



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
 AVN076606

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 KRISTA FERRELL  
 304-558-2596

\*215094610 316-676-7110  
 RAYTHEON AIRCRAFT COMPANY  
 10511 E CENTRAL  
 PO BOX 85  
 WICHITA KS 67201

VENDOR

SHIP TO

DEPARTMENT OF ADMINISTRATION  
 PURCHASING  
 AVIATION OFFICE  
 502 EAGLE MOUNTAIN ROAD  
 CHARLESTON, WV  
 25311 558-0403

DATE PRINTED 02/14/2007	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 03/13/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	JB		929-08		\$ 87,156.00
INSTALLATION OF AIRCRAFT SECURITY SYSTEM  REQUEST FOR QUOTATION  THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGIIA DIVISION OF AVIATION, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH (1) SECURAPLANE TECHNOLOGIES MODEL ULTRA-LITE AIRCRAFT SECURITY SYSTEM, OR EQUAL PER THE ATTACHED SPECIFICATIONS.  TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA PURCHASING DIVISION VIA FAX AT 304-558-4115, VIA EMAIL AT KFERRELL@WVADMIN.GOV, OR BY MAIL AT THE ADDRESS LISTED IN THE BODY OF THIS RFQ. DEADLINE FOR TECHNICAL QUESTIONS IS MARCH 1, 2007 AT 5:00 PM. TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE. QUESTIONS CONCERNING THE ACTUAL SUBMISSION OF A VENDOR'S BID MAY BE SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING AND IN ANY FORMAT INCLUDING ORAL.  BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.  THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>James Reid</i>	TELEPHONE 316-946-4336	DATE 3-5-2007
TITLE SR. CONTRACT NEGOTIATOR	FEIN 48-0677338	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS**  
**REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

**SIGNED BID TO:**

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130



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<p>PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATION IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( ) BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A CORPORATION NONRESIDENT VENDOR</p>						

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<p>WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( ) BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>( ) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT</p>						

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02/14/2007				
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<p>AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: -----</p> <p>DATE: -----</p> <p>SIGNED: -----</p> <p>TITLE: -----</p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION (S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU AR</p>						

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<p>ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM            5% PREFERENCE FOR BOTH "A" AND "B".            (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            BUILDING 15            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF            THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER:      KF-21</p> <p>RFQ. NO.:      AVN076606</p> <p>BID OPENING DATE:      03/13/2007</p> <p>BID OPENING TIME:      1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY            TO CONTACT YOU REGARDING YOUR BID:</p>						

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CONTACT PERSON (PLEASE PRINT CLEARLY):					JAMES REID (P) 316-946-4336 (F) 316-943-0782	
***** THIS IS THE END OF RFQ AVN076606 ***** TOTAL:						<u>\$87,156.00</u>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>James Reid</i>	TELEPHONE 316-946-4336	DATE 3-5-2007	
TITLE CR. CONTRACT NEGOTIATOR	FEIN 48-0677338	ADDRESS CHANGES TO BE NOTED ABOVE	

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## RFQ Number: AVN076606 Specifications

### SYSTEM SPECIFICATIONS:

Securaplane Technologies Model ULTRA-LITE Aircraft Security System, or equivalent

**Note: If bidding an alternate to the above system, it is preferred that the vendor include the following information with their bid: complete specifications, proof of equivalency, and a detailed description of the product bid. The agency reserves the right to request this information. Vendors must provide any requested information within 48 hours of receipt of the request. Failure to meet this time frame may result in bid disqualification.**

The Acquisition and Contract Administration Section of the Purchasing Division of the State of West Virginia, on behalf of the State of West Virginia Aviation Division, is soliciting quotations for the installation of an aircraft security system equivalent to the Securaplane Technologies Model ULTRA-LITE Aircraft Security System, in their new King Air 350 aircraft. The system should include a power supply pack, an installation kit, a control display unit, an alarm indicator, a digital alarm indicator, a voice response unit, three (3) passive infrared detectors (with mating connector kits), thirty-one (31) magnetic reed switches, a solar panel unit, and a passive infrared wheelwell sensor calibration tool.

Installation of these components will be as follows: the control display unit will be installed in the cockpit; the power pack mounted in either the forward or aft avionics bay (based on available space); a digital alarm arm/disarm keyless unit installed on the exterior of the aircraft (at a location to be determined); the passive infrared sensors installed one each in each wheelwell; the magnetic reed switches installed on the engine(s) cowl openable doors and between the upper and lower cowls (one per engine), two each on the forward avionics doors, one each on the cabin doors, one each on the emergency exit doors, one each on the aft avionics door, one each on the upper wing right-hand battery access panel, one each on the lower openable panel below the battery, two each on the rear upper fuselage inspection panels left-hand side, and two each on the kidney-shaped panels on the tail (one right-hand, one left-hand). The alarm status indicators will be installed for easy viewing from the exterior of the aircraft.

Successful bidder will perform an operational check of the system after installation and will revise airplane flight manual equipment list.

Successful bidder will also weigh aircraft and comply with POH weight and balance revision.

Successful bidder will register all warranty on newly installed equipment, and will provide two complete sets of avionics wiring diagrams.



The final quote should incorporate all potential costs for this installation including, but not limited to: the aforementioned operational check, flight manual equipment list revision, and weight recalibration; fuel and crew costs associated with any potential grounds runs or test flights; any potential freight, shipping or handling charges; any interior, avionics or maintenance shop supplies. Any work in addition to that listed in these specifications (and thus incorporated into the overall quotation) should not be undertaken by the vendor without an approved change order to this contract.

It is understood that delivery of this type of security system from its manufacturer could take up to ten (10) weeks. Therefore, the successful bidder will be given thirty (30) days after receipt of the system to complete the installation and testing required under this contract.

**RFQ Number: AVN076606**  
**Pricing Page**

Description

Extended Price

Aircraft Security System

\$ 87,156.00

**Award will be based on lowest on the extended price for the above item.**

**A F F I D A V I T**

0019

**West Virginia Code §5A-3-10a states:**

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

**EXCEPTION:**

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**LICENSING:**

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

**CONFIDENTIALITY:**

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy) for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: RAYTHEON AIRCRAFT COMPANY - AIRCRAFT SERVICES

Authorized Signature: James Reid Date: 3-5-2007



# Raytheon Aircraft Company

## Aircraft Services

### PROPOSAL DETAILS

Accept	Reject	Description	Total (USD)
		#1 - B300	

# Raytheon Aircraft Company

## Aircraft Services

Accept	Reject	Description	Total (USD)
_____	_____	<p>1 INSTALLATION OF THE SECURAPLANE TECHNOLOGIES MODEL ULTRA-LITE AIRCRAFT SECURITY SYSTEM.</p> <p>THE SYSTEM WILL INCLUDE A POWER SUPPLY PACK, INSTALLATION KIT, CONTROL DISPLAY UNIT (CDU), AN ALARM INDICATOR, A DIGITAL ALARM INDICATOR, A VOICE RESPONSE UNIT, THREE PASSIVE INFRARED DETECTORS (WITH CONNECTOR KITS), 31 MAGNETIC REED SWITCHES, SOLAR PANEL UNIT AND PASSIVE INFRARED WHEEL WELL SENSOR CALIBRATION TOOL.</p> <p>THE CDU WILL BE MOUNTED IN THE COCKPIT; THE POWER PACK MOUNTED IN EITHER THE FORWARD OR AFT AVIONICS BAY (BASED ON SPACE); A DIGITAL ALARM ARM/DISARM KEYLESS UNIT INSTALLED ON THE EXTERIOR OF THE AIRCRAFT (LOCATION TBD); PASSIVE INFRARED SENSORS INSTALLED IN EACH WHEEL WELL; MAGNETIC REED SWITCHES INSTALLED ON THE ENGINE COWLS OPENABLE DOORS AND BETWEEN THE UPPER AND LOWER COWLS (ONE PER ENGINE), TWO EACH ON THE FORWARD AVIONICS DOORS, ONE EACH ON THE CABIN DOOR, ONE EACH ON THE EMERGENCY EXITS DOORS, ONE EACH ON THE AFT AVIONICS DOOR, ONE EACH ON THE UPPER WING RIGHT HAND BATTERY ACCESS PANEL, ONE EACH ON THE LOWER OPENABLE PANEL BELOW THE BATTERY, TWO EACH ON THE REAR FUSELAGE INSPECTION PANELS LEFT HAND SIDE, AND TWO EACH ON THE KIDNEY PANELS ON THE TAIL (ONE RIGHT - ONE LEFT). THE ALARM STATUS INDICATORS WILL BE INSTALLED FOR EASY VIEWING FROM THE EXTERIOR OF THE AIRCRAFT.</p> <p>RAS WILL PERFORM OPERATIONAL CHECK OF THE SYSTEM AND REVISE THE AFM EQUIPMENT LIST.</p> <p>THE AIRCRAFT WILL BE WEIGHED AND THE POH WEIGHT AND BALANCE REVISED.</p> <p>RAS WILL REGISTER ALL WARRANTY ON NEW EQUIPMENT INSTALLED AND FURNISH TWO SETS OF AVIONICS WIRING DIAGRAMS.</p> <p>INSTALLATION CERTIFICATION FIELD APPROVAL WITH REFERENCE FROM SUPPLIER DRAWING 105-0110-02</p> <p>LEAD TIME ALLOW 10 WEEKS ARO</p>	
			<p>Labor: <b>\$43,450.00</b></p> <p>Estimated Parts: <b>\$38,506.00</b></p> <p>Misc Charges: <b>\$800.00</b></p> <p><b>Totals: \$82,756.00</b></p>

# Raytheon Aircraft Company

## Aircraft Services

Accept	Reject	Description	Total (USD)
		Includes:	
		1 EA. 100-0850-01, BP-850 POWER SUPPLY	
		3 EA. 100-0401-11, PIR-375 INFRARED DETECTOR	
		1 EA. 100-1000-02, INSTALLATION KIT	
		1 EA. 100-0106-01, CDU-550 CONTROL DISPLAY UNIT	
		1 EA. 100-0651-01, DIA-08 DIGITAL ALARM INDICATOR	
		1 EA. 440-0202-01, IND-07 ALARM INDICATOR	
		1 EA. 100-1021-01, VRU-01 VOICE RESPONSE UNIT	
		31 EA. 431-0101-01, MAG-01	
		1 EA. 443-0101-01, SP-02 SOLAR PANEL	
		3 EA. 102-0032-01, PIR MATING CONN KIT	
		1 . 336-0101-01, KS-03 KEYSWITCH	
		1 EA. 100-0501-03, IR CALIBRATION TOOL	
		2 WEIGHT AND BALANCE	
		PERFORM WEIGHT AND BALANCE MAKE	
		APPROPRIATE AFM UPDATES.	
			Labor: \$1,900.00
			Estimated Parts: \$0.00
			<b>Totals: \$1,900.00</b>
		Includes:	
		3 ESTIMATED CONSUMABLES, HAZ MAT, FRT	
		APPLICABLE PER T&C'S (SEE LAST PAGE) OF	
		QUOTE.	
		NOTE: NO STATE TAX APPLIES FOR WORK	
		PERFORMED IN KANSAS.	
			Labor: \$0.00
			Estimated Parts: \$0.00
			<b>Totals: \$2,500.00</b>
		Includes:	
		<b>Item Total</b>	<b>\$87,156.00</b>
		<b>Proposal Grand Total:</b>	<b>\$87,156.00</b>

# Raytheon Aircraft Company

## Aircraft Services

### **GENERAL INFORMATION**

#### **ESTIMATED PART PRICING**

Parts prices are subject to change based on vendor availability and price changes.

#### **LEAD-TIME AND DOWNTIME**

Adequate lead-time is a critical component due to vendor delivery requirements outside Raytheon Aircraft Services' control. Raytheon Aircraft Services strives to meet the estimated delivery time. As a result, lead-time required is subject to confirmation of space, time required for equipment procurement and manpower availability.

Downtime required to perform the scope of work will be 30 calendar days. Downtime is based upon timely availability and receipt of equipment. There is no provision in this estimate for unspecified work request. Additional downtime may be required for changes to the scope of work or for other unforeseen circumstances and is not guaranteed or warranted in any form.

This proposal may be withdrawn by Raytheon Aircraft Services if not accepted within thirty (30) days.

Proposal Accepted for State of West Virginia.

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

P.O. #: \_\_\_\_\_

# Raytheon Aircraft Company

## Aircraft Services

### **PROPOSAL TERMS AND CONDITIONS**

#### **PAYMENT TERMS**

Prices quoted are in effect for a period of thirty (30) calendar days from date of the proposal.

Prices included herein reflect the savings associated with a multifaceted project and assumes all work outlined within the proposal will be undertaken by the customer. Raytheon Aircraft Services reserves the right to adjust line item pricing should the customer elect to forego some elements of the proposal.

Prices quoted are in US Dollars. Acceptable methods of payment include cash, wire transfer or certified bank draft. The final payment must be made prior to delivery of the aircraft to the customer.

Terms/Schedule of Payment in US Dollars will be as follows:

One third (1/3) of proposal value upon acceptance of the proposal. This initial payment is required to secure the input of the aircraft on the date requested. This deposit is non-refundable and will be retained by Raytheon Aircraft Services as liquidated damages if the customer cancels or materially changes the scope or scheduling of the work.

Payment in full upon completion of work and prior to delivery of aircraft to the customer. The final payment may include additional charges associated with discrepancies not addressed within this proposal, additional work authorized by the customer on a Change Order, or subsequent Work Order Authorization.

Given the delay often encountered in receiving invoices from outside vendors, Raytheon Aircraft Services reserves the right to utilize multiple invoices.

A finance charge of 1.33% per month will be assessed on account balances unpaid for thirty (30) days or more.

#### **ADDITIONAL/SUPPLEMENTAL INVOICING**

The following charges are not reflected in this proposal and, if applicable, will be added to the final invoice.

1. State sales or use tax.
2. Compliance with FAA, FAR Part 145.45, paragraphs (c) and (d) (Material Receiving Inspection and Airworthiness Certification Verification) is required on all customer provided parts, materials, and services. A 15% handling fee, based on the current list price, will be charged for all customer provided parts, materials, and services.
3. Freight charges.
4. Miscellaneous materials and environmental regulation charges.
  - a. A charge of 4.5% of the labor charges (not to exceed \$1,500) will be added to all customer invoices for miscellaneous consumables. This charge covers items consumed during the work scope, including tape, solvents, shop cloths, sandpaper, cleaning compounds, brushes, etc. This charge also covers ancillary cost to comply with local, state, and federal environmental regulations.
  - b. A charge of 2.5% of labor charges (not to exceed \$500) will be added to all customer invoices for disposal of hazardous materials. This charge also covers ancillary cost to comply with local, state, and federal environmental regulations.
5. Overtime charges, as approved by the customer.
6. Over and above charges associated with exchange cores determined by the vendor to be beyond normal overhaul or economical repair.
7. Discrepancies, including the treatment of corrosion, replacement parts and miscellaneous material associated with the above work, will be corrected on a time and material basis, subject to the prior review and approval of the authorized owner.
8. Charges for rework of or additions to customer-furnished engineering and for fuel, oil, insurance and flight crews required for ground or flight testing.

#### **PLACE AND TIME OF PERFORMANCE**

Unless otherwise stated within this proposal, all services will be performed during regular (non-overtime) working hours at a Raytheon Aircraft Services facility.

The downtime referenced in this proposal reflects that time required for completion of the work outlined within this proposal. Additional work, whether requested by the customer or necessitated by the refurbishment process, may require additional downtime. Raytheon Aircraft Services is not responsible for delays incurred as a result of forces beyond our control including, but not limited to, delays caused by vendors, outside service providers, transportation services, the FAA, etc.

Delivery of the aircraft away from Raytheon Aircraft Services or the satisfaction of foreign regulatory requirements for import of the aircraft, Supplemental Type Certificate, etc. will be billed to the customer on a time and material basis.

#### **CHANGES IN WORK SCOPE**

To protect the rights of both the customer and Raytheon Aircraft Services, the customer is asked to name, on the enclosed affidavit, those persons authorized to act on their behalf regarding work on their aircraft. Any changes to the scope of work, agreed upon within this proposal or added after commencement of this project, will be documented on a Change Order or Work Order Authorization Form and signed by the customer, or representative, and a Raytheon Aircraft Services Department Manager.

#### **SUBSTITUTION**

Raytheon Aircraft Services may incorporate changes in design, construction, or installation and substitute equivalent equipment, accessories, parts, or material where it deems such changes are necessary to improve the quality, performance, reliability, stability, utility or appearance of the goods or materials supplied hereunder.

#### **LIMITED WARRANTY**

Raytheon Aircraft Services warrants that the services performed hereunder will comply with applicable FAA regulations in effect as of the date the work is performed and as interpreted by the FAA office having jurisdiction over this facility. All work will be delivered free from defects in workmanship and materials. All work will be warranted under normal use for one (1) year from date of installation on new components and for ninety (90) days on used components. This warranty does not apply to normal wear and tear, the consequence of accidents, negligence, abuse, misuse, repair, removal, reinstallation or alteration, other than by Raytheon Aircraft Services and to customer-furnished parts, material, or equipment.

The Customer's sole and exclusive remedy, and Raytheon Aircraft Services' sole and exclusive liability, with respect to this warranty is limited to the repair or replacement (at Raytheon Aircraft Services' option) of the defective work or component. Such repair or replacement shall be performed at Raytheon Aircraft Services and requires the aircraft, component, material, or equipment arrive at the Raytheon Aircraft Services, freight on board.

THE FORGOING WARRANTY IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING WITHOUT LIMITATION, IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PARTICULAR USE. RAYTHEON AIRCRAFT SERVICES WILL NOT BE LIABLE FOR ANY CONSEQUENTIAL OR INCIDENTAL DAMAGES INCLUDING, WITHOUT LIMITATION, LOSS OF USE.

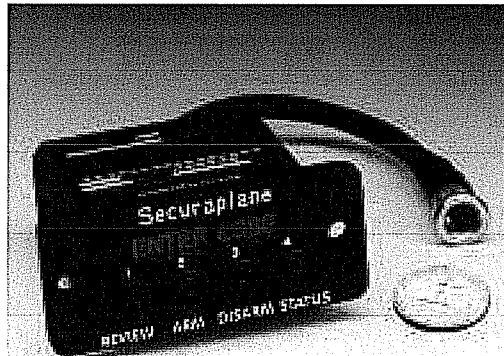


**Securaplane®**  
TECHNOLOGIES INC

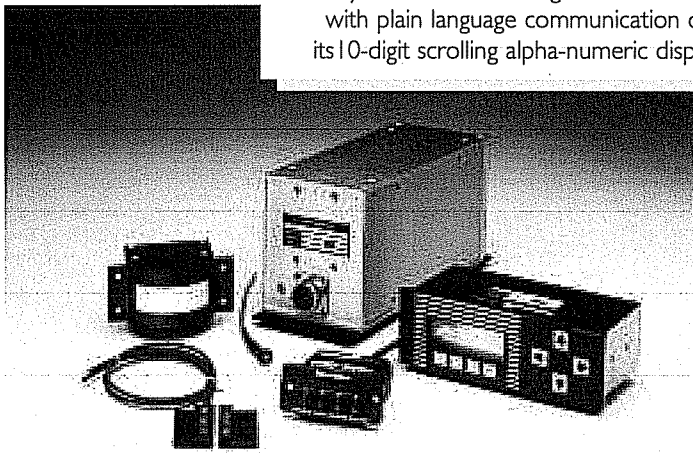
**Ultra-Lite**  
Aircraft Electronic Security System

Standard published  
option for the  
Citation X  
& Falcon 2000

Reliable  
light-weight  
system (11  
lbs.), designed  
with ease of  
installation as an  
objective. Ideal  
for helicopter  
applications as well  
as small to medium  
business jets.



Securaplane's innovative DAI-08 provides keyless external arming and disarming, with plain language communication on its 10-digit scrolling alpha-numeric display.



High performance, yet half the weight of other comparable systems.  
Five year warranty and full field support.

## Securaplane Ultra-Lite System

### • Light Weight

At eleven pounds, the Ultra-Lite System is the most light-weight and comprehensive system available.

### • Reliable

Achieved through years of avionics design, sensor innovation, system redundancy, and severe environmental testing.

### • Field Proven

Over 500 systems installed since 1989, on aircraft ranging from B-747-400's through turboprops. References available.

### • Simple Operation

The Ultra-Lite System is simple to Arm, Disarm, and Interrogate using the Control Display Unit (CDU-550), typically mounted in the cabin. It features easy to use functions, displaying information on a 4-line, plain English LCD. The CDU permanently stores over 1600 events, including arm/disarm times and intrusion times, locations and duration. Soft menu keys allow for easy and intuitive use.

The system can also be controlled using the Digital Alarm Indicator (DAI-08), a subminiature remote control panel which mounts inside an external door. Each operation is clearly indicated in plain English on the bright, 10-character scrolling LED display. This unit allows for keyless arming and disarming.

It takes only minutes to learn to operate the Ultra-Lite.

### • Superior Sensors

#### Wheelwell Protection

Custom designed, environmentally tested (DO-160C) passive infrared sensors with temperature compensation detect any human intrusion in wheelwells. This sensor revolutionized the science of reliable aircraft intrusion detection.

#### Door Panel Sensors

Featuring the unique ruggedized all-metal magnetic reed switch (MAG-01), Securaplane's flexible systems can use a variety of sensor types, such as microswitches and our preferred MAG-01.

### • Installation Ease

Acclaimed by installers to be the easiest and least time consuming system to install and troubleshoot.

### • Battery Endurance

The Ultra-Lite system using the BP-850 battery pack will provide 3 to 5 days run time.

### • Most Commonly Selected Options:

- VRU-01: 104dBm audible, operator programmable, voice alarm.
- SP-02: Solar panel extends battery life.
- CPM-TZ: PIR (wheelwell sensor) alignment tool.
- Cameras: No camera options are available for the Ultra-Lite System. Camera systems require System 450 or 500.

### Power Communications Unit (PCU)

**Model:** BP-850  
**Part Number:** 100-0850-01  
**Dimensions (HWD):** 8.0" x 4.19" x 3.44"  
**Weight:** 8.25 lbs.

**Input Power Requirements:**  
 Aircraft 28v DC

**Operating Time:**  
 3-5 days (using 3 PIRs)

**Recharge Time:**  
 (From flat battery)  
 90% capacity 2.5 hours  
 50% capacity 1.0 hour

Charge status can be reviewed from CDU.

### Control Display Unit (CDU)

**Model:** CDU-550  
**Part Number:** 100-0106-01  
**Dimensions (HWD):** 1.87" x 5.84" x 2.89"  
**Weight:** 0.71 lbs.  
**Alarm Storage:** 1600 Alarms  
**Zones:** 64 zone capability  
**Display:** LCD Alpha-Numeric  
**Lighting:** LED

### Digital Alarm Indicator

**Model:** DAI-08  
**Part Number:** 100-0651-01  
**Dimensions (HWD):** 1.25" x 1.75" x 2.25"  
**Weight:** 0.2 lbs.  
**Display:** Scrolling 10-character red LED  
 Displays number of alarms and zones violated or disabled.

Securaplane

Ultra-Lite System

### Passive Infrared (PIR) Wheelwell Sensors

**Model:** PIR-375  
**Part Number:** 100-0401-11  
**Dimensions (HWD):** 3.64" x 1.85" x 2.5"  
**Weight:** 0.41 lbs.  
**Power:** 12v DC 3.5 mA

### Environmental

**CDU**  
 Temp -30° to +55°C (DO-168)  
**PCU**  
 Temp: -55° to 71 ° (DO-160C)  
 Altitude: 55,000 ft. (DO-160C)  
 EMI/RFI Cat. B (DO-160C)  
 Humidity: Cat. A (DO-160C)  
 Vibration: Cat. N (DO-160C)

### Solar Panel

**Model:** SP-02  
**Part Number:** 443-0101-01  
**Dimensions (HWD):** 10.5" x 17.5" x 0.25"  
**Weight:** 2.8 lbs.  
**Power:** Output 10 watts max.

**Mounting:**  
 Sits on glareshield.  
 Power Plug disconnect.  
 Stows during flight.

### COMMON OPTIONS

