

Vendor Information, Installation Charges, Labor Rate, Programming Additional Channels and Services						
Company Name: Midland Radio Corporation			Vendor ID. # 0000052760		Terms: Net 45 Days A.R.O.	
Address: 5900 Parretta Drive, Kansas City, Missouri 64120			Delivery: FOB Destination			
Tel. No.: (816) 241-8500		Toll Free: (800) 821-7848		Fax No.: (816) 241-5713		
Contact Person: Susan Ballew		Agrees to Supply Political Sub-Divisions:				Yes
Certification Type (SBE, MBE, WBE or None):		None	Contract Value: The State to fill in			
Company E-mail Address:		sballew@midlandradio.com		Company Website: www.midlandradio.com		
Pricing below are for all Portable, Mobile, Mobile Repeaters, Desktop Control Station, Base Station Radios and Base Station Repeaters						
Installation Charges (ph- per hour / pv - per vehicle)		Cars	Trucks	Work Trucks (i.e. snow plows)	Other (i.e. Fire Truck/Ambulance)	Desktop Control Station, Base Station and Base Station Repeaters**
Installation on Vendors Site		\$100	\$150	\$150	\$175	\$100
Installation On-site (Contractor Users)		\$150	\$200	\$200	\$225	\$200
Areas (Counties) for on site service		Hourly distance charge of \$100/hour				
Special Requirements/Instructions						
Labor Rates				Price - Per Hour		
Carry- In Service				\$165.00 Flat Fee		
On-Site During normal work hours (M-F 8:00 AM 5:00 PM)				\$200.00 Flat Fee		
After Hours, weekends, and holidays (minimum 4-hour call-out charge)				NO BID		
Emergency Service: 24 hours/days, 7day/week (with 3-hour response time on-site)				NO BID		
* Emergency Service Phone #		See Attachment B - Representatives				
Areas (Counties) for on-site service		ALL				
Special Requirements/Instructions						
Training		Description: Field Training in use of portables, mobiles, desktop stations, base stations, and repeaters.				\$
Programming Additional Channels						
1 -32	Additional 32	Additional 64	Additional 96	Additional 128	Additional 160	Additional 192 +
Included	\$100	\$150	\$200	\$250	\$300	\$350
Special Requirements/Instructions						
Description of Products and Services				Price - Per Hour	Catalog Name and Date	
Percentage Discount from Manufacturers Product Catalog and Price List of Products				N/A	N/A	
Percentage Discount from Manufacturers Product Catalog & Price List of Maintenance & Support				N/A	N/A	
Hourly Rate(s) for Professional Services				N/A	N/A	
(e.g.: Design Services, Consulting, Network Modeling/Simulation/Performance Review)						
Special Requirements/Instructions						
Counties: Hartford, Fairfield, Litchfield, Middlesex, New Haven, New London, Tolland & Windham						

Manufacturer - Midland

VARs/Vendors Name: Midland Radio Corporation			Vendor ID: 0000052760		
Contact Person:	Susan Ballew	Telephone Information	Work #	800-821-7848 ext 234	
Email Address:	sballew@midlandradio.com		Cell #		
Delivery:	FOB Destination		Fax #	816-241-5713	
Agrees to Supply Political Sub-Divisions:	YES	Terms:	Net <u>45</u> Days <u>A.R.O.</u>		
Certification Type (SBE, MBE, WBE or None):	None	Discount Term:	N/A		
			Company Website: www.midlandradio.com		
Areas (Counties) Authorized to Sell	ALL				
Catalog Name and Date: Midland Radio Corporation Retail Price List - February 25, 2010					

Equipment <i>(Includes radio, 3 year warranty an programming up to 32 channels)</i>	Model Number and what is included <i>(List each model # or put ALL)</i>	Discount % 1-10	Discount % 11-25	Discount % 26-50	Discount % 51++
Portables					
P25 Portables	* All Models	23%	24%	25%	26%
Analog Portables <i>(Standard 3 Year Warranty)</i>	* All Models	23%	24%	25%	26%
Mobiles					
P25 Mobiles	** All Models	23%	24%	25%	26%
Analog Mobiles <i>Standard 3 Year Warranty</i>	** All Models	23%	24%	25%	26%
Mobile Repeaters	NO BID	NO BID	NO BID	NO BID	NO BID
Desktop Control Stations					
P25 Desktop Control Stations <i>Standard 5 Year Warranty</i>	*** All Models	23%	24%	25%	26%
Base Stations					
P25 Base Stations	**** All Models	20%	21%	22%	23%
Analog Base Stations <i>Standard 5 Year Warranty</i>	**** All Models	20%	21%	22%	23%
Base Station Repeaters					
P25 Base Station Repeaters	***** All Models	20%	21%	22%	23%
Analog Base Station Repeaters <i>Standard 5 Year Warranty</i>	***** All Models	20%	21%	22%	23%
Accessories <i>(Includes manufacturer warranty)</i>	All P25 & Analog Portable, Mobile, Desktop, Base Station and Repeater Accessories, Options, and Service Items	23%	24%	25%	26%

* All P25 and Analog Portables include Battery, Antenna, and Belt Clip.

** All P25 and Analog Dash Mount Mobiles inc. Mic., DC Power/Speaker Cable, Mounting Bracket, and External Speaker.
All Trunk Mount Mobiles inc. Mic., Remote Trunk Mount Kit with Control Head Rear Cover, Control Cable, DC Power/Speaker Cable, Mounting Bracket, and External Speaker.

*** All Desktop Stations include Transceiver, Desktop Cabinet, Power Supply, Palm Microphone, and DC Power Cord.

**** All Base Stations inc. Transceiver, Compact Cabinet, Power Supply, Antenna Relay, Palm Mic, and Power Cord.

***** All Base Station Repeaters inc. Transceiver, Compact Cabinet, Power supply, Palm Microphone, and Power Cord.