



*Tom O'Connor, Operations Engineer  
WLAE-TV/LAE Productions  
3330 N. Causeway Blvd. Suite 345  
Metairie, LA 70002  
Phone: (504) 378-3780*

*Proposal Number P17\_3069\_002*

*Your FDH Velocitel Contact is:  
Jon Marcusse  
100 West Main Street, Suite 400  
Lansdale, PA 19446  
Cell: 214-717-2282  
E-Mail: [jon.marcusse@fdhvelocitel.com](mailto:jon.marcusse@fdhvelocitel.com)*

(Quotation valid 60 Days from Proposal Date)

All proposals are subject to final review and acceptance by Stainless, a business of Velocitel, Inc. d/b/a FDH Velocitel



Date: 3/17/2017

Tom O'Connor, Operations Engineer  
WLAE-TV/LAE Productions  
3330 N. Causeway Blvd. Suite 345  
Metairie, LA 70002

**Re: Proposal: P17\_3069\_002 – Rigorous Structural Tower Evaluation  
Existing Stainless Tower**

Location: New Orleans, LA

Dear Tom,

In response to your inquiry, Stainless, a business of Velocitel, Inc., d/b/a FDH Velocitel (“Stainless”), is pleased to submit the following proposal to perform a full rigorous structural evaluation on the referenced tower.

### **Conditions Investigated**

The tower will be analyzed to TIA 222 Revision “G” unless otherwise noted. The structural analysis report will list the results and recommendations. Consideration will be given to previous structural analyses and modifications performed by Stainless. Structural evaluations and modifications performed by others must be provided to Stainless to be included in this evaluation.

This proposal is for a structural analysis only. If the results of the analysis require modification materials or adjustments, Stainless will provide a turnkey proposal for materials, installation and all-risk builders insurance. No material or information will be provided under this contract for installation or service by anyone other than Stainless.

The following information is to be provided by customer and must be received prior to an analysis being started (Please see attached sheets):

- A. List of all existing appurtenances, i.e. antennas, lines, etc. (Please advise if you would prefer we perform a tower mapping)
- B. List of any new equipment to be considered in evaluation
- C. Cross section with transmission line and conduit locations

The analysis will be performed and conclusion will be based on the assumption that the tower has been properly installed and maintained including, but not limited, to the following:

- 1. Proper plumb and alignment
- 2. Correct bolt tightness
- 3. No significant deterioration or damage to any component



The customer is expected to provide the information on antennas, transmission lines, or other appurtenances and Stainless will rely upon this information in the structural evaluation.

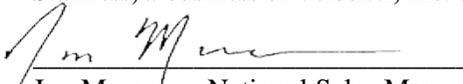
Furthermore, the information and conclusions contained in the report will be determined by application of the current state-of-the-art engineering and analysis procedures and formulas. Stainless assumes no obligations to revise any of the information or conclusions contained in this report in the event that such engineering and analysis procedures and formulae are hereafter modified or revised. In addition, under no circumstances will Stainless have any obligation or responsibility whatsoever for or on account of consequential or incidental damages sustained by any person or entity as a result of any information or conclusions contained in the report. The maximum liability of Stainless, if any, pursuant to this report shall be limited to the total funds actually received by Stainless for preparation of this report.

The customer hereby agrees and acknowledges that Stainless shall have no liability whatsoever to customer or to others for any work or services performed by any persons other than Stainless in connection with the implementation of any structural changes or modifications recommended by Stainless.

**TOTAL PRICE FOR ABOVE.....\$5,000.00**

**PAYMENT TERMS:                   50% Down payment with signed contract  
50% Invoiced upon analysis completion**

Presented by:  
**Stainless, a business of Velocitel, Inc. d/b/a FDH Velocitel**

  
Jon Marcusse, National Sales Manager - Broadcast

Accepted by:  
**WLAE-TV/LAE Productions**

\_\_\_\_\_  
Tom O'Connor, Operations Engineer

DATE: 06 / 05 / 2017

ALL PROPOSALS ARE SUBJECT TO STAINLESS TERMS AND CONDITIONS OF SALE. EXCEPT FOR TERMS EXPRESSLY AGREED TO IN WRITING SIGNED BY AN AUTHORIZED STAINLESS REPRESENTATIVE, ANY TERMS THAT CONTRADICT THE PRINTED TERMS REFERENCED IN THIS PROPOSAL AND ANY PREPRINTED TERM AND CONDITION ON ANY COMPANY PURCHASE ORDER OR COMMUNICATION FOR CONDITIONS OF SALE, ARE VOID.