



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\_306918\_001*

*Your FDH Velocitel Contact is:*  
*Jon Marcusse*  
*200 North Warner Road, Suite 215*  
*King of Prussia, PA 19406*  
*Cell: 214-717-2282*  
*E-Mail: jon.marcusse@fdhvelocitel.com*  
**We Rise To Challenges Everyday**

(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



11/20/2017

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

**Re: Proposal # P17\_306918\_001**  
Tower

**Location: New Orleans, LA**

Dear Tom,

Attached please find our proposal for materials, installation services and all-risk builders insurance to upgrade the existing tower. This proposal is in accordance with the recommendations as outlined in structural analysis, Report #306918 dated 8/3/2017 for condition #3, while supporting equipment as specified in accordance with TIA Standard 222-G to retain the original design wind load rating of 145 MPH. Work to be performed in 4<sup>th</sup> quarter of 2018.

Should you have any questions regarding this proposal, or need further information at this time, please don't hesitate to contact me at 214-717-2282.

Sincerely

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

Jon Marcusse  
National Sales Manager - Broadcast

Attachment



## PROPOSAL: EXHIBIT “A”

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

---

### **Engineering and Fabrication service for condition #3 to include:**

Lot 1. Modification materials to upgrade the existing tower.

- a. Design and fabrication of New Pipes to be bolted to existing tower legs from 883.8' – 833.8'elevation (8 bays).
- b. Design and fabrication of new diagonals as defined below.

908.8' – 890.0'	3 bays
796.3' – 771.3'	4 bays
627.5' – 615.0'	2 bays

- c. Design and fabrication of new horizontals to reinforce existing as defined below.

933.8' – 896.3'	7 levels
796.3' – 777.5'	4 levels
640.0'	1 level

- d. Design and fabrication of additional horizontal braces at the midpoint of the following diagonal bracing panels.

833.8' – 808.8'	4 bays
-----------------	--------

- e. Assembly, Installation and guy tension drawings for above mentioned items.

Lot 2. Erection Services will include installation of the above-mentioned materials. Additional services to include:

1. Mobilization
2. Off load material and equipment
3. Inventory Material
4. Set up site and rig tower
5. Perform a P&T (6 levels) on the tower.
6. Reinforce tower legs at the following locations:  
883.8' - 833.8' (8) bays (bolt on)
7. Install additional horizontal sub-bracing at the midpoints of the following bays:  
833.8' - 808.8' (4) bays
8. Replace existing diagonal bracing with new, higher capacity members at the following locations:  
908.8' – 890.0' (3) bays  
796.3' – 771.3' (4) bays  
627.5' – 615.0' (2) bays



9. Reinforce existing horizontal bracing with new, higher capacity members at the following locations:  
     933.8' – 896.3' (7) bays  
     796.3' – 777.5' (4) bays  
     640.0' (1) bays
10. Lower existing Dielectric antenna from 880' c.o.r. to 800' c.o.r. and remove 4 1/16" line from 880' down to 800' and re-plumb antenna into existing line
11. Install new 4-1/16" rigid transmission line for new CH 23 antenna (950' run, 880' vertical 70' horizontal)
12. Install new Ch. 23 antenna and tie into new 4 1/16" line
13. Perform Inspection of work completed, Clean up punch list and Document
14. Down Rig and Cleanup Site
15. De-Mobilize

<b>PRICE FOR ALL MODIFICATIONS .....</b>	<b>\$129,127.00</b>
<b>PRICE FOR ALL RIGGING.....</b>	<b>\$19,178.00</b>
<b>PRICE FOR ALL ANTENNA AND LINE RELOCATION AND INSTALL.....</b>	<b>\$128,647.00</b>
<b>TOTAL PRICE FOR ALL MODIFICATIONS AND SERVICES .....</b>	<b>\$276,952.00</b>

**PAYMENT TERMS:**

30% down payment due upon execution of this proposal  
 60% upon shipment of steel  
 Final balance upon completion

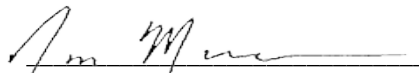


**GENERAL NOTES:**

1. This proposal is for material and labor as stated. Any additional work to be performed will be quoted on a cost plus or fixed price basis.
2. Price includes temporary support while replacing diagonal or horizontal members.
3. All work to be completed during daylight hours.
4. Power reduction on some antennas, as well as down time, should be expected during tower modifications.
5. Assumes no RF protective clothing is required.
6. Assumes service crews have full access to customer's site and tower.
7. Erection is based on normal site access to base and guy anchors by two-wheel drive construction vehicles and the use of erection procedures and methods that have been employed in the industry for the last 50 years. Any conditions that alter or modify those conditions shall be cause for re-negotiation. A level, cleared area at the tower base for tower assembly and crane operation will be required.
8. All antennas, transmission lines and mounting hardware are to be provided by customer at the time of tower services. Customer is responsible for insuring adequate line testing and troubleshooting before the erector demobilizes from site.

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  
Or Authorized Representative

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.