MHW35	Hydraulic Winch With Tool Boxes And RH Extended Shaft. Includes 150' of 3/4	\$15,984
3	DP	Dica Pads and Pad Holder - 24" x 24" x 1", With Rope Handle (Pair)	\$615
4	DP	Dica Pads and Pad Holder - 24" x 24" x 1", With Rope Handle (Pair)	\$615
5	UHT	UHT - Hydraulic tamp. With kidney-shaped head used for back-filling a pole hole.	\$1,446
6			
7			
8			

19,137.00

NJPA OPTIONS TOTAL: \$317,835

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC	2/3 Sheave Block	\$3,801
3	BODY		
4	BODY & CHASSIS ACC	Custom Steps, Removable Retainers, Digger Drip Pan, Frame Rail Storage	\$1,700
5	ELECTRICAL	Underbody LED Lighting, Cargo Mounted LED Flood Lights, Grounding System	\$3,304
6	FINISHING	DOT Certification	\$140
7	CHASSIS	Custom Chassis ILO Contract Stock Chassis	\$2,338
8	OTHER		

OPEN MARKET OPTIONS TOTAL: \$11,283

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$329,118

Delivery to Customer: \$456

TOTAL FOR UNIT/BODY/CHASSIS: \$329,574

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

1			
2			
3			
4			

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

NOTES

- PAINT COLOR:** White to match chassis, unless otherwise specified
- WARRANTY:** Standard Altec Warranty - One (1) year parts warranty One (1) year labor warranty Ninety (90) days warranty for travel charges (Mobile Service) Limited Lifetime Structural Warranty. Chassis to include standard warranty, per the manufacturer. (Parts only warranty on mounted equipment for overseas customers)
- TO ORDER:** To order, please contact the Altec Inside Sales Representative listed above.
- CHASSIS:** Per Altec Commercial Standard
- DELIVERY:** No later than 300-330 days 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:** Equipment trades must be received in operational condition (as initial inspection) and DOT compliant at the time of pick-up. Failure to comply with these requirements, may result in customer bill-back repairs.
- BUILD LOCATION: Roanoke, VA**



Opportunity Number: 805642
 Quotation Number: 406083
 NJPA Contract #: 031014-ALT
 Date: 1/11/2018

Quoted for: City of Rocky Mount
 Customer Contact:
 Phone: /Fax: /Email:

Quoted by: Chad Sprague
 Phone: /Fax: /Email: 816-236-1276 chad.sprague@altec.com
 Altec Account Manager: Brian Carnahan

REFERENCE ALTEC MODEL

* AN67-E100 *	Non-Overcenter Aerial Device with Elevator (Insulated)	\$341,635
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(A.) NJPA OPTIONS ON CONTRACT (Unit)

1	AN67-E100-AWD	All Wheel Drive	\$20,665
2			
3			
4			
5			
6			

(A1.) NJPA OPTIONS ON CONTRACT (General)

1	MHW35	Braden PD35 Bumper Package, 35,000 LB Planetary Gear Single-Speed	\$15,984
2	DP	Dica Pads and Pad Holder - 24" x 24" x 1", With Rope Handle (Pair)	\$615
3	DP	Dica Pads and Pad Holder - 24" x 24" x 1", With Rope Handle (Pair)	\$615
4	SPOT3	FOUR (4) POINT STROBE SYSTEM (Recessed, LED)	\$477
5	SPOT2	Two (2) LED spot lights	\$449
6			
7			
8			

18,140.00

NJPA OPTIONS TOTAL: \$380,440

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC		
3	BODY		
4	BODY & CHASSIS ACC	Horizontal storage boxes on SS of flatbed, additional compartment accessories	\$2,315
5	ELECTRICAL	Six (6) 13"L LED undercarriage waterproof lights, grounding system	\$1,193
6	FINISHING		
7	CHASSIS		
8	OTHER		

OPEN MARKET OPTIONS TOTAL: \$3,508

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$383,948
 Delivery to Customer: \$2,400
TOTAL FOR UNIT/BODY/CHASSIS: \$386,348

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

1			
2			
3			
4			

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

NOTES

PAINT COLOR: White to match chassis, unless otherwise specified
WARRANTY: Standard Altec Warranty - One (1) year parts warranty One (1) year labor warranty Ninety (90) days warranty for travel charges (Mobile Service) Limited Lifetime Structural Warranty. Chassis to include standard warranty, per the manufacturer. (Parts only warranty on mounted equipment for overseas customers)
TO ORDER: To order, please contact the Altec Inside Sales Representative listed above.
CHASSIS: Per Altec Commercial Standard
DELIVERY: No later than 300-330 days 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: Equipment trades must be received in operational condition (as initial inspection) and DOT compliant at the time of pick-up. Failure to comply with these requirements, may result in customer bill-back repairs.
BUILD LOCATION: St. Joseph, MO