

TOWN OF DERRY, NH

QUOTE/BID LIST

Company Name	Quote/Bid	Date
1. CyberComm Inc	\$4,736	10/9/12
2. Cen-Comm	\$6,216	9/17/12
3. 2 Way Communications	\$4,165	10/16/12
4.		
5. HUDSON		

Budget line _____

Bid Recipient _____

Department Head Signature _____ Date _____

**Town of Derry, New Hampshire****REQUEST FOR QUOTES**

(#13-116)

October 2, 2012

The Town of Derry, New Hampshire is requesting a quote to furnish and install the following items at the Warner Hill Road tower:

- Motorola XPR8400 Digital/Analog UHF Repeater 25-40 Watts
100% Continuous Duty – 2 simultaneous voice paths – Digital
Internal Power Supply – Rack Mountable
Use of existing Duplexer antenna system
- 100 Watt Amplifier – 406 512MHZ, 20 50W Input, 100W Output, 13.8DC
110 AC including installation
- 46" open rack
- Installation of above system

INSTRUCTIONS TO BIDDERS:

Quotes must be submitted via fax to Derry Public Works at (603) 432-6130 by no later than 4pm – Thursday, October 18, 2012.

Questions may be directed to:

Derry Public Works
Michael A Fowler, Public Works Director
603 432-6144
mikefowler@derry-nh.org

The Town of Derry may reject any or all the quotes.

CENTRAL COMMUNICATIONS CORPORATION

CEN-COM

CHIP HULL

VICE PRESIDENT

9 INDEPENDENCE DRIVE

LONDONDERRY NH 03053

Tel: (603) 432-4313

Fax: (603) 437-1969

Derry Highway Department

Attention: John

Derry Highway Department

Tel:

September 17, 2012

ITEM	QTY	Model	Description	Cost	Total
1	1	Moto-Turbo Repeater	Motorola XPR8400 Digital/Analog UHF Repeater 25-40 Watts Includes: Use existing Duplexer antenna system 100% Continuous Duty - Supports 2 simultaneous voice paths in Digital Internal Power supply - Rack Mountable	\$ 3,400.00	\$ 3,400.00
2	1		100 Watt Amplifier - 406 512MHZ, 20 50W Input, 100W Output, 13.8DC / 110 AC Including installation	\$ 2,378.00	\$ 2,378.00
2	1		46" open Rack	\$ 150.00	\$ 150.00
3	1		Installation of above system	\$ 288.00	\$ 288.00
				Total Cost	\$ 6,216.00
Optional Equipment					
1	1	Recommended	Battery Back-up Includes: Battery charger, Battery and all cableing and connectors	\$ 298.00	\$ 298.00
3	1		Wall Mount Rack	\$ 150.00	\$ 150.00

Lease Rates						
\$6,216.00	12 Month	24 Month	36 Month	48 Month	60 Month	
Lease Rates	\$625.52	\$328.77	\$224.85	\$181.71	\$154.26	
Security Deposit	1	2	2	2	2	
\$1.00 Buy out option at end of lease term, subject to credit approval.						

Estimated payments shown are for companies in business 2 years or more. Documentation fee up to \$250 required.

Please note: Payments shown are subject to state and local taxes. Consult your tax advisor for more information.

Subject to Marlin's credit approval and receipt of required documents.

Notes:

- Battery Back Up: I would recommend this option

Sincerely,

CEN-COM

Chip Hull



Cyber Communications Sales, Inc.
56 Holton St
Woburn MA 01801
(781) 647-1010
Fax (781) 647-5943

PROPOSAL

Customer

Name Derry Public Works, Attn. Michael Fowler
Address
City, St, Zip Derry NH
Phone 603-432-6144 FAX 603-432-6130
Email: mikefowler@derry-nh.org

Date 10/9/12 Quote valid for 45 days
Sales **John DeGenova**
Cell Phone **978-530-6668**
FAX **781-647-5943**
jdeggenova@cybercommninc.com

[illegible]



2-Way Communications Service, Inc.
23 River Road, Newington NH 03801
1-800-441-6288 Fax: 603-431-4832 www.2-way.biz

October 16, 2012

Derry Public Works
Michael Fowler, Public Works Director
603-432-6144

Dear Mr. Fowler:

On behalf of 2-Way Communications I am pleased to present our quotes for your replacement UHF repeater. I have included two options;

- One is for the XPR8400 with 100 watt amplifier as requested.
- The other is for the MTR3000 100 watt repeater. The MTR is a bit more expensive, but in the long run will be a more reliable, purpose-built high powered MotoTRBO station.

If you have any questions, please don't hesitate to give me a call. We look forward to the opportunity to work with you.

Sincerely,

A handwritten signature in black ink, appearing to read "Nicholas Hamel", with a stylized flourish at the end.

Nicholas Hamel
Sales Manager

2-Way Communications Service, Inc.
23 River Road
Newington, NH 03801



Proposal

17461

Date: 10/16/2012

Name / Address:

Derry Public Works
 Michael Fowler
 603-432-6144

Phone : 1-800-441-6288

Fax : 603-431-4832

E-mail us : CommDivision@2-way.biz

Visit our Web Site : www.2-way.biz

2-Way is the only Motorola
 Premier Service Partner in
 New Hampshire and Maine!



P.O. No.:

Rep:

Qty	Item	Description	Total
1	AAM27TRR9JA7	MotoTRBO Digital Repeater:	
1	361991	Per RFQ: XPR8400 with power amp, installed.	2,200.00
1	377772	MotoTRBO XPR 8400 450-512 MHz 1-40W.	1,500.00
1	HP5	TPL Amplifier - 450-470 MHz 15-30W In, 75-100W Out Amp w/ Power Supply.	200.00
3	Comm Adv	Bud Industries 50" Open Rack	25.00
		Hardware Package.	240.00
		Communications Division Advanced Labor.	

HIGH FAILURE RATE

Subtotal

\$4,165.00

Thank you for taking the time to review my proposal. Sign and return to accept. Valid for 30 days.

Sales Tax (0.0%)

\$0.00

Total

\$4,165.00

Signature _____

2-Way Communications Service, Inc.
23 River Road
Newington, NH 03801



Proposal

17462

Date: 10/16/2012

Name / Address:

Derry Public Works
 Michael Fowler
 603-432-6144

Phone : 1-800-441-6288

Fax : 603-431-4832

E-mail us : CommDivision@2-way.biz

Visit our Web Site : www.2-way.biz

2-Way is the only Motorola
 Premier Service Partner in
 New Hampshire and Maine!



P.O. No.:

Rep:

798

Qty	Item	Description	Total
		MotoTRBO Digital Repeater:	
1	T3000	2-Way Recommended: 100w Continuous duty rated MTR3000 MotoTRBO Repeater:	2,600.00
1	X540-MTR	Motorola MTR3000 Base/Repeater Radio	2,400.00
1	X265-MTR3K	UHF (470-524 MHz.) Frequency Option	400.00
1	X153-MTR3K	High Performance Preselector (Requires operating freq.)	50.00
1	377772	Rack Mount Hardware	200.00
1	X216-MTR3K	Bud Industries 50" Open Rack	340.00
1	HP4	4 Wire Wireline	20.00
2	Comm Adv	Hardware Package.	160.00
		Communications Division Advanced Labor.	

Subtotal \$6,170.00

Thank you for taking the time to review my proposal. Sign and
 return to accept. Valid for 30 days.

Sales Tax (0.0%) \$0.00

Total **\$6,170.00**

Signature _____