

Catalog Pricing For PURCHASE						DELIVERY
Item #	EQUIPMENT MAKE & MODEL:	EQUIPMENT CATEGORY	MSRP*	% Discount Off MSRP	Discounted Price (Delivery NOT Included)	Per mile from Contractor's build location
1	AT200A	AERIAL	\$ 24,518	3%	\$ 23,782.46	\$ 2.75
2	AT235	AERIAL	\$ 33,979	3%	\$ 32,959.63	\$ 2.75
3	AT237	AERIAL	\$ 40,007	3%	\$ 38,806.79	\$ 2.75
4	AT238P	AERIAL	\$ 46,659	3%	\$ 45,259.23	\$ 2.75
5	AT335	AERIAL	\$ 36,372	3%	\$ 35,280.84	\$ 2.75
6	AT37G	AERIAL	\$ 47,411	3%	\$ 45,988.67	\$ 2.75
7	AT40G	AERIAL	\$ 52,926	3%	\$ 51,338.22	\$ 2.75
8	AT41M	AERIAL	\$ 69,663	3%	\$ 67,573.11	\$ 2.75
9	AT48M	AERIAL	\$ 75,531	3%	\$ 73,265.07	\$ 2.75
10	TA50	AERIAL	\$ 102,170	3%	\$ 99,104.90	\$ 2.75
11	TA55	AERIAL	\$ 113,147	3%	\$ 109,752.59	\$ 2.75
12	TA60	AERIAL	\$ 114,410	3%	\$ 110,977.70	\$ 2.75
13	AA50	AERIAL	\$ 96,776	3%	\$ 93,872.72	\$ 2.75
14	AA55	AERIAL	\$ 97,933	3%	\$ 94,995.01	\$ 2.75
15	AA60	AERIAL	\$ 99,016	3%	\$ 96,045.52	\$ 2.75
16	AA67	AERIAL	\$ 124,298	3%	\$ 120,569.06	\$ 2.75
17	AA67-E100	AERIAL	\$ 284,673	3%	\$ 276,132.81	\$ 2.75
18	AN50	AERIAL	\$ 84,237	3%	\$ 81,709.89	\$ 2.75
19	AN55	AERIAL	\$ 86,338	3%	\$ 83,747.86	\$ 2.75
20	AN60	AERIAL	\$ 87,564	3%	\$ 84,937.08	\$ 2.75
21	AN67	AERIAL	\$ 73,456	3%	\$ 71,252.32	\$ 2.75
22	AN67-E100	AERIAL	\$ 294,713	3%	\$ 285,871.61	\$ 2.75
23	AM50	AERIAL	\$ 116,639	3%	\$ 113,139.83	\$ 2.75
24	AM55	AERIAL	\$ 118,362	3%	\$ 114,811.14	\$ 2.75
25	AM60	AERIAL	\$ 118,506	3%	\$ 114,950.82	\$ 2.75
26	LR8-56	AERIAL	\$ 59,569	3%	\$ 57,781.93	\$ 2.75
27	LR8-58	AERIAL	\$ 65,453	3%	\$ 63,489.41	\$ 2.75
28	LR8-60	AERIAL	\$ 65,813	3%	\$ 63,838.61	\$ 2.75
29	LR8-60E70	AERIAL	\$ 94,361	3%	\$ 91,530.17	\$ 2.75
30	A72-T	AERIAL	\$ 154,333	3%	\$ 149,703.01	\$ 2.75
31	A77-T	AERIAL	\$ 169,586	3%	\$ 164,498.42	\$ 2.75
32	TDA58	AERIAL	\$ 96,430	3%	\$ 93,537.10	\$ 2.75
33	AT41MW	AERIAL	\$ 87,865	3%	\$ 85,229.05	\$ 2.75
34	AT48MW	AERIAL	\$ 83,635	3%	\$ 81,125.95	\$ 2.75
35	DL42B	DERRICK	\$ 91,535	3%	\$ 88,788.95	\$ 2.75
36	DL45B	DERRICK	\$ 96,338	3%	\$ 93,447.86	\$ 2.75
37	DM45E	DERRICK	\$ 120,752	3%	\$ 117,129.44	\$ 2.75
38	DM47E	DERRICK	\$ 122,505	3%	\$ 118,829.85	\$ 2.75
39	DC45	DERRICK	\$ 87,322	3%	\$ 84,702.34	\$ 2.75
40	DC47	DERRICK	\$ 96,313	3%	\$ 93,423.61	\$ 2.75
41	DH45	DERRICK	\$ 137,166	3%	\$ 133,051.02	\$ 2.75
42	DH48	DERRICK	\$ 140,531	3%	\$ 136,315.07	\$ 2.75
43	DH50	DERRICK	\$ 147,164	3%	\$ 142,749.08	\$ 2.75
44	D3050E	DERRICK	\$ 164,128	3%	\$ 159,204.16	\$ 2.75
45	D3055E	DERRICK	\$ 160,117	3%	\$ 155,313.49	\$ 2.75
46	D3060E	DERRICK	\$ 158,461	3%	\$ 153,707.17	\$ 2.75
47	D4050B	DERRICK	\$ 183,106	3%	\$ 177,612.82	\$ 2.75

48	D4055B	DERRICK	\$ 169,264	3%	\$ 164,186.08	\$ 2.75
49	D4060B	DERRICK	\$ 165,839	3%	\$ 160,863.83	\$ 2.75
50	D4065B	DERRICK	\$ 179,502	3%	\$ 174,116.94	\$ 2.75
51	DT65E	DERRICK	\$ 217,761	3%	\$ 211,228.17	\$ 2.75
52	DT80	DERRICK	\$ 277,723	3%	\$ 269,391.31	\$ 2.75
53	DR41B	DERRICK	\$ 110,133	3%	\$ 106,829.01	\$ 2.75
54	DB37	DERRICK	\$ 99,748	3%	\$ 96,755.56	\$ 2.75
55	DB41B	DERRICK	\$ 108,663	3%	\$ 105,403.11	\$ 2.75
56	EC175-2S	KNUCKLEBOOM CRANE	\$ 96,699	3%	\$ 93,798.03	\$ 2.75
57	EC505-8S	KNUCKLEBOOM CRANE	\$ 230,298	3%	\$ 223,389.06	\$ 2.75
59	AC40E	BOOMTRUCK CRANE	\$ 374,419	3%	\$ 363,186.43	\$ 2.75
60	AC45E	BOOMTRUCK CRANE	\$ 364,313	3%	\$ 353,383.61	\$ 2.75

**\*PRICING INCLUDES BASE EQUIPMENT ONLY DUE TO THE HEAVILY CUSTOMIZED NATURE OF THIS EQUIPMENT.  
DOES NOT INCLUDE INSTALLATION, OPTIONS, OR CHASSIS.**

Catalog Pricing For RENTAL						DELIVERY
Item #	EQUIPMENT MAKE & MODEL:	EQUIPMENT CATEGORY	Daily Rental	Weekly Rental	Monthly Rental	Per mile from Contractor's nearest dealer location
1	ALTEC AT40G MOUNTED ON 4X2 CHASSIS	AERIAL	\$900.00	\$1,450.00	\$2,900.00	\$ 2.75
2	ALTEC AT40G MOUNTED ON 4X4 CHASSIS	AERIAL	\$950.00	\$1,550.00	\$3,200.00	\$ 2.75
3	ALTEC AT41M MOUNTED ON 4X4 CHASSIS	AERIAL	\$1,000.00	\$1,600.00	\$3,300.00	\$ 2.75
4	ALTEC DM47/DC47 MOUNTED ON 4X2 CHASSIS	DERRICK	\$1,100.00	\$1,900.00	\$4,000.00	\$ 2.75
5	ALTEC DM47/DC47 MOUNTED ON 4X4 CHASSIS	DERRICK	\$1,200.00	\$2,000.00	\$4,200.00	\$ 2.75
6	11 FT DUMP BODY WITH FIXED SIDES	DUMP BODY	\$700.00	\$1,100.00	\$3,200.00	\$ 2.75
7	9 FT DUMP BODY WITH FIXED SIDES	DUMP BODY	\$650.00	\$1,000.00	\$3,000.00	\$ 2.75
8	11 FT SERVICE BODY	UTILITY BODY	\$550.00	\$950.00	\$2,750.00	\$ 2.75

<b>STATE OF MICHIGAN OPTIONS LIST - ALTEC INC</b>	
<b>ITEM DESCRIPTION</b>	<b>2024 Contract Price</b>
<b>CUSTOM OPTIONS AVAILABLE UPON REQUEST, PLEASE REACH OUT TO ALTEC ACCOUNT MANAGER FOR DETAILS AND PRICING</b>	
TWO (2) AMBER BEACON STROBES, LED, MOUNTED AT FRONT OF BODY	\$ 595.00
4-CORNER AMBER STROBE PACKAGE, LED, FRONT GRILLE AND REAR OF BODY	\$ 693.00
REMOTE SPOT LIGHT, LED, PERMANENT MOUNT, WITH WIRELESS DASH MOUNTED CONTROLS AND PROGRAMMABLE WIRELESS REMOTE	\$ 876.00
PERIMETER LIGHT, LED	\$ 845.00
FLOOD LIGHT, LED, ALUMINUM HOUSING, NO SWITCH ON LIGHT	\$ 310.00
12V RECEPTACLE	\$ 344.00
120v GFCI	\$ 300.00
ALTEC BACKUP CAMERA SYSTEM, 7" COLOR LCD MONITOR, HEATED INFRARED CAMERA WITH DAY/NIGHT SENSOR AND AUDIO	\$ 1,079.00
Inverter with minimum 1000W 120V @ 8A pure sine wave output, hardwired to outlets and 12VDC input.	\$ 1,713.00
Inverter with minimum 2000W 120V @ 16A pure sine wave output, hardwired to outlets and 12VDC input	\$ 2,442.00
Inverter with minimum 3000W 120V @ 25A pure sine wave output, hardwired to outlets and 12VDC input.	\$ 3,094.00
Inverter with minimum 3000W 120V @ 25A or 240V @ 12A pure sine wave output, hardwired to outlets and 12VDC input.	\$ 3,847.00
LADDER RACK, 126"L, FLAT W/ BACK STOP, STEEL, ROLLER AT REAR, RETAINING BRACKETS AND STRAP, MOUNTED ON COMPARTMENT TOP	\$ 1,416.00
WIRE RACK, BIKE RACK STYLE,	\$ 806.00
WIRE REEL HOLDER, U-SHAPED, 15"W, HOLDS 12"DIA REELS	\$ 334.00
CONE HOLDER, POST STYLE	\$ 160.00
CONE HOLDER, FOLD OVER POST STYLE	\$ 341.00
WATER CASK & BRACKET	\$ 352.00
HOSE REEL, TOOL CIRCUIT BELOW ROTATION, 50' HOSE KIT, QUICK DISCONNECTS, AND DUST CAPS	\$ 958.00
HYDRAULIC TOOL CIRCUIT BELOW ROTATION	\$ 461.00
<b>CUSTOM OPTIONS AVAILABLE UPON REQUEST, PLEASE REACH OUT TO ALTEC ACCOUNT MANAGER FOR DETAILS AND PRICING</b>	

# STATE OF MICHIGAN

Contract No. 24000000160

Agricultural, Grounds, Turf, Earth Moving, and Roadside Maintenance Equipment

## SCHEDULE B2 - SPECIFICATION PRICING

1. The Contractor must provide a pricing schedule for the proposed Contract Activities using Microsoft Excel. The pricing schedule should be submitted in a modifiable format (e.g., Microsoft Word or Excel); however, you may also submit an additional pricing schedule in a non-modifiable format (e.g., PDF). Failure to complete the pricing schedule as requested may result in disqualification of your proposal.
2. Price proposals must include all costs, including but not limited to, any one-time or set-up charges, fees, and potential costs that Contractor may charge the State (e.g., shipping and handling, per piece pricing, and palletizing).
3. The Contractor is encouraged to offer quick payment terms. The number of days must not include processing time for payment to be received by the Contractor's financial institution.  
**Quick payment terms:   N/A   % discount off invoice if paid within            days after receipt of invoice.**
4. By submitting its proposal, the Contractor certifies that the prices were arrived at independently, and without consultation, communication, or agreement with any other Contractor.
5. All items below for PURCHASE shall be evaluated based on a single purchase at each prosperity region (13 single purchases). If delivery pricing is per mile, the delivery cost shall be calculated from the nearest dealer location to the estimated central location of each region. Mileage is calculated one way.
  - a). (Purchase price x 13) + (Delivery cost at all 13 prosperity regions) + (13 Hours of training) or
  - b). (Purchase price x 13) + (Mileage rate x mileage from nearest dealer to each estimated central prosperity region) + (13 Hours of training)
6. All items below for RENTAL shall be evaluated based on a combination of a single daily, weekly, and a monthly rental in each prosperity region. Delivery and pickup shall be calculated for each single rental (13 x 3 = 39 single purchases). If delivery/pickup pricing is per mile, the delivery/pickup cost shall be calculated from the nearest dealer location to the estimated central location of each region. Mileage is calculated one way for each pickup and delivery.
  - a). (Daily rental price x 13) + (Delivery and pickup cost at all 13 prosperity regions) + (Weekly rental price x 13) + (Delivery and pickup cost at all 13 prosperity regions) + (Monthly rental price x 13) + (Delivery and pickup cost at all 13 prosperity regions) or
  - b). (Daily rental price x 13) + (Delivery and pickup mileage rate x mileage to and from nearest dealer to each estimated central prosperity region) + (Weekly rental price x 13) + (Delivery and pickup mileage rate x mileage to and from nearest dealer to each estimated central prosperity region) + (Monthly rental price x 13) + (Delivery and pickup mileage rate x mileage to and from nearest dealer to each estimated central prosperity region)

**7. Refer to "Standard Contract Terms", section 7, regarding administration fee.**

**Equipment - Purchase, Rent, and/or Parts, Maintenance & Repair (Bidder shall complete highlighted sections)**

SPEC SECTION	PURCHASE		RENTAL		PARTS, MAINTENANCE & REPAIR
	UNIT DESCRIPTION	PRICE	UNIT DESCRIPTION	PRICE	
<b>37 C10-010DD.22 Digger Derrick, with platform Body and FG through Box Light Tower</b>					Hourly Rate
A. EQUIPMENT MAKE & MODEL:	Each	\$ 238,698.00	Hourly	-	\$ 154.00
			Daily	-	% Discount on
			Weekly	-	Parts
			Monthly	-	
B. DELIVERY:					
Per mile (one way) from Contractor's nearest dealer location and/or	per mile	\$ 2.75	per mile	-	
Lump sum cost per region (provide delivery cost for each region per Schedule D, Prosperity Regional Map)					
1a. Western UP	Lump sum	-	Lump sum	-	
1b. Central UP	Lump sum	-	Lump sum	-	
1c. Eastern UP	Lump sum	-	Lump sum	-	
2. Northwest	Lump sum	-	Lump sum	-	
3. Northeast	Lump sum	-	Lump sum	-	
4a. West Central	Lump sum	-	Lump sum	-	
4b. West Michigan	Lump sum	-	Lump sum	-	
5. East Central	Lump sum	-	Lump sum	-	
6. East	Lump sum	-	Lump sum	-	
7. South Central	Lump sum	-	Lump sum	-	
8. Southwest	Lump sum	-	Lump sum	-	
9. Southeast	Lump sum	-	Lump sum	-	
10. Detroit Metro	Lump sum	-	Lump sum	-	
C. MULTI UNIT DISCOUNT (Provide % discount on total cost of purchase for X additional item)					
	1 Additional	-			
	2 Additional	-			
	3 Additional	-			
	4 Additional	-			
D. TRAINING (per Schedule A, Statement of Work, section 3.3)	Hourly	\$ 375.00			

SPEC SECTION	PURCHASE		RENTAL		PARTS, MAINTENANCE & REPAIR
	UNIT DESCRIPTION	PRICE	UNIT DESCRIPTION	PRICE	
<b>38 C10-034AT.22 Aerial Tower, 34 Foot Working Height and Utility Body</b>					Hourly Rate
A. EQUIPMENT MAKE & MODEL:	Each	\$ 105,482.00	Hourly	-	\$ 154.00
			Daily	-	% Discount on
			Weekly	-	Parts
			Monthly	-	
B. DELIVERY:					
Per mile (one way) from Contractor's nearest dealer location and/or	per mile	\$ 2.75	per mile	-	
Lump sum cost per region (provide delivery cost for each region per Schedule D, Prosperity Regional Map)					
1a. Western UP	Lump sum	-	Lump sum	-	
1b. Central UP	Lump sum	-	Lump sum	-	
1c. Eastern UP	Lump sum	-	Lump sum	-	
2. Northwest	Lump sum	-	Lump sum	-	
3. Northeast	Lump sum	-	Lump sum	-	
4a. West Central	Lump sum	-	Lump sum	-	
4b. West Michigan	Lump sum	-	Lump sum	-	
5. East Central	Lump sum	-	Lump sum	-	
6. East	Lump sum	-	Lump sum	-	
7. South Central	Lump sum	-	Lump sum	-	
8. Southwest	Lump sum	-	Lump sum	-	
9. Southeast	Lump sum	-	Lump sum	-	
10. Detroit Metro	Lump sum	-	Lump sum	-	
C. MULTI UNIT DISCOUNT (Provide % discount on total cost of purchase for X additional item)					

	1 Additional	-			
	2 Additional	-			
	3 Additional	-			
	4 Additional	-			
D.	TRAINING (per Schedule A, Statement of Work, section 3.3)	Hourly	\$	375.00	

SPEC SECTION	PURCHASE		RENTAL		PARTS, MAINTENANCE & REPAIR
	UNIT DESCRIPTION	PRICE	UNIT DESCRIPTION	PRICE	
<b>39</b>	<b>C10-045AT.22 Aerial Tower, 45 Foot Working Height and Utility Body</b>				Hourly Rate
A.	EQUIPMENT MAKE & MODEL:	Each	\$	137,948.00	Hourly -
					Daily -
					Weekly -
					Monthly -
B.	DELIVERY:				
	Per mile (one way) from Contractor's nearest dealer location and/or	per mile	\$	2.75	per mile -
	Lump sum cost per region (provide delivery cost for each region per Schedule D, Prosperity Regional Map)				
	1a. Western UP	Lump sum	-		Lump sum -
	1b. Central UP	Lump sum	-		Lump sum -
	1c. Eastern UP	Lump sum	-		Lump sum -
	2. Northwest	Lump sum	-		Lump sum -
	3. Northeast	Lump sum	-		Lump sum -
	4a. West Central	Lump sum	-		Lump sum -
	4b. West Michigan	Lump sum	-		Lump sum -
	5. East Central	Lump sum	-		Lump sum -
	6. East	Lump sum	-		Lump sum -
	7. South Central	Lump sum	-		Lump sum -
	8. Southwest	Lump sum	-		Lump sum -
	9. Southeast	Lump sum	-		Lump sum -
	10. Detroit Metro	Lump sum	-		Lump sum -
C.	MULTI UNIT DISCOUNT (Provide % discount on total cost of purchase for X additional item)				
		1 Additional	-		
		2 Additional	-		
		3 Additional	-		
		4 Additional	-		
D.	TRAINING (per Schedule A, Statement of Work, section 3.3)	Hourly	\$	375.00	