



MEMORANDUM

TO: ROBERT KUNTZ, CITY ADMINISTRATOR

FROM: JIM LINK, DIRECTOR OF PUBLIC WORKS

DATE: February 4th, 2019

SUBJECT: One Ton Bucket Truck

RECOMMENDATION: We recommend accepting Altec's Quote through Sourcewell for \$110,980.00.

EXPLANATION: Dodge Ram Trucks have had an increase in sales and value due to the Cummins motor having a better track record and reliability than Ford. Fiat Chrysler recently changed operations from the Saltillo, Mexico plant and moved operations to the plant in Michigan. After contacting Fiat Chrysler it was suggested that we buy existing trucks that were already delivered to dealers and have them Re-invoiced to allow us Fleet pricing. If we were to order from the State Bid there would be no guarantee that we could have the trucks before December 1st 2019 and then the Body manufacturer could not guarantee they would be delivered in 30 days before the end of 2019 fiscal year.

Altec believes they can have this truck built and delivered to us by December 31st, 2019 but take notice of the Delivery dates on the attached sheet. 330-360 days from date of order. This is also due to the availability of Dodge Ram trucks. Altec already has orders for Ram trucks and we may be able to secure one of them. Another option is we buy from a dealer's inventory which is depleting daily. Most dealers are reluctant about coming down from the MSRP.

The budget for this truck is \$130,000.00.

February 7, 2019
Our 90th Year

Ship To:
CITY OF BALLWIN (MO)
200 PARK DR
BALLWIN, MO 63011
US

Bill To:
CITY OF BALLWIN (MO)
1481 MANCHESTER RD
BALLWIN, MO 63011
United States

Attn:
Phone: 636-227-8580
Email:

Altec Quotation Number: 480892 - 2
Account Manager: Trevor Allen Mccrary
Technical Sales Rep: Lisa L Griffin

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
	<u>Unit</u>		
1.	ALTEC Model AT235 telescoping articulating aerial device with end mounted, hydraulically leveled platform. To include the following features: <ul style="list-style-type: none"> A. Ground to bottom of platform height: 35.0 feet B. Working height: 40.0 feet C. Maximum reach to edge of platform: 26.5 feet (at 12 foot platform height) D. Telescopic boom extension: 10 feet E. Noncontinuous rotation: 370 degrees F. Non-Insulating Aerial Device G. Platform Capacity: 350 lbs. H. Articulating Arm: Articulation is from 0 to 90 degrees. I. Compensation System: The work position is achieved through a single function operation. J. Telescoping upper boom: Articulation is from -25 to 78 degrees. K. Hydraulic Leveling: Platform automatically maintains level during boom articulation through a hydraulic leveling system that requires no major preventive maintenance. Hydraulic leveling permits storing of the platform in a horizontal position for road travel. L. Controls: Electric style controls activate hydraulic valve for aerial device operation. M. Hydraulic System: Open center system operating at 2.5 gpm and 2,200 psi N. Unit is painted with a powder coat paint process which provides a finish-painted surface that is highly resistant to chipping, scratching, abrasion and corrosion. O. Structural Warranty on all of the following applicable 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. P. Manuals: Two (2) operator and Maintenance/Parts manuals 	1	
2.	AT235 Unit Model	1	
3.	Post mount pedestal 51.00 inch tall	1	

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
4.	Poly Hydraulic Reservoir, Pedestal Mounted, 7 Gallon (Includes Sight Gauge)	1	
5.	Single One (1) Man, Fiberglass Walk-In Platform; fixed position with door. 26 x 30 x 42 inches; includes safety strap and latch for door.	1	
6.	Platform Cover, Soft With Elastic Retention And Lanyard Attachment, For Walk-In Platform	1	
7.	Variable Speed Electric controls at the platform include toggle switch controls for boom functions, an emergency stop switch, a master engage switch, and a speed control knob. The speed control knob provides an infinite range of speed control from low to high. Lower controls are on a pendent mounted box and include electric toggle switches and a 'push to operate' master engage switch. Lower controls are installed in a body compartment unless otherwise specified.	1	
8.	Engine Start/Stop At Upper And Lower Controls	1	
9.	Steel upper control cover	1	
10.	110 VAC Outlet At Platform	1	
11.	Airline installed in boom assembly for use at the platform area. To include a 12 foot pigtail inside the turntable	1	
12.	Manual lowering valve located at the boomtip. For use in emergency situations to allow the operator to lower the boom to the ground	1	
13.	Dual Strobe Beacons, Amber LED With Brush Guard, Mounted On Unit Riser	1	
14.	H Frame Outriggers with fixed shoe, provides 85.5 inch maximum spread to outer edge of shoes. Includes 8 x 10 inch shoes, control valves, motion alarms to sound during movement, and outrigger interlocks. Interlocks will not allow the unit to be operated until the outriggers have been deployed. Standard installation is directly behind the cab chassis.	1	
15.	Hydraulic Outrigger Control Valves	1	
16.	Powder coat unit Altec White.	1	

Unit & Hydraulic Acc.

17.	HVI-22 Hydraulic Oil (Standard).	9	
18.	Standard Pump For PTO	1	
19.	Hot shift PTO for automatic transmission	1	

Body

20.	102 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.		

We Wish To Thank You For Giving Us The Pleasure
And Opportunity of Serving You

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
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 underseal applied to body.		
L.	Automotive type non-porous door seals fastened to the door facing.		
M.	102 Inch Body Length		
N.	40 Inch Body Height (Standard)		
O.	94 Inch Body Width (Standard)		
P.	20 Inch Body Compartment Depth (Standard)		
Q.	Finish paint body Altec White at body manufacturer.		
R.	8 Inch Body crossmembers (Standard)		
S.	No Treadplate On Compartment Tops		
T.	6 Inch tall wooden tailboard installed at the rear of body cargo area		
U.	Stainless Steel Rotary Paddle Latch With Lock (Standard)		
V.	Master Body Locking System (Standard)		
W.	One (1) Double-Capacity Chock Holder On Curbside Of Body		
X.	Gas Shock Type Rigid Door Holders For Vertical Doors (Standard)		
Y.	Chains On Horizontal Doors		
Z.	Hotstick shelf extending full length of body on Curbside.		
AA.	Drop-Down Hot Stick Door For One (1) Shelf (Right Side)		
AB.	Two (2) Hot Stick Brackets		
AC.	1st Vertical Streetside (LH) - Two (2) Adjustable Shelves With Removable Dividers On 4 Inch Centers		
AD.	1st Horizontal Streetside (LH) - One (1) Fixed Shelf With Removable Dividers On 8 Inch Centers		
AE.	Rear Vertical Streetside (LH) - Four (4) Adjustable Locking Swivel Hooks		
AF.	1st Vertical Curbside (RH) - Five (5) Adjustable Locking Swivel Hooks		
AG.	1st Horizontal Curbside (RH) - Vacant		
AH.	Rear Vertical Curbside (RH) - Two (2) Adjustable Shelves With Removable Dividers On 4 Inch Centers		
AI.	One (1) Small Bolt-On Grab Handle Installed At Rear Of Curbside Compartments		
AJ.	38 Inch Tailshelf with Integrated Side Access Steps and Smooth Galvaneal Floor Installed at Rear of Body. Includes One (1) U-Shaped Grab Handle.		

Body and Chassis Accessories

21.	ICC Underride Protection	1	
22.	Combination 2 Ball (10,000 LB MGTW) And Pintle Hitch (16,000 LB MGTW)	1	
23.	Set Of Eye Bolts for Trailer Safety Chain, installed one each side of towing device mount.	1	
24.	Timbren Springs for Front Suspension (Small Ford/Dodge Chassis)	1	
25.	Boom Rest for a Telescopic Unit	1	
26.	Wood Outrigger Pad, 19" x 19" x 2.5", With Rope Handle	2	

We Wish To Thank You For Giving Us The Pleasure
And Opportunity of Serving You

UTILITY EQUIPMENT AND BODIES SINCE 1929

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
27.	Outrigger Pad Holder, 20" L x 20" W x 5" H, Fits 19.5" x 19.5" x 4" And Smaller Pads, Bolt-On, Bottom Washout Holes, 3/4" Lip Retainer	2	
28.	Mud Flaps With Altec Logo (Pair)	1	
29.	Wheel Chocks, Rubber, 9.75" L x 7.75" W x 5.00" H, with 4" L Metal Hairpin Style Handle (Pair)	1	
30.	Lower control holder	1	
31.	Slope Indicator Assembly For Machine With Outriggers	1	
32.	Universal Sloped Aluminum Ladder Rack for Curbside Installation	1	
33.	Ladder Rack hold down (Quick-Lock) for sloped ladder racks. Lockable Standard	1	
34.	Safety Harness And 4.5' Lanyard (Fits Medium To Xlarge) Includes Pouch and Placards	1	
35.	5 LB Fire Extinguisher With Light Duty Bracket, Installed (In Cab or Inside Compartment Only)	1	
36.	Triangular Reflector Kit, Installed	1	
37.	Vinyl manual pouch for storage of all operator and parts manuals	1	
38.	Rock Guards, Lexan, Installed Each Front Corner Of Body	1	
<u>Electrical Accessories</u>			
39.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Complete LED, including LED reverse lights)	1	
40.	No Strobe Light Required	1	
41.	Dual Tone Back-Up With Outrigger Motion Alarm	1	
42.	7-Way Trailer Receptacle (Blade Type) Installed At Rear	1	
43.	Dodge Upfitter Switches (Supplied With Chassis)	1	
44.	Inverter, 1800 Watt, Pure Sine Wave, 120 VAC (Sensata #12/1800N) Installed in curbside first vertical	1	
45.	Inverter Wired Battery Hot (No Dash Mounted Switch)	1	
46.	Power Distribution Module 6 Is A Compact Self-Contained Electronic System That Provides A Standardized Interface With The Chassis Electrical System. (Includes Operator's Manual)	1	
47.	Install Outrigger Interlock System	1	
48.	PTO Indicator Light Installed In Cab	1	

Finishing Details

We Wish To Thank You For Giving Us The Pleasure
And Opportunity of Serving You

UTILITY EQUIPMENT AND BODIES SINCE 1929

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
49.	Powder Coat Unit Altec White	1	
50.	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	
51.	Apply Non-Skid Coating to all walking surfaces	1	
52.	English Safety And Instructional Decals	1	
53.	Vehicle Height Placard - Installed In Cab	1	
54.	Placard, HVI-22 Hydraulic Oil	1	
55.	Stability test unit according to ANSI requirements.	1	
56.	Focus Factory Build	1	
57.	Delivery Of Completed Unit	1	
58.	Inbound Freight	1	
59.	AT235 FA Installation	1	
<u>Chassis</u>			
60.	Chassis	1	
61.	Altec Supplied Chassis	1	
62.	2019 Model Year	1	
63.	Dodge Ram 5500	1	
64.	4x4	1	
65.	60 Clear CA (Round To Next Whole Number)	1	
66.	Regular Cab	1	
67.	Chassis Cab	1	
68.	Cummins 6.7L Turbo Diesel (Dodge)	1	
69.	Aisin AS69RC Automatic Transmission (Dodge Chassis)	1	
70.	GVWR 16,500 LBS	1	
71.	7,250 LBS Front GAWR	1	
72.	Spring Suspension	1	
73.	13,500 LBS Rear GAWR	1	

We Wish To Thank You For Giving Us The Pleasure
And Opportunity of Serving You

UTILITY EQUIPMENT AND BODIES SINCE 1929

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>
74.	4.44 Axle Ratio	1	
75.	Hydraulic Brakes	1	
76.	Park Brake In Rear Wheels	1	
77.	Dodge 3500-5500 Single Horizontal Right Side Exhaust	1	
78.	Dodge PTO Prep Package (Right Hand Side PTO) (LBN)	1	
79.	50-State Emissions	1	
80.	Clean Idle Certification	1	
81.	NFH - RAM 52 Gallon Fuel Tank (Rear)	1	
82.	RAM 9 Gallon DEF Tank (Under Cab Left Hand)	1	
83.	AM/FM Radio	1	
84.	Bluetooth	1	
85.	Air Conditioning	1	
86.	Cruise Control	1	
87.	Keyless Entry	1	
88.	Power Door Locks	1	
89.	Power Windows	1	
90.	Cold Weather Group (Includes Block Heater)	1	
91.	Skid Plate	1	
92.	Vinyl Split Bench Seat	1	
93.	Additional Chassis Option Daytime running headlights, bio-diesel capability and Bluetooth are added for RAM 2019 standard options	1	
<u>Additional Pricing</u>			
94.	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	

Unit / Body / Chassis Total	110,980.00
FET Total	0.00
Total	110,980.00

Altec Industries, Inc.

BY _____

Lisa L Griffin

Notes:

1 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

2 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.

3 F.O.B. - Customer Site

4 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.

- 5 Unless otherwise noted, all measurements used in this quote are based on a 40 inch (1016mm) chassis frame height and standard cab height for standard configurations.
- 6 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.
- 7 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.
- 8 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.
- 9 Any payment made by a credit card may be subject to a surcharge fee.
- 10 Delivery: 330-360 days after receipt of order PROVIDING:
A. Order is received within 14 days from the date of the quote. If initial timeframe expires, please contact your Altec representative for an updated delivery commitment.
B. Customer supplied chassis is received a minimum of sixty (60) days before scheduled delivery.
C. Customer approval drawings are returned by requested date.
D. Customer supplied accessories are received by date necessary for compliance with scheduled delivery.
E. 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.
- 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.
- 11 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.
- 12 This quotation is valid until MAR 25, 2019. After this date, please contact Altec Industries, Inc. for a possible extension.
- 13 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.
- 14 Please email Altec Capital at finance@altec.com or call 888-408-8148 for a lease quote today.
- 15 Please direct all questions to Trevor Allen Mccrary at (205) 323 8751

Quoted for: City of Ballwin (MO)

Customer Contact:

Phone: / Email:

Quoted by: Lisa Griffin

Phone: 270-505-1544 / Email: lisa.griffin@altec.com

Altec Account Manager: Trevor McCrary

REFERENCE ALTEC MODEL

AT237	Articulating Telescopic Aerial Device (Non-Insulated)	\$100,777
-------	---	-----------

(A.) SOURCEWELL OPTIONS ON CONTRACT (Unit)

1	AT237-US35	35' Boom Height (AT235)	-\$1,913
2	AT237-AL	Air Line To The Platform	\$134
3	AT37G-HFO	H Frame Outriggers, Wooden Outrigger Pads, and Pad Holders	\$3,340
4	AT237-AWD	All Wheel Drive	\$5,227

(A1.) SOURCEWELL OPTIONS ON CONTRACT (General)

1	PSWI	PURE SINE WAVE INVERTER.1800 Watts Continuous. GFCI Outlet at Rear	\$2,551
2	EH	ENGINE BLOCK HEATER OEM. 110-VAC	\$100
3	FE	POWER EQUIPMENT (Power Locks and Power Windows)	\$973
4			
5			
6			
7			
8			
SOURCEWELL OPTIONS TOTAL:			\$111,189

(B.) OPEN MARKET ITEMS (Customer Requested)

1	UNIT		
2	UNIT & HYDRAULIC ACC		
3	BODY	Stock 102" body in lieu of stock 108"	-\$117
4	BODY & CHASSIS ACC		
5	ELECTRICAL		
6	FINISHING		
7	CHASSIS	Dodge 2019 4x4	-\$704
8	OTHER		
OPEN MARKET OPTIONS TOTAL:			-\$821

SUB-TOTAL FOR UNIT/BODY/CHASSIS: \$110,368
Delivery to Customer: \$612
TOTAL FOR UNIT/BODY/CHASSIS: \$110,980

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

1			
2			
3			
4			

Pricing valid for 45 days

NOTES

PAIN T 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 warranty for travel charges (Mobile Service) Limited Lifetime Structural Warranty. Chassis to include standard warranty, per the manufacturer.

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

CHASSIS: Per Altec Commercial Standard

DELIVERY: No later than 330-360 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: Elizabethtown