

CATEGORY 11.2 - Sabre Concrete Shelter <i>(Freight charges prepaid and added to invoice)</i>				
Effective Date	PRODUCT MODEL NAME / NUMBER	MANUFACTURER	PRODUCT DESCRIPTION	NASPO DISCOUNT
1/25/2021	21-3659	Sabre Concrete Shelter	Custom Concrete Shelters	7%

**Please call or e-mail us: [NASPO@Sabreindustries.com](mailto:NASPO@Sabreindustries.com) with your special requirements. NASPO discount will apply.**

**The following are some basic requirements we look for when pricing a new custom shelter:**

Shelter Configuration: Concrete or Steel

Exterior Finish: Rock Aggregate or Other (and what the Other is)

Door Size: 3070, 3670, 4070 (Standard or Bullet Resistant)

Lockset Type:

Electrical Service: 100amp/200amp – 1phase/3phase

Special Electrical Switchgear: Disconnect/MTS/Generator Receptacle/ATS/Surge Arrestor

Receptacles: No. required

Alarms: Yes/No – (66 block, hi/lo temp, door intrusion, smoke detector, power fail)

Grounding: Yes/No

HVAC: Size – Economizer

Cable Ladder: Yes/No

Waveguide Entry: # of openings

Misc: fire extinguisher/first aid kit/eyewash station

Category 12.4 - Sabre Guyed Towers <i>(Freight charges prepaid and added to invoice)</i>				
Effective Date	PRODUCT MODEL NAME / NUMBER	MANUFACTURER	PRODUCT DESCRIPTION	NASPO Discount
1/25/2021	21-3626	Sabre Towers and Poles	Sabre Custom Guyed Towers	5%

Please call or e-mail us at [NASPO@Sabreindustries.com](mailto:NASPO@Sabreindustries.com) with your special requirements. NASPO discount will apply.

The following are some basic requirements we look for when pricing a new custom tower:

- Complete customer name with physical address?
- Site Classification: Class 2 (broadcast, cellular, CATV) or Class 3 (Essential communications, public safety, military)?
- GPS Coordinates?
- Waveguide bridge? If so how many feet?
- Lightning rod required?
- LP Down conductor required?
- Required Guy Radius (default is 80% of tower height)?
- Loading requirements:
  - o Antenna elevation for each antenna?
  - o Qty of antennas for each antenna?
  - o Model # or dimensions of each antenna?
  - o If MW loading we will need to know if the MW is HP or solid dish w/ radome, size of MW, GHz of MW, and azimuth if available?
  - o Line size for each antenna?
  - o Mount for each antenna?
  - o Do we need to supply the antenna mount and if so which ones?

Category 12.5 - Sabre Light Guyed Towers <i>(Freight charges prepaid and added to invoice)</i>				
Effective Date	PRODUCT MODEL NAME / NUMBER	MANUFACTURER	PRODUCT DESCRIPTION	NASPO DISCOUNT
1/25/2021	21-3637	Sabre Towers and Poles	Sabre Light Custom Guyed towers	5%

Please call or e-mail us at [NASPO@Sabreindustries.com](mailto:NASPO@Sabreindustries.com) with your special requirements. NASPO discount will apply.

The following are some basic requirements we look for when pricing a new custom tower:

- Complete customer name with physical address?
- Site Classification: Class 2 (broadcast, cellular, CATV) or Class 3 (Essential communications, public safety, military)?
- GPS Coordinates?
- Waveguide bridge? If so how many feet?
- Lightning rod required?
- LP Down conductor required?
- Required Guy Radius (default is 80% of tower height)?
- Loading requirements:
  - o Antenna elevation for each antenna?
  - o Qty of antennas for each antenna?
  - o Model # or dimensions of each antenna?
  - o If MW loading we will need to know if the MW is HP or solid dish w/ radome, size of MW, GHz of MW, and azimuth if available?
  - o Line size for each antenna?
  - o Mount for each antenna?
  - o Do we need to supply the antenna mount and if so which ones?

Category 12.6 - Sabre Lattice Towers <i>(Freight charges prepaid and added to invoice)</i>				
Effective Date	PRODUCT MODEL NAME / NUMBER	MANUFACTURER	PRODUCT DESCRIPTION	NASPO DISCOUNT
1/25/2021	21-3640	Sabre Towers and Poles	Sabre Custom Self-supporting Towers	5%

**Please call or e-mail us at [NASPO@Sabreindustries.com](mailto:NASPO@Sabreindustries.com) with your special requirements. NASPO discount will apply.**

**The following are some basic requirements we look for when pricing a new custom tower:**

- Complete customer name with physical address?
- Site Classification: Class 2 (broadcast, cellular, CATV) or Class 3 (Essential communications, public safety, military)?
- GPS Coordinates?
- Outside climbing ladder, inside climbing or step bolts?
- Waveguide ladder?
- Waveguide bridge? If so how many feet?
- Lightning rod required?
- LP Down conductor required?
- Loading requirements:
  - o Antenna elevation for each antenna?
  - o Qty of antennas for each antenna?
  - o Model # or dimensions of each antenna?
  - o If MW loading we will need to know if the MW is HP or solid dish w/ radome, size of MW, GHz of MW, and azimuth if available?
  - o Line size for each antenna?
  - o Mount for each antenna?
  - o Do we need to supply the antenna mount and if so which ones?

Category 12.7 - Sabre Light Lattice Towers <i>(Freight charges prepaid and added to invoice)</i>				
Effective Date	PRODUCT MODEL NAME / NUMBER	MANUFACTURER	PRODUCT DESCRIPTION	NASPO DISCOUNT
1/25/2021	21-3643	Sabre Towers and Poles	Sabre Custom Light Lattice Towers	5%

Please call or e-mail us at [NASPO@Sabreindustries.com](mailto:NASPO@Sabreindustries.com) with your special requirements. NASPO discount will apply.

The following are some basic requirements we look for when pricing a new custom tower:

- Complete customer name with physical address?
- Site Classification: Class 2 (broadcast, cellular, CATV) or Class 3 (Essential communications, public safety, military)?
- GPS Coordinates?
- Outside climbing ladder, inside climbing or step bolts?
- Waveguide ladder?
- Waveguide bridge? If so how many feet?
- Lightning rod required?
- LP Down conductor required?
- Loading requirements:
  - o Antenna elevation for each antenna?
  - o Qty of antennas for each antenna?
  - o Model # or dimensions of each antenna?
  - o If MW loading we will need to know if the MW is HP or solid dish w/ radome, size of MW, GHz of MW, and azimuth if available?
  - o Line size for each antenna?
  - o Mount for each antenna?
  - o Do we need to supply the antenna mount and if so which ones?

Category 12.8 - Sabre Monopole Towers <i>(Freight charges prepaid and added to invoice)</i>				
Effective Date	PRODUCT MODEL NAME / NUMBER	MANUFACTURER	PRODUCT DESCRIPTION	NASPO DISCOUNT
1/25/2021	21-3646	Sabre Towers and Poles	Sabre Customer Monopole Towers	5%

**Please call or e-mail us at [NASPO@Sabreindustries.com](mailto:NASPO@Sabreindustries.com) with your special requirements. NASPO discount will apply.**

**The following are some basic requirements we look for when pricing a new custom tower:**

- Complete customer name with physical address?
- Site Classification: Class 2 (broadcast, cellular, CATV) or Class 3 (Essential communications, public safety, military)?
- GPS Coordinates?
- Waveguide bridge? If so how many feet?
- Lightning rod required?
- LP Down conductor required?
- Loading requirements:
  - o Antenna elevation for each antenna?
  - o Qty of antennas for each antenna?
  - o Model # or dimensions of each antenna?
  - o If MW loading we will need to know if the MW is HP or solid dish w/ radome, size of MW, GHz of MW, and azimuth if available?
  - o Line size for each antenna?
  - o Mount for each antenna?
  - o Do we need to supply the antenna mount and if so which ones?

Construction Services - NASPO part #'s:				
Effective Date	NASPO Model No.	Construction Service	Description (for more description please notice descriptive outlines)	Unit Pricing NASPO Discount
1/25/2021	21-3950-11	Geo Technical	Complete a geo technical report.	5%
1/25/2021	21-3950-12	Off-load & Set Shelter	Supply crane to off-load set building	5%
1/25/2021	21-3950-13	Shelter Foundation	Concrete shelter pad w/ 3'x4' stoop	5%
1/25/2021	21-3950-18	Shelter Grounding	Supply and install Shelter ground halo per Motorola R-56	5%
1/25/2021	21-3950-27	Tower Foundation (category 12.4)	Install Tower foundation for (1) Sabre Custom Guyed tower	5%
1/25/2021	21-3950-28	Tower Foundation (category 12.5)	Install Tower foundation for (1) Sabre Custom Light Guyed tower	5%
1/25/2021	21-3950-30	Tower Foundation (category 12.6)	Install Tower foundation for (1) Sabre custom self-supporting tower	5%
1/25/2021	21-3950-29	Tower Foundation (category 12.7)	Install Tower foundation for (1) Sabre custom light self-supporting tower	5%
1/25/2021	21-3950-31	Tower Foundation (category 12.8)	Install Tower foundation for (1) Sabre custom Monopole self-supporting tower	5%
1/25/2021	21-3950-19	Tower Grounding	Supply and install tower grounding halo around the base of the new guyed, self-supporting, and guyed towers per Motorola R-56 grounding standards.	5%
1/25/2021	21-3950-21	Erect Tower (category 12.4)	Erect one (1) Sabre custom light Guyed tower 20' sections.	5%
1/25/2021	21-3950-22	Erect Tower (category 12.5)	Erect one (1) Sabre custom light Guyed 2' face all-welded 10' sections.	5%
1/25/2021	21-3950-24	Erect Tower (category 12.6)	Erect one (1) Sabre custom self-supporting tower.	5%
1/25/2021	21-3950-23	Erect Tower (category 12.7)	Erect one (1) Sabre custom light self-supporting tower w/ all welded 10' sections.	5%
1/25/2021	21-3950-25	Erect Tower (category 12.8)	Erect (1) Sabre custom Monopole	5%
1/25/2021	21-3950-26	Electrical	Supply and install electrical for tower or shelter per customer needs	5%
1/25/2021	21-3950-2	Generator Foundation	Install concrete generator pad and propane tank pad	5%
1/25/2021	21-3950-1	Generator Hook-up	set generator and connect to building	5%
1/25/2021	21-3950-3	Fuel Tank / LP System	Supply and install propane tank an fill to 80% capacity	5%
1/25/2021	21-3950-5	Compound	Supply and install compound w/ rock and weed barrier for a minimum.	5%
1/25/2021	21-3950-6	Access Lane	supply and install access road with base material	5%
1/25/2021	21-3950-7	Fence	Supply and install fencing material per customer specifications	5%
1/25/2021	21-3950-20	Site Grounding	Supply and install site grounding customer specifications	5%
1/25/2021	21-3950-8	Antenna and Line Work - Antenna	Install antenna and line material.	5%
1/25/2021	21-3950-9	Antenna and Line Work - MW dish	Install microwave dish and sweep test.	5%
1/25/2021	21-3950-10	ON-SITE PM SUPPORT (per day):	Programs with multiple sites Sabre recommends one (1) Sabre PM on the ground at all times or at the major mile stones of each project. The following pricing is based on a per day basis which includes labor costs, travel, food, lodging, rental care and fuel while on the job) A three (3) day minimum due to two (2) days of travel and one (1) full day on-site.	5%

## SABRE - NOTES AND ASSUMPTIONS

### FREIGHT NOTES AND ASSUMPTIONS:

- 1 All freight pricing is to be mutually agreed between Purchaser and Contractor and included as a separate line item in the quote to Purchaser.
- 2 Clear access must be provided for safe and adequate operation, free from all obstruction for transport and site installation. Installation charges are based on average costs and allows for a maximum 4 hour offload. Weather and site conditions may adversely affect offload time. Any additional charges incurred after 4 hours will be invoiced separately, as will locality surcharges.
- 3 Delivery is available to F.O. B. Destination
- 4 Any additional clarifications, notes and assumptions that may be required will be provided within Sabre's response to customer solicitations/RFP's.

### SHELTERS NOTES AND ASSUMPTIONS:

- 1 **Sales Tax:** This quotation does NOT include any state, federal, or local sales, use, excise taxes, contractors or any other taxes not specifically detailed in this proposal
- 2 The prices include only the material. Labor and services have been provided as optional services.
- 3 **Purchase Orders:** Purchase orders are required at order placement.
- 4 **Credit Approval:** All orders are subject to credit approval.
- 5 **Delay:** The seller shall be excused for any delay in performance caused by acts of God, war, riot, embargoes, acts of civil or military authorities, fires, floods, accidents, quarantine restrictions, mill conditions, strikes, differences with workmen, delays in transportation, shortages of fuel, labor or materials or any other circumstances or causes beyond the control of the seller's reasonable conduct of business.
- 6 **Title and Risk of Loss:** Full risk of loss, including transportation delays and losses, shall pass to the buyer upon delivery of products to the FOB point. However, the seller retains title, for security purposes only, if all products are not paid in full in cash. In the event that the buyer defaults in payments hereunder, the seller, at its option, may repossess all unpaid products and charge the buyer with any deficiency once disposition is made and damages are reasonably mitigated.
- 7 **Delivery:** Approval drawings to be submitted 60 days after award of contract; shelter delivery will be 10-12 weeks after receipt of approved drawings. Delivery schedule can be negotiated to meet customer requirements. Unless arrangements are made in advance, fabrication commences upon receipt of signed approval drawings. *(These lead times will vary.)*
- 8 Any additional clarifications, notes and assumptions that may be required will be provided within Sabre's response to customer solicitations/RFP's.

### TOWERS NOTES AND ASSUMPTIONS:

- 1 Classification of Proposed Structures:
- 2 • CLASSIFICATION OF STRUCTURE - Risk Category III - Structures used primarily for essential communications such as: civil or national defense, emergency, rescue or other disaster operations, military and navigation facilities.
- 3 • Exposure Categories - Exposure C - Open terrain with scattered obstructions having heights generally less than 30 feet. This category includes flat, open country, grasslands and shorelines in hurricane prone regions. Exposure C is the standard default for exposure categories.
- 4 • Topographic Categories - Category 3 w/ crest height of 2,063' - Structures located in the upper half of a hill. Wind speed-up shall be considered to occur in all directions. Structures located in the lower half of a hill shall be permitted to be considered as Topographic Category 1.
- 5 The permit package includes a profile drawing of the structure with member sizes; anchor bolt details; descriptive notes; structural calculations; a table of supported antennas, mounts and feedlines; and a foundation sketch and calculations (if applicable).
- 6 This quotation is based on ANSI/TIA-222-H and Customer provided specifications. Any information not provided by ANSI/TIA-222-H or the Customer has not been considered.
- 7 Foundation and anchor bolt designs are based strictly on ANSI/TIA-222-H. Any additional requirements may result in increased foundation size and price.
- 8 Dimensional information is preliminary only; it may change based on final engineering.
- 9 All Sabre mounts are quoted with support pipes of appropriate length for most applications if not otherwise specified. If different support pipe lengths are required at the time of the order, additional costs may be incurred.
- 10 Cable type safety climbing device provided does not include harness.
- 11 If a Customer requests to pick up a tower, a \$300.00 per truck charge may apply for dunnage and loading.
- 12 Storage charges of \$350.00 per month may apply starting sixty (60) days after original scheduled ship date.
- 13 Delivery will be approximately 8 to 10 weeks after receipt of required information and contingent upon backlog at the time of order.
- 14 Any additional clarifications, notes and assumptions that may be required will be provided within Sabre's response to customer solicitations/RFP's.

### CONSTRUCTION NOTES AND ASSUMPTIONS:

- 1 Site must be easily accessible for trucks delivering tower steel and concrete, cranes, drill rigs, and all other equipment required to perform the job.
- 2 Foundation installation price quoted foundations based on presumptive clay soil, per TIA-222-G or TIA-222-H
- 3 Customer to secure all permits.
- 4 This quote is based on estimated prevailing wage rates. Wage rates may change periodically and may require adjustment.
- 5 This quote is based on non-union and non-winter working conditions, unless otherwise noted.
- 6 All deviations, alterations, field changes, engineering changes, or architectural changes to the provided scope of work will be billed accordingly on a time and materials basis.
- 7 Any downtime or remobilization due to circumstances beyond our control will be billed accordingly per approved signed change order.
- 8 This proposal does not include any sales, use, excise, contractors or any other taxes not specifically detailed in this proposal.
- 9 Proposed pricing does not include any construction drawings, environmental studies, soil studies, etc.
- 10 Grounding installation is based on general installation practices. Additional grounding materials and installation may be required to meet desired resistances and a fair and reasonable equitable adjustment may be required.
- 11 Sites are assumed to be level and free of obstructions above and below grade. Sites not meeting this assumption may incur additional costs.