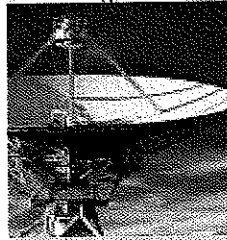


LAUTTAMUS

COMMUNICATIONS



Department of Administration Purchasing Division

Buyer: 43
RFQ No. 7085004
Bid Opening Date: 9/12/2007
Bid Opening Time: 1:30 P.M.

Division: WVDOH

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Order Fulfillment
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State of West Virginia
 Department of Administration
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 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER: 7085004

PAGE: 1

ADDRESS CORRESPONDENCE TO ATTENTION OF: MICHAEL AUSTIN 304-558-2316

RFQ COPY
 TYPE NAME/ADDRESS HERE

Lautamus Communications

DIVISION OF HIGHWAYS
 EQUIPMENT DIVISION
 ROUTE 33
 BRUSHY FORK ROAD
 BUCKHANNON, WV
 26201 304-472-1750

DATE PRINTED 08/22/2007	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: 09/12/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	300	EA		725-27	\$ 410.87	\$ 123,261.00
LOW BAND DASH MOUNT MOBILE RADIOS TO PROVIDE LOW BAND DASH MOUNT MOBILE RADIOS PER THE ATTACHED SPECIFICATIONS. VENDOR PREFERENCE CERTIFICATE CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS). A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED: <input checked="" type="checkbox"/> 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 <input checked="" type="checkbox"/> 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						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul D. Jactlans</i>	TELEPHONE 304-723-5555	DATE 9-7-2007
TITLE <i>Vice President</i>	FEIN 311416652	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.

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



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
 7085004

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ADDRESS CORRESPONDENCE TO ATTENTION OF
 MICHAEL AUSTIN
 304-558-2316

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

DIVISION OF HIGHWAYS
 EQUIPMENT DIVISION
 ROUTE 33
 BRUSHY FORK ROAD
 BUCKHANNON, WV
 26201 304-472-1750

DATE PRINTED 08/22/2007	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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BID OPENING DATE: 09/12/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR 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 & 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Carol P. Juddman</i>	TELEPHONE 304-723-5555	DATE 9-7-07
TITLE <i>Vice President</i>	ADDRESS CHANGES TO BE NOTED ABOVE	

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



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
7085004

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3

ADDRESS CORRESPONDENCE TO ATTENTION OF:
MICHAEL AUSTIN 304-558-2316

RFQ COPY
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DIVISION OF HIGHWAYS
 EQUIPMENT DIVISION
 ROUTE 33
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DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
08/22/2007				

BID OPENING DATE: 09/12/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT 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: <u>A.V. LAVITAMUS COMM. INC.</u></p> <p>DATE: <u>9-7-2007</u></p> <p>SIGNED: <u>Basil Lavitamus</u></p> <p>TITLE: <u>Vice President</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S)</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <u>Basil Lavitamus</u>	TELEPHONE <u>304-723-5555</u>	DATE <u>9-7-2007</u>
TITLE <u>Vice President</u>	FERN <u>31 141 16652</u>	ADDRESS CHANGES TO BE NOTED ABOVE

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



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:
7085004

PAGE:
4

ADDRESS CORRESPONDENCE TO ATTENTION OF:
**MICHAEL AUSTIN
 304-558-2316**

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

SHIP TO

DIVISION OF HIGHWAYS
 EQUIPMENT DIVISION
 ROUTE 33
 BRUSHY FORK ROAD
 BUCKHANNON, WV
 26201 304-472-1750

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/22/2007				

BID OPENING DATE: **09/12/2007** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">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: 43</p> <p>RFQ. NO.: 7085004</p> <p>BID OPENING DATE: 09/12/2007</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: -----304-723-1539-----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul J. Austin</i>	TELEPHONE 304 723-5335	DATE 9-7-07
TITLE Vice President	FAX 31 1416652	ADDRESS CHANGES TO BE NOTED ABOVE

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



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:
7085004

PAGE:
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ADDRESS CORRESPONDENCE TO ATTENTION OF:
**MICHAEL AUSTIN
 304-558-2316**

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

DIVISION OF HIGHWAYS
 EQUIPMENT DIVISION
 ROUTE 33
 BRUSHY FORK ROAD
 BUCKHANNON, WV
 26201 304-472-1750

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/22/2007				

BID OPENING DATE: **09/12/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
CONTACT PERSON (PLEASE PRINT CLEARLY):						
<i>Paul P. LAUTIAMUS</i>						
***** THIS IS THE END OF RFQ 7085004 ***** TOTAL:						<u>123,261.00</u>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul P. Lautiamus</i>	TELEPHONE 304-723-5335	DATE 9-7-07
TITLE <i>Vice President</i>	FEIN 311416652	ADDRESS CHANGES TO BE NOTED ABOVE

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

WEST VIRGINIA DIVISION OF HIGHWAYS
EQUIPMENT DIVISION

PROCUREMENT SPECIFICATIONS FOR MOBILE RADIOS

NO. S. E. 650-002

LOW BAND DASH MOUNT MOBILE RADIOS

1.0 Purpose

It is the purpose of these specifications to describe Low Band dash mount mobile radio's (hereinafter referred to as "units) to be purchased for use by the West Virginia Division of Highways; to define the provisions to be contained in proposals for the sale of said units to the division; establish a schedule for delivery and the criteria for gauging the compliance of the bidder, his proposal and his unit to these specifications.

2.0 Bidders Compliance Report

Each proposal submitted should be accompanied by a Bidders Compliance report completed in detail and signed by bidder. Failure to submit this report, completed entirely, may subject the bidder to automatic disqualification.

3.0 Representative unit for test

3.1 The successful bidder shall furnish the West Virginia Department of Transportation, Division of Highways one (1) representative unit, to be tested and evaluated by the Department. Unit must be set up on 47.28 MHZ. as the test frequency with a subtone of 71.9 Hz. The radio must be pre-tested and operational on delivery. Time period for testing and evaluation to be seven (7) calendar days following delivery of the unit. The Department shall incur no obligation for deterioration of surface, finishes, seals and mechanical or electrical parts on the unit resulting from operation and testing within the limits of these specifications; nor shall it incur obligation for damage to the unit resulting from failure to meet specifications when due care and attention are given by the Department and testing is done within the limits of the these specifications.

3.2 After testing of the representative unit, the Department may place an order for the units bid or may decline to order any units if determination has been made by the Department that the representative unit does not meet the functional, operational or any other needs of the Department.

- 4.0 Specifications and guidelines - General - The bidder shall identify the units by manufacturer model, series, and year of manufacture in his proposal so as to enable identification by the West Virginia Department of Highways in the manufacturer's sales literature on the proposed units. The bidder should submit complete descriptive literature fully describing the proposed unit to establish that he is bidding on the manufacturer's most current model.
- All specifications including the word "shall" are considered mandatory and any bid failing to include the mandatory item will be cause for rejection.

5.0 Unspecified Accessories and Features

All parts and service manuals, equipment, accessories, material, design and performance characteristics not specified herein, but which are necessary to provide a complete unit, shall be furnished with each unit and shall conform in strength, quality of material, and quality of workmanship to those which are advertised and provided to the market in general by the unit industry.

All parts and accessories advertised and regularly supplied as standard are to be included, except those which would represent duplication of these specified, and except those which, by specification are not to be furnished. All standard safety features required by federal and state law shall be included.

6.0 Manufacturer's Warranty and Service Policy

The manufacturer's standard warranty or service policy is to apply to the unit. Such warranty or service policy is to be recognized at any authorized unit dealer representing manufacturer of proposed unit throughout the State of West Virginia. It shall be the responsibility of the bidder to provide labor to repair or replace any defective replacement parts, components and materials found to be defective and to have available those replacement parts, components, and/or materials found to be defective during the terms of the warranty period. The Units shall be accompanied upon delivery by the manufacturer's properly execute warranty or service policy.

7.0 Delivery

- 7.1 Delivery point of the completely assembled units shall be the West Virginia Division of Highways, Equipment Division, at Buckhannon, WV located on U.S. Route # 33 at Brushy Fork Road.
- 7.2 Delivery 90 days after order.

8.0 General Specifications

All units shall conform to the following minimum specifications.

8.1 Number of Channels : 32 Minimum

8.2 Frequency Spread: 36.0 to 50.0 MHz

8.3 Controls: Shall have front microphone/program jack.

Shall have a minimum of 8 character alphanumeric display. Must have controls for scan, monitor, channel delete/add and channel select. Shall have capability for user addition of a talk-around button with programmable offset. Unit shall provide a means of memory backup to allow operation on the ignition switch without loss of selected channel.

8.4 Programming:

Shall be programmable by PC, under Windows NT, 2000, XP, software must be provided. Twelve (12) interface cables for PC shall be supplied.

Successful bidder shall deliver units programmed to channels, frequencies and other programmable options as designated upon order or award of purchase order.

8.5 Receiver Specifications :

Sensitivity @ 12db EIA SINAD : .25uv or better

Selectivity : -75db or better

Intermodulation : -70db or better

Spurious Rejection : -70db or better

Frequency Spread : 12.0 MHz or better

Audio Output : 10 watts at 5% distortion

8.6 Transmitter Specification :

Output power : 65 watts or greater

Frequency Stability : +/- 0.0005%

Spurious & Harmonics -62db or better

FM Noise : -45db or better

Audio Distortion : less than 3%

Frequency Separation : 12.0MHZ or better

DIVISION OF HIGHWAYS
WEST VIRGINIA DEPARTMENT OF TRANSPORTATION
EQUIPMENT DIVISION

BIDDERS COMPLIANCE REPORT

PROCUREMENT SPECIFICATIONS FOR MOBILE RADIOS

NO. S. E. 650-002

LOW BAND DASH MOUNT MOBILE RADIOS

NOTE TO BIDDER: Procurement Specifications No. S.E.650-002, Paragraph 2.0 recommends the completion and submittal of this report with your proposal. Purpose of this report is to enable the West Virginia Division of Highways Equipment Division Communications Review to make full and fair evaluation of the bid proposal. FAILURE TO SUBMIT THIS REPORT, COMPLETE IN ITS ENTIRETY, MAY SUBJECT THE BIDDER TO DISQUALIFICATION.

SPECIFICATIONS - GENERAL

Reference Requisition No. on request for proposal:

7085004

Bidder's Name: A.V. LAUTIAMUS COMM. INC.

Address: 1344 COVE HILL ROAD

Telephone Number: 304-723-5555

Years Company has been registered to do business with the State of West Virginia: 40 YEARS

Manufacturer, model, series, and date of manufacture of proposed unit:

KEN WOOD TK 6110

Is descriptive literature, fully describing proposed unit, attached to your proposal? Yes

If not, why? N/A

Bid price per unit:

\$ 410.87 x 300 = 123,261.00 TOTAL BID

When will required number of operating and service manuals and complete parts lists be delivered to Equipment Division at Buckhannon, W.V. ✓ prior to delivery of unit, or _____

Prior to delivery
6.0 WARRANTY

Define the terms of manufacturer's standard warranty. If not offered, so state. Attach copy if available.

Please See Attachment
WV DOH will ALSO receive a dedicated
24 X 7 X 365 customer care Rep & technician

6.1 Define warranty service to be performed at manufacturer's representative facility. List names and locations of manufacturer's representative.

All warranty repaired is completed by AUL
on site or at corporate headquarters.
manufacturers Rep:
Great Lakes: 2060 East Harbor RD: Port Clinton OH

6.2 List locations for parts inventories that are within the State of West Virginia. Also list availability of levels if known.

Grand Central Business Center
2567 University Ave, Morgantown WV 26505
1344 Cove Hill Rd.
Weirton, WV 26062

8.0 SPECIFICATIONS OF THE QUOTED UNIT: the bidder should complete the following schedule in order for the Division to compare the actual bid unit to the specifications. Should the bidder take exception to any of the specifications, then such exception may be only on the basis that such feature is not offered by the manufacturer. The Division will have the sole discretion as to whether the bidder's substitution meets the requirements of the specifications..

Manufacturer: Kenwood

Model: TK 6110

Year model: Current

- 8.1 Does unit have a minimum of 32 channels ? YES NO
- 8.2 Does unit have 36.0 to 50.0 MHZ. of frequency spread and includes 47 MHZ. range ? YES NO
- 8.3 Does unit have Front Microphone/Program Jack with a minimum of 8 character alpha numeric scan? YES NO
- 8.3.1 Does unit have capability for user addition of talk around button with programmable transmit offset? YES NO
- 8.3.2 Is convertible accessories available to purchase ? YES NO
- 8.3.3 Does unit have long term memory backup to allow operation on the ignition switch without loss of selected channel ? YES NO
- 8.4 Is the unit programmable by PC for Windows NT, 2000, XP and is the necessary software provided ? YES NO
- 8.5.1 Is Sensitivity @ 12db EIA SINAD : 25uv or better ? YES NO
- 8.5.2 Is Selectivity : -75db or better ? YES NO
- 8.5.3 Is Intermodulation : -70db or better ? YES NO
- 8.5.4 Is Spurious Rejection : -70db or better ? YES NO
- 8.5.5 Is Frequency Spread : 12.0 MHZ or better ? YES NO
- 8.5.6 Is Audio Output : 10 watts external at 5% distortion? YES NO
- 8.6.1 Is output power : 65 watts or greater ? YES NO

8.6.2 Is Frequency Stability : +/- 0.0005%?

YES NO

8.6.3 Is Spurious & Harmonics -62db or better ?

YES NO

8.6.4 Is FM Noise : -45db or better ?

YES NO

8.6.5 Is audio Distortion : less than 3% ?

YES NO

8.6.6 Is frequency Separation : 12.0MHZ or better ?

YES NO

Paul J. Adams
BIDDER SIGNATURE

9-7-07
DATE

WV-96
Rev 5/94

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

- 1 **ARBITRATION** - Any references to arbitration contained in the agreement are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims
- 2 **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety
- 3 **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law
- 4 **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party
- 5 **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears
- 6 **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted
- 7 **RECOUPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted
- 8 **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default
- 9 **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted
- 10 **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted
- 11 **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void
- 12 **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement
- 13 **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages or limiting the Vendor's liability under a warranty to a certain dollar amount or to the amount of the agreement is hereby deleted. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property
- 14 **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor
- 15 **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term
- 16 **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
- 17 **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
- 18 **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice
- 19 **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted
- 20 **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Company Name: A.V. LAUTTAMUS COMM. INC.

Signed: Paul D. Lauttamus

Title: Vice President

Date: 9-7-07

RFQ No. 7085004

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

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 owed 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 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: A.V. LAUTAMUS COMM. INC.

Authorized Signature: *Paul Sutton* Date: 9-7-07

LAUTTAMUS

COMMUNICATIONS

Submitted By:

Name of Contact Persons: Paul Luttamus

Organization: A.V. Luttamus Communications, Inc.

Address: 1344 Cove Hill Road
Weirton, WV 26062

Website: www.luttamus.com

Phone Numbers: 304-723-5555
800-285-2197
412-292-5547

Fax Number: 304-723-1539

E-mail Addresses: paul@luttamus.com

Awards and Honors: Governor Manchin Service Award
Sam Walton Businessman of Year
Ernst and Young Entrepreneur of Year
Rotarian of Year
Who's Who, WV State Journal
WV State Journal, 40 Under 40
WV 211 Call Center Provider
Paul Harris Fellow

LAUTTAMUS

COMMUNICATIONS

Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

Dear Buyer:

It is with great pride that our organization submits our proposal to provide mobile radios to the Division of Highways equipment division for our great state of West Virginia.

Since our inception in 1967, we have called West Virginia home. We are submitting this proposal because of our success that we have demonstrated in the communications industry throughout West Virginia.

We have built the most reliable telecommunications network and communications backbones for some of the largest government and commercial businesses in West Virginia.

Our proposal entails keeping the business in West Virginia. Keeping the Two Way radios business here in West Virginia is a win-win situation for our state and economy. It is West Virginians helping West Virginians.

In closing, you have my commitment and passion that our company will not only meet your expectations, but we will exceed your expectations for the Division of Highways equipment division. If you choose our organization, you will not regret your decision.

Sincerely,



Paul D. Luttamus
Vice President

KENWOOD

KENWOOD U.S.A. CORPORATION
LIMITED WARRANTY ON SYSTEMS, SYSTEM COMPONENTS AND SERVICES

Kenwood Communications Corporation ("KCC") warrants its Systems and System Components, including but not limited to, repeaters, controllers, power amplifiers, power supplies, power distribution panels, combiners, receiver multi-couplers, antenna systems, reinforced antenna systems, control stations, consoles as follows:

HOW LONG IS THE WARRANTY

The Limited Warranty will remain in effect based on the following table, measured from the date of system acceptance on KCC system contracts or date of invoice for standard systems and components.

PRODUCT CATEGORY	WARRANTY PERIOD
Kenwood Labeled System Components and Kenwood Integrated Complete Systems.....	2 Years
Non-Kenwood System Components.....	Original Manufacturer's Warranty
Portable Handheld Radios, Mobile Radios and Land Mobile Accessories.....	See KCC Land Mobile Radio Warranty
Systems Services (Including Engineering, Installation, & Programming).....	90 Days

WHO IS PROTECTED

This Warranty is enforceable only by the first end user ("Buyer").

PRODUCT WARRANTY

Except as specified below, this Warranty covers all defects in materials and workmanship in KCC Systems and System Components. The following are not covered by the Warranty:

1. Damage, deterioration or failure resulting from:
 - A. Accident, misuse, abuse, neglect, product modification or failure to follow instructions contained in the Owner's and Operations Manuals.
 - B. Repair or attempted repair by anyone not authorized by KCC.
 - C. Installation of parts or accessories that do not conform to the quality or specifications of the original parts or accessories.
 - D. Improper installation of the product in, or improper removal of the product from any location.
 - E. Environmental conditions which adversely effect systems/product performance such as; exposure to fire, water, excessive moisture, dampness, extreme changes in climate or temperature or other environmental conditions or other acts including power surges, lightning, electro-static discharge, acts of God or other casualties which are not the fault of KENWOOD and which the Product is not specified to tolerate.
 - F. Battery leakage, water, or other elements.
 - G. Use of a Product in conjunction with hardware or software electrically or mechanically incompatible with such Product.
 - H. Use of a Product in conjunction with accessories or ancillary equipment not supplied by KENWOOD.
 - I. Normal and customary wear and tear.
2. Damage or loss occurring during shipment (claims must be presented to the carrier).
3. Any product, which is not new when sold to the first end user unless otherwise specified at time of sale.
4. Any product upon which the serial number has been defaced, modified or removed.

USE OF PRODUCT WITH NON-KENWOOD SUPPLIED EQUIPMENT AND ACCESSORIES

USE OF THE PRODUCT WITH ACCESSORIES OR OTHER EQUIPMENT NOT SUPPLIED BY KENWOOD OR OTHERWISE NOT EXPRESSLY AUTHORIZED BY KENWOOD MAY BE DANGEROUS AND WILL VOID THE PRODUCT WARRANTY. ALL SUCH ACCESSORIES AND ANCILLARY EQUIPMENT ARE EXPRESSLY EXCLUDED FROM THIS WARRANTY. BECAUSE EACH SYSTEM THAT MAY INCORPORATE A PRODUCT IS UNIQUE, KENWOOD DISCLAIMS ANY LIABILITY OR WARRANTY COVERAGE FOR OR WITH RESPECT TO RANGE, COVERAGE OR OPERATION OF THE SYSTEM AS A WHOLE.

WORKMANSHIP WARRANTY

KCC warrants the Services performed by KCC to be free from defects in workmanship for ninety (90) days from System Acceptance. KCC's obligation and Buyer's remedy under this warranty for Services is limited to the correction of the defective Services. Such obligation and remedy are conditional upon the defect not being the result of mishandling, abuse, misuse, or improper maintenance by Buyer, or other causes not attributable to KCC. The correction of defective Services shall be warranted for a period of thirty (30) days or the remainder of the original warranty period, whichever is longer.

WHAT WE WILL PAY FOR AND WHAT YOU MUST PAY FOR

KCC will pay all labor and material expenses for items covered by this Warranty at KCC's location in Friendswood, TX. or at one of the KENWOOD Authorized Service Centers. Contact the phone numbers below to determine where your product must be shipped (it depends on the product to be repaired as to where it is sent). If it is necessary to ship the product for Warranty service, you, the Buyer, are responsible for the initial shipping charges, but we will pay the return shipping charges at ground rates if the product is repaired or replaced under Warranty. The Buyer will pay any express return shipping costs. Unless KCC has installed the system under contract, you are responsible for any charges incurred in diagnosing the problem, removing the product from the rack, cabinet, vehicle, or other site of use and for reinstallation of the repaired or replaced product.

HOW TO OBTAIN WARRANTY SERVICE

Before sending any units for warranty work please call one of the phone numbers below to find out where your unit must be sent. KCC Systems in Friendswood, TX or an authorized service center (depending on the product) must service your KCC System or System Component. KCC Systems customer service staff is available between 8:00 a.m. and 5:00 p.m., Monday through Friday Central Time. If you have difficulty in obtaining service, please write or telephone KCC Systems at the address and phone numbers below.

EXCLUSION OF IMPLIED WARRANTIES AND DAMAGES

Unless considered unlawful or unenforceable under applicable law:

- A. ALL EXPRESS OR IMPLIED WARRANTIES WITH RESPECT TO KCC SYSTEMS AND SYSTEM COMPONENTS, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ARE HEREBY EXCLUDED.
- B. KCC'S LIABILITY UNDER THIS WARRANTY SHALL BE LIMITED TO THE REPAIR OR REPLACEMENT, AT KCC'S OPTION, OF ANY DEFECTIVE PRODUCT, AND SHALL NOT INCLUDE DAMAGES OF ANY KIND, WHETHER INCIDENTAL, CONSEQUENTIAL, INDIRECT, EXEMPLARY OR OTHERWISE.

This Warranty is enforceable only in the United States of America.

KENWOOD COMMUNICATIONS SYSTEMS DIVISION
 3975 Johns Creek Court, Ste. 400
 Phone: (888) 878-6546 or (678) 474-4700 Fax: (678) 957-1880

KENWOOD

WARRANTY ON LAND MOBILE RADIOS AND ACCESSORIES

Kenwood Communications Corporation ("KENWOOD") warrants its Land Mobile Radios and accessories purchased from an authorized KENWOOD dealer in the United States (the "Products") as follows:

WHAT IS COVERED AND WHAT IS EXCLUDED

Except as specified below, Products will be free from defects in material and workmanship under normal use and service for the time specified below. The following are not covered by this Warranty:

1. Damage, defects, deterioration or failure resulting from:

- A. Accident, misuse, negligence, abuse, neglect, improper handling, product modification or failure to follow instructions contained in your Owners Manual.
 - B. Improper or unauthorized testing, operation, alteration, disassembly, modification, adjustment or repairs.
 - C. Environmental conditions which adversely effect product performance such as; exposure to fire, water, excessive moisture, dampness, extreme changes in climate or temperature or other environmental conditions or other acts including power surges, lightning, electro-static discharge, acts of God or other casualties which are not the fault of KENWOOD and which the Product is not specified to tolerate.
 - D. Repair or attempted repair by anyone not authorized by KENWOOD.
 - E. Installation of parts or accessories that do not conform to the quality or specifications of the original parts or accessories.
 - F. Installation of the Product in, or removal of the Product from, the vehicle or other site of its use.
 - G. Use of a Product in conjunction with hardware or software electrically or mechanically incompatible with such Product.
 - H. Use of a Product in conjunction with accessories or ancillary equipment not supplied by KENWOOD.
 - I. Normal and customary wear and tear.
2. Damage, defects, deterioration, failure or loss occurring during shipment (claims must be presented to the carrier).
 3. Any unit that is not new when sold to the first end user or upon which the serial number has been defaced, modified or removed.
 4. Damage, defects, deterioration or failure of radios caused by poorly tuned and/or installed antennas.
 5. Damage, defects, deterioration or failure of rechargeable batteries if any of the seals on the battery enclosure of cells are broken or show evidence of tampering or if caused by use of the batteries in equipment or service other than in conjunction with the Product for which it is specified.

USE OF THE PRODUCT WITH ACCESSORIES OR OTHER EQUIPMENT NOT SUPPLIED BY KENWOOD OR OTHERWISE NOT EXPRESSLY AUTHORIZED BY KENWOOD MAY BE DANGEROUS AND WILL VOID THE PRODUCT WARRANTY. ALL SUCH ACCESSORIES AND ANCILLARY EQUIPMENT ARE EXPRESSLY EXCLUDED FROM THIS WARRANTY. BECAUSE EACH SYSTEM THAT MAY INCORPORATE A PRODUCT IS UNIQUE, KENWOOD DISCLAIMS ANY LIABILITY OR WARRANTY COVERAGE FOR OR WITH RESPECT TO RANGE, COVERAGE OR OPERATION OF THE SYSTEM AS A WHOLE.

HOW LONG IS THE WARRANTY

This Warranty will remain in effect for two (2) years for radios (except the TK-2140 and TK-3140 models that are three (3) years), and one (1) year for accessories (including rechargeable batteries) measured from the date of purchase by the first end user.

WHO IS PROTECTED

This Warranty is enforceable only by the first end user. Transfer or resale of a Product will automatically terminate warranty coverage with respect to that Product. This Warranty is not transferable to any third party, including but not limited to any subsequent purchaser or owner of the Product.

WHAT WE WILL DO AND HOW TO OBTAIN WARRANTY SERVICE

KENWOOD will, at its sole absolute discretion, either repair or replace a Product with a new or a rebuilt unit (which unit may include new and/or reconditioned parts) if found by KENWOOD to be defective in material and workmanship. If KENWOOD determines that it is unable to repair or replace such Product, KENWOOD shall refund the purchase price for such Product. The foregoing is subject to your returning the defective Product to a KENWOOD Land Mobile dealer or authorized service center within the Warranty period, accompanied by a sales receipt or other evidence of the date of purchase. If it is necessary to ship the Product for Warranty service, you are responsible for the initial shipping charges, but KENWOOD will pay the return shipping charges if the Product is repaired or replaced under Warranty. You are responsible for any charges incurred in removing the product from the vehicle or other site of use and for reinstallation of the repaired or replaced Product. All replaced Products or parts and Products or parts for which a refund has been given will become the property of KENWOOD.

EXCLUSION OF OTHER WARRANTIES AND DAMAGES

Unless considered unlawful or unenforceable under applicable law:

- A. THIS IS THE COMPLETE WARRANTY GIVEN BY KENWOOD AND IT IS GIVEN IN LIEU OF ALL OTHER EXPRESS WARRANTIES. KENWOOD ASSUMES NO OBLIGATIONS OR LIABILITY FOR ADDITIONS OR MODIFICATIONS TO THIS WARRANTY. ALL IMPLIED WARRANTIES WITH RESPECT TO PRODUCTS, INCLUDING WITHOUT LIMITATION IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ARE EXCLUDED.
- B. KENWOOD'S LIABILITY UNDER THIS WARRANTY IS LIMITED TO THE REPAIR OR REPLACEMENT, AT KENWOOD'S OPTION, OF ANY DEFECTIVE PRODUCT, AND SHALL NOT INCLUDE DAMAGES OF ANY KIND, WHETHER DIRECT, INDIRECT, SPECIAL, GENERAL, INCIDENTAL, CONSEQUENTIAL OR OTHERWISE, INCLUDING BUT NOT LIMITED TO LOSS OF USE, LOSS OF TIME, INCONVENIENCE, COMMERCIAL LOSS, OR LOSS OF PROFITS OR SAVINGS OR ANTICIPATED PROFITS OR SAVINGS.

This Warranty is enforceable only in the United States of America and governed by the laws of the State of California.

If a problem develops during or after the Warranty Period, or if you have any questions regarding the operation of the product, you should contact your KENWOOD Authorized Dealer or Authorized Service Center. If the problem or your question is not handled to your satisfaction, please contact our Customer Relations Department at the address listed below.

KENWOOD U.S.A. CORPORATION
P.O. BOX 22745
2201 East Dominguez Street Long Beach, CA 90801-5745 USA Phone (310) 761-8275

Lautt-A-News

Volume 1, Issue 1

www.lauttamus.com

Fall 2006

Security Facts:

- A property crime takes place every 3 seconds.
- A burglary takes place every 15 seconds.
- A rape happens every 6 minutes.
- A home security system costs you under \$1.00 per day.

Call about a free security analysis for your home or business.

Inside this issue:

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Lauttamus Communications Given Governor's Service Award.

Lauttamus Communications was recently given the Governor's Service Award for its work with West Virginia 211.

Lauttamus Communications has provided its call center at NO COST to allow this valuable service for the citizens of West Virginia.

West Virginia 211 is a social service which puts citizens in contact with the correct agency for any social need they may require. This includes assistance paying utility bills, poison intervention, domestic abuse, and alcoholism to name a few.

Since its inception in November of 2004, Lauttamus Communications has fielded over 180,000 calls.



Paul Lauttamus (left) and Company President Alvar Lauttamus stand with West Virginia First Lady Gayle Manchin.

Lauttamus has been underwriting this program at no cost to the state. This service costs between \$7000 to \$9000 per month to operate.

The ingredients that make this program work are the dedicated staff of the call center, the partnering agencies, and the citizens of West Virginia. Their caring nature has been instrumental in making this program work.

Lauttamus Communications and Security Begins Newsletter

Welcome to the first edition of Lautt-a-News. This newsletter will be produced quarterly to inform you of new and exciting products in the world of communications and security. There will be informative articles

and valuable coupons with each edition.

If you would like to see a specific article, or would like to showcase a project we did for you, please contact us at 1-304-723-5555 or send us an email

at newsletter@lauttamus.com. If you would like to receive this newsletter via email, please contact us at newsletter@lauttamus.com.

Lauttamus Security Becomes Honeywell Authorized Commercial Dealer

Who will you choose to partner with in the ever changing world of security? With the new technologies, the influence of IT, and more sophisticated applications, Lauttamus Security and Honeywell Security systems have come together to be your integrator of security products.

What does this mean for the customer? Honeywell invests over \$40 million a year in research and development to bring you innovative new security products. This research includes Integrated Digital Video Manager (DVM) Enterprise Network Video Recorder (NVR), Rapid Eye LT and the LobbyWorks visitor management system.

This partnership makes Lauttamus Security a true integrator of security products, including intrusion systems, CCTV systems, and access control.

This prestigious dealership is given to only a handful of security companies in the United States. This partnership gives us the tools and expert response from Honeywell technical support, as well as expert training for our technicians.

Call Lauttamus Security today and let us

give you a security analysis of your home or business. Why not protect your home and business with a security system from Lauttamus Security and Honeywell.

Honeywell

Authorized Dealer

Commercial Security Systems

Wireless News - The Bluetooth Headset

Ever see someone driving a vehicle with their phone to their ear not really paying attention to the road? You should always pull over when making or receiving a call, but sometimes, this may not be convenient to do because of safety concerns.

This is where Lauttamus Communications can help. Lauttamus offers

a wide array of Bluetooth headsets. These headsets allows drivers to set the phone down while making a call. You can even use these devices in the office up to thirty feet away from your phone.

Lauttamus Com-

munications is your source for all your cellular accessories. We have, or can order, a wide array of products for any cellular phone carrier you now use. If you have a need, call us at 1-866-9ANSWER, or stop by one of our convenient retail locations.

"You should always pull over when making or receiving a call."

Paging News

Many people think paging is an outdated mode of communication. It would be, if you had an unlimited budget in your home or business. Paging is still a viable means to communicate.

Lauttamus now offers with every security system a pager



Bravo 502 Pager

to notify you when you have an alarm in your home or business. This allows you to have instant notification, even before our call center calls you. For only an additional \$5.00 per month on your bill, you can have this valuable security tool.

Not only will it contact you in case of an emergency, you can still give you pager number to family and friends to save those cellular phone minutes you hate to give up.

Call Lauttamus today and we can give you other uses for the area's best paging network.

Lauttamus Communications Inbound Call Center Completes Major Equipment Upgrade

The call center business is based on people and technology. We think we have the **Best People** and now we have the **Best Technology!**

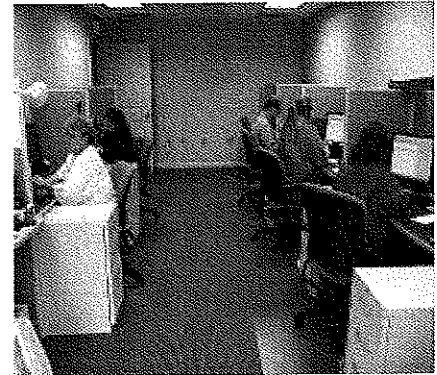
Our new call center is built on The **NEW Infinity** Intelligent Messaging Platform which provides many tools to enhance each customer and callers experience. Our new system will do the following and much more:

**Reduce Operator Errors.
Record All Calls in A Digital .WAV file format.
Simplify Difficult Account Call Handling.
Email Messages Instead of**

**Faxing.
Automated Wake up Call Service.
Fax 2 Email: All faxes can now come on your email instead of your fax.
Conferencing Calling.
Web On Call.**

All calls are scripted allowing for greater consistency and to enhance the experience of each call. Intelligent Messaging guides operators through the message taking process using scripts created to meet the unique needs of each client.

Lauttamus Communications is excited to bring you the most advanced call center not only in the region but in the World.



Two-Way Radio News Automatic Vehicle Location (AVL)

Did you know that Lauttamus Communications offers AVL (Automatic Vehicle Location) devices to track your vehicles? That's right, you are now able to track your vehicle's every move to ensure that your vehicle is where it is supposed to be when it is supposed to be there. This product also allows you to become more efficient in customer response by allowing you to sched-

ule your vehicles next location simply by the touch of your computer mouse. How many times has a vehicle in the field called into the office for directions? Well, this product will allow for the dispatcher to determine exactly where the vehicle is and give

detailed directions to their next stop. Having trouble with maintaining vehicles (oil changes, tire rotation etc)? AVL has the ability to alert you when each vehicle is due to have scheduled maintenance. Call us for more information.

This product allows you to become more efficient in customer response."

Specials! Specials! Specials!

Get 15% off retail price

On any AVL Product, Closed Circuit Television, Burglary System, Access Control System, or a Bluetooth Headset for your Cellular Phone

Call 1-866-9ANSWER for more details.

Lautt-A-News

Volume 1, Issue 2

www.lauttamus.com

Spring 2007

Retail Security

Facts about Shrink

- Average loss per month/employee theft: **\$716.67**
- Average Months Worked by Dishonest Employee: **2.67**
- At just one incident per month equals: **\$1913.50**
- Average loss per shoplifting event: **\$15.50**

Source: National Retail Security Survey

Call about a free security analysis for your home or business.

Inside this issue:

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Kenwood Introduces P25 UHF Portables and Mobiles

The first question is, what is P25? The P25 set of standards allows for equipment interoperability and compatibility. Specifically, P25 systems involve digital Land Mobile Radio services for local, state, and national public safety organizations and agencies.

The P25 series allows compliant radios to communicate in analog mode with legacy analog radios and in either digital or analog mode with other P25 radios. In addition, P25 systems can be maintained and upgraded over the system's life cycle. This allows the user to meet all their requirements, achieving interoperability and security, making manufacturers to

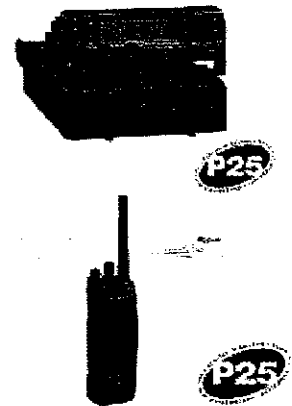
provide compliant products, fostering competition and achieving cost effective emergency communications. Interoperability is a key initiative in this country.

With that, Kenwood has worked hard to provide the newest and most cost effective P25 UHF radio on the market. Introducing the TK-5310 portable and the TK-5810 mobile.

Some of the feature highlights of these radios include:

P25 digital and FM analog included; 512 channels/50 zones; Renown Kenwood audio; Advanced LCD and controls; Emergency features; VOX ready; Tactical Group

feature set; Immersion option; MILSTD 810 C, D, E, & F; Windows programming; easy port option; DES 16-Key secure Cryptographic Option.



Is Your Security System Ready for the Future?

In the alarm industry, security system manufacturers have traditionally relied upon analog wireless networks to deliver alarm signals from businesses to appropriate central stations. This network was used because it was the most reliable and economical signal deliv-

ery method available.

Digital has become the primary method of signal transmission by cellular carriers. Because of this, the FCC ruled that wireless carriers do not have to support analog after February 18, 2008. To ensure your alarm system

continues to function correctly and without interruption, you will need to upgrade your current AMPS analog radio with a new Honeywell GSM digital radio communicator in the near future. For more information, call us at 1-800-285-2197.

Lauttamus Security Helping School Systems Become Safer

Lauttamus Communications is working with various school systems in making their schools safer. These school systems in Ohio, Pennsylvania, and West Virginia have added closed circuit television (CCTV), door entry systems, and some are starting to add full access control systems.

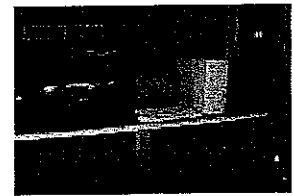
Not only does this equipment protect the children from intruders in their schools, but it also protects the schools themselves from vandalism and burglaries. For example, a person broke into the Wheeling Park concession stand at their on campus facility. They broke into another room, and stole the Digital Video

Recorder that recorded all their activity. They took the recorder and threw it over a hill. It was found six months later, and we were still able to identify the perpetrator.

The CCTV systems can even allow law enforcement agencies to view the cameras from their offices in the event of an emergency. This is done using the school systems network and integrating it with their digital video recorder.

We are also adding two-way radio systems to secure local area schools. At Wheeling Park High school, they have added Kenwood radios with the new Fleet Sync service. This

allows personnel at the school to send text messages to each other, alert designated emergency personnel if there is a fight in the hallways, or any other type of emergency.



Wheeling Park High School's security room

Wireless News - Cingular is Becoming AT&T...Again.

Confused about which wireless carrier to use? How about which cellular carrier is which? The AT&T Inc. phase-out of 6-year-old Cingular Wireless' brand begins next week. AT&T says it will transition the Cingular brand to its own in a massive advertising and customer communications campaign targeting Cingular's Websites, retail stores, company buildings and vehicles.

Just last week, AT&T gained full control of Cingular as its \$86 billion purchase of BellSouth became final.

In its press release, AT&T explains, "Customers will continue to see existing Cingular product and service names until all necessary legal and regulatory name-change filings are complete. The use of the AT&T and Cingular co-branded graphic will

continue until customer awareness levels are high that Cingular has joined with AT&T. Once the transition ends, the color orange will continue to be associated with AT&T's wireless services, while the Cingular brand will be phased out."

Whatever the name, visit any of our retail locations for the latest in wireless technology.

Lauttamus Communications Welcomes New Team Members

Lauttamus Communications added new team members in the past few months. In our service department, we have added Terry Morris and Chad Sparks, both radio technicians and installers. These two employees give us over 30 years of experience in the two-way field.

On the security side, we have added Brian Shepard, a security installer

and technician. Brian has extensive knowledge in home construction.

On the retail front, we have added Victor Esguerra at the Ohio Valley Mall location, and Derek Bocek at our Fort Steuben Mall location.

In our call center, we have two new operators. They are Brook Myers

and Sherri Fisher.

Last, but not least, we have Pamela Schambach, who is our new controller in our accounting department.

We know these team members will and continue to make Lauttamus the first name in customer service.

Lauttamus Call Center: Not Just For Doctors Anymore

Many people think of an "answering service" as a tool just for doctors getting messages from patients. Why would anyone else need an answering service? Is increasing business and profits for your organization a good reason? Lauttamus Communications has more than an answering service. We are a full service call center.

Lauttamus provides many services in our call center that can increase your company's or organization's profits. These services include:

- Inbound Order Taking
- After Hours Call Management

- Complete Switchboard Service
- Call-Out Services
- Telephone Hotlines
- Employee Relations Hotlines
- Customer Relations Hotlines

You may be asking "what are these tools" and "how can they help my organization?" We realize every business or organization is different. Let us do an analysis of your business' communications, and we may be able to provide ways to either save you money, or increase your profits.

Call Paul Lauttamus at 1-866-9-ANSWER and let Lauttamus Communications improve your bottom line.



Two-Way Radio News Help Happens!

The Ritron Outpost radio callbox allows you to put wireless voice communication where you need it, without digging trenches and no monthly fees. When you push the talk button, the Outpost allows you to talk long range (miles) to the radio equipped personnel on your network. This equipment can be programmed to work with your Kenwood or other brand of VHF or UHF

radio. It can even be programmed to work through repeaters.

In addition to 2-way voice communication, the 6 and 7 series Callbox allow you to remotely control gates or magnetic door locks from your portable 2-way radio, desk top base station, or mobile radio.

The seven series includes a unique storage capability that will play a

customer voice message on the callbox when activated and then send a second and separate custom voice message alert to your radio equipped personnel.



For more information, call 1-866-9ANSWER. Our sales team would gladly go over all the details of the tremendous product.

Specials! Specials! Specials!

Get 15% off retail price

On any AVL Product, Closed Circuit Television, Burglary System,
Access Control System, or a Bluetooth Headset for your Cellular Phone

Call 1-866-9ANSWER for more details.

LAUTTAMUS COMMUNICATIONS AND SECURITY

Corporate Headquarters
1344 Cove Hill Road
Weirton, WV 26062

Phone: 304-723-5555
Fax: 304-723-7448
Email: lauttanews@luttamus.com

*Luttamus Communications
and Security*
1-866-9ANSWER
Or
1-888-655-7111

Visit our web site at
Luttamus.com

Luttamus Communications is dedicated to providing the best customer service in all its businesses. To achieve this goal, we have to hear from you, our customer. Please fill out the survey and tell us what we are doing right and what we need to do to improve.

1. I currently have the following services from Luttamus (circle one)
Answering Service, Paging, Security, Two Way Radio.
2. Customer service from Luttamus, in general, has been (circle one):
Excellent Good Fair Poor

If poor please explain: _____

I would like information on the following products (circle all that apply):

Answering Service, Paging, Security, Two Way Radio

Mail Answers to:

Luttamus Communications

1344 Cove Hill Road

Weirton, WV 26062

Please include your contact information with your answers.

From the Desk of the President

Luttamus Communications has been in business since 1967. That's a long time, but you learn a great deal in 40 years.

You learn that the best way to keep a customer is to provide the best customer service possible. It is imperative that you, the customer, have a great experience when dealing with our company.

For us to get better, we need your help. On this page is a simple survey. When filled out, this survey helps us improve our service to you.

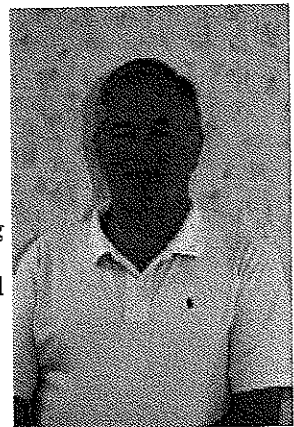
We at Luttamus strive to provide the best products at a fair price. We will not sell the lowest cost item, because it may not be of the highest quality. Once we sell or install a product for you, we want it to last. This is why we sell Kenwood Two-

Way radios and Honeywell Security Products. We know these products have a proven track record, and hold up for our customers.

The best customer service we can provide is when you do not have to call us about an issue with the equipment you have purchased from us. When you do have to call, however, we want to be there when you need us. Even if you did not purchase the equipment from us, we are here to serve you.

We want to assist all of our customers, even if we do not sell the product you need. We can help you find the products or services you are looking for. This is the type of customer relationship we want with each and every customer of Luttamus Communications and Security.

We need to hear from each of you about how we are doing as your sales and service provider. We can only get better

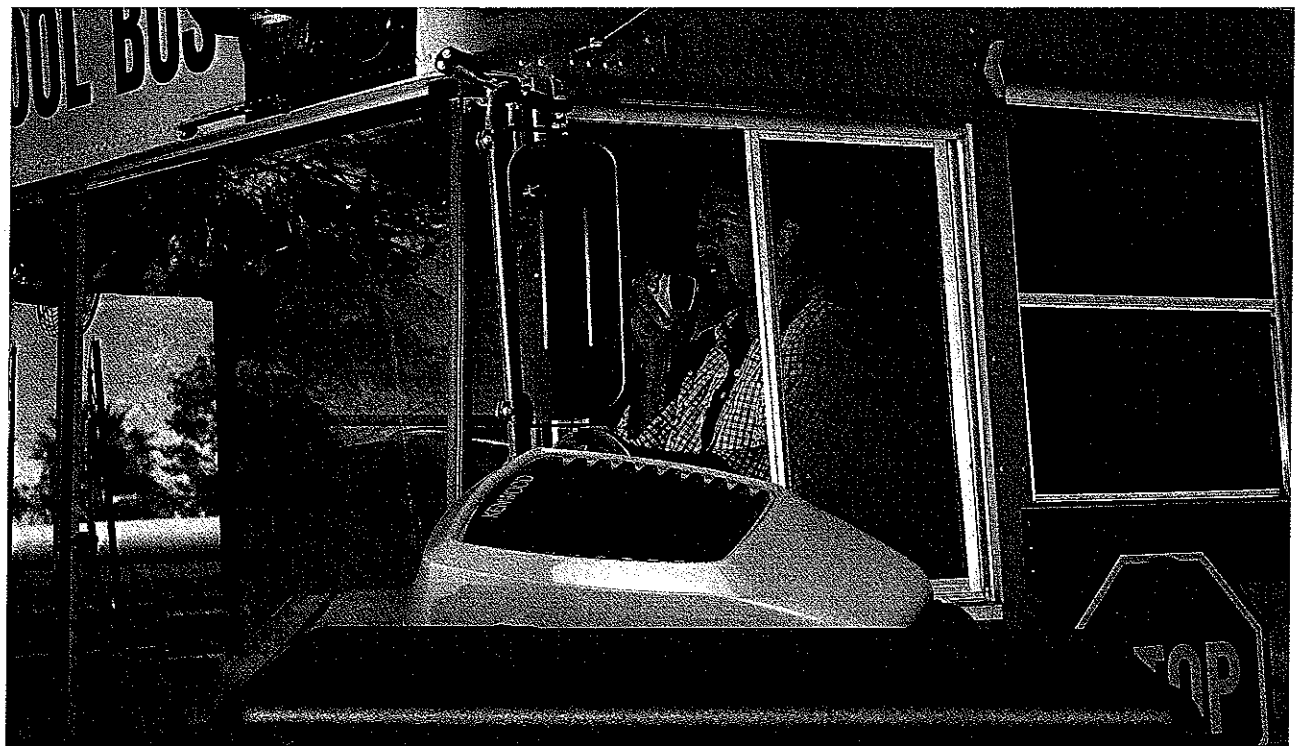


when we hear from you. If you get a chance, please fill out the survey above and tell us what we are doing right and how we can improve. Luttamus wants to be your communications and security provider anywhere you live, work, or play.

KENWOOD

TK-6110

Compact VHF Low Band FM Mobile Transceiver



- 32-CHANNEL CAPACITY
- WIDE-BAND COVERAGE
- 8-CHARACTER, ALPHANUMERIC DISPLAY
- PRIORITY SCAN
- 7 PROGRAMMABLE FUNCTION KEYS
- MIL-STD 810 C, D & E
- DIE-CAST CHASSIS
- OPERATOR SELECTABLE TONE/CODE (OST)
- FLASH MEMORY ADVANTAGE

Answering Your Every

The search for absolutely reliable communications is over. Kenwood's TK-6110 mobile transceiver features a redesigned heat-sink that provides exceptional strength and heat dissipation in all operating conditions. 70 watts of high-power output and compact dimensions for easy mounting in limited-space installations make this rugged unit the first choice for today's demanding applications.

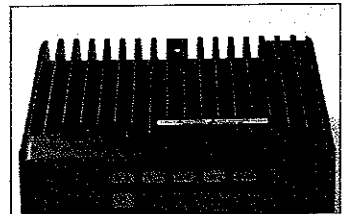


SERIOUS RADIO FOR SERIOUS BUSINESS

STRENGTH & DURABILITY

LIGHTWEIGHT & COMPACT CONSTRUCTION

The newly designed aluminum die-cast heat-sink provides exceptional strength and heat dissipation to handle the unit's 70 W high-power output. And the TK-6110's compact dimensions (6-1/4 (W) x 2 (H) x 6-1/4 (D) in.) allow mounting even in tight spaces.



MIL-STD 810 C/D/E

The TK-6110 meets or exceeds tough U.S. Department of Defense MIL-STD 810 C, D & E environmental standards in several categories, in addition to passing Kenwood's own stringent tests based on technical and industrial standards.

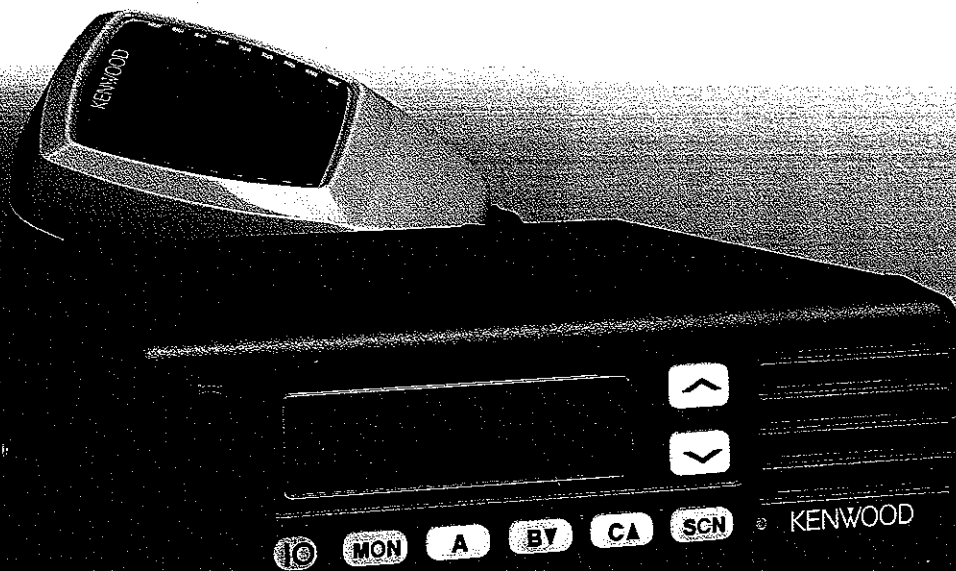
VERSATILITY

32-CHANNEL CAPACITY

The 32-channel capacity ensures plenty of room for basic and multi-channel applications.

CHANNEL SCAN FEATURES & PRIORITY SCAN

Scan, channel add/delete, and priority channel checking are some of the parameters that can be set to accommodate any channel scanning need. Talk-back scan allows users to respond immediately to calls regardless of the pre-programmed or selected scan revert channel. Additionally, undesired channels can be deleted temporarily with the nuisance delete feature.



Call

7 PROGRAMMABLE FUNCTION KEYS (PF KEYS)

Every key is programmable for virtually any radio feature. This allows the unit to be fully customized to fit different user needs.

BUILT-IN QT AND DQT SIGNALING

The encoder/decoder function segregates talk groups so that users only hear calls from their own group.

DTMF SIGNALING

PTT ID provides a DTMF ANI for business and industrial applications.

BUSY CHANNEL LOCKOUT

Lockout further improves channel management by preventing transmission if another talk group is already on the air.

OPERATOR SELECTABLE TONE/CODE (OST)

The OST feature provides a programmable bank of 16 user-selectable tones (QT & DQT) for accessing different repeaters. Each tone can have an assigned alpha-tag and be directly accessed by radio controls.

BUILT-IN SELECTIVE CALLING (TWO-TONE & DTMF)

Two-tone decode allows for three code pairs, each with individual paging settings. DTMF selective calling provides individual call, and over-the-air disable/enable. Both signaling types can be assigned on a per channel basis and have audio-visual call alerting.

FLASH MEMORY ADVANTAGE

Flash memory permits updates and advanced feature set upgrades and to be made electronically without ever opening the unit. This means faster upgrades and less downtime for users.

EASY USER INTERFACE

EIGHT-CHARACTER ALPHANUMERICS & ICONS

The large, front panel display provides eight alphanumeric channel aliases and non-cryptic easy-to-read operational icons. Special operational modes are also displayed providing positive visual feedback. Besides ensuring user-friendly operation on a daily basis, these features help to facilitate fast, effective training for new users.

PROGRAMMABLE TWO-COLOR LED

The two-color LED provides traditional transmit (red), receive (green), and alert (orange) visual indications.

SECURITY

ENCRYPTION CONTROL

Secure voice communications represent an attractive choice for law enforcement use. An internal port permits the addition of optional modules to provide voice scrambling — from low-level inversion to high-level encryption. The radio's programming provides both automatic and manual control for clear and coded modes.

DIGITAL ANI AND EMERGENCY CONTROL

Unit ID and emergency ANI for computer-aided dispatch operations can be added with optional modules. Any PF key can be programmed as an Emergency key to trigger an ANI option. The emergency call feature switches the radio automatically to a pre-programmed channel for dispatcher alert.

PASSWORD-PROTECTED PROGRAMMING AND CLONING

Cloning enables the duplication of radios in the field via a simple interface cable — no need for a PC or special test jig. For users who do not require this capability, a secure password can be programmed to prevent the cloning of a lost or stolen radio. Additionally, all radios can have the programming password protected to prevent unauthorized extraction and duplication.

DEAD BEAT DISABLE (DBD)

DTMF Dead Beat Disable permits over-the-air immobilization — of either transmit or transmit/receive audio — to prevent the unauthorized use of stolen or compromised units.

EMBEDDED MESSAGE

Within the flash memory of the radio, an electronic message can be stored containing owner identification, property I.D. numbers, user and department names, service records, etc.. A radio can thus be electronically identified even if external labels, markings or factory serial numbers have been removed.


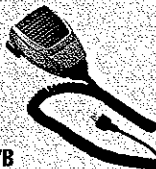
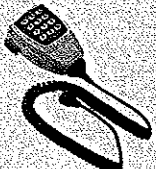




PC PROGRAMMING AND TUNING

To save both time and expense, radio parameter programming and tuning can be performed via the rnc connector using a PC. There is no need to even open the radio. (Optional software and cable required.)

OTHER FEATURES

- HOME CHANNEL
- HORN ALERT
- TALKER ID
- TALKER ID (TOI)
- TIMED POWER OFF
- GATED TRANSMIT
- MINIMUM VOLUME
- DIRECT MEMORY ACCESS
- ON/OFF
- SCREEN KEYS

Options

 <p>KMC-27A Microphone (MIL-SPEC, Noise canceling)</p>	 <p>KMC-27B Microphone (same as supplied)</p>	 <p>KMC-28A Keypad Microphone (12 keys, MIL-SPEC, Noise canceling)</p>	 <p>KMC-9C Control Station Desktop Microphone</p>
 <p>KES-5 External Speaker</p>	 <p>KCT-18 Ignition Sense Cable</p>	 <p>KLF-2 Line Noise Filter (in-line install with DC power cable)</p>	

Not all accessories may be available in all countries where this product is sold, please contact a Kenwood Authorized dealership for details.

Specifications

	TK-6110
GENERAL	
Frequency range	29.7 ~ 37.0 MHz
Type 1	35.0 ~ 50.0 MHz
Type 2	
Number of channels	32
Channel spacing	20 kHz / 25 kHz
PLL channel stepping	5 kHz
Operating voltage	13.6 V DC
Current drain	
Standby	Less than 0.6 A
Receive	Less than 2.4 A
Transmit	Less than 15 A
Duty cycle	Transmit: 20%
Operating temperature range	-22°F ~ +140°F (-30°C ~ +60°C)
Frequency stability (-22°F ~ +140°F)	±0.0003%
Antenna impedance	50 Ω
Dimensions (W x H x D)	6-1/4 x 2 x 6-1/4 in. (160 x 50 x 160 mm)
Weight (Body only)	3.5 lbs. (1.6 kg)
FCC ID	
Type 1	ALH29351110
Type 2	ALH29351120
FCC compliance	
Type 1	FCC parts 90
Type 2	FCC parts 90
IC certification	
Type 1	-----
Type 2	282195666A

	TK-6110
RECEIVER (Measurements made per EIA/TIA-603)	
Sensitivity (12 dB SINAD)	0.25 μV
Selectivity	75 dB
Intermodulation distortion	70 dB
Spurious response	70 dB
Audio output	10 W at less than 5% distortion
Band spread	
Type 1	7.3 MHz
Type 2	15.0 MHz
TRANSMITTER (Measurements made per EIA/TIA-603)	
RF power output	70 W
Type of emission	16K0F3E
Harmonics	62 dB
FM noise	50 dB
Microphone impedance	600 Ω
Audio distortion	Less than 3%
Band spread	
Type 1	7.3 MHz
Type 2	15.0 MHz

Kenwood follows a policy of continuous advancement in development. For this reason specifications may be changed without notice.

Applicable MIL-STD

Standard	MIL 810C Methods/Procedures	MIL 810D Methods/Procedures	MIL 810E Methods/Procedures
Dust	510.1/Procedure I	510.2/Procedure I	510.3/Procedure I
Vibration	514.2/Procedure VIII, X	514.3/Procedure I	514.4/Procedure I
Shock	516.2/Procedure I, II, V	516.3/Procedure I, IV	516.4/Procedure I, IV

KENWOOD CORPORATION

2967-3, Ishikawa-machi, Hachioji-shi, Tokyo, 192-8525 Japan

KENWOOD U.S.A. CORPORATION
Communications Sector Headquarters

3975 Johns Creek Court, Suwanee, GA 30024-1265

Order Administration/Distribution

P.O. BOX 22745, 2201 East Dominguez St., Long Beach, CA 90801-5745

KENWOOD ELECTRONICS CANADA INC.
Canadian Headquarters and Distribution

PROCOMM
2602 W LONE CACTUS DR #A
PHOENIX, AZ 85027
623-492-9800
WWW.WEDORADIOS.COM



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