



Utility Committee Meeting

AGENDA

August 3, 2010

I. CALL TO ORDER

II. MATTERS BEFORE COMMITTEE

1. [Discussion / Approval - Sewer Tap Fees for Walton County Bus Shop](#)
2. [Discussion / Approval - Shared Water Meters](#)
3. [Discussion / Approval - Electric Bucket Truck Replacement](#)
4. [Discussion / Approval - Managed Support Services](#)

III. ADJOURN



Utility Committee Meeting

AGENDA

August 3, 2010

Item:

Discussion / Approval - Sewer Tap Fees for Walton County Bus Shop

Department:

Additional Information:

Financial Impact:

Budgeted Item:

Recommendation / Request:

Viewing Attachments Requires Adobe Acrobat. [Click here](#) to download.

Attachments / click to download



Utility Committee Meeting

AGENDA

August 3, 2010

Item:

Discussion / Approval - Shared Water Meters

Department:

Additional Information:

Financial Impact:

Budgeted Item:

Recommendation / Request:

Viewing Attachments Requires Adobe Acrobat. [Click here](#) to download.

Attachments / click to download



Utility Committee Meeting

AGENDA

August 3, 2010

Item:

Discussion / Approval - Electric Bucket Truck Replacement

Department:

Additional Information:

Altec 40M - \$117,837.72 Terex TL41 - \$126,086.00

Financial Impact:

We received \$155,000 more than budgeted for our MEAG settlement, and will be using those funds to pay for the truck.

Budgeted Item:

Recommendation / Request:

Viewing Attachments Requires Adobe Acrobat. [Click here](#) to download.

Attachments / click to download

- [Altec Specs](#)
- [Altec Proposal](#)
- [Heritage Ford Quote](#)
- [Terex Quote](#)

Our 81st Year

ALTEC INDUSTRIES PLANT 27
1550 AERIAL AVENUE
CREEDMOOR, NC 27522

<u>Item</u>	<u>Description</u> <u>Unit</u>	<u>Qty</u>
1.	ALTEC Model AT40M telescopic articulating with an insulating lower arm, insulating telescopic upper boom and the Altec ISO-Grip (U.S. Patent No. 7,416,053) system, an upper control system incorporating high resistance components at the boom tip, for rear mount installation, built in accordance to ALTEC'S standard specifications and to include the following features: A. Material Handling System: Hydraulically articulating jib (Altec ARM Jib). Material handling system comes with 80ft of 0.50 inch polyester double braid rope and a metal thimble in the working end. Minimum breaking strength of the rope is 8,400 lbs. Material handling capacity is dependent upon upper boom extension and lower boom articulation angle. B. Ground to Bottom of Platform Height: 40 feet at 12.4 feet from centerline of rotation (12.2 m at 3.8 m) C. Working Height: 45 feet (13.7 m) D. Maximum Reach to Edge of Platform: 30.8 feet at 16.5 foot platform height (9.4 m at 5.0 m) E. Lower Boom Insulator: Provides 9.5 inches (241 mm) of isolation F. Side by Side Boom Configuration: Travel height approximately 10'2 on a chassis with approximately 30 frame height. This may have to be increased depending on cab configuration. G. Articulating Arm: Tubular steel structure. The articulating arm is designed so that the articulating arm and tension link are compensating. By raising the articulating arm only, the lower and upper boom maintain the same relative angle with the ground. By raising the articulating arm in conjunction with the lower boom, the operator is able to position himself more quickly and easily into the work area. H. Lift Cylinders: The rod eye is welded to the rod while the blind end of the cylinder is of cast steel, one piece design, which utilizes cartridge-type, bi-directional counter-balance holding valves. The lower boom and arm cylinders have spherical-type bearings on both rod and base ends. I. Lower Boom: Fabricated, reinforced steel box structure. Ultra high molecular weight polyurethane slide pads are installed at the boom tip to guide the telescopic upper boom. These pads have a large contact area in order to reduce wear. The pads are shimmed and attached for ease of adjustment or replacement without disassembly of the booms.	1

- J. Lower Boom Pivot Pin: high strength chrome plated steel with self-lubricating, replaceable, non-metallic bearings.
- K. Telescopic Upper Boom: filament wound, square fiberglass, providing a minimum of 31.5 inches (965 mm) of isolation. The inner surface of the fiberglass boom is coated with polyurethane to provide a dry, smooth inner surface, which will cause moisture to bead. The outer surface has a smooth gelcoat finish.
- L. Upper Boom Extension: The upper boom is extended and retracted by a double acting hydraulic cylinder installed within the booms. The boom extends and retracts over slide bearings located in the end of the lower boom.
- M. Hydraulic System: The open-center hydraulic system operates at a system pressure of 3,000 psi (20.7 Mpa, 207 bar) and a free flow rate of 6.0 gpm (22.7pm). The system consists of a pump, 15.0 gallon (56.8 l) hydraulic oil reservoir, inlet manifold, lower control valve, tool/jib valve and single handle upper control valve assembly.
- N. Pedestal: Post-type structure design with 12.75 inch (323.8 mm) diameter vertical pedestal tube with a heavy-duty welded flange at the base end and openings that provide easy access to the hydraulic hoses. The round structure facilitates personnel movement between the pedestal and body sides. Includes pedestal base plate for attachment to subbase.
- O. Rotation: Continuous rotation is provided by worm gear drive, equipped with extended shaft for manual rotation, driving a shear ball bearing rotation gear. The fully adjustable rotation drive assembly includes an external eccentric ring adjustment of the gearbox pinion gear to the main rotation bearing, permitting the ability to easily adjust backlash, reduce boom side play and ensure proper tooth contact over the life of the unit. This reduces life cycle cost. All bearing attachment bolts are easily accessed from outside the pedestal and inside the turntable.
- P. Turntable: Steel fixture-welded structure with a 1.25 inch (32 mm) steel bottom plate. The bottom plate of the turntable is machined after welding to ensure a flat mounting surface for the rotation bearing. The hydraulic rotary joint and hydraulic hoses are located in the turntable for ease of access. The main control valve is located outside the turntable for convenience and ease of access and is covered for protection.
- Q. Platform Leveling System: The platform is leveled by hydraulic leveling means, contained within the upper boom and designed to maintain the dielectric integrity of the aerial device. Controls for leveling and tilting the platform are located at the platform. Leveling for the platform includes two double acting cylinders incorporating counterbalance load holding valves to lock the platform in the event of hydraulic line failure. Cylinders are located at the platform and at the end of the lower boom. The master-slave action of the cylinders maintains a level platform throughout the full range of boom articulation.
- R. Platform: Fiberglass non-insulating platform for use with or without insulated liner (per ANSI A92.2).
- S. ISO-Grip System: The Altec ISO-Grip (Patent Applied For) System includes the following boom tip components that can provide an additional layer of secondary electrical contact protection. This is not a primary protection system. 1) Control Handle: A single handle controller incorporating that is dielectrically tested to 40 kV AC with no more than 400 microampers of leakage. The control handle is green in color to differentiate it from other non-tested controllers. The handle also includes an interlock guard that reduces the potential for inadvertent boom operation. 2) Auxiliary Control Covers: Non-tested blue silicon covers for auxiliary controls. 3) Control Console: Non-tested non-metallic control console plate. 4) Boom Tip Covers: Non-tested non-metallic boom tip covers. The covers are not dielectrically tested, but they may provide some protection against electrical hazards.
- T. Outrigger/Boom Interlock System: Prevents boom from being unstowed until outriggers have been at least partially deployed.



- U. Outrigger/Unit Selector Control: Located near the outrigger controls, allows operator to divert hydraulic oil from machine circuit for outrigger operation. This reduces the potential for inadvertent outrigger movement during machine operation if outrigger controls are bumped.
 - V. Outrigger Motion Alarm: Provides audible alarm when any of the outriggers controls are operated.
 - W. Back-up Alarm, installed
 - X. Diagnostic Pressure Test Quick Disconnect Couplings: are located at the turntable to allow a mobile service technician to quickly and easily attach a test gauge to verify system and tool circuit pressure. This reduces life cycle cost.
 - Y. ANSI Category C, 46 kV and below dielectric rating. Upper boom must be extended approximately 20 inches
 - Z. Manuals: Two (2) Operator's and two (2) Maintenance/ Parts manuals containing instructional markings indicating hazards inherent in the operation of an aerial device.
 - AA. Paint: Painted with the Altec Powder Coat Paint Process which provides a finish-painted surface that is highly resistant to chipping, scratching, abrasion and corrosion. Paint is electro-statically applied to the inside as well as outside of fabricated parts then high temperature cured prior to assembly ensuring maximum coverage and protection
2. Pedestal, Behind Cab Mount, Low Cab Height - includes 45 inch (1143 mm) pedestal height, 72 inch (1829 mm) mast height, installed on Ford F-550, Dodge Ram 5500, or Sterling Bullet 1
 3. Single One-Man Platform - 24 x 30 x 42 inches (610 x 762 x 1067 mm) end mounted platform, rotates 180 degrees around boom tip. Platform has a capacity of 400lbs without liner on the AT40M (600lbs without liner on AT40P) 1
 4. Two (2) Platform steps - located on the side of the platform nearest the elbow in the stowed position 1
 5. Platform Cover - soft vinyl, 24 x 30 inches (610 x 762 mm) 1
 6. Platform Liner - for one-man fiberglass platform, 24 x 30 x 42 inches (610 x 762 x 1067 mm), 50 kV rating (minimum) 1
 7. Hydraulic Tool Circuit at Platform: Control easily accessible to the operator activates the tool circuit which provides a maximum of 6.0 gpm (22.7 lpm). Tool system relief pressure set at 2,000 psi (13.8 Mpa). One set of hydraulic tool outlets at the boom tip; they consist of one set of quick disconnect couplings at the platform, a valve assembly inside the control cover, and detented control handle. Operates open center tools 1
 8. Engine Start/Stop with Secondary Stowage System, 12 VDC electric powered. Includes pump and motor, operates from chassis battery. Control is captive air operated from the platform and momentary switch operated from the lower controls and tailshelf. This option allows the operator to completely stow the booms and platform in a situation wherein the primary hydraulic source fails. Requires Slip Ring and Power Distribution Module or Start/Stop/Throttle Module (unless chassis has correct Diamond Logic codes). Slip ring required. 1
 9. Outrigger interlock valve installed on outriggers. Interlocks will not allow boom to function without outriggers in extended position 1

- 10. Power Distribution Module is a compact self-contained electronic system that provides a standardized interface with the chassis electrical system. The Power Distribution Module (PDM) is composed of a main board, approximately 12.0 x 13.0 inches (305 x 330 mm), designed to be mounted behind the drivers seat, inside the cab. Additional modules plug in to accommodate various options such as engine start/stop, variable throttle control, power take off, interface with Allison World transmission, and engine speed control module for specific engines and chassis. In addition to the above potential options, the PDM also provides up to 16 accessory circuits to be used for controlling other customer specified electrical components. The PDM includes built in test capabilities and diagnostic input, output and status LEDs to quickly assess the PDMs performance. All components are circuit board mounted to facilitate replacement and reduce repair time should it be required. The PDM provides benefits to the customer by providing a standardized, centrally located box that greatly reduces troubleshooting time when evaluating ancillary electrical system malfunctions, thereby reducing maintenance costs. PDM is not necessary with all chassis. 1
- 11. Outriggers, Primary - 28 to 32 inch (711 to 813 mm) chassis height. Fixed shoe modified A-frame, 112 inches (2845 mm) at maximum spread (outside of footpad to outside of footpad) and 7 inches (178 mm) penetration at a 30-inch chassis height. 12 Volt outrigger controls mounted at rear of body. Installed on Ford F-550, Dodge Ram 5500, or Sterling Bullet 1
- 12. Fall Protection System to include one body harness and decelerating type lanyard. Harness has adjustable slide buckle on shoulder straps, Velcro chest strap, interlocking buckles on leg straps and nylon web loop fall arrest attachment on back. Lanyard has built in shock absorber that allows 28 inches (711 mm) of automatic adjustability. Harness/Lanyard to be installed in black pouch under passenger seat. 1
- 13. Winch load line swivel hook 1
- 14. Altec Aerial Device Painted White 1
- 15. Sight gauge installed on the reservoir 1

Unit & Hydraulic Acc.

- 16. MV-22 Hydraulic Oil 1
- 17. Pump For PTO 1
- 18. Electric Shift PTO 1

Body

- 19. Altec Body 1

Aerial Service Line//Step Body, suitable for installing on any chassis with an approximate CA dimension of 84", built in accordance with the following minimum specifications, including a walk-in step:

Body - Fabricated from hot-dipped, galvanized steel with 100% iron zinc alloy coating

- 1. 16 gauge outside panels
- 2. 18 gauge shelving
- 3. 12 gauge diamond plate steel floor
- 4. 16 gauge end panels
- 5. Structural channel sub-base

Last Updated By: Beverly Strickland on 08-DEC-2009 17:17

20. Steel Body	1
21. Low-Side General Service With Step (LGSS)	1
22. 132 Inch Body Length	1
23. 94 Inch Body Width	1
24. 40 Inch Body Compartment Height	1
25. 20 Inch Body Compartment Depth	1
26. Finish Paint Entire Body. Undercoat Applied Under The Body	1
27. Altec White	1
28. 5.5 Drop-In Wood Cargo Retaining Board At Rear Of Body	1
29. 5.5 Drop-In Wood Cargo Retaining Board At Top Of Side Access Step	1
30. Stainless Steel Rotary Latches With Locks	1
31. Rigid Door Holders On All Vertical Doors	1
32. Chains On All Horizontal Doors	1
33. Standard Master Body Locking System	1
34. Hotstick Shelf Extending Full Length Of Body On Streetside	1
35. Two Hotstick Brackets On Streetside	1
36. 1st Vertical (SS) - Adjustable Shelf With Removable Dividers On 4 Inch Centers	2
37. 1st Vertical (SS) - Outrigger Housing	1
38. 2nd Vertical (SS) - Adjustable Shelf With Removable Dividers On 4 Inch Centers	2
39. 1st Horizontal (SS) - Fixed Shelf With Removable Dividers On 4 Inch Centers On Bottom of Compartment	1
40. Rear Vertical (SS) - One (1) Hook Adjustable Locking Swivel Hook Rail (Left Wall)	1
41. Rear Vertical (SS) - Four (4) Hook Adjustable Locking Swivel Hook Rail (Rear Wall)	1
42. Rear Vertical (SS) - One (1) Hook Adjustable Locking Swivel Hook Rail (Right Wall)	1
43. 1st Vertical (CS) - Adjustable Shelf With Removable Dividers On 4 Inch Centers	2
44. 1st Vertical (CS) - Outrigger Housing	1
45. 2nd Vertical (CS) - Treadplate Access Steps With Two (2) Sloped Grab Handles	1
46. 1st Horizontal (CS) - Fixed Shelf With Removable Dividers On 4 Inch Centers	1
47. 1st Horizontal (CS) - Fixed Shelf With Removable Dividers On 4 Inch Centers On Bottom of Compartment	1
48. Rear Vertical (CS) - One (1) Hook Adjustable Locking Swivel Hook Rail (Left Wall)	1
49. Rear Vertical (CS) - Four (4) Hook Adjustable Locking Swivel Hook Rail (Rear Wall)	1
50. Rear Vertical (CS) - One (1) Hook Adjustable Locking Swivel Hook Rail (Right Wall)	1
<u>Body and Chassis Accessories</u>	
51. 29" L Tailshelf	1

52.	94 Wide Tailshelf	1
53.	Steel Tailshelf Construction	1
54.	Wheel Chock Holders Installed In Tailshelf, One Each Side	1
55.	Rigid Access Step Under Cargo Access Steps	1
56.	T-60 Style Pintle Hitch (10,000 LB)	1
57.	Set Of Eye Bolts for Trailer Safety Chain, installed one each side of towing device mount.	1
58.	Platform Rest	1
59.	Boom Storage Support For Telescopic Unit	1
60.	Outrigger Pad, 19" x 19" x 2", Treated Wood With Fluorescent Orange Metal Edging and Chain Handle	2
61.	Outrigger Pad Holder For 19" x 19" And Smaller Outrigger Pads	2
62.	Wheel Chocks - rubber (Pair)	1
63.	Mud Flaps With Altec Logo (Pair)	1
64.	5 LB Fire Extinguisher with Bracket. Installed behind drivers side seat	1
65.	Triangular Reflector Kit. Located behind seat in chassis cab.	1
66.	Vinyl manual pouch installed for storage of all operator and parts manuals	1
	<u>Electrical Accessories</u>	
67.	Secondary stowage with momentary switch for installation near outrigger controls	1
68.	Start/Stop system with momentary switch for installation near outrigger controls	1
69.	Install Outrigger Interlock System	1
70.	Lights and reflectors in accordance with FMVSS #108 lighting package. (Incandescent)	1
71.	Altec Standard Amber Strobe Light With Brush Guard. To be installed on posts at the front of the body one (1) each side	2
72.	Dual Tone Back-Up With Outrigger Motion Alarm	1
73.	6-Way Trailer Receptacle (Pin Type) Installed At Rear	1
	<u>Finishing Details</u>	
74.	Focus Factory Build	1
76.	Installation - AT40M	1

- | | |
|---|---|
| 77. Altec Aerial Device painted white with the Altec Powder Coat Paint Process which provides a finish-painted surface that is highly resistant to chipping, scratching, abrasion and corrosion. Paint is electro-statically applied to the inside as well as outside of fabricated parts then high temperature cured prior to assembly ensuring maximum coverage and protection. | 1 |
| 78. Finish Paint Body And Accessories Altec White | 1 |
| 79. Paint Underneath Black | 1 |
| 80. Apply Body Undercoating | 1 |
| 81. Apply Non-Skid Paint to all walking surfaces, including compartment tops | 1 |
| 82. English Safety And Instructional Decals | 1 |
| 83. Vehicle Height Placard - Installed In Cab | 1 |
| 84. Dielectric test unit according to ANSI requirements. | 1 |
| 85. Stability test unit according to ANSI requirements. | 1 |
| 86. DOT Certification Required | 1 |

Chassis

Please See Chassis Spec

Altec Industries, Inc.

BY



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.

Bidder 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.

2. 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.
3. Interest charge of 1/2% per month to be added for late payment.
4. This quotation is valid until for 45 days. After this date, please contact Altec Industries, Inc. for a possible extension.
5. 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.



Altec Industries, Inc.
287 First Street
Forest Park, GA 30287
877-GO-ALTEC (877-463-5832)

CUSTOMER				SERVICE REQUEST	
COMPANY	CITY OF MONROE			SERVICE REQUEST #	
ACCOUNT #		Payment Terms		TASK #	
CONTACT				PROPOSAL #	E1434
ADDRESS					
CITY, ST, ZIP					
EMAIL					
OFFICE PHONE		FAX		MODEL	ALTEC
MOBILE PHONE		P.O.		CHASSIS VIN#	
ALTEC REPRESENTATIVE				MILAGE	
CONTACT	Mark (Bud) Morgan	PHONE	404-363-3602	UNIT SERIAL #	
EMAIL	mark.morgan@altec.com	FAX	404-363-2180	SERIAL # (FA)	
DATE	7/7/2010			IN-SERVICE DATE	

This proposal is valid for 15 days. Please contact Altec for an extension if required.

Notes:

Item	Description	Hourly Labor Rate:	82.50	Material	Sublet Labor
		Labor Hrs			
1	FURNISH AND INSTALL FOUR POINT STROBE SYSTEM IN CHASSIS LIGHTS	12.00		542.40	
2	FURNISH AND INSTALL ROPE LIGHTING IN BODY COMPARTMENTS	10.25		781.68	
3	REMOVE (2) STROBE LIGHTS FROM POLES IN BODY	1.00			
4	FURNISH AND INSTALL (2) REMOTE GO LIGHTS ON POLES IN BODY	4.50		536.76	
5	FURNISH AND INSTALL 1800 WATT INVERTER IN FRONT STREET SIDE BODY COMPARTMENT	4.00		1846.00	
6	FABRICATE AND INSTALL 3" RAIL ON TOP OF STREET SIDE BODY	5.00		210.00	
7	FURNISH AND INSTALL WIRE REEL IN BED OF BODY	1.00		686.00	
8	PAINT REPAIRED AREAS	1.00			375.00
		38.75		\$4,602.84	\$375.00

*This proposal is provided with the understanding that there may be additional items that require repair. Items that are not clearly visible at the time the proposal was prepared which includes, but is not limited to: rusted fasteners, seized parts or internal components.

*Travel to/from or transportation of the vehicle is not included unless specified.

*This proposal does not include taxes.

Labor	\$3,196.88
Material	\$4,602.84
Sublet Labor	\$375.00
Freight	\$175.00
EDF/supplies	\$150.00
TOTAL	\$8,499.72

Please sign below to authorize the above repairs.

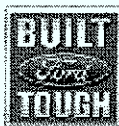
Printed Name:	P.O.	-	Date:
Signature			

Item # 3

Heritage Ford
Presents...



The 2011 Ford F-550 Chassis XL



Prepared For: BEV STRICKLAND
Prepared By: Ron Waldeck
Prepared On: April 26, 2010

Prepared For:
BEV STRICKLAND
ALTEC-SOUTHERN
Alabama
Phone: 205-408-8697

Prepared By:
Ron Waldeck
Heritage Ford
2075 Edsel Lane
Corydon, Indiana, 47112
Phone: 502-429-5633



Vehicle Profile

2011 Ford F-550 Chassis

4x2 SD Regular Cab 165" WB DRW XL (F5G)

Powertrain

Powerstroke 6.7L V-8 OHV direct diesel injection 32 valve intercooled turbo diesel engine * 200 amp HD alternator * 750 amp (total) 78 amp hours (Ah) (total) battery dual batteries * Engine block heater * 6-speed electronic SelectShift automatic transmission with overdrive, lock-up, driver selection * Rear-wheel drive * Limited slip differential, driveline traction control, power take-off provision * 4.88 axle ratio * Stainless steel exhaust

Steering and Suspension

Hydraulic power-assist re-circulating ball steering * 4-wheel disc brakes with front and rear vented discs * Firm ride suspension * Mono-beam non-independent front suspension * Front anti-roll bar * HD front coil springs * HD front shocks * Rigid rear axle * Rear leaf suspension * Rear anti-roll bar * HD rear leaf springs * HD rear shocks * Front and rear 19.5" x 6.00" argent steel wheels * LT225/70SR19.5 BSW AS front tires * AT rear tires

Safety

4-wheel anti-lock braking system * Dual airbags, passenger side front-impact cancellable airbag, curtain 1st row overhead airbag * Front height adjustable seatbelts

Comfort and Convenience

Air conditioning * AM/FM stereo, clock, seek-scan, 2 speakers, fixed antenna * 2 12V DC power outlets, ashtray, front lighter element(s) location * Analog instrumentation display includes tachometer, oil pressure gauge, engine temperature gauge, turbo/supercharger boost gauge, transmission fluid temp gauge, engine hour meter, exterior temp, systems monitor, trip odometer * Warning indicators include oil pressure, engine temperature, battery, key, low fuel, door ajar * Steering wheel with tilt and telescopic adjustment * Manual front windows with light tint * Variable intermittent front windshield wipers * Passenger side vanity mirror * Day-night rearview mirror * Interior lights include dome light with fade, front reading lights * Glove box, front cupholder, instrument panel bin, dashboard storage

Seating and Interior

Seating capacity of 3 * 40-20-40 split-bench front seat with fixed head restraints, center armrest with storage * 4-way adjustable driver seat includes lumbar support * 4-way adjustable passenger seat * Vinyl faced front seats with vinyl back material * Full cloth headliner, full vinyl/rubber floor covering, plastic/rubber gear shift knob, cabback insulator, chrome interior accents

Exterior Features

Side impact beams, front license plate bracket, fully galvanized steel body material * Black fender flares * Black side window moldings, black front windshield molding, black rear window molding * Black door handles * Black grille * 2 doors * Trailer harness * Driver and passenger manual black folding manual extendable trailer outside mirrors * Front black bumper with front tow hooks * Aero-composite halogen headlamps * Additional exterior lights include cab clearance lights, underhood light * Clearcoat monotone paint

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207928 4/1/2010

Vehicle Profile Continued

Prepared For: BEV STRICKLAND
Prepared By: Ron Waldeck
Dealership: Heritage Ford

Exterior Features (Continued)

Warranty

Basic	36 month/36,000 miles	Powertrain	60 month/60,000 miles
Corrosion Perforation	60 month/unlimited mileage	Roadside Assistance	60 month/60,000 miles
Diesel Engine	60 month/100,000 miles		

Dimensions and Capacities

Output	300 hp @ 2,800 rpm	Torque	660 lb.-ft. @ 1,600 rpm
1st gear ratio	3.974	2nd gear ratio	2.318
3rd gear ratio	1.516	4th gear ratio	1.149
5th gear ratio	0.858	6th gear ratio	0.674
Reverse gear ratio	3.128	Curb weight	7,535 lbs.
GVW	19,500 lbs.	Front GAWR	6,500 lbs.
Rear GAWR	14,706 lbs.	Payload	11,799 lbs.
Front curb weight	4,609 lbs.	Rear curb weight	2,926 lbs.
Front axle	7,000 lbs.	Rear axle capacity	14,706 lbs.
Front spring rating	6,500 lbs.	Rear spring rating	14,706 lbs.
Front tire/wheel capacity	7,500 lbs.	Rear tire/wheel capacity	15,000 lbs.
Towing capacity	16,000 lbs.	5th-wheel towing capacity	26,000 lbs.
Front legroom	41.1 "	Front headroom	40.7 "
Front hiproom	67.6 "	Front shoulder room	68.0 "
Passenger area volume	65.9 cu.ft.	Length	250.5 "
Body width	93.9 "	Body height	80.7 "
Wheelbase	165.0 "	Cab to axle	84.0 "
Axle to end of frame	47.6 "	Front tread	74.8 "
Rear tread	74.0 "	Turning radius	24.3 '
Fuel tank	40.0 gal.		

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207928 4/1/2010

Prepared For:
BEV STRICKLAND
ALTEC-SOUTHERN
Alabama
Phone: 205-408-8697

Prepared By:
Ron Waldeck
Heritage Ford
2075 Edsel Lane
Corydon, Indiana, 47112
Phone: 502-429-5633



Selected Options

2011 Ford F-550 Chassis

4x2 SD Regular Cab 165" WB DRW XL (F5G)

Vehicle Snapshot	<p>Engine: 6.7L OHV Power Stroke Diesel V8 B20 Transmission: TorqShift 6-Speed Auto w/OD Rear Axle Ratio: Limited Slip w/4.88 GVWR: 19,500 lb Payload Plus Upgrade Package</p>
-------------------------	---

Code	Description	Class
F5G	Base Vehicle Price (F5G)	STD
Packages		
660A	<p>Order Code 660A (99Y) Engine: 6.8L 3-Valve SOHC EFI Modular V10; (44T) Transmission: TorqShift 5-Speed Auto w/OD : Includes SelectShift.; (X48) 4.88 Axle Ratio; (STDGV) GVWR: 18,000 lbs Payload Package; (TFB) Tires: 225/70Rx19.5G BSW AS (6); (64Z) Wheels: 19.5" Argent Painted Steel (6); (A) HD Vinyl 40/20/40 Split Bench Seat : Includes driver side manual lumbar support, center armrest, cupholder and storage.; (587) Radio: AM/FM Stereo : Includes digital clock and 2-speakers.</p>	OPT
Emissions		
425	<p>50 State Emissions System Standard on all gas engine units. Forced on 6.7L diesel.</p>	OPT
Powertrain		
99T	<p>Engine: 6.7L OHV Power Stroke Diesel V8 B20 200 Amp Heavy Duty Alternator; (X41) 4.10 Axle Ratio. Torque: 660 ft.lbs. @ 1600 rpm.</p>	OPT
44W	<p>Transmission: TorqShift 6-Speed Auto w/OD Heavy duty. Includes SelectShift.</p>	OPT
X8L	Limited Slip w/4.88 Axle Ratio	OPT
68M	<p>GVWR: 19,500 lb Payload Plus Upgrade Package Includes upgraded frame, upgraded rear axle, upgraded springs and low deflection/high capacity > 141" wheelbase. Increases max RGAWR to 14,706. NOTE: See Order Guide Supplemental Reference Guide for further details on GVWR.</p>	OPT

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207928 4/1/2010

Selected Options Continued

Prepared For: BEV STRICKLAND
Prepared By: Ron Waldeck
Dealership: Heritage Ford

Code	Description	Class
Wheels & Tires		
THB	Tires: 225/70Rx19.5G BSW Traction <i>Includes 4 traction tires on the rear and 2 all-season tires on the front. Option spare is BSW all-season.</i>	OPT
64Z	Wheels: 19.5" Argent Painted Steel (6)	INC
Seats & Seat Trim		
A	HD Vinyl 40/20/40 Split Bench Seat <i>Includes driver side manual lumbar support, center armrest, cupholder and storage.</i>	INC
Other Options		
PAINT	Monotone Paint Application	STD
165WB	165" Wheelbase/84" Cab to Axle	STD
473	Snow Plow Prep Package <i>Extra Heavy Duty Alternator. Includes pre-selected springs (See Order Guide Supplemental Reference for springs/FGAWR of specific vehicle configurations). NOTE 1: Restrictions apply; see Supplemental Reference or Body Builders Layout Book for details. NOTE 2: Also allows for the attachment of a winch.</i>	OPT
41H	Engine Block Heater <i>Standard in Alaska, Colorado, Iowa, Idaho, Maine, Michigan, Minnesota, Montana, North Dakota, New Hampshire, New York, South Dakota, Vermont, Wisconsin and Wyoming.</i>	OPT
62R	Transmission Power Take-Off Provision	OPT
587	Radio: AM/FM Stereo <i>Includes digital clock and 2-speakers.</i>	INC
Interior Colors For : Primary w/XL		
AS	Steel	OPT
Primary Colors For : Primary w/XL		
Z1	Oxford White	OPT
Vehicle Subtotal		
Destination		
Vehicle Subtotal (including Destination)		

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207928 4/1/2010

Prepared For:
BEV STRICKLAND
ALTEC-SOUTHERN
Alabama
Phone: 205-408-8697

Prepared By:
Ron Waldeck
Heritage Ford
2075 Edsel Lane
Corydon, Indiana, 47112
Phone: 502-429-5633



Performance Tests

2011 Ford F-550 Chassis

4x2 SD Regular Cab 165" WB DRW XL (F5G)

Performance predictions in this report represent an estimate of vehicle performance based on standard operating conditions. Variations in customer equipment, load configuration, ambient conditions, and/or operator driving techniques can cause significant variations in vehicle performance. These values are not representative of results that may be shown in actual dynamometer tests. This report should therefore be used as a guide for comparative vehicle performance.

Performance Start Tests	Calculated	Desired
Start grade capability in gear 1	37.6 %	.0 %
Start grade capability in reverse	29.6 %	.0 %

Performance Grade Tests	Calculated	Desired
Maximum grade in gear 3	15.1 %	3.0 %
Maximum grade in gear 4	11.4 %	3.0 %
Maximum grade in gear 5	8.5 %	3.0 %
Maximum grade in gear 6	6.7 %	3.0 %

Performance Speed Tests

Given your requirement to go 75 mph, you need a maximum axle ratio of 6.18.

Given your requirement to go 55 mph at a grade of 3.0%, you need a minimum of 128 hp.

The calculated cruise speed is 65 mph, your desired cruise speed is 60 mph.

The engine RPM at 60 mph cruise speed is 2,121 rpm

Performance Tests Variables in Use

Rear axle ratio:	4.88		2,300 rpm
Gear 1 ratio:	3.97	Worst road surface	Typical Highway
Gear reverse ratio:	3.13	Final Drive Ratio:	0.67
Tire size:	225/70R19.5 (645rev/mile)	Rear axle ratio:	4.88
Gross vehicle weight (GVW):	19,500 lbs	Drag Coefficient	0.80
Clutch engagement torque:	330 ft.lbs.		
Torque conversion ratio:	1.9		
Gear 3 ratio:	1.52		
Gear 4 ratio:	1.15		
Gear 5 ratio:	0.86		
Gear 6 ratio:	0.67		
Peak engine torque:	660 ft.lbs.		
Engine Power:	300 hp @ 2,800 rpm		
Governed RPM:	3,360 rpm		
Frontal Area:	46.8 Sq.Ft.		
Cruising RPM			

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207928 4/1/2010

Printed on April 26, 2010 at 13:55

Price Level: 120

QuoteID: 10042604

Item # 3



Quotation

Page 1 of 9

200 Edenway, White House, TN, 37188
Phone: 800-672-4911 Fax: 615-616-1273

5/18/2010

Quote Number: 2301956

Phone: 770-387-5631

Fax: 770-387-5630

Qty.	Description
1	One (1) New Terex-Utilities Hi-Ranger TL41 Articulating / Telescoping Aerial Device providing a working height of 46.0 ft (14.0 m) and a side reach of 33.1 ft (10.1 m) with a side mount platform or a working height of 46.0 ft (14.0 m) and a side reach of 33.1 ft (10.1 m) with a end mount platform. Unit will be mounted behind the cab.

Design Criteria:

* Terex Telelect aerial devices are designed in accordance with current industry and engineering standards applicable and accepted for structural and hydraulic design.

Platform Leveling:

- * Leveling is provided by a master/slave cylinder system.
- * A control a both the upper and lower control is provided.

Lower Control:

- * Individual control levers are located in an accessible location on the turntable.
- * The lower controls activate boom lift, boom extension, platform leveling, and rotation.
- * An upper/lower control selector provides override of platform controls, along with an emergency stop.

Lower Boom:

- * Constructed of high strength, rectangular steel tube with a rectangular bi-axial epoxy resin filament wound, high strength fiberglass insert providing an insulation gap of 16 inches.
- * The lower boom articulation is from 0 to 87 degrees.

Upper Boom:

- * Aerial device upper boom is constructed of high strength steel.
- * The upper boom has an articulation of -40 to 75 degrees (Platform to reach the ground).
- * A boom rest with a cam style tie down strap is provided.

Second Section Boom:

- * The second section boom is constructed of high strength filament wound fiberglass.
- * Extension of the second section is accomplished by a hydraulic cylinder.
- * The upper boom has a total insulation gap of 18 inches retracted and 62 inches extended for end mount platform.
- * (Note: Side mount platform will be reduced by 12 inches.)
- * Tapered non-metallic rollers mounted at the end of the second section boom support the fiberglass boom under load minimizing scratches and abrasions. The sides of the fiberglass boom are supported

Item # 3

Quotation

2301956

Page 2 of 9

Qty. Description
and guided by non-metallic rollers to reduce tracking.

Lower Boom Cylinder:

* Single, threaded end gland design, double acting hydraulic lift cylinder equipped with integral holding valves.

Upper Boom Cylinder:

* A double acting hydraulic lift cylinder equipped with integral holding valve is provided.

Extension Cylinder:

* The boom cylinder is of threaded end gland design.

* The cylinder is equipped with integral holding valves to prevent creep and hold the boom in position in the event of hose failure.

Boom Interlock:

* To operate the boom the outriggers must be extended.

Pedestal:

* Square constructed pedestal is of welded high strength steel construction and designed with access holes for maintenance of hydraulic plumbing.

* The pedestal top plate and turntable base plate are machined from a single piece of thick plate.

Turntable:

* The turntable is constructed of side plates with an offset configuration to provide maximum strength.

* The steel bottom plate has provisions for attaching the outer race of the rotation bearing.

Continuous Unrestricted Rotation:

* A Terex Telelect 3 port hydraulic rotary manifold provides a rotating oil distribution system for continuous and unrestricted rotation.

* One 3/8 inch hydraulic port is available for options.

* Self-locking worm gear rotation drive is provided and equipped with bi-directional motor.

* A 7/8 inch external hex shaft allows for manual rotation.

* A 4-channel electric collector ring is provided.

Rotation Bearing:

* The rotation bearing is a heavy-duty "shear ball" bearing with external gear teeth utilizing polished alloy steel balls.

* Both the inner and outer races are made from high-strength alloy steel and are heat treated to provide maximum life.

* High strength grade 8 bolts attach the inner and outer races to the pedestal and turntable.

ANSI Rating:

* Aerial device is designed as a Category C machine and is dialectically tested and rated for operation up to 46,000 volts AC per ANSI/SIA A92.2-2009.

Hydraulic System:

* Full pressure, open center hydraulic system.

* A 20 gallon hydraulic oil reservoir is built into the pedestal and is provided with a 60 mesh filler screen, baffles, 100 mesh suction screen with bypass, clean out access hole, dip stick and shut off valve.

* A spin on type 10 micron return line filter is provided.

* A relief is also provided.

Quotation
2301956

Page 3 of 9

- | Qty. | Description |
|-------------|--|
| | * Hydraulic hoses are equipped with permanent type fittings. |
| | Hydraulic Pump:
* Hydraulic system requires a hydraulic pump that will provide 5 gpm at engine idle. |
| | Miscellaneous:
* All metallic components of the complete aerial device are prime painted.
* The fiberglass upper boom, boom inserts, platforms, and covers are white.
* Includes two sets of operation, maintenance, and replacement parts manuals and all recommended decals. |
| 1 | Pedestal 48" With 20 Gallon Internal Tank:
* To work with cab heights up to 60". |
| 1 | Platform 24" x 30" x 42":
* One curbside mounted fiberglass platform with a rated capacity of 400 lbs.
* Includes two (2) outside access steps with slip-resistant surface.
* Includes a platform rest.
* A safety harness with lanyard. |
| 1 | Insulated Platform Liner For 24" x 30" x 42" Platform:
* Tested at 50 KV AC. |
| 1 | Platform Scuff Pad to fit inside of a platform liner for a 24" x 30" Platform:
* Non-skid standing surface. |
| 1 | Vinyl Platform Cover For 24" x 30" Platform:
* Waterproof with internal elastic cord around edge. |
| 1 | Dual Hydraulic Tool Outlets At Platform:
* Installed at the platform to accommodate two open center hydraulic tools.
* Provides 5 GPM at 2250 psi at engine idle. |
| 1 | Auxiliary Let Down:
* Allows for the descent of the boom (platform) in the most direct manner for a time limited by the duty cycle of the electric motor.
Note: This includes a switch for activation at pedestal for electric or air function. |
| 1 | Hydraulic Platform Rotator:
* Allows 105 degrees of forward hydraulic rotation and is controlled at the upper controls. |
| 1 | Insulated Engine Stop / Start:
* Controlled from platform |
| 1 | Demand Throttle:
* Two speed throttle system automatically increases engine RPM to a pre-set speed when an increase in hydraulic pressure is sensed.
Note: Only available on units with Open Center Hydraulic systems. Requires tool option with flow control; for units with pump flows of 5 gpm or more at high idle. |
| 1 | Tubular Rubber Platform Rest: |

Quotation
2301956

Page 4 of 9

Qty.	Description
	* Provides platform support during road travel
1	Terex Chassis Controller: *Display Screen - Provides Inputs and Outputs indication for trouble shooting. *Warning screens *Switch Buttons have LED indicators to show when active *One system for all Chassis Types - Controller programmable for communication with different Chassis manufacturers.
1	Simplified, Compact Hydraulic Extend Under Load Jib and Winch: * Infinite positioning through the 120-degree articulation envelope. * Load radius of 0 to 65" * Hydraulic Extension to reposition the jib (no re-pinning required). * The jib's compact size barely goes below the bottom of the platform * Includes a 2000 lb. full drum capacity self-locking worm gear winch complete with 75 ft. of 1/2 inch load line with swivel hook and latch, and a load chart. * Includes heavy duty jib.
1	Single Conductor Wire Holder (A.B. Chance): * Designed for lifting and holding up to 1.5 in. single line conductors. * Can be easily exchanged with jib sheave head.
1	Extra Heavy Duty A-frame Outriggers: * Hydraulic double acting outriggers including integral holding valves. * 146.7 " spread pin to pin and 157.5 " to outside of pads at 9.6 " penetration and 40 " frame height. * 13 " x 12 " swivel type stabilizer pads.
1	Controls For 1-Set Of Outriggers And Auxiliary Tool Outlets (Open center systems): * Recessed at rear of truck each side for ease of view for outrigger placement.
1	Mounting Kit: * Includes two mounting plates, for angle tie downs and a short subframe.
1	Pump for systems requiring 11 gallons per minute: *Fixed displacement vane pump providing 5 gallons per minute at 725 engine rpm and 8 gallons per minute at 1050 engine rpm with a 103% pto.
1	Terex-Utilties 132" line body Q10551 46 inches high X 94 inches wide. 18 Inch compartment depth. 58 Inch bed area. 28 Inch top of floor to top of body. 24 Inch horizontal compartment height. 4 Inch wheel wells. 16 Ga. body materials. 12 Ga. treadplate floor. 12 Ga. treadplate compartment tops. Automotive rotary type door latches. Stainless steel rod and brass socket type door hinges. Chain stops on all doors. Double Panel Body Doors.

Quotation
2301956

Page 5 of 9

Qty. Description
Rubber rolled crown type fenders.
Master door lock system.
Compartment lights (Installed in top of curbside body compartments and under hotstick shelf in each streetside compartments.)
Two (2) recessed D-rings at rear streetside for tie downs.
Automotive Bulb Type Weatherstripping.
16 ga. Front bulk head.

Streetside Compartmentation:

1st Vertical:
24 Inches wide with 1 fixed/adjustable material hooks 1-0-0.

2nd Vertical:
24 Inches wide with 3 adjustable shelves each with 4 adjustable dividers each.

Horizontal:
60 Inches wide with one adjustable shelf with 8 adjustable dividers each.
Eight (8) adjustable dividers installed in compartment bottom.

Rear Vertical:
24 Inches wide with 6 fixed/adjustable material hooks 2-2-2.

Hotstick Shelf:
132 Inches long streetside with rear dropdown access door.

Curbside Compartmentation:

1st Vertical:
24 Inches wide with 1 fixed/adjustable material hooks ~~1-0-0.~~ 0-0-1

my mistake

2nd Vertical:
24 Inch wide gripstrut access steps to bed area.

Horizontal:
60 Inches wide with one adjustable shelf with 8 adjustable dividers.
Eight (8) adjustable dividers installed in compartment bottom.

Rear Vertical:
24 Inches wide with 6 fixed/adjustable material hooks 2-2-2.

Shovel Tray:
4" lip on compartment top form rear of body to access steps with drain hole in corner.

Ladder Storage:
Ladder Rack 132" long 6" high X 20" wide angled to outside with rear roller and tie down straps.

Frame and Floor:
Weld jacks to Telelect furnished subframe and butt body crossmembers to subframe.
With TL Insert:

**Quotation
2301956**

Page 6 of 9

Qty.	Description
	Tailshelf: 12 Ga. treadplate tailshelf 30 inches long X 94 inches wide x 6 inches high with 7-Lamp light bar installed at rear. 2" lip around perimeter of tailshelf notched for drainage.
	Wheel Chock Storage: Two each side built into body wheelwells.
	Paint: Prime Paint Complete.
1	Install Aerial Device Behind Cab And Install All Associated Components: * Final test and inspect completed unit including stability and dielectric testing per manufacturers requirements and ANSI/SIA A92.2-2009.
1	Chassis Spring Additions: * Build up left rear chassis springs to level vehicle.
1	Hose and fittings to connect the hydraulic system from the oil reservoir to the pump and unit.
1	Power take off with indicator light for automatic transmission.
1	DOT Inspection.
1	Set chassis parameters.
2	Laminated wood outrigger pad 18" x 18" x 2-1/2" with rope handle. * Includes outrigger pad storage.
4	Rubber wheel chocks with eye bolt.
1	Mounting bracket for water cask for exterior mounting.
1	Hoop style cone holder mounted on front bumper.
2	Grab handle.
2	Pool style grab handle.
1	Cable type gripstrut stirrup step.
1	Rigid stirrup step mounted on side access for ground to body access.
1	Access step to basket, if required.
1	One pair of mud flaps with logo 30" tall. Note: Trim As-Required.
1	Under body mounting kit for a pair of mud flaps.
1	Hannay spring rewind grounding reel.

**Quotation
2301956**

Page 7 of 9

Qty.	Description
1	2/0 Black Electrical Cable used for grounding per ASTM F855-04: * 50' of multi-strand flexible copper cable, three grounding lugs, two ferrules and grounding clamp. * Three point grounding system for grounding vehicle during work operations. * Cable must be fully removed from bracket before use. NOTE! Purchaser to verify this meets their company's requirements for fault current.
1	Boom rest.
1	Peterson 7-lamp DOT Lighting Package: * Complies with FMVSS 108. * Includes required lights, junction box and wiring harness.
1	Lighted license plate bracket kit.
1	Preco 4242A amber strobe light with 4" tall & 6" dia. lens, and Preco BG4240 branch guard.
1	Strobe post mount bracket weldment for medium chassis.
1	Whelen 4 corner LED, Amber Strobe Light Kit with 4" grommets. *Wired into On/Off switch in cab.
1	Unity 325 cab door post mounted halogen spotlight.
1	15 ton pintle hook: * Safety chain eyes. * Chassis frame reinforcements.
1	Tekonsha Voyager electric brake control.
1	6-prong trailer socket.
1	Back-up alarm to sound when the vehicle is shifted into reverse.
1	Hour meter for power take off engagement time or engine hours, specify.
1	ICC rear bumper.
1	Relocate battery box.
30	Fill with Hydraulic oil for general purpose use. * Refer to the product maintenance manual for specific type to be used.
1	5-lb ABC fire extinguisher with bracket.
1	James King triangle reflector kit.
1	Paint line body one color up to 156". *Note - Paint under carriage black.

**Quotation
2301956**

Page 8 of 9

Qty.	Description	
1	Paint TL & TPL aerial device one color.	
1	Paint tailshelf one color.	
1	Paint body floor with non-skid paint.	
1	Paint compartment top with non-skid paint.	
1	Paint box/basket one color over 51".	
1	2011 Ford Model F-750 4X2 cab and chassis per the attached specifications.	
Total:		\$126,086.00

Options:

	Add
160" line body installed on 108" CA chassis in lieu of the 132" body installed on an 84" CA chassis.	\$1,790.00

Notes:

1. Prices are FCA Shipping point, delivery prepaid and included.
2. Prices exclude any applicable taxes or license fees.
3. Federal Excise Tax has not been included. A current exemption/resale certificate must be on file and provided with purchase order for tax exempt sale. Federal Excise Tax will be added if certificate is not supplied with order.
4. Terms: Net 10 days with pre-approved credit.
5. Chassis pricing is based upon current model year production availability. Any Federal mandated costs, such as 2010 emission requirements, will be passed on at cost.
6. Chassis payment is due upon chassis receipt at our facility.
7. Quotation good for 30 days. Contact us for a possible extension if required.
8. The following items must be considered by the purchaser if not already included: Back-up Alarm \$125.00; Strobe Light \$450.00; Wheel Chocks \$104.00; Outrigger Pads \$125.00 to \$375.00 (based on pad size & type); Truck Grounding Cable \$386.00; Barricade Kit \$700.00; Hydraulic Over Load Protection (derrick only, price will vary based on final option selection); Boom / Boom Stow Interlock \$600.00; Engine Stop / Start \$175.00 to \$700.00 (based on unit model); Auxiliary Let Down \$1150.00; and Platform Liner \$330.00 to \$615.00 (based on platform size).
9. Delivery from receipt of order shall generally be 180-210 days, provided, that (1) the chassis is received by Seller a minimum of 90 days prior to scheduled delivery, (2) drawings are sent timely and the approved drawings are returned to Seller by requested date and (3) vendor supplied chassis are order timely and suppliers delivery schedules will meet the customers delivery date or customer supplied accessories are received by Seller by the date necessary to comply with scheduled delivery.
10. Chassis requires clean frame rails, side and top. Relocation of chassis components, to facilitate equipment installation, will be in addition to above quoted price.
11. Trade-in conditions:
 - a. Trade-in becomes a part of this contract with acceptance of this quotation unless otherwise agreed.
 - b. Trade-in shall be maintained in a condition consistent with that at time of bid. Normal wear and tear is expected. Vehicle must meet all DOT requirements at time of delivery including but not limited to: tires, brakes, lighting, glass, etc.
 - c. All accessories shall remain with unit unless agreed upon at time of evaluation.
 - d. Trade-in, title and unit operation, maintenance, and parts manual shall be transferred at time of new unit delivery.

**Quotation
2301956**

Page 9 of 9

- e. We reserve the right to adjust our trade-in allowance if these conditions are not met.
 - f. You hereby warrant to Terex that: (a) You have the right, power, and authority to sell the trade-in; (b) the trade-in is free and clear of all liens, encumbrances, and any claims of third parties; (c) good title to the trade-in will pass to Terex; and (d) all information you have provided related to the trade-in is true and correct.
12. Terex Telelect is ISO 9001:2000 Certified.
13. Upon receipt of your purchase order, Terex Utilities will send you a standard Terex Utilities Sales Order Acknowledgement with standard Terms and Conditions of Sale which shall govern the transaction. The standard Terex Utilities Sales Order Acknowledgement allows Terex Utilities to confirm receipt of your order and must be returned to Terex Utilities signed in order for Terex Utilities to schedule your order for production and delivery."

Terex Utilities, Inc.


Gregory N. Lien Order Coordinator

Account Manager – Jerald Phillips

Accepted By:

PO Number: _____

Date: _____



Utility Committee Meeting

AGENDA

August 3, 2010

Item:

Discussion / Approval - Managed Support Services

Department:

Additional Information:

Financial Impact:

Budgeted Item:

Recommendation / Request:

Viewing Attachments Requires Adobe Acrobat. [Click here](#) to download.

Attachments / click to download

 [Sentry Services Description](#)



SENTRY: Managed Support Services

Presidio's Sentry Managed Service offerings provide value added services for Traditional TDM Voice, VoIP and Unified Communications, Data Networks and Network Security Devices.

Presidio maintains excellent standing with all of our partnership programs, implementing vendor recommended best practices for service delivery and support. Sentry Managed Services consists of full life-cycle service management for an IP network. Service is available in three distinct levels:

Sentry Remote Operations - provides a 24x7, proactive incident detection and remediation service. This service is appropriate for customers seeking knowledgeable staff who will be empowered to resolve issues presented through network management systems deployed to the customer network.

Sentry Remote Operations includes all the activities and benefits of Sentry Remote Monitoring and Sentry FirstResponse! with the following additional activities and benefits:

- Remote Move-Add-Change-Deletion(MACD) services
- Remote Resolution and Restoration
- Certain Configuration Management Activities
- Change Management Coordination

Sentry Remote Monitoring - provides a 24x7, proactive incident detection and notification service. This service is appropriate for customers seeking knowledgeable staff who are monitoring the customer managed environment. The staff will document and notify customer IT staff of any service impacting issues presented through network management systems deployed to the customer network.

Sentry Remote Monitoring includes all the activities and benefits of Sentry FirstResponse! with the following additional activities and benefits:

- Monitoring of Availability and Performance
- Incident Management
- Continuous Incident Tracking up to Closure
- Change Manager Liaison

Sentry FirstResponse! - provides a 24x7, reactive support and vendor management service. This service is appropriate for customers seeking a single point of contact to reach knowledgeable staff that is available to assist with troubleshooting, coordinating vendor activities and facilitating a more expedient resolution to incidents which they have reported to the Sentry First Call Response Center (FCRC).

Sentry FirstResponse! includes the following activities and benefits:

- Reactive Remote Incident Remediation
- Expert Assistance with Covered System Operation & Administration
- 3rd Party Vendor Management including TELCO carriers
- Monthly Incident Summary & Detail Report

Presidio Sentry Managed Services Comparison Chart

SENTRY SERVICE CORE DELIVERABLES			
Included Activities	Sentry Remote Operations	Sentry Remote Monitoring	Sentry First Response
24x7x365 Access to Sentry Services	•	•	•
Expert Assistance with Covered System Operation & Administration	•	•	•
Reactive Incident Creation (received via Telephone or Email)	•	•	•
Electronic Confirmation of Incident Creation & Resolution	•	•	•
Access to Sentry Customer Web Portal	•	•	•
Reactive Remote Assistance & Remediation of Incidents	•	•	•
Access to Configuration Support and Hardware Support	•	•	•
Access to Software Updates and Patches ¹	•	•	•
Process Controlled Incident Escalation	•	•	•
Troubleshooting Assistance Web Collaboration	•	•	•
Coordination of customer contracted 3 rd party vendors	•	•	•
Coordination of Parts Replacement of Covered Devices	•	•	•
Coordination of TELCO for Circuit Testing & Dispatch	•	•	•
Monthly Incident Report	•	•	•
Secure Storage of covered device access & configuration information	•	•	•
Monthly Health Check Report (FirstResponse upon request)	•	•	
Scheduled Quarterly Service Reviews (FirstResponse upon request)	•	•	
Troubleshooting via Presidio provided persistent VPN access	•	•	
24x7 Monitoring of All Covered Devices	•	•	
Notification of Detected Events	•	•	
Managed Backup of Network Device Configurations ²	•	•	
Monthly Availability Reports	•	•	
Monthly Performance Reports	•	•	
Proactive Remote Remediation of Incidents	•		
Remote Moves/Adds/Changes/Deletions - relevant to covered devices	•		
Root Cause Analysis	•		
Known Error Logging	•		
Proactive Trending and Analysis	•		
Event Correlation	•		

Optional Services are also available including:

- Onsite Dispatch
- Blocks of Hours

¹ As determined by equipment manufacturer support contract

² Not applicable for all device platforms.

Presidio technicians staff our First Call Response Center (FCRC) 24x7x365—We do not outsource to a 3rd party call center or paging service. Sentry customers have three ways to contact us:

1. Phone – our 800# is answered by a live Presidio Technician
2. Email – All emails are triaged and replied to by a live Presidio Technician
3. Web – Customers can initiate service requests through our Web based portal. These requests are received and responded to by a live Presidio Technician

Sentry Managed Services Customer Web Portal

In addition to opening trouble tickets, customers on the Remote Operations or Remote Monitoring tier of service can open the “dashboard” to view the current status of their covered devices and status of open tickets. Customers may also run basic reports, view customer documents and alerts and see both general and specific announcements.

Dashboard

Events by Location/Severity

Severity	Count
Minor	1
Critical	1
Clear	3
Minor	1
Indeterminate	1
Warning	1

Open Requests By Status

Status	Count
New	1
Staged	1
Cancelled	3

Open Requests By Priority

Priority	Count
OpenRequestsByPriority	5 (100%)

My Requests

Request ID	Summary	Status	Submit Date	Urgency
INC00000014498	[BED-RTR-GW1.coop.gig.com - T1 0/0/0 [8]]	Closed	4/15/2009 5:47:10 AM	3-Medium
INC00000014119	Attendant Console at receptionist desk is not...	Closed	4/2/2009 1:52:04 PM	1-Critical
INC00000013488	customer wants to setup Voice mail message...	Closed	3/13/2009 11:33:50 AM	3-Medium
INC00000013460	New user(s) not showing up in call attendan...	Closed	3/12/2009 4:43:59 PM	3-Medium
INC00000013423	Cisco conference are not currently line sync...	Closed	3/11/2009 4:50:51 PM	3-Medium
INC00000013345	Customer redirected to "Malware warning" G...	Closed	3/9/2009 9:42:47 AM	3-Medium
INC00000013119	Users pressing "U" on the main line during g...	Closed	3/3/2009 10:57:17 AM	2-High

Request Details

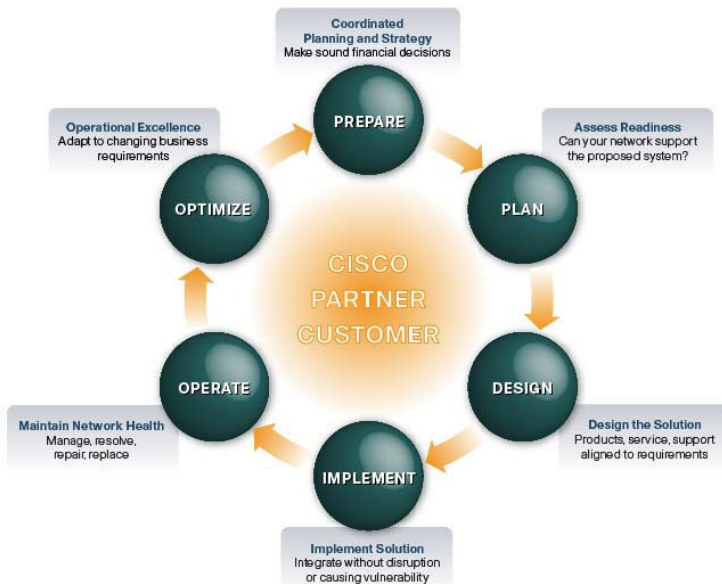
Assignee: Richard Annida
 Category Tier 1: Monitoring
 Category Tier 2: Down/Degraded
 Category Tier 3: []

Notes: [BED-RTR-GW1.coop.gig.com - T1 0/0/0 [8]]
 Interface down [BED-RTR-GW1.coop.gig.com - Serial0/0/0_23]
 Interface down [BED-RTR-GW1.coop.gig.com - Serial0/0/0_12]

Presidio Sentry Managed Services for Cisco Solutions

As a Cisco Master Certified Partner in both Unified Communications and Security, as well as a Cisco Powered Managed Services Partner (MSP), Presidio models our managed services after Cisco's Prepare, Plan, Develop, Implement, Operate, Optimize-PPDIOO service methodology as well as incorporating ITIL support services best practices to deliver a quality managed service experience. The Partner program validates the partner's Network Operations Center (NOC) capabilities and managed service offerings ensuring reliable managed services.

Presidio continually maintains high levels of Cisco customer satisfaction which is awarded annually by Cisco. Along with these certifications, Presidio maintains various levels of highly certified staff to implement and maintain Cisco solutions.



All levels of Sentry Managed Services are available for Cisco Solutions in the following solutions areas:

- Cisco Routing and Switching – Remote Operations & Remote Monitoring customers will receive monthly reports containing the following data:
 - Device CPU Utilization
 - Device Memory Utilization
 - Critical Interface Utilization
 - Device Availability
 - Critical Interface Availability



- Cisco Unified Communications – Remote Operations & Remote Monitoring customers will receive monthly reports containing the following data:
 - Voice PRI Utilization
 - Call Failure Report
 - Cluster Call Load Report
 - Device Group Call Report
 - Gateway Availability Report
 - Long Duration Call Report
 - Node Utilization Report
 - Phone Report
 - Route Pattern Availability Report
 - Daily Gateway Utilization Report
 - Voice Quality Report



- Cisco Network Security Solutions (including IronPort Email and Web Security Appliances) – Remote Operations & Remote Monitoring customers will receive monthly reports containing the following data:
 - Device CPU Utilization
 - Device Memory Utilization
 - Critical Interface Utilization
 - Device Availability
 - Critical Interface Availability

