



ALABAMA CONTRACT T300 Price Sheets

**Contract # 4010273
Expires 09/30/2011**

Falcon Direct

**EZ-BUY Communications Purchase Program
for ICOM 2-Way Radios**

Prices effective October 1, 2010

Land Mobile Marine Aviation Receivers Amateur

All stated specifications are subject to change without notice or obligation. All Icom radios meet or exceed FCC regulations limiting spurious emissions. Please call Falcon Direct Alabama State Contract Support at 800.489.2611

Visit our Website! www.falcondirect.com

Falcon Direct

EZ-BUY Communications Purchase Program for ICOM 2-Way Radios

Introduction

You can use the Alabama State Contract to purchase the radios of your choice at an unbeatable price! Falcon Direct is an approved vendor under Alabama Contract Number 4010273 for ICOM 2-way radios. You can also use Federal GSA Contract number GS-35F-0109L from anywhere in the USA. Either contract allows you to purchase at the same low discounted prices with a 37.25% discount from MSRP without going to bid.

We have listed some of our more popular models in the EZ-Buy Quick Guide below. A listing of all currently available models on the ICOM State and Federal contracts is available at www.info4u.us/icomcontract.pdf. A complete ICOM retail catalog with accessories is available at www.info4u.us/icomcatalog.pdf.

To order, just pick the desired model and options. Reference Alabama Contract 4010273 or Federal GSA contract number GS-35F-0109L and send your order to:

Falcon Direct - #36 - 20th Avenue NW - Birmingham, AL 35215 - Attn: Burch Falkner

If you wish, you can fax your order to 205-853-6178, or email to sales@falcondirect.com. If you have any questions, call 800.489.2611

Terms and Conditions

Normal delivery when purchased directly through Falcon Direct - 10 days ARO

Shipping Charges - Included

Payment Terms - Net 10 days or by MasterCard, or VISA

Programming - \$25 per analog radio (Special service) Digital ID function adds \$25

Installation - Call 800.489.2611 for quote

Special accessories - Can be added at market prices. Call 800.489.2611 for quote

Warranty - Analog products - 2 years, Digital (IDAS, P25) - 3 years, Accessories - 1 year
5 year warranty adds just \$62 for analog and IDAS radios or \$93 for P25 radios.

EZ-Buy Quick Guide

Choose from analog, analog/digital IDAS or analog/digital P25 models from our condensed selection guide below. Additional information on equipment planning for narrow band and available digital choices is available at www.info4u.us/NB-Memo.pdf. For now, we will present our most popular choices by ICOM America.

Analog Narrowband Radio Pricing

ICOM F3001/4001 Series (VHF P/N F3001 03 RC)



Our most affordable professional grade portable is available in your choice of VHF or UHF with up to 5 watts of power, 16 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$151** with Lithium-Ion battery and rapid desk charger. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 4.38 x 2.28 x 1.18 inches. Weighs only 11.6 ounces

Brochure available at www.info4u.us/F4001.pdf.



ICOM F3021/4021 Series (VHF P/N F3021S 41 RC)

Our most affordable portable with programmable hot keys and LCD display is available in your choice of VHF or UHF with up to 5 watts of power, 128 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$257** with Lithium-Ion battery and rapid desk charger. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 4.72 x 2.09 x 1.28 inches. Weighs only 9.2 ounces

Brochure available at www.info4u.us/F3021.pdf.



ICOM F50V/60V Series (VHF P/N F50V 01 RC)

Our most affordable fully submersible portable with vibrate alert and message record/playback is available in your choice of VHF or UHF with up to 5 watts of power, 128 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$386** with Lithium-Ion battery and rapid desk charger. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 3.81 x 2.19 x 1.44 inches. Weighs only 9.9 ounces

Brochure available at www.info4u.us/F50V.pdf.



ICOM F5021/6021 (VHF P/N F5121 51)

Our best offering in a dash mount analog mobile radio is available in your choice of VHF or UHF with up to 50 watts of power, 128 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$282** mounting hardware, power cable, and rugged military style microphone. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 5.91x1.57x6.59 inches. Weighs only 2.4 pounds

Brochure available at www.info4u.us/F5021.pdf.

Analog/Digital Narrowband Radios (IDAS)

Radios that are capable of operating in either analog or digital modes are known as multi-mode radios. These radios meet 2012 narrow band 12.5 kHz standards. The ICOM multi-mode radios can also operate on the proposed 6.25 kHz Very Narrow Band standard (VNB) originally scheduled for implementation in 2018. Although there is no FCC requirement to convert to digital, there are some significant benefits associated with digital operation. See www.icom.co.jp/world/products/video/idas_movie for more info.

As you will note on the following page, there is no significant cost difference in ICOM digital capable radios so it could be worthwhile to consider the IDAS models as an alternative to radios with analog only capability. The IDAS technology is full compatible with Kenwood NEXEDGE models. It is not compatible with DMR or P25 technology. For more information on DMR radios, please see www.info4u.us/HYT.Hytera.Pricing.pdf.

Analog/Digital Narrowband Radio (IDAS) Pricing

ICOM F3101D1/4101D Series (VHF P/N F3101D 41 RC)



Our choice offering in an analog/digital portable radio is available in your choice of VHF or UHF with up to 5 watts of power, 128 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$457** with Lithium-Ion battery and rapid desk charger. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 4.39 x 2.28 x 1.44- inches. Weighs only 11.3 ounces

Brochure available at www.info4u.us/F3101D.pdf.

ICOM F3161D/5161D Series (VHF P/N F3161DS RC EMDC)



Our most affordable analog/digital portable with programmable hot keys and LCD display is available in your choice of VHF or UHF with up to 5 watts of power, 128 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$560** with Lithium-Ion battery and rapid desk charger. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 4.72 x 2.09 x 1.28 inches. Weighs only 9.2 ounces

Brochure available at www.info4u.us/F3021.pdf.

ICOM F5121D/6121D (VHF P/N F5121D 51)



Our choice offering in an analog/digital mobile radio is available in your choice of VHF or UHF with up to 50 watts of power, 128 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$439** mounting hardware, power cable, and rugged military style microphone. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 5.91x1.57x6.59 inches. Weighs only 2.4 pounds

Brochure available at www.info4u.us/F5121D.pdf.

P25 Government Standard Analog/Digital Radios

APCO-25, more commonly known as P25 is the technology approved for the federal interoperability standard (SAFECOM) as well as the Alabama State Interoperability Communications Plan (SCIP). It is the only analog/digital technology meeting FEMA funding requirements through the Assistance to Firefighter (AFG) funding program. In general, P25 is significantly more expensive than either analog only or IDAS digital but an excellent choice if you contemplate applying for a federal grant.

There are many quality/performance levels for P25 radios with prices ranging from under a thousand dollars to well over five thousand dollars. Without going into an in depth technical discussion, let us just say for now that the ICOM F9000 Series radios are affordably priced without sacrifice of features or performance. Additional information is available at www.info4u.us/www.info4u.us/P25_Planner.pdf.

P25 Government Standard Analog/Digital Radio Pricing

ICOM F9011/9021 Series (VHF P/N F9011B 01 RC)



Choose no display, display with hot keys, or full keypad P25 portables in your choice of VHF or UHF with up to 6 watts of power, 512 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact, rugged, lightweight and meets MIL-SPEC 801F, yet affordably **GSA priced at just \$1,588** for the standard non-display model with Lithium-Ion battery and rapid desk charger. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 6.56 x 2.31 x 1.66 inches. Weighs only 18.8 ounces

Brochure available at www.info4u.us/F9011.pdf.

ICOM F9511/9521 (VHF P/N F9511S 01)



Our best offering in a P25 analog/digital mobile radio is available in your choice of VHF or UHF, front or rear mount, with up to 110 watts of power, 512 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact and rugged with dash or rear mount models. Meets MIL-SPEC 801F, yet with prices starting affordably with **GSA pricing of just \$1,889** for the 50 watt dash mount standard display model. Add \$25 for programming. See www.info4u.us/icomcatalog.pdf for accessories.

Measures just 6.88 x 1.78 x 6.69 inches. Weighs only 3.3 pounds

Brochure available at www.info4u.us/F9511.pdf.

Base/Repeater Station Radios

Fixed station radios are used in offices and dispatch centers. A variety of stations are available to meet a variety of requirements. For simplex (non-repeater) use, the ICOM base station power supply shown below can be added to all dash mount mobiles. A dual band fixed station providing the ability to communicate on both VHF and UHF in the analog mode (See next page). This station (the X-Band 50) can also be set up as a cross band repeater to allow VHF radios to talk to UHF radios (and vice versa).

The CY-5000/6000 series repeater is recommended for analog and IDAS digital systems while the Eclipse2 is our recommended choice for analog and P25 digital systems. Additional information follows on the next page.

Base/Repeater Station Radio Pricing

ICOM Base Station Power Supply (P/N SAM33171)



All ICOM dash mount mobile radios can also operate as a simplex fixed office station by adding an AC power supply with AC Cord and radio enclosure. The model SAM33171 for analog and IDAS radios or the ASTSS18F1721 for P25 radios is affordably **GSA priced at just \$113** for all ICOM mobiles up to a 50 watt power rating. Add \$25 for setup with radio. The standard mobile microphone can be used, or if you prefer, an optional desk type microphone is available at additional cost. See www.info4u.us/icomcatalog.pdf for pricing and other accessories.

For pricing on antenna systems, please call 800.489.2611

ICOM X-Band Dual Band Base/Repeater



The ICOM X-Band 50 can be ordered as two VHF or UHF dispatch radios (optional microphones required) or as a VHF/UHF cross band repeater. The X-Band 50 is affordably **GSA priced at just \$1,443** with up to 50 watt capability. Add \$50 for programming. A mobile microphone can be used (not included) can be added for local dispatch operation, or if you prefer, a desk type microphone is available at additional cost. See www.info4u.us/icomcatalog.pdf for pricing and other accessories.

For pricing on antenna systems, please call 800.489.2611

ICOM CY Series Analog/IDAS Digital Repeater



The ICOM CY-5000/6000 is the ideal repeater for both analog and IDAS digital systems. Available for both VHF and UHF, the CY-5000 is affordably **GSA priced at just \$1,741** with up to 50 watt capability, duplexer included. Add \$200 for programming. A mobile microphone (not included) can be added for local dispatch operation, or if you prefer, a desk type microphone is available at additional cost. See www.info4u.us/icomcatalog.pdf for pricing and other accessories.

For pricing on antenna systems, please call 800.489.2611

ICOM Eclipse2 Analog/P25 Digital Repeater



The ICOM Eclipse2 is available in either VHF or UHF with up to 100 watt capability, 30" cabinet, and duplexer, is affordably **GSA priced at just \$9,598** including Internet connectivity. Add \$250 for programming. A mobile microphone can be used (not included) can be added for local dispatch operation, or if you prefer, a desk type microphone is available at additional cost. See www.info4u.us/icomcatalog.pdf for pricing and other accessories.

For pricing on antenna systems, please call 800.489.2611

Conclusion

The radios presented in this material represent our most popular models. Obviously, there are many other models and brands available. Additional information is available on request.

A variety of off contract items are also available for direct purchase when the accumulative total does not exceed \$7,500. Normal bidding requirements apply for single lot purchases of over \$7,500.

Thank you for the opportunity of sharing this information. We look forward to serving you!

The Falcon Team
At your service!

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Falcon Direct

#36 - 20th Avenue NW - Birmingham, AL 35215 - Phone 800.489.2611