

**SAN ANTONIO WATER SYSTEM**  
 P. O. BOX 2449  
 SAN ANTONIO, TEXAS 78298-2449  
**TABULATION OF BIDS**

PROPOSAL Annual Contract for  
 FOR: Outdoor Wireless Service Maintenance & Repair Parts  
 TIME & (January 1, 2013 through December 31, 2013)  
 DATE: 3:00 p.m., November 14, 2012

ITEM NO. DESCRIPTION AND APPROXIMATE QUANTITY

| Item No.      | Description and Approximate Quantity  | Unit                | Trico Tower Service, Inc.<br>4020 Creekmont<br>Houston, TX 77091 | CTS Consolidated Telecom<br>Services<br>12131 Jones Maltsberger Rd.<br>San Antonio, TX 78247 | JTS<br>5310 S. Cockrell Hill Road<br>Dallas, TX 75236 |
|---------------|---|---------------------|--|--|---|
| <b>Item 1</b> | <b>INSTALLATION SERVICE</b>   |                     |  |  |   |
| 1.            | 20 day rate<br>Installation Service (Minimum of 2-Men Crew)                           | UNIT PRICE<br>TOTAL | 1,550.00<br>31,000.00  | 2,300.00<br>46,000.00  | 1,800.00<br>36,000.00                                 |
| 2.            | 5 day rate<br>Installation Service Minimum of 2-Men Crew with rig truck use           | UNIT PRICE<br>TOTAL | 1,850.00<br>9,250.00   | 2,300.00<br>11,500.00  | 1,900.00<br>9,500.00                                  |
|               | <b>TOTAL FOR ITEM 1</b>   | SUBTOTAL            | 40,250.00  | 57,500.00  | 45,500.00   |
| <b>Item 2</b> | <b>On Call Service Maintenance</b>  |                     |  |  |   |
| 1.            | 200 hours<br>Simple Work - Regular Rate per Crew Minimum of 2-men crew per job        | UNIT PRICE<br>TOTAL | 160.00<br>32,000.00  | 80.00<br>16,000.00   | 225.00<br>45,000.00                                   |
| 2.            | 50 hours<br>Simple Work Overtime - Rate per crew Minimum of 2-men crew per job        | UNIT PRICE<br>TOTAL | 240.00<br>12,000.00  | 80.00<br>4,000.00  | 225.00<br>11,250.00                                   |
| 3.            | 200 hours<br>Skilled/Tower Work - Regular per crew Minimum of 2-men crew per job      | UNIT PRICE<br>TOTAL | 160.00<br>32,000.00  | 230.00<br>46,000.00  | 225.00<br>45,000.00                                   |
| 4.            | 50 hours<br>Skilled/Tower Work - Overtime rate per crew Minimum of 2-men crew per job | UNIT PRICE<br>TOTAL | 160.00<br>8,000.00   | 230.00<br>11,500.00  | 225.00<br>11,250.00                                   |
| 5.            | ITEM DELETED  | UNIT PRICE<br>TOTAL |  |  |   |
|               | <b>TOTAL FOR ITEM 2</b>   | SUBTOTAL            | 84,000.00  | 77,500.00  | 112,500.00  |
| <b>Item 3</b> | <b>Equipment Rentals (Cranes and man lifts)</b>                                       |                     |  |  |   |
|               | Estimated Annual Usage \$5,000.00   |                     | 5,000.00   | 5,000.00   | 5,000.00  |
|               | Less SAWS discount (\$5,000 x _____%)   |                     | 3%<br>-150.00  | 25%<br>-1,250.00   | 15%<br>-750.00  |
|               | <b>TOTAL FOR ITEM 3</b>   | SUBTOTAL            | 4,850.00   | 3,750.00   | 4,250.00  |
| <b>Item 4</b> | <b>Miscellaneous Repair Parts</b>   |                     |  |  |   |
|               | Discount based on manufacturer's list price   |                     | 3%   | 21%  | 15%   |

SAT Radio Communications,  
 Ltd.  
 Dba Industrial Communications  
 1019 E. Euclid Ave.  
 San Antonio, TX 78212

**BID RESCINDED**

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|----------|--|----------|--|--|---|--|
|          | Estimated annual usage \$20,000.00     |          | 20,000.00  | 20,000.00  | 20,000.00   | <b>BID RESCINDED</b>   |
|          | Less SAWS discount (\$21,000 x _____%) |          | -600.00  | -4,200.00  | -3,000.00   |  |
|          | <b>TOTAL FOR ITEM 4</b>                | SUBTOTAL | 19,400.00  | 15,800.00  | 17,000.00   |  |
|          |  |          | *  |  |   |  |
|          | <b>GRAND TOTAL ITEMS 1-4</b>           | TOTAL    | <b>148,500.00</b>  | 154,550.00   | 179,250.00  |  |
|          | <b>EXTENSION 1</b>                     |          | <b>148,500.00</b>  |  |   |  |
|          | <b>EXTENSION 2</b>                     |          | <b>148,500.00</b>  |  |   |  |
|          | <b>EXTENSION 3</b>                     |          | <b>148,500.00</b>  |  |   |  |
|          | Terms                                  |          | Net<br>30 days   | Net<br>30 days   | 2%<br>15 days   |  |
|          | Delivery Days                          |          |  |  |   |  |

**\*LOW BIDDER**

BID INVITATIONS MAILED TO AND/OR PICKED UP BY:

JTS  
 Alpha Omega Wireless  
 Avant Datacomm Solutions  
 Champion Communication Svcs.  
 Communications Supply  
 Convergence Tech  
 CTS Consolidated Telecom Services  
 Data Connect Unifirst Corp.  
 Double Radius  
 EZLinx.net

Memco Safety  
 MSC Indus  
 Network A  
 Pratum Technologies  
 SAT Radio Communications, Ltd.  
 Supply Innovations Co.  
 Tessco  
 Trico Tower Service, Inc.  
 Unifirst Corp.  
 Wesco Dist.  
 WW Grainger

SAWS website