

Altec Industries, Inc.
Alternative Bid Comparison

	Original Bid	Alternate Quote*
Delivery Time	280 - 310 Days	60 Days
Base Price	\$ 168,739.00	\$ 142,699.00
Paint Price		\$ 3,475.00
Total per Unit Price	\$ 168,739.00	\$ 146,174.00
Total Price for 3 Units	\$ 506,217.00	\$ 438,522.00
Cost Savings per Unit		\$ 22,565.00
Total Purchase Savings		\$ 67,695.00

* The alternate quote is for an in-stock unit that meets all specifications. The unit will be painted school bus yellow by a third party.