

Altec Industries, Inc.  
Alternative Bid Comparison  
Cab & Chassis w/ 45 ft Aerial Device

	<b>Original Bid</b>	<b>Alternate Quote*</b>
Base Price	\$ 143,501.00	\$ 127,586.00
Paint Price		\$ 3,475.00
Total per Unit Price	\$ 143,501.00	\$ 131,061.00
	<b>Total Purchase Savings</b>	<b>\$ 12,440.00</b>

\* 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.