We hereby propose to furnish all material and/or perform the labor necessary for completion of:

**SCOPE OF WORK:**

STRUCTURAL AND MISCELLANEOUS STEEL INCLUDING:

- Shop Drawings, Channel Beams, WF Beams, Decking.

<table>
<thead>
<tr>
<th>Description of Work</th>
<th>Value</th>
<th>Value Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FABRICATION &amp; DELIVERY ONLY FOR...</strong></td>
<td>$11,500</td>
<td>plus tax in the amount of EXEMPT</td>
</tr>
<tr>
<td><strong>FABRICATION &amp; ERECTION FOR...</strong></td>
<td>$21,900</td>
<td>plus tax in the amount of EXEMPT</td>
</tr>
</tbody>
</table>

**QUALIFICATIONS:**

* Engineering calculations, engineering stamps, or other design work is excluded. Shop drawings not reviewed or stamped by an engineer.
* Dennis Steel Inc. is an AISC certified fabricator (we are NOT an AISC certified erector).
* All items will receive one standard gray shop coat after fabrication. Touch up painting after delivery is excluded.
* Contract drawings requiring multiple RFIs may be subject to additional detailing charges.
* The General Contractor is responsible for the lead edge protection. If erecting, Dennis Steel can provide temporary perimeter cable bracing for $6.00 per linear foot. Temporary cables can be used by all trades & will be removed by DSI.
* Retainage of 10% maximum is permitted.

All material is guaranteed to be as specified and the above work to be performed in accordance with the drawings and specifications submitted for above work and in accord with the AISC Specification for Structural Steel Buildings 13th Edition, and warranted for 12 months.

### Schedule of Earned Values

<table>
<thead>
<tr>
<th>Description of Work</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>* Shop Drawings</td>
<td>$1,200</td>
</tr>
<tr>
<td>* Materials</td>
<td>$8,000</td>
</tr>
<tr>
<td>* Fabrication &amp; Delivery</td>
<td>$2,300</td>
</tr>
<tr>
<td>* Erection</td>
<td>$10,400</td>
</tr>
<tr>
<td><strong>Total Cost (not including tax)</strong></td>
<td>$21,900</td>
</tr>
</tbody>
</table>

**Terms & Conditions**

Partially completed work within this table will be billed at percentage of completion prior to the 25th of each month. Payment to be made upon delivery and/or completion of said work in accord with attached Schedule of Earned Values. Payment shall be made within 30 days of billing date. A finance charge of 1-1/2% monthly or 18% annually may be charged on outstanding balance. Past due accounts will be sent for collection with the addition of applicable service charges. Any alteration or deviation from above specifications involving extra costs, will be executed only upon written orders, and will become an extra charge. It is the responsibility of the contractor/builder to make necessary arrangements to protect finished areas from the welding processes. Dennis Steel, Inc. will not be held responsible for damages caused to unprotected areas. All agreements are contingent upon strikes, accidents or delays beyond our control. Dennis Steel, Inc. will not be held responsible to meet or comply with state or local building codes for approved plans or drawing submitted for fabrication by contractor/builders. It is the contractor/builder's responsibility to verify existing codes/regulations prior to fabrication.

Respectfully Submitted,

**Jl Hugh - Estimator**

Note - This proposal may be withdrawn by us if not accepted within 14 days.

**ACCEPTANCE OF PROPOSAL**

The above prices, specifications, conditions and exclusions below are satisfactory and are hereby accepted. Dennis Steel, Inc. is authorized to do the work as specified.
DELIVERY

Shop drawings to be submitted for approval two to three weeks after order placed and final drawings provided, steel manufactured three to four weeks after receipt of approved shop drawings, installation schedule to be coordinated prior to contract.

DECK REQUIREMENTS AND QUALIFICATIONS

Deck lead time for delivery to jobsite is approximately 8-10 weeks from issue of contract.

Deck billing requirements: Commercial = Net 30 terms on payment / Residential = Payment in Advance.

SUPPLY & INSTALLATION EXCLUSIONS SPECIFIC TO THIS PROJECT

1. Items not listed in the inclusion list on page 1.
2. Any demolition or re-installation to allow the installation of the new material.
3. Edge Angle. None shown.
5. Existing Steel shown on A202/1 & 2.
6. Protection of adjacent surfaces.

STANDARD EXCLUSIONS FOR ALL PROJECTS

1. Liquidated Damages of any kind
2. Indemnity clauses absolving contractor from any negligence will not be accepted on the project contract
3. All ferro and/or RT scanning of existing conditions.
4. Premium for nights, weekends, or after-hours work. Proposal based on standard Monday through Friday work week, unless specifically noted otherwise.
5. Requirements for AESS finish. Proposal based on standard SSPC-2 cleaning and finish.
6. Off-loading of steel deliveries. All labor and equipment to off-load is by others.
7. Installation of any and all embedded items.
8. Reinforcing steel of any kind.
9. Surveying and marking of lines, grades, or elevations.
10. Shoring or shoring materials.
11. Items shown on Civil, Landscape, or MEP drawings, such as cast iron grates, frames, and bicycle racks.
12. Signs or supports.
13. Pre-engineered metal building components or accessories.
14. Hat or furring channels.
15. Specialty metals (Aluminum, Brass, Bronze, Copper, Cor-Ten Steel, Stainless Steel, or Wrought Iron).
16. Masonry anchors or ties.
17. Steel allowances or Bonds; Monetary bonds of any kind.
18. Supply or installation of grout.
19. Gutters, downspouts, boots, or hanger straps.
20. Metal windows, doors, louvers, or grilles.
21. Manhole rings or covers.
22. Light gauge steel framing; Cold formed steel deck support angles. Sheet metal items, metal studs or tracks.
23. All Simpson products.
24. Bolts for other trades to attach to our steel.
25. Costs to modify steel for attachment to anchor bolts or embed items installed by others outside tolerances of AISC Code 7.5.x.
27. Cost of revision or placing on hold fabricated or erected material after it has once been released for construction, or costs of significant delay in fabrication or erection for the convenience of others.
28. All costs of inspection or testing other than standard mill test reports.
29. Sandblasting, Powdercoating, and/or any finish coat (ie:Thermec) brand paint.
30. Light poles or anchor bolts for light poles.
31. Materials not sized or drawn on plans.
32. Materials not sized or drawn on plans.
33. Galvanized products may have a non-uniform appearance. All galvanizing meets industry standards. Filling of weep holes is excluded.

STANDARD EXCLUSIONS FOR ALL ERECTED PROJECTS

34. Establishment of all control lines, both North & South, East & West at each elevation.
35. Establishment of reference elevations on slabs or piers for all trades to refer to.
36. Cleaning of anchor bolts or weld embed plates.
37. Costs to modify steel for attachment to anchor bolts or embed items installed by others outside tolerances of AISC Code 7.5.x.
40. Field painting of bolt heads and nuts, field welds, abrasions, repairs of damage to painted surfaces, and/or removal of foreign materials due to adverse job site conditions.
41. Erection, Shoring, or Hoisting of any materials not specifically included in proposal.
42. Any allowances for steel erection.
43. Opening or closing of roof penetrations, cuts, alterations or holes in installed material for accommodation of work by others (Specifically RTU Units).
44. Installation of wall mounted handrails, or any layout of "Blocking" for mounting items.
45. Concrete core drilling.
46. The correction of minor misfits by moderate amounts of reaming, grinding, welding or cutting, and drawing of elements into line with drift pins, shall be considered normal erection operations in accord with AISC Code 7.14, and will be permitted.
47. Additional costs to erect & finish architecturally exposed structural steel (AESS).
48. Safety protection for other trades after erection operations are complete: Leading Edge or Any Safety Cable.
49. Costs of revision or placement on hold fabricated or erected material after it has once been released for construction, or costs of significant delay in fabrication or erection for the convenience of others.
50. Unless otherwise noted, deck will be fastened to structural steel by powder actuated fastening system.
51. All insulation installation is excluded with acoustical or Epic type deck purchase.
52. Review OSHA 1926CFR Subpart R for General Contractor responsibilities, including but not limited to: anchor bolt placement, concrete curing, adequate jobsite roads for deliveries and crane set-up, control lines, and finished floor elevation locations.
53. Any costs to excavate, fill, re-sod, re-fence, or replace plants and shrubs if damaged in course of normal erection operations.