



Falcon Direct - We keep you connected!

If you are contemplating.....

the purchase of 2-way radios using FEMA AFG funding, it is important to note that one of the requirements of both the 2009 and 2010 Grant Guidelines is that all 2-way radio communications equipment has to be P25 capable.

There are equipment vendors out there who will tell you that it's OK to purchase alternate equipment as long as it is narrowband digital. **DON'T LISTEN TO THEM!** You are obligated to purchase exactly what you applied for without exception unless you have a **WRITTEN** waiver from the applicable funding agency. A violation of this requirement could result in some severe consequences – not to the vendor that gave you the bad information, but to **YOU!**

If you applied for APCO-25 analog/digital equipment in compliance with the Federal SAFECOM Interoperable Plan, that is what you are expected to purchase – not MotoTRBO or NXDN or TETRA, or any specific brand; but simply P25 as defined by DHS, FEMA, SAFECOM and every agency of the US Government! Additional information is available at www.the-end-of-confusion.com.

Some applicants are now finding that the cost of P25 equipment is considerably higher than the amount budgeted in the grant. That doesn't have to be a problem! Actually, you can likely get the quantity of items required and still stay within your budget by working with a knowledgeable vendor such as Falcon Direct.

Your first step is to get three bids for P25 capable equipment. We've made that easy for you by providing Alabama State Contract pricing on ICOM, Midland, and ReIm/BK radios. That gives you three bids in accord with general requirements.

Your next step is to review the offerings of all three manufacturers. We can handle that at a time and place most convenient for you. We invite you to visit our facility, but we will gladly come to you. Just let me know what is most convenient for you and we'll take it from there.

Lastly, it may come as a surprise to learn that we can offer prices even **LOWER** than the state contract prices subject to a review of your requirement. It is entirely possible that we can help you get P25 equipment at prices that fit your requirements!

You can call me anytime personally at 205.202.1269 or call our office toll free at 800.489.2611. If you prefer, drop us an email at the address below.

Thanks in advance for your consideration. We look forward to the opportunity of being of service!

Burch H. Falkner

At your service!

Ready4P25.ltr

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Alabama State Contract Quick Pricing Guide

P25 Handhelds



Models
Price w/ programming*
Power (VHF)/Channels
Weight/warranty
Brochure available at:

ICOM



F70DT/F80DT
\$1,242
5 watts/256
15.6 Oz./2 years
www.info4u.us/F70.pdf

Midland



STP Series
\$1,927
5 watts/999
7.5 Oz./3 years
www.info4u.us/STP.pdf

Relm/BK



KNG-P150
\$2,116
6 watts/512
16.0 Oz./2 years
www.info4u.us/KP150.pdf

P25 Mobiles



Models
Price w/ programming*
Power (VHF)/Warranty
Brochure available at:

ICOM

Non-Trunking



F1721DT/F2721DT
\$1,293
50/45 watts/2years
www.info4u.us/F1721.pdf

Midland

Non-Trunking



STM Series
\$2,282
50 watts/3 years
www.info4u.us/STM.pdf

Relm/BK

Non-Trunking



KNG-M150
\$1,652
50 watts/2 years
www.info4u.us/KM150.pdf

P25 Repeaters



Models
Price w/programming*
Optional duplexer
Programming
Programming kit
F.O.B.
Power (VHF)
Warranty
Brochure available at:

ICOM



Eclipse 2
\$14,604
1,495
400
395
Anywhere in USA
Up to 100 watts
2 years
www.info4u.us/Eclipse2.pdf

Midland



P25 Base Tech III
\$14,983
2,074
Included
254
Anywhere in USA
Up to 110 watts
5 years
www.info4u.us/BT3.pdf

Relm/BK



DRV-100
\$17,961
1,495
600
Included
User Location
Up to 100 watts
2 years
www.info4u.us/V_Series.pdf

*Price does not include surge/lightning protection or antenna system. ICOM Midland, and Relm/BK assumes Alabama State Contract pricing or lower. Additional information on P25 is available at http://en.wikipedia.org/wiki/Project_25. Other vendors include Daniels Electronics, Datron, E.F. Johnson, Harris, Kenwood, Motorola and Thales; all of which are typically more expensive than the selections above. See www.fs.fed.us/fire/niicd/EngDev/Digital.html.

Top Choice P25 Portables from Falcon Direct

ICOM F70/80D Series and F9011 and F9021 Series



ICOM P25 analog/digital conventional portables are available in four basic models. The F70D VHF and the F80D UHF non-keypad models and the F70DT and F80DT full keypad models. All ICOM portables sold by Falcon Direct include a rapid desk charger and ultra high capacity 3040 mAh Lithium-Ion battery. Complete specifications are available at www.info4u.us/F70.pdf. You'll be pleased to note that this radio will function in the 2-Tone analog paging mode and is available with Intrinsically Safe approval and includes MDC-1200 capability.

We offer GSA pricing to all governmental agencies with a full price catalog available on line at www.info4u.us/icomcontract.pdf. The F70/80D series portables are our most affordable models, GSA priced at just \$1,676 with programming and shipping. These radios can be upgraded to the F9011/9021 series (Shown at left) which has trunking capability when desired. More info at www.info4u.us/TGGrade.pdf and www.info4u.us/F9011.pdf.

Midland STP Series



The Midland STP-105 VHF and STP-404 UHF is our smallest P25 portable, measuring just 6.2 x 3.75 x 1.375". It is also the lightest at just 7.5 ounces! With a battery operating life of 18 hours, and a three year standard warranty, this radio is truly in a class by itself! It offers IP65 protection against damage by water and dust, and it is field programmable from the keypad. Additional information is available at www.info4u.us/STP.pdf. This radio is compatible with 2-Tone paging but not MDC-1200 digital ID and messaging.

GSA priced at just \$1,927 including radio desk charger, 1800 mAh Lithium-Ion memory free battery, rugged pocket clip, antenna and full keypad with LCD display, the STP series radio is available with optional trunking capability and AES Military high level encryption. GSA pricing information is available at www.info4u.us/midlandcontract.pdf.

Relm/BK KNG-P150, KNG-P400 and KNG-P800



The KNG-P Series radios are in class by themselves. The VHF model offers six watts of power, has over an 18 hour battery life; yet it's small enough to carry in your back pocket. It is the only one of the three P25 radios we offer with full AES encryption standard, IP67 dust and water protection and Over The Air Rekeying (OTAR) as standard features. A full keypad with display is standard as well as user programming from the keypad! Additional information is available at www.info4u.us/KP150.pdf. Note: This radio does NOT do 2-Tone paging.

Did we mention that the KNG-P series is intrinsically safe rated and it is the only model we currently offer that is available for the 700/800 MHz band. And, to cap it all off – THIS RADIO IS MADE IN THE USA! It costs a little more (actually, a LOT more than our other offerings, but it DOES more. The advertised price is \$2,116 which puts it right up there with the best of them, but in quantity, the price CAN be lower. Call us at 205.854.2611 for more information. The Relm GSA price schedule is available at www.info4u.us/relmcontract.pdf.

All of our P25 radios feature mixed mode operation (i.e. capable of operating on wide or narrow band channels in both analog and digital modes). All are MIL-SPEC 810F approved and all are used by major agencies of the U.S. Government. Additional information on P25 mobiles and repeaters is available at www.info4u.us/Ready4P25.

Most importantly, all meet FEMA AFG funding criteria. See comments on our Blog page at <http://falconinfo.blogspot.com/2010/02/important-message-concerning-fire.html> for additional information. You might also want to visit www.the-end-of-confusion.com for more information on P25.