



21 Hitchcock Drive
Gorham, NH, 03581
Office/Fax: 603-466-2730
Email: info@aerialsitecommunications.com

Town of Henniker
18 Depot Hill Road
Henniker, NH 03824

To whom it may concern,

I am writing on behalf of Aerial Site Communications to express our keen interest in responding to the Request for Proposal (RFP) for the Design and Construction of a Public Safety Communications Tower in Henniker, New Hampshire, as advertised by the Town of Henniker. We have carefully reviewed the provided RFP document and have a comprehensive understanding of the requirements and objectives outlined within it. Aerial Site Communications is a reputable and experienced firm in the field of telecommunications infrastructure development, and we are confident in our ability to meet the specific needs of this project. The Town of Henniker's commitment to enhancing public safety communications aligns perfectly with our core values and expertise.

As specified in the RFP, we acknowledge the following key project requirements:

1. Comprehensive familiarity with the purpose of the communications and microwave system tower to be constructed.
2. Continuous communication and collaboration with the Town Administrator, subcontractors, and equipment vendors.
3. Provision of tower design, permitting, and construction services, adhering to Motorola's R56 standards or any other mutually agreed-upon standards.
4. Fulfillment of the tower construction scope of work, including the procurement and construction of a new 120-foot self-support tower, backup generator system, compound fencing, equipment shelter relocation, and associated site improvements.

Our team is dedicated to delivering a solution that not only meets but exceeds your expectations. We understand the critical role that this public safety communications system plays in serving the Henniker community, and we are committed to ensuring its reliability, durability, and long-term functionality. Furthermore, we are fully prepared to engage in a transparent and collaborative partnership with the Town of Henniker, ensuring that all project milestones are met within the specified timeframe, with a completion goal of June 30, 2024.

We appreciate the opportunity to participate in this important project and contribute to the enhancement of public safety communications in Henniker. Please find enclosed our formal response to the RFP. If you have any questions or require additional information, please do not hesitate to contact us. We look forward to the possibility of collaborating with the Town of Henniker on this endeavor.

Sincerely,

Mark Leclerc
President
Aerial Site Communications
(603) 568-9333
mark@aerialsitecommunications.com



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2 - Acceptance of Conditions

Aerial Site Communications Inc. formally acknowledges receipt of the Request for Proposal (RFP) for the Design and Construction of a Public Safety Communications Tower in Henniker, New Hampshire, issued by the Town of Henniker. We appreciate the opportunity to participate in this competitive process and are fully committed to complying with the terms and conditions outlined therein.

After a thorough review of the RFP document, including the Scope of Services and associated specifications, we confirm our understanding of the majority of the requirements.

Aerial Site Communications is dedicated to a collaborative partnership with the Town of Henniker and is committed to providing the highest quality service. We believe that open communication and flexibility will be essential to achieving the project's objectives.

We look forward to the opportunity to work closely with the Town of Henniker on this important endeavor. Should you have any questions please do not hesitate to contact us.



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3 – Company Background

Aerial Site Communications Inc, a corporation established in June 2004, has been a steadfast presence in the field of telecommunications infrastructure. Under the leadership of its officers, Mark Leclerc (President, Secretary, and Treasurer) and Lynn Leclerc (Vice President), the company has maintained its original name and headquarters at 21 Hitchcock Drive, Gorham, NH 03581. As a committed member of the National Association of Tower Erectors (NATE) since its inception, Aerial Site Communications Inc has been a dedicated contributor to the industry's growth and development.



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4 - Qualifications

Aerial Site Communications possesses the qualifications and experience vital for the successful execution of the Public Safety Communications Tower project. Some of our experience includes:

1. **Government Agencies:** Proven track record working with State of NH Police, Mutual Aid, and Fire Departments.
2. **Tower Expertise:** Extensive experience in self-supporters, guy towers, monopoles, and rooftop installations.
3. **Site Development:** Proficiency in raw land sites, road construction, antenna installation, coax deployment, and microwave dishes.
4. **Specialized Projects:** Successfully delivered Doppler radar, Loran, and FAA radar towers.
5. **Microwave Systems:** Experience in Ossipee Mount Electronics, Eversource, and Wireless Partners microwave system tower construction.
6. **Cellular Services:** Proven expertise in LTE and CDMA cell phone service for major carriers including Verizon, AT&T FirstNet, and US Cellular.
7. **FM Towers:** Demonstrated capability in FM tower construction.

Aerial Site Communications is well-equipped and experienced to meet the demands of the Henniker project, ensuring the highest standards in public safety communications and tower construction.



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5 – Firm Resources

Aerial Site Communications Inc operates with a simple organizational structure:

- Mark Leclerc: President and site foreman with 30+ years of experience
- Lynn Leclerc: Vice President and office manager

An organization chart can be provided if necessary. However, please note that Aerial Site Communications does not typically maintain one due to our small size and simplified organizational structure.

Subcontractors:

- **Just Electric, LLC:** Handling electrical work.

Project Coordination:

Mark Leclerc will manage all communications and coordination for the project among all firms involved.



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6 - References

Included below are five references that can attest to the quality of work, experience, knowledge, and professionalism that Aerial Site Communications provides.

Wireless Partners LLC

- Patrick Robinson
- Vice President of Project Management
- M: (603) 486-9999

US Cellular

- John Boyll
- Operations Manager
- M: (603) 533-7350

Eversource Energy

- Michael Notini
- Senior RF Systems Engineer
- M: (603) 817-7470

Ossipee Mountain Electronics

- Aaron Tilton
- Service Manager
- M: (603) 677-6278

Coordinated Civil Management

- Tom Blakeney
- President and Owner
- M: (603) 986-4945



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7 – List of Ongoing and Completed Projects (Comparable)

Listed below are examples of completed projects as well as our volume of work over the past 3 years. Please note that the following projects represent a selection of comparable jobs, but they are not an exhaustive list of our recent work in the field. These projects closely align with the scope and nature of the current Public Safety Communications Tower project:

Conway Police and Sheriff Department (2020):

- **Description:** Completed construction of three 120' self-supporting towers, including road construction, building foundation, tower foundation, tower construction, antenna installation, lines, microwave dish installation, grounding, and fence installation.
- **Status:** Completed in 2020.

Concord Mutual Aid (2020):

- **Description:** Successfully installed microwave dishes on one fire tower, one guy tower, and two self-supporting towers in 2020. The project involved the installation of antennas, lines, and microwave dishes connecting all four sites.
- **Status:** Completed in 2020.

OME (2020):

- **Description:** Completed construction of one 120' self-supporting tower in 2020, which included tower foundation, tower construction, antenna installation, lines, and grounding.
- **Status:** Completed in 2020.

Total Dollar Volume of Work:

- **2022** ~ \$1,100,000.00
- **2021** ~ \$700,000.00
 - *Low sales volume due to COVID-19*
- **2020** ~ \$1,400,000.00

Project Accommodation:

To ensure efficient project management, Aerial Site Communications will evaluate project workloads and commit to only taking on projects that can be completed on schedule. If we are contracted for the Public Safety Communications Tower project, it will be our sole focus until its successful completion. We will establish a comprehensive project plan as soon as work begins to guarantee adherence to the project timeline.



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8 – Customer Support

At Aerial Site Communications Inc, we prioritize accessibility and communication with our clients. We offer multiple avenues for engagement and support to ensure a seamless working relationship with the Town of Henniker:

Remote Availability:

We are readily available for remote communication through phone and email, ensuring prompt responses to inquiries, updates, and any project-related discussions.

On-Site Presence:

We are committed to being on-site for all necessary fieldwork and project activities. Our physical presence ensures effective coordination and supervision of construction and installation tasks, aligning with project requirements.

Our approach to customer support emphasizes open lines of communication, both remotely and on-site, to meet the needs and expectations of the Town of Henniker throughout the project's duration.

Point of Contact:

The primary point of contact for this project will be Mark Leclerc, who can be reached at:

- E: mark@aerialsitecommunications.com
- M: (603) 568-9333
- O: (603) 466-2730

9 - Financial



Customer: Town of Henniker, NH

Site: Craney Hill

Date: 9/9/2023

Notes:

Aerial Site Communications in not involved in, or anticipating, any litigation, arbitration or mediation.

Civil	
Activity	Total
Site clearing, blasting, tower foundation, building foundation, boring	\$ 99,000.00
Site backfill	\$ 10,000.00
Install 50 x 50 8' high chain link fence, 3/4 stone, and fabric	\$ 13,700.00
	\$ -
	\$ -
	\$ -
Subtotal	\$ 122,700.00

RF & Tower	
Activity	Total
Supply 120' Sabre S3TL tower, mounts, ladder, safety climb, foundation design	\$ 59,500.00
Install tower, mounts, ladder, ice bridge, relocate antennas and dishes as needed	\$ 39,600.00
	\$ -
	\$ -
	\$ -
	\$ -
Subtotal	\$ 99,100.00

Electrical & Grounding	
Activity	Total
Extend power and fiber to shelter with 200 amp meter bank with generator	\$ 88,700.00
Install ground ring, survey	\$ 16,600.00
Relocate shelter, install mini split, install power to building, upgrade power in building, reroof building	\$ 28,300.00
	\$ -
	\$ -
Subtotal	\$ 133,600.00

Other	
Activity	Total
Bond	\$ 11,000.00
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
Subtotal	\$ 11,000.00

Job Total \$ 366,400.00



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9 – Financial (continued)

Complementing the preceding financial breakdown is the following work schedule:

1. Job is awarded.
2. Schedule test boring and surveys.
3. Review results of boring and surveys.
4. Develop site plan based on results of above tests.
5. Foundation design.
6. Order tower.
7. Start site construction (approximately 6-weeks prior to receiving tower and weather permitting).
8. Schedule blasting or hammering as needed.
9. Install tower and building foundation.
10. Install ground ring.
11. Backfill foundation.
12. Set telephone poles.
13. Install power to site.
14. Install building on foundation (approximately 3-weeks prior to receiving tower and weather permitting).
15. Install fiber and power to building.
16. Complete upgrades to existing building and install new roof.
17. Receive tower and transport to site for installation.
18. Erect tower.
19. Install mounts, wave guide ladder, ice bridge, and grounding.
20. Relocate existing antennas to new tower (approximately 2-weeks after tower installation and weather permitting).
21. Install fence and stone (approximately 3-weeks after tower installation and weather permitting).
22. Site cleanup and job completion.



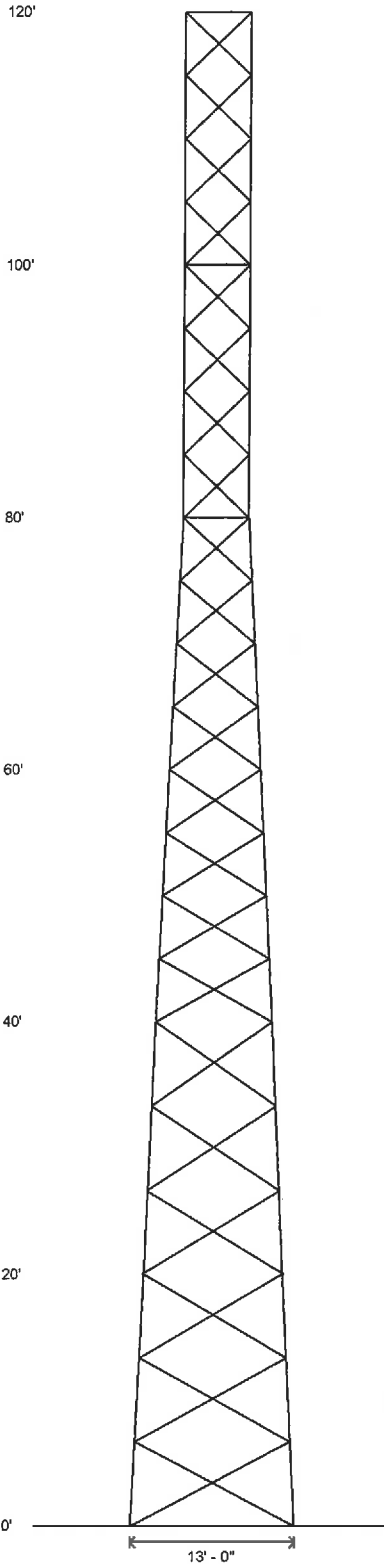
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10 - Other

The following pages outline the tower design and loading information, which was specified to accommodate an extra 20% of loading capacity.

SIZES ARE PRELIMINARY AND MAY CHANGE UPON FINAL DESIGN

Legs	4.500 OD X .237	4.000 OD X .318	3.500 OD X .216	2.875 OD X .276	2.375 OD X .218	2.375 OD X .154
Diagonals	L 2 1/2 X 2 1/2 X 3/16	L 2 X 2 X 3/16	NONE	L 2 X 2 X 1/8	A	A
Horizontals					NONE	A
Brace Bolts			(1) 5/8"			
Top Face Width	11"	9"	7"	5'		
Panel Count/Height	6 @ 6.6667'			16 @ 5'		
Section Weight	1718	1611	1106	1023	805	721



Design Criteria - ANSI/TIA-222-H

Wind Speed (No Ice)	120 mph
Wind Speed (Ice)	50 mph
Design Ice Thickness	1.50 in
Risk Category	III
Exposure Category	B
Topographic Factor Procedure	Method 2 (Rigorous)
Topographic Feature	Hill
Crest Height	334 ft
Length of Topographic Feature	1730 ft
Horizontal Distance from Structure to Crest	0 ft
Ground Elevation	1404 ft
Seismic Importance Factor, I _e	1.25
0.2-sec Spectral Response, S _s	0.397 g
1-sec Spectral Response, S ₁	0.083 g
Site Class	D (DEFAULT)
Seismic Design Category	C
Basic Seismic Force-Resisting System	Telecommunication Tower (Truss: Steel)

Base Reactions - Wind/Ice

Total Foundation		Individual Footing	
Shear (kips)	18.9	Shear (kips)	11.36
Axial (kips)	43.31	Compression (kips)	116
Moment (ft-kips)	1262	Uplift (kips)	103

Base Reactions - Seismic

Total Foundation		Individual Footing	
Shear (kips)	1.5	Shear (kips)	1.22
Axial (kips)	15.47	Compression (kips)	17
Moment (ft-kips)	135	Uplift (kips)	9

Material List

Display	Value
A	L 2 X 2 X 1/8

Notes

- 1) All legs are A500 (50 ksi Min. Yield).
- 2) All braces are A572 Grade 50.
- 3) All brace bolts are A325-X.
- 4) The tower model is S3TL Series HD1.
- 5) Transmission lines are to be attached to standard 12 hole waveguide ladders.
- 6) Azimuths are relative (not based on true north).
- 7) Foundation loads shown are maximums.
- 8) (4) 1" dia. x 51"-long F1554 grade 105 anchor bolts per leg.
- 9) All unequal angles are oriented with the short leg vertical.
- 10) Weights shown are estimates. Final weights may vary.
- 11) This tower design and, if applicable, the foundation design(s) shown on the following page(s) also meet or exceed the requirements of the 2018 International Building Code.
- 12) No grout is required under the base plates.



Sabre Industries
7101 Southbridge Drive
P.O. Box 658
Sioux City, IA 51102-0658
Phone (712) 258-8930
Fax (712) 279-0814

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Quote: 24-1658-JDS
Customer: AERIAL SITE COMMUNICATIONS INC
Site Name: Henniker, NH
Description: 120' S3TL
Date: 8/30/2023 By: RM Page: 1

Designed Appurtenance Loading

Elev	Description	Tx-Line
128	(3) 20' x 3.5" whip	(3) 7/8"
125	(1) Extendible Lightning Rod	
118	(3) 3ft Sidearms	
110	(3) Leg Dish Mount	
110	(3) 4' H.P. Dish	(3) 7/8"

Elev	Description	Tx-Line
96	(3) 12' x 3in Whip	(3) 7/8"
90	(3) 3ft Sidearms	
76	(3) 12' x 3in Whip	(3) 7/8"
70	(3) 3ft Sidearms	



Sabre Industries
 7101 Southbridge Drive
 P.O. Box 659
 Sioux City, IA 51102-0659
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 Fax (712) 219-0614

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