

Making Safe, Simple™



December 22, 2015

1440 Corporate Drive
Irving, TX 75038

Mr. Bob Symons
State of Wyoming
Public Safety Communications Commission
2001 Capital Ave.
Emerson Building
Cheyenne, WY 82001-3643

Reference: E.F. Johnson Company ("EFJohnson") Pricing

Dear Mr. Symons,

The purpose of this letter is to provide information to the State of Wyoming about EFJohnson's VHF Project-25 mobile and portable radio equipment.

EFJohnson has agreed to offer the State of Wyoming equipment priced consistent with our current WSCA contract pricing of 20% off our suggested retail price.

With this letter you will find unique EFJohnson, Wyoming Price Pages showing the retailed prices of the equipment.

We have provided this price structure to our Authorized Dealers in the State of Wyoming and each of the listed dealers are an approved "Point of Sale" for agencies. The dealers will communicate with agencies, offer quotations based on this price offered, accept purchase orders in the name of their company, invoice agencies and reconcile payments.

COMMUNICATIONS SOURCE

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Thank you for the opportunity to provide this information. If you have any questions, please feel free to contact me at (972) 819-2394. You may also contact Mike Mullarkey with Aurora Marketing Company at (303) 758-3051.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ryan Wray'.

Ryan Wray
Contracts Manager
E.F. Johnson Company

CC: Aurora Marketing