



Quote Number 1553499-1
 Opportunity Number
 Sourcwell Contract #: 110421-ALT
 Date: 8/21/2024

Quoted for: City of Eustis
 Customer Contact:
 Phone: / Email:
 Quoted by: Britton Elmore
 Phone: / Email: Paul Hinson@altec.com
 Altec Account Manager: Paul Hinson

REFERENCE ALTEC MODEL		Sourcwell Price
AT335	Articulating Telescopic Aerial Device (Non-Insulated)	\$160,134

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1		
2		
3		
4		

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
SOURCEWELL OPTIONS TOTAL:		\$160,134

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT	\$0
2	UNIT & HYDRAULIC ACC	\$0
3	BODY	\$0
4	BODY & CHASSIS ACC	\$0
5	ELECTRICAL	\$0
6	FINISHING	\$0
7	CHASSIS	-\$18,218
8	OTHER	From 2027 Ford to 2024 Ford
OPEN MARKET OPTIONS TOTAL:		-\$31,695

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$128,539.00
 Delivery to Customer: \$3,243.00
 Estimated Taxes (Delivery non-taxable):
 FET:
 CA Doc/Admin/Tire Fees:
 Extended Warranty:

TOTAL FOR UNIT/BODY/CHASSIS: \$131,782.00

*Will have City
 Has C Herrera*

(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 book, 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) days

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

CHASSIS: Per Altec Commercial Standard

DELIVERY: No later than _____ 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:

[Back to Aerial Devices](#)

SHARE



AT335

Articulating Telescopic Aerial Device

The AT335 is a versatile non-insulating aerial truck developed for the telecommunications and cable industry with updated features to help maximize productivity and efficiency. The updated controls improve ergonomics, enhance unit speed, and provide more meterability. Built-in storage and multiple power options at the platform help increase efficiency at the jobsite. With updated structures, the cargo space is optimized for storage and the aerial unit offers best-in-class side reach to help operators effectively reach their work. Choose from a variety of possibilities, including a 180 degree platform rotator, to suit your crew's preferences. The AT335 is perfect for the growing and evolving telecom market.

[Request a Quote](#)
[Specifications](#)
[Photos/Videos](#)

General Specifications:

Ground to Bottom of Platform*:	35.7 ft (10.9 m)
Maximum Side Reach:	27.2 ft (8.3 m)
Boom Articulation (Lower Boom):	-22 to 74°
Rotation:	370° Non-Continuous

[Download Spec Sheet](#)

Standard Features:

- Telescopic Articulating Non-Insulating Aerial Device
- Hydraulically Extended Boom
- Single Handed Variable Speed Ergonomic Upper Controls
- Push-Button Pendant Lower Controls
- Non-Continuous 370° Rotation
- End-Mounted Platform 26 x 26 x 42 in (660.4 x 660.4 x 1066.8 mm)
- Hydraulic Platform Leveling
- Platform Capacity up to 400 lb
- Engine Start/Stop at Upper and Lower Controls
- Manual Lowering Valve
- 120 VAC Circuit in Boom with GFI Protected Outlet at Platform
- Storage Area at Platform with 12V AC Power Outlet



Quote Number: 1553499 - 1
Altec, Inc.

August 20, 2024
Our 95th Year

Ship To:

CITY OF EUSTIS
400 MORIN ST
EUSTIS, FL 32726

Bill To:

CITY OF EUSTIS
400 MORIN ST
EUSTIS, FL 32726

Altec Sales Order: 7736629
Altec Quotation Number: 1553499 - 1
Run Number: 1402325
Account Manager:
Technical Sales Rep: Britton Elmore
Reference WO: -
Customer Inspection:
Customer Truck Number:

X7 Discrete Job: 1021713296
X7 Configured Item: 000000000-35132909
Quantity: 1
X4 Discrete Job: 1021838636
X4 Configured Item: 000054005-35132905
System Engineer: Robert Bush
Structural Engineer: Glen Henning
Line Set Date: 11/01/2023

<u>Item</u>	<u>Description</u>	<u>Qty</u>
	<u>Unit</u>	
1.	AT335 Unit Model	1
2.	AT335 Hydraulic Level End Mount Platform (Platform Capacity, 400 LBS)	1
3.	Dual Strobe Beacons, Amber LED With Brush Guard, Mounted On Unit Riser	1
4.	Poly Hydraulic Reservoir, Mounted Inside Pedestal, 7 Gallon (Includes Sight Gauge)	1
5.	Post Mount Formed Pedestal	1
6.	Single, One-Man, End-Mounted Platform With Door and Toe Space, 26 X 26 X 42	1
7.	Platform Cover, Vinyl, Over-Sized to Cover Unit Controls	1
8.	12V Outlet at Platform	1
9.	110 VAC installed at boom tip. A non-GFCI duplex receptacle connected to a ground fault protected circuit with hinged weather-resistant cover.	1
10.	Variable Speed, Single Hand Paddle Switch Control System	1
11.	Manual lowering valve located at the boomtip. For use in emergency situations to allow the operator to lower the boom to the ground	1



<u>Item</u>	<u>Description</u>	<u>Qty</u>
12.	Engine Start/Stop At Upper And Lower Controls	1
13.	Powder coat unit Altec White.	1
<u>Unit and Hydraulic Acc.</u>		
14.	HVI-22 Hydraulic Oil (Standard).	9
15.	Standard Pump For PTO	1
16.	Hot shift PTO for automatic transmission	1
<u>Body</u>		
17.	108 inch Universal Small aerial body for a 60 inch CA chassis with 38 inch long Side access Tailshelf to meet the following Specifications:	1
A.	Basic body fabricated from a40 grade 100% zinc alloy coated steel	
B.	All doors are full, double paneled, self-sealed with built-in drainage.	
C.	Stainless steel hinge rods extend full length of door.	
D.	Door hinges are zinc alloy material attached with rivets	
E.	All doors contain stainless steel, flush mounted, paddle activated rotary style latches with two-stage locking, including keyed locks and adjustable strikers.	
F.	Heavy-gauge welded steel frame construction with smooth galvaneal floor.	
G.	Possible contact edges are folded for safety.	
H.	Door header drip rail at top for maximum weather protection.	
I.	Neoprene or rolled fenders on wheel fender panels.	
J.	Steel treated for improved primer bond and rust resistance.	
K.	Automotive type non-porous door seals fastened to the door facing.	
L.	108 inch body length	
M.	40 inch body height	
N.	94 inch body width	
O.	20 inch body compartment depth	
P.	Finish paint body Altec White at body manufacturer.	
Q.	Automotive underseal applied to body.	
R.	No treadplate on compartment tops	
S.	6 inch tall wooden tailboard installed at the rear of body cargo area	
T.	Adhesive strip lighting (LED) around top and sides of compartment door facings	
U.	Stainless steel rotary paddle latch with lock	
V.	Master body locking System	
W.	Gas shock type rigid door holders for vertical doors	
X.	Chains on horizontal doors	
Y.	One (1) double-capacity chock holder on curbside of body with retaining lip in fender panel	
Z.	B-line channel installed in compartments and front body understructure.	
AA.	1st vertical streetside (LH) - Two (2) adjustable shelves With Removable dividers on 4 inch centers	
AB.	1st horizontal streetside (LH) - One (1) adjustable shelf With Removable dividers on 4 inch centers	



<u>Item</u>	<u>Description</u>	<u>Qty</u>
AC.	Rear vertical streetside (LH) - One (1) adjustable shelf With Removable dividers on 4 inch centers	
AD.	Rear vertical streetside (LH) - Six (6) adjustable locking swivel hooks (1-4-1)	
AE.	1st vertical curbside (RH) - Inverter storage inside of body compartment With guard and provisions for Remote GFCI Receptacle (Mounted on Top shelf Unless otherwise specified)	
AF.	1st vertical curbside (RH) - Louvered panel on Rear Wall To ventilate compartment	
AG.	1st vertical curbside (RH) - One (1) adjustable shelf With no dividers	
AH.	1st horizontal curbside (RH) - One (1) adjustable shelf With adjustable dividers on 4 inch centers	
AI.	1st horizontal curbside (RH) - Fixed shelf With Removable dividers on 4 inch centers on bottom of compartment	
AJ.	Rear vertical curbside (RH) - Two (2) adjustable shelves With Removable dividers on 4 inch centers	
AK.	One (1) small bolt-on grab handle installed at Rear of curbside compartments	
AL.	38 inch tailshelf with integrated side access steps and smooth galvaneal floor installed at rear of body. Includes the following: One (1) U-shaped grab handle. A perforated cutout of the light in the side access steps. An eyebrow at rear to protect the arrowboard light. Predrilled cone holder holes located on the streetside rear of the body compartments	
AM.	Lexan rock guards installed each front corner of body.	

Body and Chassis Accessories

18.	Underride Protection	1
19.	Receiver Hitch, 2.5 Inch, Class 5, Incorporated Into Frame Extension (Rated at 12,000 LB MGTW and 1,200 LB MVL)	1
20.	Set Of Eye Bolts for Trailer Safety Chain, installed one each side of towing device mount.	1
21.	Timbren Springs for Front Suspension	1
22.	Rear Torsion Bar Installed on Chassis	1
23.	Appropriate counterweight added for stability.	1
24.	Rubber Belted Step Mounted Beneath Side Access Steps (Installed To Extend Approx. 2" Outward)	1
25.	Platform Rest, Rigid with Rubber Tube	1
26.	Mud Flaps With Altec Logo (Pair)	1
27.	Wheel Chocks, Rubber, 9.75" L x 7.75" W x 5.00" H, with 4" L Metal Hairpin Style Handle (Pair)	1
28.	Lower control holder	1
29.	Slope Indicator Assembly For Machine Without Outriggers	1



<u>Item</u>	<u>Description</u>	<u>Qty</u>
30.	Universal Sloped Aluminum Ladder Rack for Curbside Installation	1
31.	Ladder Rack hold down (Quick-Lock) for sloped ladder racks. Lockable Standard	1
32.	Inverter Storage Inside Of Curbside 1st Vertical Body Compartment Includes Inverter Guard and Access to Integrated GFCI Receptacle	1
33.	Safety Harness And 4.5' Lanyard (Fits Medium To Xlarge) Includes Pouch and Placards	1
34.	5 LB Fire Extinguisher With Light Duty Bracket, Installed (In Cab or Inside Compartment Only)	1
35.	Triangular Reflector Kit, Shipped Loose	1
36.	Vinyl manual pouch for storage of all operator and parts manuals	1
37.	Rock Guards, Lexan, Installed Each Front Corner Of Body	1
<u>Electrical Accessories</u>		
38.	Compartment Lights Wired to Dash Mounted Master Switch in Chassis Cab	1
39.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Complete LED, including LED reverse lights)	1
40.	Strobe Lights Wired Battery Hot	1
41.	Single tone back up alarm installed between the chassis frame rails at the rear of the chassis. To work in conjunction with chassis reverse drive system	1
42.	7-Way Trailer Receptacle (Blade Type) Installed At Rear	1
43.	Ford Upfitter Switches (Supplied with Chassis)	1
44.	Inverter, 2000 Watt, Pure Sine Wave, 120 VAC	1
45.	Inverter Wired Battery Hot To Switch Mounted In Chassis Cab	1
46.	Battery Protection Device Installed To Turn Off Accessory Loads To Protect The Chassis Battery. Wire Strobes And Inverter In Battery Hot Mode.	1
47.	Power Distribution Module (PDM-6) is a compact self-contained electronic system that provides a standardized interface with the chassis electrical system. (Includes Operator's Manual)	1
48.	Install Chassis (OEM) Supplied Backup Camera in Final Assembly	1
49.	PTO Indicator Light Installed In Cab	1



<u>Item</u>	<u>Description</u>	<u>Qty</u>
<u>Finishing Details</u>		
50.	Powder Coat Unit Altec White	1
51.	Altec Standard; Components mounted below frame rail shall be coated black by Altec. i.e. step bumpers, steps, frame extension, pintle hook mount, dock bumper mounts, D-rings, receiver tubes, accessory mounts, light brackets, under-ride protection, etc. Components mounted to under side of body shall be coated black by Altec. i.e. Wheel chock holders, mud flap brackets, pad carriers, boxes, lighting brackets, steps, and ladders.	1
52.	Apply Non-Skid Coating to all walking surfaces	1
53.	English Safety And Instructional Decals	1
54.	Vehicle Height Placard - Installed In Cab	1
55.	Placard, HVI-22 Hydraulic Oil	1
56.	Stability test unit according to ANSI requirements.	1
57.	Focus Factory Build	1
58.	Delivery Of Completed Unit	1
59.	Inbound Freight	1
60.	Altec Stock Spec, AT335, Ford F450 4x2, Gas, 60CA	1
61.	Stock Unit	1
<u>Chassis</u>		
62.	Altec Supplied Chassis	1
63.	Altec Stock Chassis	1
A.	2024 Model Year	
B.	Ford F450	
C.	Class V (16,001-19,500 LBS)	
D.	Chassis Color - White	
E.	Regular Cab	
F.	4x2	
G.	60 Clear CA (Round To Next Whole Number)	
H.	145 Wheelbase	
I.	16,500 LBS GVWR	
J.	6,000 LBs Front Axle Rating	
K.	12,880 LBs Rear Axle Rating	
L.	Ford Gas 7.3L	



<u>Item</u>	<u>Description</u>	<u>Qty</u>
M.	Ford Torqshift 10-Speed Automatic Transmission (w/PTO Provision)	
N.	Ford E/F250-550 Single Horizontal Right Side Exhaust	
O.	50-State Emissions	
P.	No Idle Engine Shut-Down Required	
Q.	Hydraulic Brakes	
R.	Park Brake In Rear Wheels	
S.	Ford 40 Gallon Fuel Tank (Rear)	
T.	63C - Aft Axle Frame Extension	
U.	Backup Camera	
V.	Running Boards	
W.	Power Door Locks	
X.	Power Windows	
Y.	Power Mirrors	
Z.	Keyless Entry	
AA.	Bluetooth	
AB.	Cruise Control	
AC.	Snow Plow Package	

Additional Pricing

64. Standard Altec Warranty: One (1) year parts warranty, one (1) year labor warranty, ninety (90) days warranty for travel charges, limited lifetime structural warranty 1

STOCK SALE PRICE.....\$131,782.00

Altec Industries, Inc.

BY _____

Britton Elmore, Technical Sales Representative

Notes:

- 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.

For a quoted chassis model year beyond the current open order bank, chassis model year, specifications and price should be considered estimates only and subject to change. Chassis model year, specifications and price will be reviewed and confirmed when specific model year information becomes available from the OEM.

- Estimated Delivery: Based on Stock Avail months after receipt of order PROVIDING:
 - Customer supplied chassis (if applicable) is received a minimum of sixty (60) days before scheduled delivery.

- B. Customer approval drawings are returned by requested date.
- C. Customer supplied accessories are received by date necessary for compliance with scheduled delivery.
- D. Customer expectations are accurately captured prior to major components being ordered (body, chassis) and line set date. Unexpected additions or changes made after this time or at a customer inspection will delay the delivery of the vehicle.

Estimated Delivery is based on information at time of quote and is subject to change.

Altec reserves the right to change suppliers in order to meet customer delivery requirements, unless specifically identified, by the customer, during the quote and or ordering process.

3. This quotation is valid until SEP 30,2024. After this date, please contact Altec Industries, Inc. for a possible extension.
4. F.O.B. - #FOB_TERMS#
5. Interest charge of 1/2% per month to be added for late payment.
6. FINANCING AVAILABLE: Please contact Altec Capital at (888) 408-8148 or email finance@altec.com for more information.
7. Price does not reflect any local, state or Federal Excise Taxes (F.E.T). The quote also does not reflect any local title or licensing fees. All appropriate taxes will be added to the final price in accordance with regulations in effect at time of invoicing.
8. Changes made to this order may affect whether or not this vehicle is subject to F.E.T. A review will be made at the time of invoicing and any applicable F.E.T. will be added to the invoice amount.
9. Any payment made by a credit card may be subject to a surcharge fee.
10. Altec Standard Warranty:

One (1) year parts warranty.

One (1) year labor warranty.

Ninety (90) days warranty for travel charges.

Warranty on structural integrity of the following major components is to be warranted for so long as the initial purchaser owns the product: Booms, boom articulation links, hydraulic cylinder structures, outrigger, weldments, pedestals, subbases, and turntables.

Altec is to supply a self-directed, computer-based training (CBT) program. This program will provide basic instruction in the safe operation of this aerial device. This program will also include and explain ANSI and OSHA requirements related to the proper use and operation of this unit.

Altec offers its standard limited warranty with the Altec supplied components which make up the Altec Unit and its installation, but expressly disclaims any and all warranties, liabilities, and responsibilities, including any implied warranties of fitness for a particular purpose and merchantability, for any customer supplied parts.

Altec designs and manufactures to applicable Federal Motor Vehicle Safety and DOT standards.

11. Altec Extended Warranty Option:

An Altec Extended Warranty is an extension of Altec's Limited Warranty and protects you from the repair cost associated with defects of materials and workmanship after the standard Limited Warranty expires.

Altec offers many types of coverages and coverage packages. Ask your Altec account manager for details. Quotes are available upon request.

12. After the initial warranty period, Altec Industries, Inc. offers mobile service units, in-shop service and same day parts shipments on most parts from service locations nationwide at an additional competitive labor and parts rate. Call 877-GO-ALTEC for all of your Parts and Service needs.
13. Trade-in offer is conditional upon equipment being maintained to DOT (Department of Transportation) operating and safety standards and remaining in compliance of DOT until arrival at an Altec Facility. This will include, but is not limited to engine, tires, lights, brakes, glass, etc. All equipment, i.e., jibs, winches, pintle hooks, trailer connectors, etc., are to remain with unit unless otherwise agreed upon in writing by both parties. ALTEC Industries reserves the right to re-negotiate its trade-in offer if these conditions are not met.

All reasonable and necessary expenses required of ALTEC Industries to execute transportation of the trade-in will be invoiced to the customer for payment if these conditions are not met to maintain DOT standards.

Customer may exercise the option to rescind this agreement in writing within sixty (60) days after receipt of purchase order. After that time ALTEC Industries will expect receipt of trade-in vehicle upon delivery of new equipment as part of the terms of the purchase order unless other arrangements have been made.

14. The final fully loaded weight of the truck and structural ratings of the hitch assembly may reduce the towing capacity and the vertical load capacity of the finished truck. These capacities may not match the ratings of the chassis or hitch.
15. Altec takes pride in offering solutions that provide a safer work environment for our customers. In an effort to focus on safety, we would encourage you to consider the following items:

- Outrigger pads (When Applicable)
- Fall Protection System
- Fire extinguisher/DOT kit
- Platform Liner (When Applicable)
- Altec Sentry Training
- Wheel Chocks

The aforementioned equipment can be offered in our new equipment quotations. If you find that any of these items have not been listed as priced options with an item number in the body of your quotation and are required by your company, we would encourage you to contact your Altec Account Manager and have an updated quote version sent to you. These options must be listed with an item number in the quotation for them to be supplied by Altec.

16. Altec values your data privacy. The Altec Family of Companies (including Altec, Inc., and its subsidiaries) may collect telematics data from the equipment you own. Please review Altec's Equipment Data Privacy Notice on www.altec.com for more information. By purchasing equipment from Altec, you consent to Altec's right to collect and use such data.
17. **RECOMMENDED OPTIONS AND ACCESSORIES:** These options are not included in the quote total price. Selected options will change the quote total. Any options added after initial order will be re-quoted.

