

**PARTICIPATING ADDENDUM
WESTERN STATES CONTRACTING ALLIANCE
PUBLIC SAFETY COMMUNICATION EQUIPMENT
Valmont
Contract #02702**

1. **Scope:** All eligible purchasers within the State of Arkansas including local public procurement units are authorized to purchase products and services under the terms and conditions of this price agreement.
2. **Changes:** Changes to the terms and conditions of the contract are as follows:

In addition to any reporting required in the WSCA contract, vendor agrees to provide a quarterly report to the Arkansas Primary Contact within 30 days following the quarter being reported. Reports will include the following data:

- A) **Product Report** – The quarterly report will include the Sold to Name (State of Arkansas agency), Bill to Name, Order Number, Invoice Number, Product Purchased, Unit Price and Extended Price.

A Procuring Agency shall determine whether all Products delivered to it meet the Contractor's published specifications. No payment shall be made for any Products or Services until the Products or Services have been accepted by the Procuring Agency. Unless otherwise agreed upon between the Procuring Agency and the Contractor, within thirty (30) days from the date of the invoice, the Procuring Agency shall accept or reject the products or services.

Payments shall be submitted to the contractor at the address shown on the invoice. Payment shall be tendered to the contractor within thirty (30) days of the date of invoice. After the sixtieth (60) day from the date of the invoice unless mutually agreed to, interest shall be paid on the unpaid balance due to the contractor at the rate of one half of one percent per month in accordance with Arkansas Code Annotated §19-11-224. The procuring agency shall make a good-faith effort to pay within thirty (30) days after date of invoice.

Records relevant to Purchasing Entity transactions shall be subject to examinations by appropriate government authorities for a period of five years from the date of acceptance of the purchase order.

3. **Primary Contact:** The primary government contact individual for this participating addendum is as follows:

Robin Rogers
Office of State Procurement
1509 West 7th Street
Little Rock, Arkansas 72201
Telephone: 501-371-6067
Fax: 501-324-9311
e-mail: robin.rogers@dfa.state.ar.us

The primary contractor contact for this participating addendum is as follows:

4. Subcontractors: NONE

This Addendum and the Price Agreement together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Government Entity: _____
By: Joseph A. Giddis
Name: Joe Giddis
Title: OSP Director
Date: 11/7/06

Contractor: Halmont
By: Sean Gallagher
Name: Sean Gallagher
Title: Business Unit Manager
Date: 9-26-06

Lead State: State of Washington, Keith Armstrong, Contract Consultant

Ken Harden, Assistant Director

Date: _____

Valmont**CONTRACTOR INFORMATION**

Contractor: Valmont
Page number <http://www.ga.wa.gov/pca/bids/02702-Phase2-Category6.doc>
Contact: Dennis Beal **Alternate Contact:** Sean Gallagher
Phone: 503-589-6671 503-589-6616
Fax: 503-589-6636 503-363-4613
Email: Dennis.Beal@Valmont.com seang@valmont.com
Alternate Contact: Ron Beyer
Phone: 503-589-6673
Fax: 503-363-4613
Email: ronb@valmont.com
Internet address: <http://www.valmont.com>
Web catalog address: <http://www.valmont.com>
Tower Details <http://www.ga.wa.gov/pca/contract/02702-Valmont-HeavyMicrowave-details-052005.xls>

Bid Documents and Specifications <http://www.ga.wa.gov/pca/contract/02702-Valmont-MicrowaveHeavyTowers-052005.doc>

Federal ID No.: 35-1990084
Supplier No.: W365
Total Contract worth: \$500,000,000.00
Payment address: Valmont **Order placement address:** Valmont Industries
Accounts Payable 3575 25th Street SE
P.O. Box 128 Salem, OR 97302
Plymouth, IN 46563

Customer Service: Kathy Kalugin
Telephone: 503-589-6658
Fax: 503-363-4612
Ordering procedures: See the next pages
Credit card acceptance: Visa and Mastercard
Minimum orders: None
Delivery time: 45 days After Receipt of Order (ARO)
Payment terms: 0% 30 days
Shipping destination: Freight on Board (FOB) destination
Freight: Prepaid and included
Palletization: N/A
Category Category 6 Communication Towers
Equipment Line items
Link to bid Specifications <http://www.ga.wa.gov/pca/bids/02702-Phase2-Category6.doc>
Link to Price Sheets **HEAVY MICOROWAVE 3-LEGGED TRIANGULAR HOLLOW LEG SELF SUPPORT TOWERS** Page 140
HEAVY MICORWAVE 4 LEGGED HOLLOW ROUND SELF SUPPORT TOWERS
Page 140
Engineering Hourly \$ 95.00 per hour

Valmont

Rate

Frabrication Hourly \$ 75.00 per hour

Installation \$ 85.00 per hour

Materials at cost + 15%

Awarded Phase(s) Phase I & II

Category 6 Communication Towers

SPECIAL TERMS AND CONDITIONS

1. MATERIALS AND WORKMANSHIP

The Contractor shall be required to furnish all materials, equipment and/or services necessary to perform contractual requirements. Materials and workmanship in the construction of equipment for this contract shall conform to all codes, regulations and requirements for such equipment, specifications contained herein, and the normal uses for which intended. Materials shall be manufactured in accordance with the best commercial practices and standards for this type of equipment. Materials used in the production of any tower must be new.

2. WARRANTY(IES)

All materials provided shall be guaranteed by the contractor against mechanical, electrical and workmanship defects. In the event defects become evident within the warranty period, the contractor shall furnish replacement parts and materials at no additional cost to the state. The warranty period shall commence with the date of the communications tower's acceptance and remain in effect for one (1) calendar year, except for expendable items.

The contractor shall provide, within the warranty period and at the bid price, the necessary parts, labor and transportation to maintain the equipment in sufficient state of repair to continue system performance in compliance with the specification contained herein. The contractor shall provide qualified personnel, replacement parts and material to service the equipment at the installed site location within eight (8) hours after the notification of equipment failure. Repairs must be complete within 48 hours.

This warranty period maintenance shall be on a working hour basis as follows: 24 hours per day, 7 days per week.

HEAVY MICROWAVE 3-LEGGED TRIANGULAR HOLLOW LEG SELF SUPPORT TOWERS

Tower in 20 ft Section, top down	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Obstruction Lighting System Medium Intensity Material & Labor	Soils Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Total \$
Line Item		\$	\$	\$	\$	\$	\$	\$	\$	\$0.00
1. 20 ft	V920-20	\$8,250.00	\$600.00	\$9,705.00	\$4,200.00	BY OTHERS	\$11,920.00	\$1,205.00	\$1,500.00	\$37,380.00
2. 40 ft	S920-40	\$9,472.00	\$1,240.00	\$9,705.00	\$4,200.00	BY OTHERS	\$12,080.00	\$1,445.00	\$1,975.00	\$40,117.00
3. 60 ft	S920-60	\$10,981.00	\$1,860.00	\$9,705.00	\$4,200.00	BY OTHERS	\$13,520.00	\$1,737.00	\$2,455.00	\$44,458.00
4. 80 ft	S920-80	\$13,211.00	\$2,480.00	\$9,705.00	\$4,200.00	BY OTHERS	\$16,760.00	\$1,977.00	\$2,855.00	\$51,188.00
5. 100 ft	S920-100	\$15,411.00	\$3,100.00	\$9,705.00	\$4,200.00	BY OTHERS	\$19,000.00	\$2,217.00	\$3,380.00	\$57,013.00
6. 120 ft	S920-120	\$19,930.00	\$3,720.00	\$9,855.00	\$4,200.00	BY OTHERS	\$22,340.00	\$2,510.00	\$3,860.00	\$66,415.00
7. 140 ft	S920-140	\$24,930.00	\$4,380.00	\$9,855.00	\$4,200.00	BY OTHERS	\$24,580.00	\$2,750.00	\$4,340.00	\$75,035.00
8. 160 ft	S920-160	\$29,879.00	\$4,960.00	\$12,735.00	\$4,200.00	BY OTHERS	\$26,820.00	\$3,042.00	\$4,735.00	\$86,371.00
9. 180 ft	S920-180	\$34,599.00	\$5,580.00	\$12,735.00	\$4,200.00	BY OTHERS	\$30,060.00	\$3,282.00	\$5,265.00	\$95,721.00
10. 200 ft	S920-200	\$40,689.00	\$6,200.00	\$12,735.00	\$4,200.00	BY OTHERS	\$32,300.00	\$3,522.00	\$5,740.00	\$105,386.00
11. 220 ft	S920-220	\$47,238.00	\$6,820.00	\$12,875.00	\$4,200.00	BY OTHERS	\$37,920.00	\$3,805.00	\$6,140.00	\$118,998.00
12. 240 ft	S920-240	\$55,388.00	\$7,440.00	\$12,875.00	\$4,200.00	BY OTHERS	\$40,160.00	\$4,045.00	\$6,620.00	\$130,728.00
13. 260 ft	S920-260	\$64,957.00	\$8,060.00	\$12,875.00	\$4,200.00	BY OTHERS	\$42,400.00	\$4,342.00	\$7,095.00	\$143,929.00
14. 280 ft	S920-280	\$75,688.00	\$8,680.00	\$12,875.00	\$4,200.00	BY OTHERS	\$47,520.00	\$4,582.00	\$7,580.00	\$161,125.00
15. 300 ft	S920-300	\$97,507.00	\$9,300.00	\$12,875.00	\$4,200.00	BY OTHERS	\$49,760.00	\$4,822.00	\$8,335.00	\$186,799.00
TOTAL										\$1,400,663.00

**HEAVY MICORWAVE 4 LEGGED
HOLLOW ROUND SELF SUPPORT
TOWERS**

Tower in 20 ft Section, top down	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Obstruction Lighting System Medium Intensity Material & Labor	Soils Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Total \$
Line Item		\$	\$	\$	\$	\$	\$	\$	\$	\$0.00
1. 20 ft	M820-20	\$12,880.00	\$600.00	\$9,705.00	\$4,200.00		\$12,648.00	\$1,205.00	\$1,500.00	\$42,738.00
2. 40 ft	M840-40	\$18,126.00	\$1,240.00	\$9,705.00	\$4,200.00		\$12,888.00	\$1,445.00	\$1,975.00	\$49,579.00
3. 60 ft	M840-60	\$26,022.00	\$1,860.00	\$9,705.00	\$4,200.00		\$14,536.00	\$1,737.00	\$2,455.00	\$60,515.00
4. 80 ft	M840-80	\$33,178.00	\$2,480.00	\$9,705.00	\$4,200.00		\$18,164.00	\$1,977.00	\$2,855.00	\$72,559.00
5. 100 ft	M840-100	\$39,874.00	\$3,100.00	\$9,705.00	\$4,200.00		\$20,692.00	\$2,217.00	\$3,380.00	\$83,168.00
6. 120 ft	M840-120	\$47,000.00	\$3,720.00	\$9,855.00	\$4,200.00		\$25,475.00	\$2,510.00	\$3,860.00	\$96,620.00
7. 140 ft	M840-140	\$57,056.00	\$4,380.00	\$9,855.00	\$4,200.00		\$28,147.00	\$2,750.00	\$4,340.00	\$110,728.00
8. 160 ft	M840-160	\$66,197.00	\$4,960.00	\$12,735.00	\$4,200.00		\$30,819.00	\$3,042.00	\$4,735.00	\$126,688.00
9. 180 ft	M840-180	\$76,623.00	\$5,580.00	\$12,735.00	\$4,200.00		\$34,641.00	\$3,282.00	\$5,265.00	\$142,326.00
10. 200 ft	M840-200	\$84,329.00	\$6,200.00	\$12,735.00	\$4,200.00		\$37,313.00	\$3,522.00	\$5,740.00	\$154,039.00
11. 220 ft	M840-220	\$95,030.00	\$6,820.00	\$12,875.00	\$4,200.00		\$45,856.00	\$3,805.00	\$6,140.00	\$174,726.00
12. 240 ft	M840-240	\$106,486.00	\$7,440.00	\$12,875.00	\$4,200.00		\$48,672.00	\$4,045.00	\$6,620.00	\$190,338.00
13. 260 ft	M840-260	\$126,157.00	\$8,060.00	\$12,875.00	\$4,200.00		\$51,488.00	\$4,342.00	\$7,095.00	\$214,217.00
14. 280 ft	M840-280	\$143,113.00	\$8,680.00	\$12,875.00	\$4,200.00		\$57,760.00	\$4,582.00	\$7,580.00	\$238,790.00
15. 300 ft	M840-300	\$158,949.00	\$9,300.00	\$12,875.00	\$4,200.00		\$60,576.00	\$4,822.00	\$8,335.00	\$259,057.00
TOTAL										\$2,016,088.00

BID SUBMITTALS

Price Sheet

TITLE:

**3 LEGGED HOLLOW ROUND TRIANGULAR SELF SUPPORT TOWERS HEAVY MICROWAVE,
4 LEGGED HOLLOW ROUND SELF SUPPORT TOWERS HEAVY MICROWAVE
CAMERA POLES
MONOPOLES**

Separate pricing sheet must be submitted for each type of towers

Notes for completing the Price Sheet

- The provided Price Sheet shall be completed by the vendor showing a project cost breakdown on an item by item basis rather than a simple lump sum cost.
- The Vendor shall list all specific exceptions to the specification and submit these exceptions with the pricing offer.
-

Site assumptions:

- Relatively flat
- Typically 30 miles or 1-1/2 hour drive from the nearest town
- Public gravel or dirt access road to site
- Site typically located on top of a mountain or side of mountain at 3500 ft AMSL in the State of Washington
- Space is typically available on site for tower assembly and erection.
- 120VAC/240VAC is typically available on site for AC commercial powered sites
- For non-AC commercial powered sites the contractor shall provide their own temporary portable AC generator to meet their AC power needs.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

LIGHT DUTY 3 LEGGED HOLLOW ROUND TRIANGULAR SELF SUPPORT TOWERS

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to **be priced by 20 foot sections exclusively, from elevation down from top, ft.** including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	OPTIONAL ITEMS →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtc
		\$	\$		\$	\$		\$		\$	
1. 20 ft	L72-S920-20	7186.00	1045.00	\$6000.00	By Others	13112.00		982.00		1524.00	
2. 40 ft	L72-S920-40	8434.00	1705.00	\$6000.00	By Others	13288.00		1246.00		2023.00	
3. 60 ft	L72-S920-60	9930.00	2365.00	\$6000.00	By Others	14872.00		1536.00		2527.00	
4. 80 ft	L72-S920-80	12205.00	3025.00	\$6000.00	By Others	18436.00		1800.00		2951.00	
5. 100 ft	L72-S920-100	14455.00	3685.00	\$6000.00	By Others	20900.00		2064.00		3500.00	
6. 120 ft	L72-S920-120	18230.00	4345.00	\$6000.00	By Others	24574.00		2170.00		4004.00	
7. 140 ft	L72-S920-140	22808.00	5005.00	\$6000.00	By Others	27038.00		2682.00		4508.00	
8. 160 ft	L72-S920-160	29025.00	5655.00	\$6000.00	By Others	29502.00		2859.00		4927.00	
9. 180 ft	L72-S920-180	34,135.00	6325.00	\$6000.00	By Others	33066.00		3270.00		5481.00	
10. 200 ft	L72-S920-200	50340.00	6985.00	\$6000.00	By Others	35530.00		3534.00		5980.00	
11. 220 ft	L72-S920-220	50887.00	7645.00	\$6000.00	By Others	41712.00		3850.00		6334.00	
12. 240 ft	L72-S920-240	59124.00	7920.00	\$6000.00	By Others	44176.00		4114.00		6908.00	
13. 260 ft	L72-S920-260	69541.00	8965.00	\$6000.00	By Others	46640.00		4442.00		7407.00	
14. 280 ft	L72-S920-280	82258.00	9625.00	\$6000.00	By Others	52272.00		4706.00		7916.00	
15. 300 ft	L72-S920-300	107075.00	10285.00	\$6000.00	By Others	54736.00		4970.00		8335.00	
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

MEDIUM DUTY 3 LEGGED HOLLOW ROUND TRIANGULAR SELF SUPPORT TOWERS HEAVY

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to be priced by 20 foot sections exclusively, from elevation down from top, ft. including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	OPTIONAL ITEMS →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtc
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft	M72-S920-20	7692.00	1045.00	6000.00	By Others	13112.00		982.00		1524.00	
2. 40 ft	M72-S920-40	8889.00	1705.00	6000.00	By Others	13288.00		1246.00		2023.00	
3. 60 ft	M72-S920-60	11086.00	2365.00	6000.00	By Others	14872.00		1536.00		2527.00	
4. 80 ft	M72-S920-80	14173.00	3025.00	6000.00	By Others	18436.00		1800.00		2951.00	
5. 100 ft	M72-S920-100	18430.00	3685.00	6000.00	By Others	20900.00		2064.00		3500.00	
6. 120 ft	M72-S920-120	23467.00	4345.00	6000.00	By Others	24574.00		2170.00		4004.00	
7. 140 ft	M72-S920-140	33164.00	5005.00	6000.00	By Others	27038.00		2682.00		4508.00	
8. 160 ft	M72-S920-160	41891.00	5655.00	6000.00	By Others	29502.00		2859.00		4927.00	
9. 180 ft	M72-S920-180	52918.00	6325.00	6000.00	By Others	33066.00		3270.00		5481.00	
10. 200 ft	M72-S920-200	65855.00	6985.00	6000.00	By Others	35530.00		3534.00		5980.00	
11. 220 ft	M72-S920-220	74922.00	7645.00	6000.00	By Others	41712.00		3850.00		6334.00	
12. 240 ft	M72-S920-240	90099.00	7920.00	6000.00	By Others	44176.00		4114.00		6908.00	
13. 260 ft	M72-S920-260	116896.00	8965.00	6000.00	By Others	46640.00		4442.00		7407.00	
14. 280 ft	M72-S920-280	135153.00	9625.00	6000.00	By Others	52272.00		4706.00		7916.00	
15. 300 ft	M72-S920-300	156310.00	10285.00	6000.00	By Others	54736.00		4970.00		8335.00	
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

PRICE SHEET

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

HEAVY DUTY 3 LEGGED HOLLOW ROUND TRIANGULAR SELF SUPPORT TOWERS

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Tower in 20 ft Section, top down Line Item	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	OPTIONAL ITEMS →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtc
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft	<u>H72-S920-20</u>	<u>7342.00</u>	<u>1045.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>13112.00</u>		<u>982.00</u>		<u>1524.00</u>	
2. 40 ft	<u>H72-S920-40</u>	<u>9829.00</u>	<u>1705.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>13288.00</u>		<u>1246.00</u>		<u>2023.00</u>	
3. 60 ft	<u>H72-S920-60</u>	<u>12776.00</u>	<u>2365.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>14872.00</u>		<u>1536.00</u>		<u>2527.00</u>	
4. 80 ft	<u>H72-S920-80</u>	<u>16873.00</u>	<u>3025.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>18436.00</u>		<u>1800.00</u>		<u>2951.00</u>	
5. 100 ft	<u>H72-S920-100</u>	<u>22600.00</u>	<u>3685.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>20900.00</u>		<u>2064.00</u>		<u>3500.00</u>	
6. 120 ft	<u>H72-S920-120</u>	<u>28447.00</u>	<u>4345.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>24574.00</u>		<u>2170.00</u>		<u>4004.00</u>	
7. 140 ft	<u>H72-S920-140</u>	<u>36104.00</u>	<u>5005.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>27038.00</u>		<u>2682.00</u>		<u>4508.00</u>	
8. 160 ft	<u>H72-S920-160</u>	<u>43391.00</u>	<u>5655.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>29502.00</u>		<u>2859.00</u>		<u>4927.00</u>	
9. 180 ft	<u>H72-S920-180</u>	<u>54498.00</u>	<u>6325.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>33066.00</u>		<u>3270.00</u>		<u>5481.00</u>	
10. 200 ft	<u>H72-S920-200</u>	<u>66995.00</u>	<u>6985.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>35530.00</u>		<u>3534.00</u>		<u>5980.00</u>	
11. 220 ft	<u>H72-S920-220</u>	<u>78332.00</u>	<u>7645.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>41712.00</u>		<u>3850.00</u>		<u>6334.00</u>	
12. 240 ft	<u>H72-S90-240</u>	<u>91849.00</u>	<u>7920.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>44176.00</u>		<u>4114.00</u>		<u>6908.00</u>	
13. 260 ft	<u>H72-S920-260</u>	<u>118386.00</u>	<u>8965.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>46640.00</u>		<u>4442.00</u>		<u>7407.00</u>	
14. 280 ft	<u>H72-S920-280</u>	<u>137233.00</u>	<u>9625.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>52272.00</u>		<u>4706.00</u>		<u>7916.00</u>	
15. 300 ft	<u>H72-S920-300</u>	<u>159300.00</u>	<u>10285.00</u>	<u>6000.00</u>	<u>By Others</u>	<u>54736.00</u>		<u>4970.00</u>		<u>8335.00</u>	
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

HEAVY DUTY 4 LEGGED HOLLOW ROUND SQUARE SELF SUPPORT TOWERS

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to be priced by 20 foot sections exclusively, from elevation down from top, ft. including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	OPTIONAL ITEMS →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtc
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft	H108-M820-20	13042.00	1045.00	6000.00	By Others	13913.00		982.00		1524.00	
2. 40 ft	H108-M840-40	19542.00	1705.00	6000.00	By Others	13880.00		1246.00		2023.00	
3. 60 ft	H108-M840-60	25596.00	2365.00	6000.00	By Others	15990.00		1536.00		2527.00	
4. 80 ft	H108-M840-80	32583.00	3025.00	6000.00	By Others	19981.00		1800.00		2951.00	
5. 100 ft	H108-M840-100	39200.00	3685.00	6000.00	By Others	22761.00		2064.00		3500.00	
6. 120 ft	H108-M840-120	46827.00	4345.00	6000.00	By Others	28023.00		2170.00		4004.00	
7. 140 ft	H108-M840-140	56204.00	5005.00	6000.00	By Others	30962.00		2682.00		4508.00	
8. 160 ft	H108-M840-160	65246.00	5655.00	6000.00	By Others	33901.00		2859.00		4927.00	
9. 180 ft	H108-M840-180	75583.00	6325.00	6000.00	By Others	38105.00		3270.00		5481.00	
10. 200 ft	H108-M840-200	83170.00	6985.00	6000.00	By Others	41044.00		3534.00		5980.00	
11. 220 ft	H108-M840-220	93782.00	7645.00	6000.00	By Others	50442.00		3850.00		6334.00	
12. 240 ft	H108-M840-240	105239.00	7920.00	6000.00	By Others	53539.00		4114.00		6908.00	
13. 260 ft	H108-M840-260	125021.00	8965.00	6000.00	By Others	56637.00		4442.00		7407.00	
14. 280 ft	H108-M840-280	141958.00	9625.00	6000.00	By Others	63536.00		4706.00		7916.00	
15. 300 ft	H108-M840-300	157785.00	10285.00	6000.00	By Others	66634.00		4970.00		8335.00	
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT
LIGHT DUTY MONOPOLES**

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to **be priced by 20 foot sections exclusively, from elevation down from top, ft.** including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Monopole Costs Material & Freight Only	Climbing Stepbolts & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Monopole Installation Costs Labor Only	OPTIONAL ITEMS →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtot
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft	LGT MP20	11633.00	1024.00	6000.00	By Others	11517.00		669.00		N/A	
2. 40 ft	LGT MP40	12323.00	1058.00	6000.00	By Others	11737.00		727.00		N/A	
3. 60 ft	LGT MP60	14573.00	1093.00	6000.00	By Others	12177.00		785.00		N/A	
4. 80 ft	LGT MP80	15743.00	1127.00	6000.00	By Others	12617.00		842.00		N/A	
5. 100 ft	LGT MP100	17633.00	1161.00	6000.00	By Others	12837.00		900.00		N/A	
6. 120 ft	LGT MP120	21063.00	1196.00	6000.00	By Others	13277.00		914.00		N/A	
7. 140 ft	LGT MP140	23103.00	1230.00	6000.00	By Others	16533.00		972.00		N/A	
8. 160 ft	LGT MP160	29223.00	1265.00	6000.00	By Others	16863.00		1029.00		N/A	
9. 180 ft	LGT MP180	33353.00	1299.00	6000.00	By Others	17312.00		1087.00		N/A	
10. 200 ft	LGT MP200	46173.00	1333.00	6000.00	By Others	19072.00		1145.00		N/A	
11. 220 ft											
12. 240 ft											
13. 260 ft											
14. 280 ft											
15. 300 ft											
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

MEDIUM DUTY MONOPOLES

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to be priced by 20 foot sections exclusively, from elevation down from top, ft. including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Monopole Costs Material & Freight Only	Climbing Stepbolts & Anti-Climb Device Material & Labor		Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Monopole Installation Costs Labor Only	Optional Items →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose S Climb Dev includes + To Bottom + Install
		\$	\$		\$	\$	\$		\$		\$
1. 20 ft	MED MP20	13160.00	1024.00		6000.00	By Others	11908.00		669.00		N/A
2. 40 ft	MED MP40	14080.00	1058.00		6000.00	By Others	12139.00		727.00		N/A
3. 60 ft	MED MP60	16190.00	1093.00		6000.00	By Others	12601.00		785.00		N/A
4. 80 ft	MED MP80	18000.00	1127.00		6000.00	By Others	13063.00		842.00		N/A
5. 100 ft	MED MP100	21410.00	1161.00		6000.00	By Others	13294.00		900.00		N/A
6. 120 ft	MED MP120	24390.00	1196.00		6000.00	By Others	13756.00		914.00		N/A
7. 140 ft	MED MP140	27730.00	1230.00		6000.00	By Others	17174.00		972.00		N/A
8. 160 ft	MED MP160	33740.00	1265.00		6000.00	By Others	17521.00		1029.00		N/A
9. 180 ft	MED MP180	38940.00	1299.00		6000.00	By Others	17992.00		1087.00		N/A
10. 200 ft	MED MP200	51200.00	1333.00		6000.00	By Others	19840.00		1145.00		N/A
11. 220 ft											
12. 240 ft											
13. 260 ft											
14. 280 ft											
15. 300 ft											
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

HEAVY DUTY MONOPOLES

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to be priced by 20 foot sections exclusively, from elevation down from top, ft. including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Monopole Costs Material & Freight Only	Climbing Stepbolts & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Monopole Installation Costs Labor Only	Optional Items →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtot
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft	HVY MP20	15007.00	1024.00	6000.00	By Others	12318.00		669.00		N/A	
2. 40 ft	HVY MP40	18034.00	1058.00	6000.00	By Others	12539.00		727.00		N/A	
3. 60 ft	HVY MP60	20614.00	1093.00	6000.00	By Others	13045.00		785.00		N/A	
4. 80 ft	HVY MP80	24604.00	1127.00	6000.00	By Others	13530.00		842.00		N/A	
5. 100 ft	HVY MP100	27884.00	1161.00	6000.00	By Others	13773.00		900.00		N/A	
6. 120 ft	HVY MP120	33614.00	1196.00	6000.00	By Others	14258.00		914.00		N/A	
7. 140 ft	HVY MP140	39334.00	1230.00	6000.00	By Others	17848.00		972.00		N/A	
8. 160 ft	HVY MP160	53954.00	1265.00	6000.00	By Others	18212.00		1029.00		N/A	
9. 180 ft	HVY MP180	61064.00	1299.00	6000.00	By Others	18706.00		1087.00		N/A	
10. 200 ft	HVY MP200	71874.00	1333.00	6000.00	By Others	20646.00		1145.00		N/A	
11. 220 ft											
12. 240 ft											
13. 260 ft											
14. 280 ft											
15. 300 ft											
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

**PRICE SHEET TABLE
SOLICITATION FOR NEW PRICING
CONTRACT NO. 02702
TITLE: PUBLIC SAFETY COMMUNICATION EQUIPMENT**

CAMERA POLES

Separate pricing sheet must be submitted for each type of structure

300 Foot Self-Support tower to **be priced by 20 foot sections exclusively, from elevation down from top, ft.** including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Tower Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor		Geotechnical Report Costs	Grounding of Tower Base & WG Ladder	Tower Installation Costs Labor Only	Optional Items →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose S Climb Dev includes + To Bottom + Install
		\$	\$	\$	\$	\$	\$		\$		\$
1. 20 ft											
2. 40 ft											
3. 60 ft											
4. 80 ft											
5. 100 ft											
6. 120 ft											
7. 140 ft											
8. 160 ft											
9. 180 ft											
10. 200 ft											
11. 220 ft											
12. 240 ft											
13. 260 ft											
14. 280 ft											
15. 300 ft											
TOTAL										\$	

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

Monopoles to be priced by 20 foot sections exclusively, from elevation down from top, ft. including

Poles in 20 ft Section, top down Line Item	Mfg stock number	Pole Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Pole Base & WG Ladder	Pole Installation Costs Labor Only	Optional Items →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtot
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft											
2. 40 ft											
3. 60 ft											
4. 80 ft											
5. 100 ft											
6. 120 ft											
7. 140 ft											
8. 160 ft											
9. 180 ft											
10. 200 ft											
11. 220 ft											
12. 240 ft											
13. 260 ft											
14. 280 ft											
15. 300 ft											
\$											

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

Camera Poles to **be priced by 20 foot sections exclusively, from elevation down from top, ft.** including Waveguide Bridge and all linear and discrete tower appurtenances, i.e., antenna tower mounts, working, rest & walking platforms, climbing ladders and vertical waveguide ladders.

Tower in 20 ft Section, top down Line Item	Mfg stock number	Pole Costs Material & Freight Only	Climbing Ladder & Anti-Climb Device Material & Labor	Geotechnical Report Costs	Grounding of Pole Base & WG Ladder	Pole Installation Costs Labor Only	Optional Items →	Standard Safety Climb Cable Device includes harness, sleeve + Top & Bottom Stops + Install Labor	Subtotal	Rose Safety Climb Rail Device includes sleeve + Top & Bottom Stops + Install Labor	Subtot
		\$	\$	\$	\$	\$		\$		\$	
1. 20 ft											
2. 40 ft											
3. 60 ft											
4. 80 ft											
5. 100 ft											
6. 120 ft											
7. 140 ft											
8. 160 ft											
9. 180 ft											
10. 200 ft											
11. 220 ft											
12. 240 ft											
13. 260 ft											
14. 280 ft											
15. 300 ft											
\$		\$	\$	\$	\$	\$		\$	\$	\$	\$

Provide price offer to make changes to existing towers. This should labor rates and cost for materials.

2.6.6.2 Topographic Categories

The topographic category for a structure shall be assessed as being one of the following:

1. **Category 1:** No abrupt changes in general topography, e.g. flat or rolling terrain, no wind speed-up consideration shall be required.
2. **Category 2:** Structures located at or near the crest of an escarpment. Wind speed-up shall be considered to occur in all directions. Structures located vertically on the lower half of an escarpment or horizontally beyond 8 times the height of the escarpment from its crest, shall be permitted to be considered as Topographic Category 1.
3. **Category 3:** Structures located in the upper half of a hill. Wind speed-up shall be considered to occur in all directions. Structures located vertically on the lower half of a hill shall be permitted to be considered as Topographic Category 1.
4. **Category 4:** Structures located in the upper half of a ridge. Wind speed-up shall be considered to occur in all directions. Structures located vertically on the lower half of a ridge shall be permitted to be considered as Topographic Category 1.

2.6.5 Exposure Categories

1. **Exposure B:** Urban and suburban areas, wooded areas, or other terrain with numerous closely spaced obstructions having the size of single-family dwellings or larger. Use of this exposure shall be limited to those areas for which terrain representative of Exposure B surrounds the structure in all directions for a distance of at least 2,630 ft [800 m] or ten times the height of the structure, whichever is greater.
2. **Exposure C:** Open terrain with scattered obstructions having heights generally less than 30 ft [9.1 m]. This category includes flat, open country, grasslands and shorelines in hurricane prone regions.
3. **Exposure D:** Flat, unobstructed shorelines exposed to wind flowing over open water (excluding shorelines in hurricane prone regions) for a distance of at least 1 mile [1.61 km]. Shorelines in Exposure D include inland waterways, lakes and non-hurricane coastal areas. Exposure D extends inland a distance of 660 ft [200 m] or ten times the height of the structure, whichever is greater. Smooth mud flats, salt flats and other similar terrain shall be considered as Exposure D.

A.2.2 Classification of Structures

The Standard establishes three classifications of structures based on reliability criteria.

The default Structure Classification is Class II.

The following descriptions indicate the appropriate Classification for a new structure based on the type of service to be provided:

Class I: Structures used for services that are optional or where a delay in returning the services would be acceptable such as: residential wireless and conventional 2-way radio communications; television, radio and scanner reception; wireless cable; amateur and CB radio communications.

Class II: Structures used for services that may be provided by other means such as: commercial wireless communications; television and radio broadcasting; cellular, PCS, CATV, and microwave communications.

Class III: Structures used primarily for essential communications such as: civil or national defense; emergency, rescue or disaster operations; military and navigation facilities.



STRUCTURES

Communications Division, Valmont Industries, Inc.

1545 Pidco Drive • Plymouth, Indiana • 46563-4005 USA 1-877-467-4763 Fax: 1-574-936-6796
3575 25th Street • Salem, Oregon • 97302-1123 USA 1-888-880-9191 1-503-363-4613



www.valmont.com

July 11, 2007

QUOTATION NO. QU-16359
Version 2

WASHINGTON STATE OF
210 11th Avenue SW
Room 210, GA Bldg
Olympia, WA 98504

PAGE 1 OF 22

Attention: Keith Armstrong
Phone: 360-902-7420 Fax: 360-586-2426

Site: WSCA CONTRACT 02702
Project: 2007 WSCA CONTRACT - MONOPOLES

VALMONT IS PLEASED TO OFFER THE FOLLOWING:

LIGHT DUTY MONOPOLE

DESIGN CRITERIA PER ANSI/EIA/TIA-222-F-1996:

Wind: 100 mph Basic Wind Speed
Ice: 1/2" Radial, Simultaneous

DESIGN CRITERIA PER ANSI/TIA-222-G-2005:

Wind: 100 mph Wind Speed (3 Second Gust, 50 year return period) no ice
Ice: 30 mph Wind Speed (50 year return period) 1/2" ice
Structure Classification II
Exposure Category C
Topographic Category 1

20 ft. to 200 ft. Monopole Antenna Loading

One, 8 ft. Lightning Rod, at top of monopole
Two, 4 ft, antenna, high performance, top of monopole, Az. - worst case

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
20 ft. Monopole				
1	20 ft 18 sided monopole, Galvanized	1		\$2,920.00
2	Anchor bolts	1		\$980.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$10,633.00
9	Stepbolts for climbing	1		\$39.00
10	Safety climb cable and guides	1		\$157.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				989.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
20 ft. MONOPOLE TOTAL				\$12,622.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

20 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 20 ft. monopole	1		\$7,821.00
	A	Erect 20 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$11,517.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
40 ft. Monopole				
1	40 ft 18 sided monopole, Galvanized	1		\$3,610.00
2	Anchor bolts	1		\$980.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$11,323.00
9	Stepbolts for climbing	1		\$73.00
10	Safety climb cable and guides	1		\$215.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,081.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
40 ft. MONOPOLE TOTAL				\$13,404.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

40 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 40 ft. monopole	1		\$8,041.00
	A	Erect 40 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$11,737.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1		440.00
B	Install Tower Lighting Kit	1		3,168.00
C	Install Safety Climb Cable	1		264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
60 ft. Monopole				
1	60 ft 18 sided monopole, Galvanized	1		\$5,780.00
2	Anchor bolts	1		\$1,060.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$13,573.00
9	Stepbolts for climbing	1		\$108.00
10	Safety climb cable and guides	1		\$273.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,174.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
60 ft. MONOPOLE TOTAL				\$15,747.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

60 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 60 ft. monopole	1		\$8,481.00
	A	Erect 60 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,177.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
80 ft. Monopole				
1	80 ft 18 sided monopole, Galvanized	1		\$6,930.00
2	Anchor bolts	1		\$1,080.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$14,743.00
9	Stepbolts for climbing	1		\$1,472.00
10	Safety climb cable and guides	1		\$330.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				2,595.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
80 ft. MONOPOLE TOTAL				\$18,338.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

80 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998W/	Miscellaneous construction: Erect 80 ft. monopole	1		\$8,921.00
	A	Erect 80 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,617.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
100 ft. Monopole				
1	100 ft 18 sided monopole, Galvanized	1		\$8,590.00
2	Anchor bolts	1		\$1,110.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$16,433.00
9	Stepbolts for climbing	1		\$176.00
10	Safety climb cable and guides	1		\$388.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,357.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
100 ft. MONOPOLE TOTAL				\$18,790.00
17	99500 Soil Report	1		6,000.00
	Estimated Shipping Weight:		4,300 lbs.	
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

100 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 100 ft. monopole	1		\$9,141.00
	A	Erect 100 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,837.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1		440.00
B	Install Tower Lighting Kit	1		3,168.00
C	Install Safety Climb Cable	1		264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
120 ft. Monopole				
1	120 ft 18 sided monopole, Galvanized	1		\$12,140.00
2	Anchor bolts	1		\$1,190.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$20,063.00
9	Stepbolts for climbing	1		\$211.00
10	Safety climb cable and guides	1		\$402.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,406.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
120 ft. MONOPOLE TOTAL				\$22,469.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

120 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 120 ft. monopole	1		\$9,581.00
	A	Erect 120 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,277.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1		440.00
B	Install Tower Lighting Kit	1		3,168.00
C	Install Safety Climb Cable	1		264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
140 ft. Monopole				
1	140 ft 18 sided monopole, Galvanized	1		\$14,360.00
2	Anchor bolts	1		\$2,010.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$23,103.00
9	Stepbolts for climbing	1		\$245.00
10	Safety climb cable and guides	1		\$460.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,498.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
140 ft. MONOPOLE TOTAL				\$25,601.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

140 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 140 ft. monopole	1		\$12,837.00
	A	Erect 140 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$16,533.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1		440.00
B	Install Tower Lighting Kit	1		3,168.00
C	Install Safety Climb Cable	1		264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
160 ft. Monopole				
1	160 ft 18 sided monopole, Galvanized	1		\$19,290.00
2	Anchor bolts	1		\$2,200.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$28,223.00
9	Stepbolts for climbing	1		\$280.00
10	Safety climb cable and guides	1		\$517.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,590.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
160 ft. MONOPOLE TOTAL				\$30,813.00
17	99500 Soil Report	1		6,000.00
	Estimated Shipping Weight:		4,300 lbs.	
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

160 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 140 ft. monopole	1		\$13,167.00
	A	Erect 160 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$16,863.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1		440.00
B	Install Tower Lighting Kit	1		3,168.00
C	Install Safety Climb Cable	1		264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
180 ft. Monopole				
1	180 ft 18 sided monopole, Galvanized	1		\$24,290.00
2	Anchor bolts	1		\$2,330.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$33,353.00
9	Stepbolts for climbing	1		\$314.00
10	Safety climb cable and guides	1		\$575.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,682.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
180 ft. MONOPOLE TOTAL				\$36,035.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

180 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 180 ft. monopole	1		\$13,616.00
	A	Erect 180 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$17,312.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
200 ft. Monopole				
1	200 ft 18 sided monopole, Galvanized	1		\$30,220.00
2	Anchor bolts	1		\$3,170.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
5	Additional microwave mount	1		\$212.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$10,100.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$45,173.00
9	Stepbolts for climbing	1		\$348.00
10	Safety climb cable and guides	1		\$633.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,774.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
200 ft. MONOPOLE TOTAL				\$47,947.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

200 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 200 ft. monopole	1		\$15,376.00
	A	Erect 200 ft. Valmont monopole	1		Included
	B	Install microwave mounts	2		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$19,072.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	400.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	240.00

SHIPPING SCHEDULE:

Drawings: 2 weeks
 Anchor Bolts: 2 weeks

Galvanized Structure: 5 - 7 weeks
 Galvanized/Painted Structure: 7 - 9 weeks

NOTES:

1. See attached engineering data and general terms and conditions which are part of this proposal. This structure has been designed to the National EIA code. It is the customer's responsibility to notify Valmont Communications of any local code requirements that may supersede the National EIA code including twist and sway values. Any additional structure cost due to the local code requirements will also be the responsibility of the customer.
2. Due to material price fluctuations Valmont reserves the right to review all material pricing prior to accepting any order.
3. All quotations are subject to acceptance by Valmont-Communications at time of order. Valmont Communications may be required by state law to collect Sales/Use tax at the time of shipment. If required, the tax will appear as a separate line item on the invoice. In the case of tax-exempt orders, certificates should be provided at the time of order.
4. Current shipping schedules noted above are those in effect at time of this quotation. Actual schedules are subject to change to steel availability, circumstances and/or production backlog existing at time of order.
5. Shipping schedule noted will commence after receipt of approved and accepted written purchase order by Valmont Communications. On print-approval and hold-for-release orders, shipping schedule will commence after approval and actual release by customer.
6. Due to recent fluctuations in material prices, any structure order that is placed on hold is subject to a price review at time of release from hold. Valmont reserves the right to increase prices to adjust for the higher steel prices experienced at the time of manufacturing.
7. Valmont reserves the right to apply storage charges of three-hundred and fifty dollars (\$350.00) per month for structures stored in our yard(s) 60 days after original ship date.
8. Estimated freight FOB Factory - Cost is per two dollars and fifty cent per mile per truck (unloading of delivery truck by others) to nearest access point to the site, via flat bed tractor trailer. Any special handling by others. If anchor steel is shipped prior to tower, additional freight charges will be invoiced.

Taxes: If not exempt, taxes will be determined at time of order, and added to sales order.

Installation: Foundation and tower to be performed by others.

Freight Terms: FOB Factory, freight charges prepaid and added to invoice.

Payment Terms: Net 30 days on approved credit.

Quotation Validity: 30 days.

PLEASE REFER TO THIS QUOTATION NUMBER WHEN ORDERING.

Sincerely,
 Dennis Beal

Acceptance:
 Please enter our

Accepted: _____ Date: _____

PO Number: _____

Communications Division, Valmont Industries, Inc.

1545 Pidco Drive • Plymouth, Indiana • 46563-4005 USA **1-877-467-4763** Fax: **1-574-936-6796**
 3575 25th Street • Salem, Oregon • 97302-1123 USA **1-888-880-9191** **1-503-363-4613**



STRUCTURES

Communications Division, Valmont Industries, Inc.



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3575 25th Street • Salem, Oregon • 97302-1123 USA 1-888-880-9191 1-503-363-4613

www.valmont.com

July 11, 2007

QUOTATION NO. QU-16359
Version 2

WASHINGTON STATE OF
210 11th Avenue SW
Room 210, GA Bldg
Olympia, WA 98504

PAGE 1 OF 22

Attention: Keith Armstrong
Phone: 360-902-7420 Fax: 360-586-2426

Site: WSCA CONTRACT 02702
Project: 2007 WSCA CONTRACT - MONOPOLES

VALMONT IS PLEASED TO OFFER THE FOLLOWING:

MEDIUM DUTY MONOPOLE

DESIGN CRITERIA PER ANSI/EIA/TIA-222-F-1996:

Wind: 100 mph Basic Wind Speed
Ice: 1/2" Radial, Simultaneous

DESIGN CRITERIA PER ANSI/TIA-222-G-2005:

Wind: 100 mph Wind Speed (3 Second Gust, 50 year return period) no ice
Ice: 30 mph Wind Speed (50 year return period) 1/2" ice
Structure Classification II
Exposure Category C
Topographic Category 1

20 ft. to 200 ft. Monopole Antenna Loading

One, 8 ft. Lightning Rod, at top of monopole
Two, 4 ft, antenna, high performance, top of monopole, Az. - worst case
Two, 4 ft, antenna, high performance, 10 ft. below top of monopole, Az. - worst case

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
20 ft. Monopole				
1	20 ft 18 sided monopole, Galvanized	1		\$3,500.00
2	Anchor bolts	1		\$980.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$12,160.00
9	Stepbolts for climbing	1		\$39.00
10	Safety climb cable and guides	1		\$157.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				989.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
20 ft. MONOPOLE TOTAL				\$14,149.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

20 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 20 ft. monopole	1		\$8,212.00
	A	Erect 20 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$11,908.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
40 ft. Monopole				
1	40 ft 18 sided monopole, Galvanized	1		\$4,420.00
2	Anchor bolts	1		\$980.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$13,080.00
9	Stepbolts for climbing	1		\$73.00
10	Safety climb cable and guides	1		\$215.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,081.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
40 ft. MONOPOLE TOTAL				\$15,161.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

40 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 40 ft. monopole	1		\$8,443.00
	A	Erect 40 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,139.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
60 ft. Monopole				
1	60 ft 18 sided monopole, Galvanized	1		\$6,450.00
2	Anchor bolts	1		\$1,060.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$15,190.00
9	Stepbolts for climbing	1		\$108.00
10	Safety climb cable and guides	1		\$273.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,174.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
60 ft. MONOPOLE TOTAL				\$17,364.00
17	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

60 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 60 ft. monopole	1		\$8,905.00
	A	Erect 60 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,601.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
80 ft. Monopole				
1	80 ft 18 sided monopole, Galvanized	1		\$8,240.00
2	Anchor bolts	1		\$1,080.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$17,000.00
9	Stepbolts for climbing	1		\$1,472.00
10	Safety climb cable and guides	1		\$330.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				2,595.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
80 ft. MONOPOLE TOTAL				\$20,595.00
17	99500 Soil Report	1		6,000.00
	Estimated Shipping Weight:		4,300 lbs.	
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

80 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 80 ft. monopole	1		\$9,367.00
	A	Erect 80 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,063.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
100 ft. Monopole				
1	100 ft 18 sided monopole, Galvanized	1		\$10,840.00
2	Anchor bolts	1		\$1,890.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$20,410.00
9	Stepbolts for climbing	1		\$176.00
10	Safety climb cable and guides	1		\$388.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,357.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
100 ft. MONOPOLE TOTAL				\$22,767.00
17	99500 Soil Report	1		6,000.00
	Estimated Shipping Weight:		4,300 lbs.	
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

100 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 100 ft. monopole	1		\$9,598.00
	A	Erect 100 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,294.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
120 ft. Monopole				
1	120 ft 18 sided monopole, Galvanized	1		\$13,610.00
2	Anchor bolts	1		\$2,100.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$23,390.00
9	Stepbolts for climbing	1		\$211.00
10	Safety climb cable and guides	1		\$402.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,406.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
120 ft. MONOPOLE TOTAL				\$25,796.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

120 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 120 ft. monopole	1		\$10,060.00
	A	Erect 120 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,756.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
140 ft. Monopole				
1	140 ft 18 sided monopole, Galvanized	1		\$16,900.00
2	Anchor bolts	1		\$2,150.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$26,730.00
9	Stepbolts for climbing	1		\$245.00
10	Safety climb cable and guides	1		\$460.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,498.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
140 ft. MONOPOLE TOTAL				\$29,228.00
17	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

140 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 140 ft. monopole	1		\$13,478.00
	A	Erect 140 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$17,174.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
160 ft. Monopole				
1	160 ft 18 sided monopole, Galvanized	1		\$22,860.00
2	Anchor bolts	1		\$2,200.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$32,740.00
9	Stepbolts for climbing	1		\$280.00
10	Safety climb cable and guides	1		\$517.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,590.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
160 ft. MONOPOLE TOTAL				\$35,330.00
17	99500 Soil Report	1		6,000.00

Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

160 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 160 ft. monopole	1		\$13,825.00
	A	Erect 160 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$17,521.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
180 ft. Monopole				
1	180 ft 18 sided monopole, Galvanized	1		\$27,140.00
2	Anchor bolts	1		\$3,120.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$37,940.00
9	Stepbolts for climbing	1		\$314.00
10	Safety climb cable and guides	1		\$575.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,682.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
180 ft. MONOPOLE TOTAL				\$40,622.00

19	99500 Soil Report	1		6,000.00
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Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

180 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 180 ft. monopole	1		\$14,297.00
	A	Erect 180 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$17,993.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
200 ft. Monopole				
1	200 ft 18 sided monopole, Galvanized	1		\$35,280.00
2	Anchor bolts	1		\$3,190.00
3	Handholes as required	1		Included
4	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
5	Additional microwave mount	2	212.00	\$424.00
6	8 ft lightning rod	1		\$71.00
7	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
8	Freight to site near Bellingham, WA	1		\$10,100.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$51,200.00
9	Stepbolts for climbing	1		\$348.00
10	Safety climb cable and guides	1		\$633.00
11	Safety climb cable sleeve	1		\$248.00
12	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,774.00
13	Structural analysis	1		Included
14	Foundation design per customer furnished soils report	1		\$600.00
15	Installation drawings	1		Included
16	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
200 ft. MONOPOLE TOTAL				\$53,974.00

17	99500 Soil Report	1		6,000.00
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Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

200 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 200 ft. monopole	1		\$16,144.00
	A	Erect 200 ft. Valmont monopole	1		Included
	B	Install microwave mounts	4		Included
	C	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	D	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$19,840.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

SHIPPING SCHEDULE:

Drawings: 2 weeks
 Anchor Bolts: 2 weeks

Galvanized Structure: 5 - 7 weeks
 Galvanized/Painted Structure: 7 - 9 weeks

NOTES:

1. See attached engineering data and general terms and conditions which are part of this proposal. This structure has been designed to the National EIA code. It is the customer's responsibility to notify Valmont Communications of any local code requirements that may supersede the National EIA code including twist and sway values. Any additional structure cost due to the local code requirements will also be the responsibility of the customer.
2. Due to material price fluctuations Valmont reserves the right to review all material pricing prior to accepting any order.
3. All quotations are subject to acceptance by Valmont-Communications at time of order. Valmont Communications may be required by state law to collect Sales/Use tax at the time of shipment. If required, the tax will appear as a separate line item on the invoice. In the case of tax-exempt orders, certificates should be provided at the time of order.
4. Current shipping schedules noted above are those in effect at time of this quotation. Actual schedules are subject to change to steel availability, circumstances and/or production backlog existing at time of order.
5. Shipping schedule noted will commence after receipt of approved and accepted written purchase order by Valmont Communications. On print-approval and hold-for-release orders, shipping schedule will commence after approval and actual release by customer.
6. Due to recent fluctuations in material prices, any structure order that is placed on hold is subject to a price review at time of release from hold. Valmont reserves the right to increase prices to adjust for the higher steel prices experienced at the time of manufacturing.
7. Valmont reserves the right to apply storage charges of three-hundred and fifty dollars (\$350.00) per month for structures stored in our yard(s) 60 days after original ship date.
8. Estimated freight FOB Factory - Cost is per two dollars and fifty cent per mile per truck (unloading of delivery truck by others) to nearest access point to the site, via flat bed tractor trailer. Any special handling by others. If anchor steel is shipped prior to tower, additional freight charges will be invoiced.

Taxes: If not exempt, taxes will be determined at time of order, and added to sales order.

Installation: Foundation and tower to be performed by others.

Freight Terms: FOB Factory, freight charges prepaid and added to invoice.

Payment Terms: Net 30 days on approved credit.

Quotation Validity: 30 days.

PLEASE REFER TO THIS QUOTATION NUMBER WHEN ORDERING.

Sincerely,
 Dennis Beal

Acceptance:
 Please enter our

Accepted: _____ Date: _____

PO Number: _____

Communications Division, Valmont Industries, Inc.

1545 Pidco Drive • Plymouth, Indiana • 46563-4005 USA **1-877-467-4763** Fax: **1-574-936-6796**
 3575 25th Street • Salem, Oregon • 97302-1123 USA **1-888-880-9191** **1-503-363-4613**



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STRUCTURES

Communications Division, Valmont Industries, Inc.



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July 11, 2007

QUOTATION NO. QU-16359
Version 2

WASHINGTON STATE OF
210 11th Avenue SW
Room 210, GA Bldg
Olympia, WA 98504

PAGE 1 OF 22

Attention: Keith Armstrong
Phone: 360-902-7420 Fax: 360-586-2426

Site: WSCA CONTRACT 02702
Project: 2007 WSCA CONTRACT - MONOPOLES

VALMONT IS PLEASED TO OFFER THE FOLLOWING:

HEAVY DUTY MONOPOLE

DESIGN CRITERIA PER ANSI/EIA/TIA-222-F-1996:

Wind: 100 mph Basic Wind Speed
Ice: 1/2" Radial, Simultaneous

DESIGN CRITERIA PER ANSI/TIA-222-G-2005:

Wind: 100 mph Wind Speed (3 Second Gust, 50 year return period) no ice
Ice: 30 mph Wind Speed (50 year return period) 1/2" ice
Structure Classification II
Exposure Category C
Topographic Category 1

20 ft. Monopole Antenna Loading

One, 8 ft. Lightning Rod, at top of monopole
One, 13 ft. Platform w/ handrails, top of monopole
Two, 4 ft, antenna, high performance, 10 ft. below top of tower, Az. - worst case

40 ft. to 200 ft. Monopole Antenna Loading

One, 8 ft. Lightning Rod, at top of monopole
One, 13 ft. Platform w/ handrails, top of monopole
Two, 4 ft, antenna, high performance, 10 ft. below top of tower, Az. - worst case
Two, 4 ft, antenna, high performance, 20 ft. below top of tower, Az. - worst case

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
20 ft. Monopole				
1	20 ft 18 sided monopole, Galvanized	1		\$4,040.00
2	Anchor bolts	1		\$1,030.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	1		\$735.00
7	Additional microwave mount	1		\$212.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$14,007.00
11	Stepbolts for climbing	1		\$39.00
12	Safety climb cable and guides	1		\$157.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				989.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
20 ft. MONOPOLE TOTAL				\$15,996.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

20 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 20 ft. monopole	1		\$8,622.00
	A	Erect 20 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	2		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,318.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
40 ft. Monopole				
1	40 ft 18 sided monopole, Galvanized	1		\$6,080.00
2	Anchor bolts	1		\$1,070.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$17,034.00
11	Stepbolts for climbing	1		\$73.00
12	Safety climb cable and guides	1		\$215.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,081.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
40 ft. MONOPOLE TOTAL				\$19,115.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

40 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 40 ft. monopole	1		\$8,843.00
	A	Erect 40 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$12,539.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
60 ft. Monopole				
1	60 ft 18 sided monopole, Galvanized	1		\$8,610.00
2	Anchor bolts	1		\$1,120.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$19,614.00
11	Stepbolts for climbing	1		\$108.00
12	Safety climb cable and guides	1		\$273.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,174.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
60 ft. MONOPOLE TOTAL				\$21,788.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

60 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 60 ft. monopole	1		\$9,349.00
	A	Erect 60 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,045.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
80 ft. Monopole				
1	80 ft 18 sided monopole, Galvanized	1		\$11,770.00
2	Anchor bolts	1		\$1,950.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$23,604.00
11	Stepbolts for climbing	1		\$1,472.00
12	Safety climb cable and guides	1		\$330.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				2,595.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
80 ft. MONOPOLE TOTAL				\$27,199.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

80 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998W1	Miscellaneous construction: Erect 80 ft. monopole	1		\$9,834.00
	A	Erect 80 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,530.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
100 ft. Monopole				
1	100 ft 18 sided monopole, Galvanized	1		\$15,020.00
2	Anchor bolts	1		\$1,980.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$26,884.00
11	Stepbolts for climbing	1		\$176.00
12	Safety climb cable and guides	1		\$388.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,357.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
100 ft. MONOPOLE TOTAL				\$29,241.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

100 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 100 ft. monopole	1		\$10,077.00
	A	Erect 100 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$13,773.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
120 ft. Monopole				
1	120 ft 18 sided monopole, Galvanized	1		\$19,830.00
2	Anchor bolts	1		\$2,900.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$32,614.00
11	Stepbolts for climbing	1		\$211.00
12	Safety climb cable and guides	1		\$402.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,406.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
120 ft. MONOPOLE TOTAL				\$35,020.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

120 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 120 ft. monopole	1		\$10,562.00
	A	Erect 120 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$14,258.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
140 ft. Monopole				
1	140 ft 18 sided monopole, Galvanized	1		\$25,500.00
2	Anchor bolts	1		\$2,950.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$38,334.00
11	Stepbolts for climbing	1		\$245.00
12	Safety climb cable and guides	1		\$460.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,498.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
140 ft. MONOPOLE TOTAL				\$40,832.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

140 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 140 ft. monopole	1		\$14,152.00
	A	Erect 140 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$17,848.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
160 ft. Monopole				
1	160 ft 18 sided monopole, Galvanized	1		\$34,240.00
2	Anchor bolts	1		\$3,780.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$5,050.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$47,904.00
11	Stepbolts for climbing	1		\$280.00
12	Safety climb cable and guides	1		\$517.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,590.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
160 ft. MONOPOLE TOTAL				\$50,494.00

19	99500 Soil Report	1		6,000.00
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Estimated Shipping Weight: 4,300 lbs.

AVAILABLE OPTIONAL MATERIALS

1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

160 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 160 ft. monopole	1		\$14,516.00
	A	Erect 160 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$18,212.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
180 ft. Monopole				
1	180 ft 18 sided monopole, Galvanized	1		\$41,190.00
2	Anchor bolts	1		\$3,940.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$10,100.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$60,064.00
11	Stepbolts for climbing	1		\$314.00
12	Safety climb cable and guides	1		\$575.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,682.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
180 ft. MONOPOLE TOTAL				\$62,746.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

180 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 180 ft. monopole	1		\$15,010.00
	A	Erect 180 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$18,706.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

ITEM	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
200 ft. Monopole				
1	200 ft 18 sided monopole, Galvanized	1		\$51,130.00
2	Anchor bolts	1		\$4,810.00
3	Handholes as required	1		Included
4	13' T-Arm assembly, tri-bracket and pipe plates	1		\$1,763.00
5	Antenna mounting pipe - 2 3/8 OD x 84" long	12	36.75	\$441.00
6	Clamp-on microwave mount for 12" to 24" pole	2	735.00	\$1,470.00
7	Additional microwave mount	2	212.00	\$424.00
8	8 ft lightning rod	1		\$71.00
9	Custom waveguide bridge, 24" wide x 10 ft. long	1		\$665.00
10	Freight to site near Bellingham, WA	1		\$10,100.00
TOTAL MONOPOLE MATERIAL PRICE, FOB SITE				\$70,874.00
11	Stepbolts for climbing	1		\$348.00
12	Safety climb cable and guides	1		\$633.00
13	Safety climb cable sleeve	1		\$248.00
14	Anti-Climb device for monopole	1		\$545.00
TOTAL STEPBOLTS AND SAFETY CLIMB MATERIAL PRICE, FOB SITE				1,774.00
15	Structural analysis	1		Included
16	Foundation design per customer furnished soils report	1		\$600.00
17	Installation drawings	1		Included
18	P.E. Certification, (WA)	1		\$400.00
TOTAL ENGINEERING PRICE				1,000.00
200 ft. MONOPOLE TOTAL				\$73,648.00
19	99500 Soil Report	1		6,000.00
Estimated Shipping Weight:		4,300 lbs.		
AVAILABLE OPTIONAL MATERIALS				
1	FAA/FCC Dual Red-White medium intensity light kit with conduit and wire	1		\$6,825.00
2	Beacon mounting plate	1		\$150.00
3	13' Platform w/ handrails, tri-bracket and 12 mounts	1		\$4,219.00

200 FT. MONOPOLE (Cont.)

Item	Part #	Description	Qty	Unit Price	Total Price
20	998WI	Miscellaneous construction: Erect 200 ft. monopole	1		\$16,950.00
	A	Erect 200 ft. Valmont monopole	1		Included
	B	Install 13 ft. T-Arm assembly at top of the monopole	1		Included
	C	Install microwave mounts	4		Included
	D	Install waveguide bridge, 24" wide by 10 ft. long	1		Included
	E	Project Mobilization	1		3,696.00

TOTAL INSTALLATION PRICE: \$20,646.00

AVAILABLE OPTIONAL SERVICES

A	Install stepbolts and anti-climb device	1	440.00
B	Install Tower Lighting Kit	1	3,168.00
C	Install Safety Climb Cable	1	264.00

SHIPPING SCHEDULE:

Drawings: 2 weeks
Anchor Bolts: 2 weeks

Galvanized Structure: 5 - 7 weeks
Galvanized/Painted Structure: 7 - 9 weeks

NOTES:

1. See attached engineering data and general terms and conditions which are part of this proposal. This structure has been designed to the National EIA code. It is the customer's responsibility to notify Valmont Communications of any local code requirements that may supersede the National EIA code including twist and sway values. Any additional structure cost due to the local code requirements will also be the responsibility of the customer.
2. Due to material price fluctuations Valmont reserves the right to review all material pricing prior to accepting any order.
3. All quotations are subject to acceptance by Valmont-Communications at time of order. Valmont Communications may be required by state law to collect Sales/Use tax at the time of shipment. If required, the tax will appear as a separate line item on the invoice. In the case of tax-exempt orders, certificates should be provided at the time of order.
4. Current shipping schedules noted above are those in effect at time of this quotation. Actual schedules are subject to change to steel availability, circumstances and/or production backlog existing at time of order.
5. Shipping schedule noted will commence after receipt of approved and accepted written purchase order by Valmont Communications. On print-approval and hold-for-release orders, shipping schedule will commence after approval and actual release by customer.
6. Due to recent fluctuations in material prices, any structure order that is placed on hold is subject to a price review at time of release from hold. Valmont reserves the right to increase prices to adjust for the higher steel prices experienced at the time of manufacturing.
7. Valmont reserves the right to apply storage charges of three-hundred and fifty dollars (\$350.00) per month for structures stored in our yard(s) 60 days after original ship date.
8. Estimated freight FOB Factory - Cost is per two dollars and fifty cent per mile per truck (unloading of delivery truck by others) to nearest access point to the site, via flat bed tractor trailer. Any special handling by others. If anchor steel is shipped prior to tower, additional freight charges will be invoiced.

Taxes: If not exempt, taxes will be determined at time of order, and added to sales order.

Installation: Foundation and tower to be performed by others.

Freight Terms: FOB Factory, freight charges prepaid and added to invoice.

Payment Terms: Net 30 days on approved credit.

Quotation Validity: 30 days.

PLEASE REFER TO THIS QUOTATION NUMBER WHEN ORDERING.

Sincerely,
Dennis Beal

Acceptance:
Please enter our

Accepted: _____ Date: _____

PO Number: _____

Communications Division, Valmont Industries, Inc.

1545 Pidco Drive • Plymouth, Indiana • 46563-4005 USA **1-877-467-4763** Fax: **1-574-936-6796**
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