

Appendix C, Pricing Index
DIR-TSO-4301
Wilbur L. Anderson, Inc.

BRAND	PRODUCT DESCRIPTION	DIR Customer Discount % off MSRP
Western Towers	15' Std Heavy Tilt Tower	21.34%
Western Towers	20' Std Heavy Tilt Tower	21.34%
Western Towers	30' Std Heavy Tilt Tower	21.34%
Western Towers	40' Std Heavy Tilt Tower	21.34%
Western Towers	40' Art Medium Tilt Tower	21.34%
Western Towers	40' Art Heavy Tilt Tower	21.34%
Western Towers	50' Std Heavy Tilt Tower	21.34%
Western Towers	60' Std Medium Tilt Tower	21.34%
Western Towers	60' Std Heavy Tilt Tower	21.34%
Western Towers	60' Art Medium Tilt Tower	21.34%
Western Towers	60' Art Heavy Tilt Tower	21.34%
Western Towers	80' Std Heavy Tilt Tower	21.34%
Western Towers	40' Vertical Rotating Tilt Tower: I-Beam Winch Version	21.34%
Western Towers	40' Vertical Rotating Tilt Tower	21.34%
Western Towers	20' Vertical Rotating Tilt Tower	21.34%
Western Towers	Accessory: Std H-Mount - All Sizes	21.34%
Western Towers	Accessory: Std H-Mount Counterweight - All sizes except 80' Tilt Tower	21.34%
Western Towers	Accessory: Std H-Mount Counterweight - 80' Tilt Tower	21.34%
Western Towers	Accessory: Art Antenna Mount F/40' Tilt Towers	21.34%
Western Towers	Accessory: Art Antenna Mount Counterweight F/40' Tilt Towers	21.34%
Western Towers	Accessory: Art Antenna Mount F/60' Tilt Towers	21.34%
Western Towers	Accessory: Art Antenna Mount Counterweight F/60' Tilt Towers	21.34%
Western Towers	Accessory: Grounding Pigtails (25) Per Tilt Tower	21.34%
Western Towers	Accessory: Rodent Guard	21.34%
Western Towers	Accessory: Top Plate for Steel Tube Foundation	21.34%
Dixie Precast	Precast Foundation F/20' and 30' Tilt Towers	21.34%
Dixie Precast	Precast Foundation for up to 60' Tilt Towers - FOB - Austell, GA	21.34%
Dixie Precast	Precast Foundation for up to 60' Tilt Towers - FOB - Crowley, TX	21.34%
Dixie Precast	Precast Foundation for up to 80' Tilt Towers - FOB - Austell, GA	21.34%
Dixie Precast	Precast Foundation for up to 80' Tilt Towers - FOB - Crowley, TX	21.34%
Western Towers	Steel Foundation Tube F/20' Tilt Tower	21.34%
Western Towers	Steel Foundation Tube F/40' Tilt Tower	21.34%
Western Towers	Steel Foundation Tube F/60' Tilt Tower	21.34%
Western Towers	Helical Foundation Tube - 15' F/40' to 60' Tilt Towers	21.34%
Western Towers	Helical Foundation Tube - 10' F/40' to 60' Tilt Towers (DR - 10815)	21.34%

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Western Towers	Helical Foundation Tube Extension - 3' (HDE - 1003)	21.34%
Western Towers	Helical Foundation Tube Extension - 5' (HDE - 1005)	21.34%
Western Towers	300' x 42" Face Towers Guyed Tower Kit	21.34%
Western Towers	400' x 42" Face Towers Guyed Tower Kit	21.34%
Western Towers	495' x 42" Face Towers Guyed Tower Kit	21.34%
Western Towers	30' Monopole	21.34%
Western Towers	50' Monopole	21.34%
Western Towers	100' Monopole	21.34%
Western Towers	150' Monopole	21.34%
Western Towers	Template and Bolts	21.34%
Western Towers	Template and Bolts	21.34%
Western Towers	40' Welded Section Self Support	21.34%
Western Towers	60' Welded Section Self Support	21.34%
Western Towers	80' Welded Section Self Support	21.34%
Western Towers	100' Welded Section Self Support	21.34%
Western Towers	120' Welded Section Self Support	21.34%
Western Towers	40' SST - DPC Kit Tower and Foundation	21.34%
Western Towers	60' SST - DPC Kit Tower and Foundation	21.34%
Western Towers	80' SST - DPC Tower and Foundation	21.34%
Western Towers	100' SST - DPC Tower and Foundation	21.34%
Western Towers	120' SST - DPC Tower and Foundation	21.34%
Western Towers	100' Self Support Tower Kit - Light	21.34%
Western Towers	100' Self Support Tower Kit - Med	21.34%
Western Towers	100' Self Support Tower Kit - Heavy	21.34%
Western Towers	120' Self Support Tower Kit - Light	21.34%
Western Towers	120' Self Support Tower Kit - Med	21.34%
Western Towers	120' Self Support Tower Kit - Heavy	21.34%
Western Towers	150' Self Support Tower Kit - Light	21.34%
Western Towers	150' Self Support Tower Kit - Med	21.34%
Western Towers	150' Self Support Tower Kit - Heavy	21.34%
Western Towers	180' Self Support Tower Kit - Light	21.34%
Western Towers	180' Self Support Tower Kit - Med	21.34%
Western Towers	180' Self Support Tower Kit - Heavy	21.34%
Western Towers	195' Self Support Tower Kit - Light	21.34%
Western Towers	195' Self Support Tower Kit - Med	21.34%
Western Towers	195' Self Support Tower Kit - Heavy	21.34%
Western Towers	250' Self Support Tower Kit - Light	21.34%
Western Towers	250' Self Support Tower Kit - Med	21.34%
Western Towers	250' Self Support Tower Kit - Heavy	21.34%
Western Towers	280' Self Support Tower Kit	21.34%
Western Towers	300' Self Support Tower Kit	21.34%
Western Towers	350' Self Support Tower Kit	21.34%
Western Towers	WT Standard Antenna Mount	21.34%
Western Towers	WT Standard Dish Mount	21.34%
Western Towers	WT Platform	21.34%
Western Towers	WT Climbing Ladder - price per foot	21.34%

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Western Towers	WT Waveguide Ladder - price per foot	21.34%
Western Towers	WT Protective Ice Shield - 6 x 6	21.34%
Western Towers	tower maintenance Daily Rate - Determined by Scope of Work	21.34%
Western Towers	Guyed Tower Erection - Standard - Price per Foot - Erection Only Installation	21.34%
Western Towers	Self Support Tower Erection - Standard - Price per Foot - Erection Only Installation	21.34%
Western Towers	Foundation Installation - Determined by soil, SOW and site - Gravity Block and Drilled Pier Foundation - Standard	21.34%
Western Towers	Foundation Installation - Determined by soil, SOW and site - Deadman Anchor GT - 350' or less	21.34%
Western Towers	Sweep Testing and Data Analysis for Antenna and Lines - Daily Rate - Crew Charge	21.34%
Western Towers	Maintenance: Tower Mapping - Standard - 500' or less	21.34%
Western Towers	Maintenance: Tower Inspections - Standard - 500' or less	21.34%
Western Towers	Standard Rate - Tower Site NEPA Review - less than 400'	21.34%
Western Towers	Antenna/Microwave Path Alignment Services - Per Day	21.34%
Western Towers	Installation: Determined by SOW and site - 40' x 40' Fence	21.34%
Western Towers	Determined by SOW and site - 40' x 40' weed barrier and gravel	21.34%
Western Towers	H - Frame	21.34%
Western Towers	Standard Ice Bridge 10' x 24" wide kit	21.34%
Western Towers	Lightning Protection System - Dissipaters	21.34%
Western Towers	Grounding System - Conventional	21.34%
Western Towers	Grounding System - Chemrod	21.34%
Western Towers	Grounding System - R56	21.34%
Specialty Tower Lighting, LTD	Full LED Dual System - TKSTLD-1LED/LED for 150' - 250' Towers	21.34%
Specialty Tower Lighting, LTD	Full LED Dual System - TKSTLD-1LED/LED for 260' - 350' Towers	21.34%
Specialty Tower Lighting, LTD	Full LED Dual System - TKSTLD-2LED/LED for 400' - 500' Towers	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E1 for 150' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E1 for 200' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E1 for 250' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E1 for 300' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E1 for 350' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E2 for 400' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E2 for 450' Tower	21.34%
International Tower Lighting	Full LED Dual System - ILS-3600-01R-E2 for 500' Tower	21.34%
Fiberbond	8' x 8' Concrete Shelter Kit w/20KW generator	21.34%
Fiberbond	10' x 20' Concrete Shelter Kit w/30KW generator	21.34%
Fiberbond	11' x 28' Concrete Shelter Kit w/40KW generator	21.34%

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Fiberbond	11' x 16' Concrete Shelter Kit - No Generator	21.34%
Thermo Bond	8x10x9 Lightweight Shelter Kit - No Generator	21.34%
Thermo Bond	8x10x9 Concrete Shelter Kit - No Generator	21.34%
Thermo Bond	10x12x9 Lightweight Shelter Kit - No Generator	21.34%
Thermo Bond	10x12x9 Concrete Shelter Kit - No Generator	21.34%
Thermo Bond	10x20x9 Lightweight Shelter Kit - No Generator	21.34%
Thermo Bond	10x20x9 Concrete Shelter Kit - No Generator	21.34%
Thermo Bond	11.5x24x9 Lightweight Shelter Kit - No Generator	21.34%
Thermo Bond	11.5x24x9 Concrete Shelter Kit - No Generator	21.34%
Thermo Bond	35KWGenerac GenSet	21.34%
TWR Lighting	LED/xenon strobe Tower Lighting Kit for 151' to 350' Tower	21.34%
TWR Lighting	LED Tower Lighting Kit for 151' to 350' Tower	21.34%
TWR Lighting	LED Tower Lighting Kit for 351' to 700' Tower	21.34%
Lonestar Shelter Mfg	8x12x9 Fiberglass Shelter Kit - no generator	21.34%
Lonestar Shelter Mfg	8x12x9 Fiberglass Shelter Kit - w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	8x16x9 Fiberglass Shelter Kit w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	8x20x9 Fiberglass Shelter Kit w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	10x12x9 Fiberglass Shelter Kit w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	10x16x9 Fiberglass Shelter Kit w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	10x20x9 Fiberglass Shelter Kit w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	12x20x9 Fiberglass Shelter w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	12x30x9 Fiberglass Shelter w/ 20Kw generator	21.34%
Lonestar Shelter Mfg	30Kw Genset - 200AMP - w/ weather shield	21.34%
TWR Lighting	LED Tower Lighting Kit for up to a 150' Tower	21.34%
TWR Lighting	LED Tower Lighting Kit for 151' to 350' Tower	21.34%
TWR Lighting	LED Lighting Kit for 351' to 700' Tower	21.34%
TWR Lighting	LED/xenon Lighting Kit for 351' to 700' Tower	21.34%
TWR Lighting	LED Lighting Kit for 351' to 700' Tower	21.34%
TWR Lighting	LED Lighting Kit for 151' to 350' Tower	21.34%
TWR Lighting	LED Lighting Kit for 351' to 700' Tower	21.34%
TWR Lighting	LED/xenon Lighting Kit for 151' to 350' Tower	21.34%
TWR Lighting	LED Lighting Kit for 151' to 350' Tower	21.34%
TWR Lighting	LED/xenon Lighting Kit for 351' to 700' Tower	21.34%