



**D~NA SAFETY SUPPLY**

Quality. Safety. Service.

October 9, 2006

City of Tallahassee  
Procurement Services Division  
City Hall, 300 South Adams Street  
Tallahassee, Florida 32301

Re: RFP # 0233-06-BM- TC  
Title: Equipment Installations

EQUIPMENT AND INSTALLATION COST PROPOSAL

- Whelen** SXS\*\*\*\*Liberty LED Lightbar package per your specifications consisting of the following: Liberty Lightbar per your specs, CCSRN2, SA314P w/bracket  
\$1683.08 each pkg.  
\$220.00 each above package install
- Whelen** STS\*\*\*\*Liberty LED Lightbar package per your specifications consisting of the following: Liberty Lightbar serial controlled per your specs, MPC01, BL627, SA314P W/Bracket  
\$1800.36 each pkg.  
\$265.00 each above package install
- Whelen** FXS\*\*\*\*Freedom LED Lightbar package per your specifications consisting of the following: Freedom Lightbar per your specs, CCSRN2, SA314P w/bracket  
\$2135.53 each pkg.  
\$220.00 each above package install
- Whelen** FDS\*\*\*\*Freedom LED Lightbar package per your specifications consisting of the following: Freedom Lightbar serial controlled per your specs, MPC01, BL627, SA314P w/bracket  
\$2252.80 each pkg.  
\$265.00 each above package install
- Whelen** Opti-Com (9592 w/9UOPTI##) can be added to FREEDOM Lightbar for additional cost.  
\$1031.03 each



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<b>Whelen</b>	TLNIR \$89.58 each \$55.00 install per pair
<b>Whelen</b>	TLNIB \$89.58 each \$55.00 install per pair
<b>Whelen</b>	TLN2RB \$176.45 each \$65.00 install per pair
<b>Whelen</b>	TLN2RR \$176.45 each \$65.00 install per pair
<b>Whelen</b>	TLN2BB \$176.45 each \$65.00 install per pair
<b>Whelen</b>	RSB02ZCR \$40.55 each \$25.00 install each
<b>Whelen</b>	50A03ZCR \$65.60 each \$45.00 install per pair
<b>Whelen</b>	L31H*F \$197.26 each (only if ordered 6 per time) \$65.00 install price each
<b>Whelen</b>	L360BGB \$60.67 each (only if ordered 6 per time) \$10.00 install price each if purchased with #L31H*F ONLY
<b>Whelen</b>	SWGBRKT \$44.97 each (only if ordered with above lightbar packages) \$12.50 install price each (only if installed with above lightbar packages)



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Whelen                      Corner Strobe Kit: 4 clear strobe tubes, 2-15ft strobe cables, 2-30ft strobe cables, 6-outlet 90 watt power supply.  
    \$169.25 each  
    \$125.00 install price each

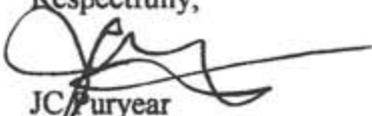
INSTALLATIONS        Hourly rate for individual items being added and not with packages  
    \$65.00 per hour

ADDITIONAL INSTALLATION DISCOUNTS WILL APPLY WHEN INSTALLING GROUPS OF ITEMS OR PACKAGES

### Percentage off Current Manufacturer Published Retail Price Lists:

WHELEN	46.5% (SHIPPING INCLUDED)
HAVIS SHIELDS	42.0% (PLUS SHIPPING COSTS)
SETINA	35.0% (PLUS SHIPPING COSTS)
PRO-GARD	35.0% (PLUS SHIPPING COSTS)
PAIRIOT	35.0% (PLUS SHIPPING COSTS)
GO-RHINO	30.0% (PLUS SHIPPING COSTS)
ABLE 2/SHO-ME	35.0% (SHIPPING INCLUDED)
ARMOR EXPRESS	40.0% (PLUS SHIPPING COSTS)
LAGUANA	25.0% (PLUS SHIPPING COSTS)
GAMBER JOHNSON	32.0% (PLUS SHIPPING COSTS)
BIG SKY	25.0% (PLUS SHIPPING COSTS)
STREAMLIGHT	30.0% (SHIPPING INCLUDED)
MAGLITE	30.0% (SHIPPING INCLUDED)
EDISON	25.0% (SHIPPING INCLUDED)
UNITY	20.0% (PLUS SHIPPING COSTS)
ICOP	00.0% (ADDITIONAL QUANTITY DISCOUNTS WILL APPLY)
SOUND OFF	35.0% (SHIPPING INCLUDED)
DSS PRODUCTS	45.0% (SHIPPING INCLUDED)

CURRENT MANUFACTURER RETAIL PRICE LISTS WILL BE FURNISHED UPON REQUEST.

Respectfully,  
  
 JC Puryear  
 Vice President Sales and Marketing