

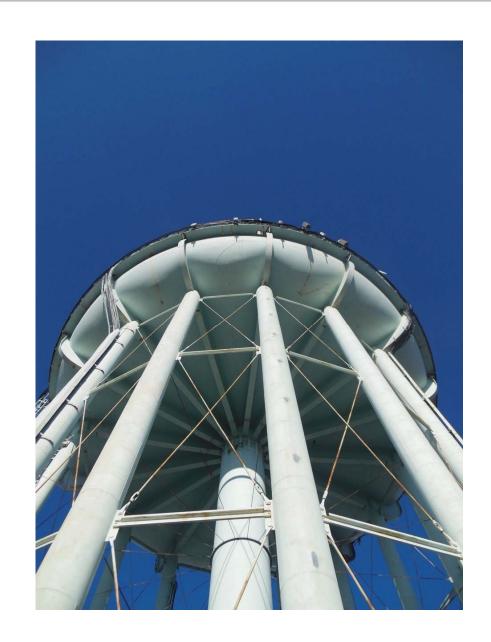
Help! The Sky Is Falling!

Nope, Just a Cell Antenna.

Christine Gunsaullus

Cell: 484-354-9201

cgunsaullus@entecheng.com



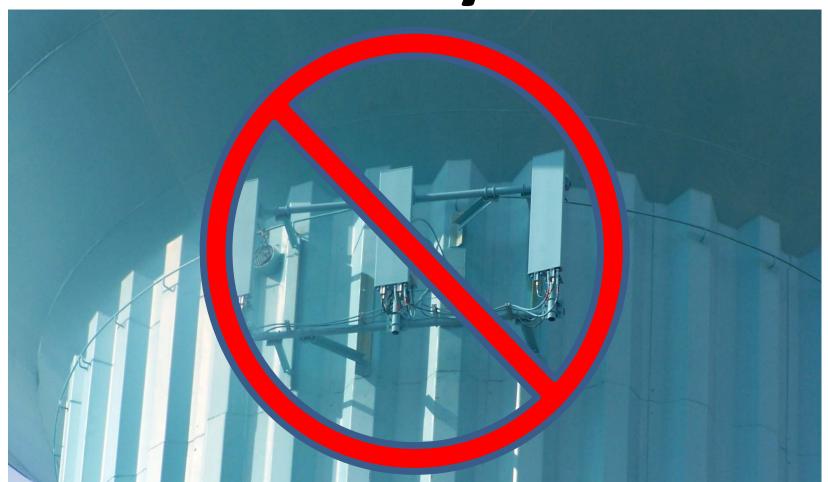


What Are Your Concerns?

- 1. Before Signing Contract
- 2. During Installation or Upgrades
- 3. Future Trends

1. Concerns: Before Signing Contract

Just Say No!



Carefully Weight Pros & Cons

PROS

- + Revenue Stream
- + Better Cell Service

OTHERS?

CONS

- **X** Unfair Contracts
- X Site Security
- X Tank Damage
- X Safety Issues
- X Equipment Falling
- X Liability Risk
- X Personnel Time & Hassle For Access

Contracts

- Review by Tank Engineer w/ cell experience.
- Provisions for repainting.
- Provisions to review and inspect new and upgraded equipment, paid for by carrier.
- Some renegotiate contracts when changes made to equipment.

2. Concerns: Installation or Upgrades

#1 Tank Owner Concern? Site Security

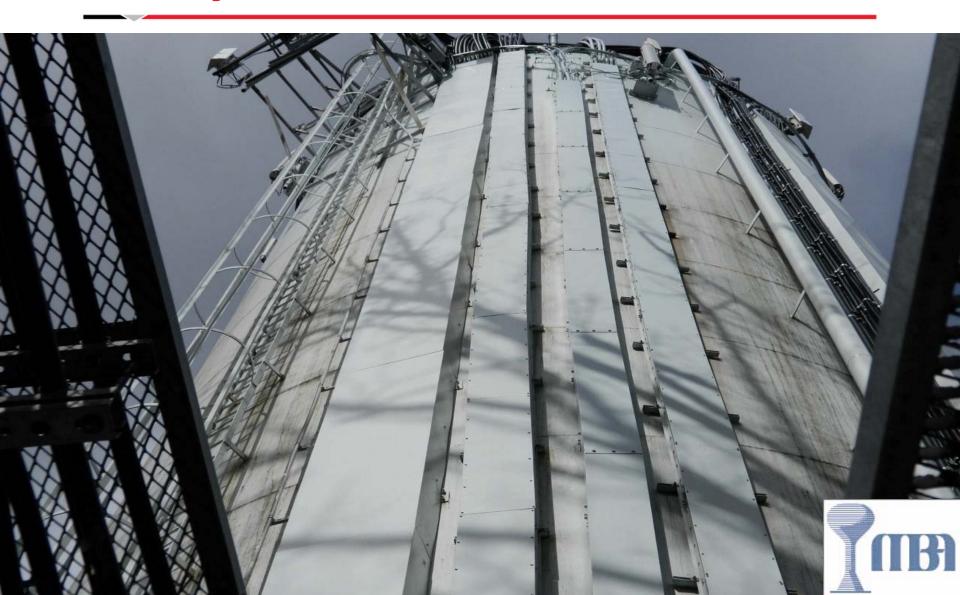


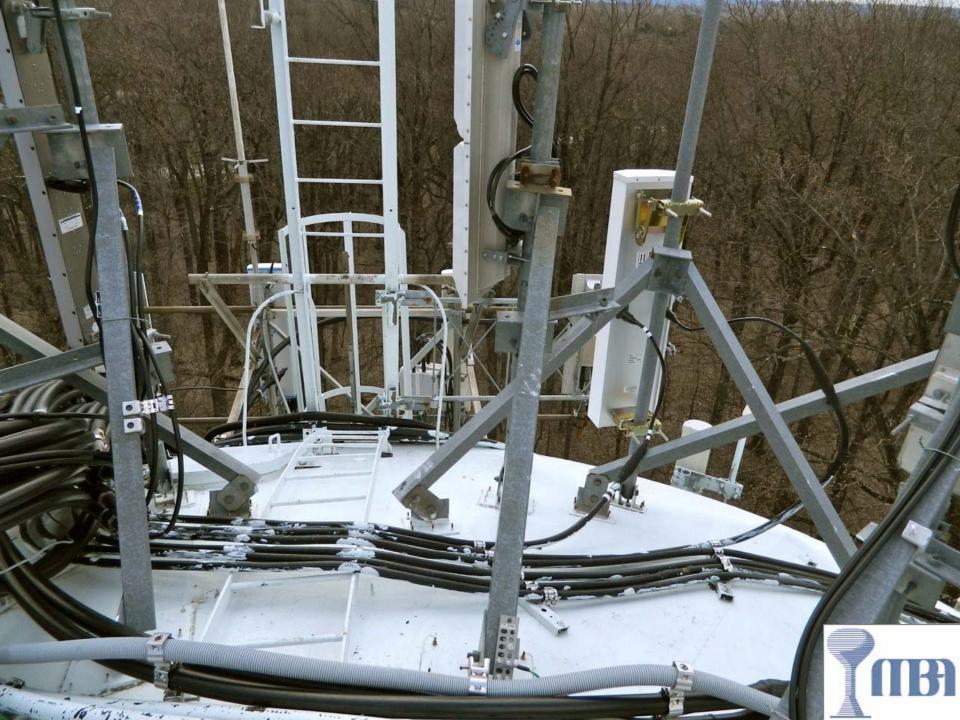
Worker falls from water tower

Security Solutions:

- 24-Hour notice in writing
 - Names of personnel on site
 - Work being done & when
 - Safety training & insurance cert
 - Background checks
- Escort at all times
- Video monitoring on site
- Smart gates

Safety











2.5 EQUIPMENT DEPLOYMENT SITE NUMBER: PL03XC064 SITE NAME: NEW BRITAIN

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Drawing Review

Reviewer must know:

- OSHA
- Good tank engineering practices
- Tank maintenance
- Owner's expectations
- What is there already?
 - Tank accessories
 - Other cell equipment

Engineering Calculations Review

"...proposed oad is less than 5% of the water tank's original lesion loads."



August 25, 2014

Entech No. 5276.09

Mr. Uanier Preston, PE Director of Operations and Engineering Mr. Daniel Preston, PE North Penn Water Authority

PO Box 1659 Lansdale, PA 19446

Sprint Cellular Antenna Structural Review

As you requested, Entech Engineering, Inc. (Entech) has reviewed the additional sprint of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the proposed Sprint documentation provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael Politer of Smartlink related to the provided by Michael P As you requested, Entech Engineering, Inc. (Entech) has reviewed the additional Sprint (Entech) has reviewed to the proposed Sprint (Entech) has reviewed to the proposed Spri documentation provided by Michael Politer of Smartlink related to the proposed Sprint Mr.

This information was received from Mr.

This information was received construction antenna installation at the Hilltown No. 1 Tank. The e-mail contained revised construction antenna installation at the August 15, 2014. The e-mail contained revised August 15, 2014. antenna installation at the Hilltown No. 1 Tank. This information was received from Mr.

The e-mail contained revised construction

Politer via e-mail dated August 14, 2014.

Politer via e-mail dated August 14, 2014. We have reviewed this additional information in conjunction with the previous information with the previous inf Re. We have reviewed this additional information in conjunction with the previous information. We have concluded that all of our previous that had been provided related to this project. We have been satisfactorily addressed. We that had been provided related to this project. The have been satisfactorily addressed that had been provided related to this project. Dear Dan.

that had been provided related to this project. We have concluded that all of our previous we have been satisfactorily addressed. We have been satisfactorily addressed all comments in our August 4, 2014 review letter have been with this project, provided all the comments in our August 4, Sprint be allowed to proceed with this project. comments in our August 4, 2014 review letter have been satisfactorily addressed. We therefore recommend that Sprint be allowed to proceed with this project, provided all therefore recommend that Sprint be allowed to NPWA's satisfaction. therefore recommend that Sprint be allowed to proceed with this project, pro administrative items have been adequately addressed to NPWA's satisfaction. We trust this information will be of use to you. Please contact us if you have any questions or require more information.

or require more information.

Director of Project Management Steven E. Riley, PE

Michael Polter, Smartlink Christine Gunsaullus, MBA

Zatech Engineating, | 1000222723 | managementer HISTORY THE STATE STATE SHIP CONTRACTOR WITH COUNTY & SIGN















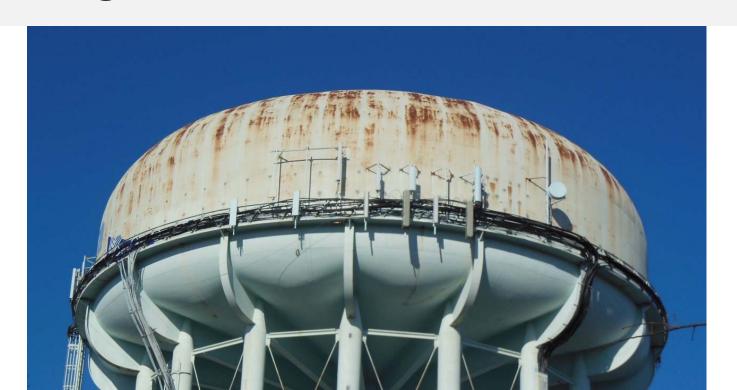


Safety Solutions:

- Review CDs and Engineer's Calcs.
- Be wary of heavier upgrades.
- Know OSHA rules & regs.
- Pre/Post installation inspection.
- Inspection of studs/welds.
- Require repairs immediately.
- Require carriers to make installations safe during tank repainting.

Tank Damage

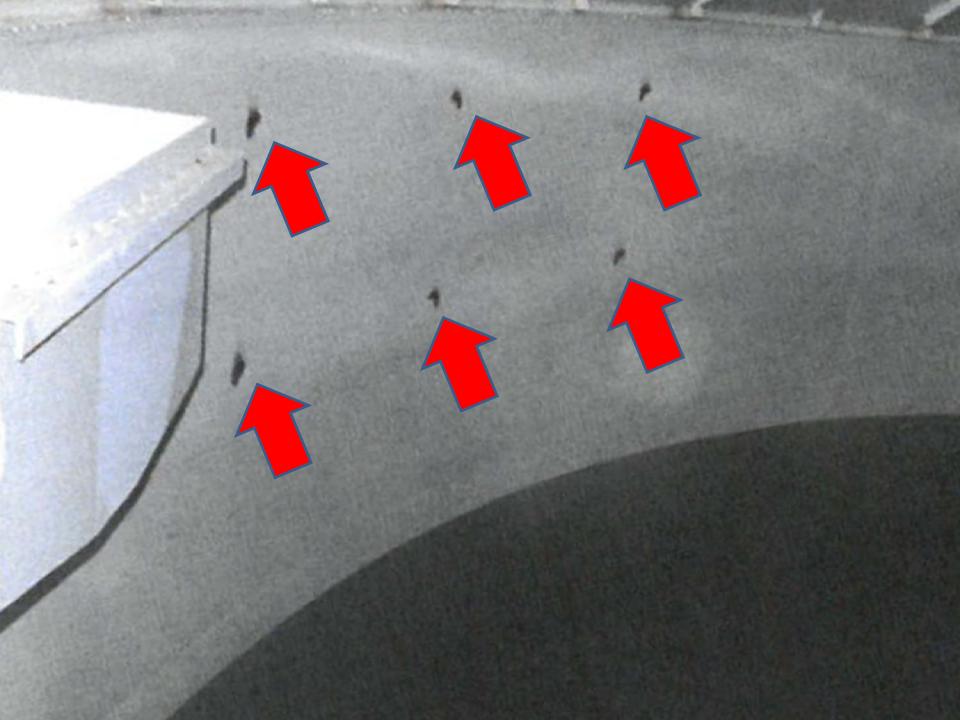
Can you attribute tank/coatings damage to a carrier?

















Tank Damage Solutions:

- Pre/Post installation inspection.
- Require repairs immediately.
- Stay on top of carrier/contractor.

Liability

Can a Tank Owner be sued?



Personnel Time/Hassle

- How much time does it take?
- Ideally one person coordinates
- Emergency upgrades?
 - "Bad planning on your part does not constitute an emergency on my part."
- Is there a checklist of what to do?
- Who pays?
 - Carrier
 - Escrow
 - Owner

3. Concerns: Future Trends

Consolidation of Carriers

- Loss of revenue.
- Getting old equipment off tank & site.
- Get contractor back for corrections.



Roof Corral

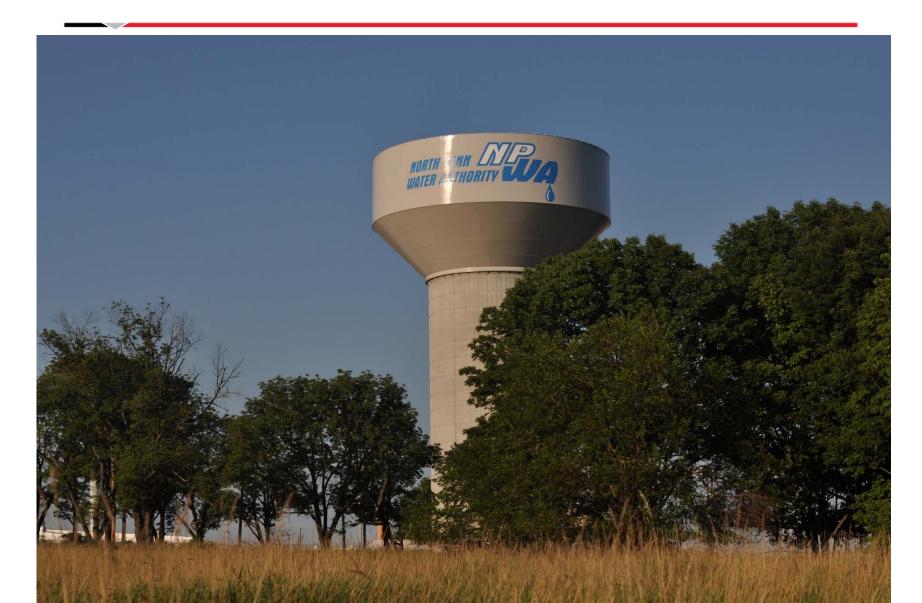
I.K. STOLTZFUS







New Construction

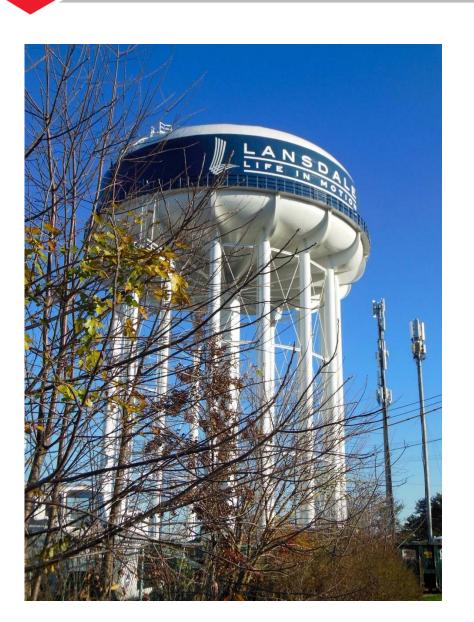


Magnets?



Lessons Learned

- Just say no.
- Weigh pros & cons carefully.
- Remember that installers
 - don't care about tanks;
 - don't know OSHA;
 - don't know paint.
- ALWAYS wear your hard hat on site.



Questions?

Christine Gunsaullus

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