



Massachusetts Higher Education Consortium  
505 East Pleasant Street  
Amherst, MA 01003-9242

MC09-G26

01/01/2009 through 12/31/2009

Please distribute to

Housing

[Redacted]

Public Safety

Willie Bordwine  
williebordwine@mhec.net  
Phone: (413) 545-4669  
FAX: (413) 577-0692

## Radio Communications Equipment & Parts

### Addenda

**Addendum #1** This contract is being extended for an additional (1) one year commencing January 01, 2010 and expires December 31, 2010. All other terms and conditions shall remain the same.



<b>Contract Notes</b>	
<b>MC09-G26 Radio Communications Equipment &amp; Parts</b>	
<b>General Notes on the Contract</b>	
The bid went out on August 28, 2008 to 7 vendors. The bid opened on September 30, 2008 and 3 offers and 1 no bid were received. All 3 vendors received an award for all or part of their offers. This includes 2 new vendors on contract: Industrial Communications and Wright Communications.	
<b>Product Categories - Use this list to search the Web under Product Categories</b>	
Cameras - Communications Equip., Controllers, Encoder/Decoder - Communications Equip., Furniture - Communications Equip., Multiplexers, Radio Consoles, Radio Duplexers, Radio Encryption, Radio Infrastructure, Radios-Antennas, Radios-Batteries, Radios-Cases, Radios-Headsets, Radios-Microphones, Radios-Portable/Mobile, Radios-Vehicle Mounting, Repeaters, Tower Hardware - Communications Equip., Video - Communications Equip.	
<b>Web Page Search Instructions link:</b>	
<a href="http://www.mhec.net/pdf/search_instructions/SearchInstructions.pdf">http://www.mhec.net/pdf/search_instructions/SearchInstructions.pdf</a>	
<b>Special Notes on Individual Vendors</b>	
<b>Industrial Communications &amp; Electronics, Inc.</b>	Industrial Communications is a new vendor located in Marshfield, MA offering very competitive discounts off of Motorola products.
<b>New England Communications Systems, Inc.</b>	New England Communications Systems offers various discounts off of many brands of radio equipment and accessories.
<b>Wright Communications</b>	Wright Communications is a small woman owned business located in Pembroke, NH. They offer many brands of equipment and accessories at various discounts.
<b>New on Contract</b>	
Industrial Communications & Electronics, Inc. Wright Communications	



## MC09-G26

### Radio Communications Equipment & Parts

**Contract Duration from 01/01/2009 through 12/31/2009**

#### **Instructions and Information pertaining to the use of this contract**

- 1 Use of the contract is left to the discretion of each respective school. No guarantee of volume has been made to the vendor.
- 2 Orders may be phoned in to the vendor. Such orders must be clearly marked, "CONFIRMATION--DO NOT DUPLICATE."
- 3 Each purchase order issued against this contract should be marked, "MHEC CONTRACT--MC08-G26-Radio Communications Equipment and Parts."
- 4 The vendor will ship and bill the material requested on each purchase order directly to the respective school.
- 5 Various types of purchase orders may be issued against the contract by each respective school, with no dollar limit.
- 6 MHEC contract information is available to members on the Web at [www.mhec.net](http://www.mhec.net).



**MC09-G26**

**Radio Communications Equipment & Parts**

**Contract Duration from 01/01/2009 through 12/31/2009**

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# Brand and Category Index

**Product Category Key**      *(Use this key for searching on our website)*

- A      Cameras - Communications Equip.
- B      Controllers
- C      Encoder/Decoder - Communications Equip.
- D      Furniture - Communications Equip.
- E      Multiplexers
- F      Radio Consoles
- G      Radio Duplexers
- H      Radio Encryption
- I      Radio Infrastructure
- J      Radios-Antennas
- K      Radios-Batteries
- L      Radios-Cases
- M      Radios-Headsets
- N      Radios-Microphones
- O      Radios-Portable/Mobile
- P      Radios-Vehicle Mounting
- Q      Repeaters
- R      Tower Hardware - Communications Equip.
- S      Video - Communications Equip.

<b><u>Brand Name</u></b>	<b><u>Product Category</u></b>	<b><u>Vendor</u></b>	<b><u>Page</u></b>
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Code 3	P	Wright Communications	12
Daniels	I, O	New England Communications Systems, Inc.	10
Data Radio	B, H, O	Wright Communications	12
David Clark	M	New England Communications Systems, Inc.	10
EF Johnson	B, G, H, K, L, M, O, Q	Wright Communications	12
Federal Signal	P	Wright Communications	13
Firetide	O	New England Communications Systems, Inc.	10
FreeLinc	O	New England Communications Systems, Inc.	10
Harris	B, E	Wright Communications	13
Havis Shields	F, P	New England Communications Systems, Inc.	10
Havis Shields	P	Wright Communications	13
Headline	J, K, L, M, O	Wright Communications	13
I-Com	J, K, L, M, O, P, Q	New England Communications Systems, Inc.	10
Indigo Vision	S	New England Communications Systems, Inc.	10
Izon	S	New England Communications Systems, Inc.	10
Kenwood	B, G, H, J, K, L, M, O, Q	Wright Communications	13
M/A COM	B, G, H, J, K, L, M, O, Q	Wright Communications	13
Maxon	J, K, L, M, O, Q	Wright Communications	13



<b><u>Brand Name</u></b>	<b><u>Product Category</u></b>	<b><u>Vendor</u></b>	<b><u>Page</u></b>
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Trident	I, O	New England Communications Systems, Inc.	11
TX/RX	I	New England Communications Systems, Inc.	11
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Vertex	O	New England Communications Systems, Inc.	11
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### Warranty Key

A	1 Year
B	1 Year excluding lamps/bulbs
C	1 Year Limited
D	1-2 Year Limited
E	2 Year
F	2 Year Limited - Lifetime
G	27 Months
H	3 Year
I	<a href="http://www.fedsig.com/tech_support/warranty">www.fedsig.com/tech_support/warranty</a>
J	<a href="http://www.fedsig.com/tech_support/warranty/">www.fedsig.com/tech_support/warranty/</a>
K	<a href="http://www.whelen.com">www.whelen.com</a>



# 1 Industrial Communications & Electronics, Inc.

<u>Address</u>	40 Lone Street Marshfield, MA 02050	<u>Contact</u>	Mark Montgomery
<u>Email</u>	mark.montgomery@induscom.com	<u>Phone</u>	781-319-1082
<u>Web</u>	N/A	<u>Tollfree</u>	
		<u>Fax</u>	781-837-4000
		<u>FEL #</u>	026157308

Industrial Communications offers Motorola products at the discounts listed below.

<u>Return Policy</u>	No restocking fee if returned in original condition, within 30 days.
<u>Major Credit Cards</u>	Visa, M/C, Amex, Discover
<u>Delivery</u>	2 weeks
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Destination
<u>Freight</u>	Included
<u>Minimum Order</u>	None
<u>Additional Terms</u>	"MHEC Order" on Order

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>				
<b>MA</b>				
<b>ME</b>				
<b>NH</b>				
<b>RI</b>				
<b>VT</b>				

## Orders

Kelsie Hill  
40 Lone Street  
Marshfield, MA 02050  
Phone: 781-319-1143  
Fax: 781-319-1180  
Email: kelsie.hill@induscom.com

## Remit

Accounts Receivable  
40 Lone Street  
Marshfield, MA 02050  
Phone: 781-319-1010  
Fax: 781-837-4000  
Email: kristin.harrington@induscom.com

## Sales Rep

Jack Horgan  
40 Lone Street  
Marshfield, MA 02050  
Phone: 781-319-1113  
Fax: 781-837-4000  
Email: jack.horgan@induscom.com  
*RI, CT*

## Sales Rep

Bob Hassett  
40 Lone Street  
Marshfield, MA 02050  
Phone: 781-319-1105  
Fax: 781-837-4000  
Email: bob.hassett@induscom.com  
*MA, NH, VT*

## Sales Rep

Michael Oar  
40 Lone Street  
Marshfield, MA 02050  
Phone: 781-319-1120  
Fax: 781-837-4000  
Email: michael.oar@induscom.com  
*MA*

## Sales Rep

Peter Camerlengo  
40 Lone Street  
Marshfield, MA 02050  
Phone: 781-319-1106  
Fax: 781-837-4000  
Email: peter.camerlengo@induscom.com  
*MA, ME*

## Brand: **Motorola**

	Warranty	
Radio Consoles	A	10% Discount
Radio Duplexers	A	20% Discount
Radios-Antennas	A	10% Discount
Radios-Batteries	A	20% Discount



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Industrial Communications & Electronics, Inc.

**Brand: Motorola**

	Warranty		
Radios-Cases	A	10%	Discount
Radios-Headsets	A	10%	Discount
Radios-Microphones	A	10%	Discount
Radios-Portable/Mobile	A	25%	Discount
Repeaters	A	20%	Discount



## 2 New England Communications Systems, Inc.

<u>Address</u> 427 Hayden Station Rd. Windsor, CT 06095	<u>Contact</u> Addie Izquierdo
<u>Email</u> addie@necommsys.com	<u>Phone</u> 860-640-6600 x129
<u>Web</u> www.necommsys.com	<u>Tollfree</u> 800-972-3469 x129
	<u>Fax</u> 860-640-6601
	<u>FEL #</u> 061439677

New England Communications Systems offers many brands of radio communications equipment at the discounts listed below.

<u>Return Policy</u>	No restocking fee.
<u>Major Credit Cards</u>	Visa, M/C & AmEx
<u>Delivery</u>	Normal delivery items are 7-10 days ARO. System items 4-6 weeks.
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Origin
<u>Freight</u>	Included
<u>Minimum Order</u>	None
<u>Additional Terms</u>	Reference contract #MC09-G26.

<u>Contract extended to New England States:</u>	<u>Yes</u>	<u>No</u>	<u>Pending</u>	<u>Restricted</u>	<u>Restrictions Defined</u>
	<b>CT</b>				
	<b>MA</b>				
	<b>ME</b>				
	<b>NH</b>				
	<b>RI</b>				
	<b>VT</b>				

**Orders**  
 Jeff Pons  
 427 Hayden Station Rd.  
 Windsor, CT 06095  
 Phone: 800-972-3469 x116  
 TollFree: 800-972-3469 x116  
 Fax: 860-640-6601  
 Email: jeffp@necommsys.com  
 CT, RI

**Orders**  
 Addie Izquierdo  
 427 Hayden Station Rd.  
 Windsor, CT 06095  
 Phone: 860-640-6600 x129  
 TollFree: 800-972-3469 x129  
 Fax: 860-640-6601  
 Email: addie@necommsys.com  
 MA, VT, NH

**Remit**  
 Accounts Payable  
 427 Hayden Station Rd.  
 Windsor, CT 06095  
 Phone: 860-640-6600 x132  
 Fax: 860-640-6601  
 Email: tony@necommsys.com

**Sales Rep**  
 Manny Litos  
 427 Hayden Station Rd.  
 Windsor, CT 06095  
 Phone: 860-666-5290 x119  
 Fax: 860-640-6601  
 Email: manny@necommsys.com  
 CT, MA

**Sales Rep**  
 Peter Armstrong  
 427 Hayden Station Rd.  
 Windsor, CT 06095  
 Phone: 800-972-3469 x129  
 TollFree: 800-972-3469 x127  
 Fax: 860-640-6601  
 Email: parmstrong@necommsys.com  
 CT, RI, MA

**Sales Rep**  
 Brian O'Donnell  
 427A Hayden Station Rd.  
 Windsor, CT 06095  
 Phone: 800-972-3469 x120  
 TollFree: 800-972-3469 x120  
 Fax: 860-640-6601  
 Email: briano@necommsys.com  
 MA

**Brand: ACTI**

Video - Communications Equip.

Warranty  
 A 10% Discount

**Brand: Antenex**

Radios-Antennas

Warranty  
 A 22% Discount



Contract # MC09-G26

01/01/2009 through 12/31/2009

New England Communications Systems, Inc.

<b>Brand: Axis</b>		Warranty	
Cameras - Communications Equip.		A 10%	Discount
<b>Brand: Bee Electronics</b>		Warranty	
Radios-Cases		A 17%	Markup
<b>Brand: Cimarron</b>		Warranty	
Encoder/Decoder - Communications Equip.		A 12%	Discount
<b>Brand: Daniels</b>		Warranty	
Radio Infrastructure		A 10%	Discount
Radios-Portable/Mobile		A 10%	Discount
<b>Brand: David Clark</b>		Warranty	
Radios-Headsets		A 12%	Discount
<b>Brand: Firetide</b>		Warranty	
Radios-Portable/Mobile	Broadband	A 10%	Discount
<b>Brand: FreeLinc</b>		Warranty	
Radios-Portable/Mobile		A 10%	Discount
<b>Brand: Havis Shields</b>		Warranty	
Radio Consoles	Mounting Hardware	A 10%	Discount
Radios-Vehicle Mounting	Hardware	A 10%	Discount
<b>Brand: I-Com</b>		Warranty	
Radios-Antennas		A 15%	Discount
Radios-Batteries		A 15%	Discount
Radios-Cases		A 15%	Discount
Radios-Headsets		A 15%	Discount
Radios-Portable/Mobile	Land Mobile, Portable, Mobile, Control Stations, a	A 15% 1-10; 20% 11-20; 25% 21+	Discount
Radios-Vehicle Mounting		A 15%	Discount
Repeaters		A 15%	Discount
<b>Brand: Indigo Vision</b>		Warranty	
Video - Communications Equip.		A 10%	Discount
<b>Brand: Izon</b>		Warranty	
Video - Communications Equip.		A 10%	Discount
<b>Brand: Midland</b>		Warranty	
Radios-Portable/Mobile		A 10%	Discount
<b>Brand: Otto</b>		Warranty	
Radios-Headsets		A 10%	Discount
<b>Brand: Panasonic</b>		Warranty	
Cameras - Communications Equip.		A 10%	Discount
<b>Brand: PCTEL-Maxrad</b>		Warranty	
Radios-Antennas	2-way	A 12%	Discount
<b>Brand: Pelco</b>		Warranty	
Cameras - Communications Equip.		A 10%	Discount
<b>Brand: Pyramid</b>		Warranty	
Repeaters		A 12%	Discount
<b>Brand: Ratheon</b>		Warranty	
Radio Infrastructure		A 12%	Discount
<b>Brand: Telewave</b>		Warranty	
Radios-Antennas	2-way	A 7%	Discount
<b>Brand: Telex</b>		Warranty	
Radio Consoles	Mounting Hardware	A 12%	Discount
<b>Brand: Tessco</b>		Warranty	
Controllers		A 25%	Discount
Radio Duplexers		A 25%	Discount



**Brand: Tescro**

		Warranty		
Radios-Antennas		A	25%	Discount
Radios-Batteries		A	25%	Discount
Radios-Cases		A	25%	Discount
Radios-Headsets		A	25%	Discount
Radios-Portable/Mobile		A	25%	Discount
Radios-Vehicle Mounting		A	25%	Discount
Repeaters		A	25%	Discount

**Brand: Transcript**

		Warranty		
Radio Encryption		A	15%	Discount

**Brand: Trident**

		Warranty		
Radio Infrastructure		A	12%	Discount
Radios-Portable/Mobile		A	12%	Discount

**Brand: TX/RX**

		Warranty		
Radio Infrastructure		A	15%	Discount

**Brand: Valmont**

		Warranty		
Radios-Portable/Mobile		A	12%	Discount
Tower Hardware - Communications Equip.		A	12%	Discount

**Brand: Vertex**

		Warranty		
Radios-Portable/Mobile	Accessories	A	15%	Discount
Radios-Portable/Mobile	Equipment	A	15%	Discount

**Brand: Watson**

		Warranty		
Furniture - Communications Equip.		A	12%	Discount

**Brand: Wrightline**

		Warranty		
Furniture - Communications Equip.		A	7%	Discount

**Brand: Zetron**

		Warranty		
Radio Consoles		A	15%	Discount



### 3 Wright Communications

<u>Address</u> 711 Riverwood Drive Pembroke, NH 03275	<u>Contact</u> Maureen Lemieux
<u>Email</u> maureen.lemieux@wright2way.com	<u>Phone</u> 603-228-8148
<u>Web</u> www.wright2way.com	<u>Tollfree</u> 800-525-9449
<i>Small Business/Woman Owned</i>	<u>Fax</u> 603-225-7369
	<u>FEL #</u> 260471358

Wright Communications offers many brands of radio equipment and accessories at the discounts listed below.

<u>Return Policy</u>	None
<u>Major Credit Cards</u>	MasterCard & VISA, 3% Processing Fee
<u>Delivery</u>	Delivery date is dependent upon brand and product ordered.
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Destination
<u>Freight</u>	Included
<u>Minimum Order</u>	None
<u>Additional Terms</u>	None

<u>Contract extended to New England States:</u>	<b>Yes</b>	<b>No</b>	<b>Pending</b>	<b>Restricted</b>	<b>Restrictions Defined</b>
	<b>CT</b>				
	<b>MA</b>				
	<b>ME</b>				
	<b>NH</b>				
	<b>RI</b>				
	<b>VT</b>				

**Sales Rep**  
 Carol Prescott  
 711 Riverwood Drive  
 Pembroke, NH 03275  
 Phone: 603-228-8148  
 Fax: 603-225-7369  
 Email: carol@wright2way.com

**Sales Rep**  
 Maureen Lemieux  
 711 Riverwood Drive  
 Pembroke, NH 03275  
 Phone: 603-228-8148  
 TollFree: 800-525-9449  
 Fax: 603-225-7369  
 Email: maureen.lemieux@wright2way.com

<b>Brand: Code 3</b>		Warranty		
Radios-Vehicle Mounting	Lighting	B	15%	Discount
Radios-Vehicle Mounting	Sirens	A	15%	Discount

<b>Brand: Data Radio</b>		Warranty		
Controllers		D	10%	Discount
Radio Encryption		D	5%	Discount
Radios-Portable/Mobile		D	10%	Discount

<b>Brand: EF Johnson</b>		Warranty		
Controllers		A	12%	Discount
Radio Duplexers		A	12%	Discount
Radio Encryption		A	12%	Discount
Radios-Batteries		A	12%	Discount
Radios-Cases		A	12%	Discount
Radios-Headsets		A	12%	Discount
Radios-Portable/Mobile		A	12%	Discount



<b>Brand: EF Johnson</b>		Warranty	
Repeaters		A	12% Discount
<b>Brand: Federal Signal</b>		Warranty	
Radios-Vehicle Mounting	Lighting	J	15% Discount
Radios-Vehicle Mounting	Sirens	I	15% Discount
<b>Brand: Harris</b>		Warranty	
Controllers		G	10% Discount
Multiplexers		G	10% Discount
<b>Brand: Havis Shields</b>		Warranty	
Radios-Vehicle Mounting	Hardware,Consoles,Computer Mounts,Trunk Trays	F	12% Discount
<b>Brand: Headline</b>		Warranty	
Radios-Antennas		C	10% Discount
Radios-Batteries		C	10% Discount
Radios-Cases		C	10% Discount
Radios-Headsets		C	10% Discount
Radios-Portable/Mobile		E	10% Discount
<b>Brand: Kenwood</b>		Warranty	
Controllers		E	25% Discount
Radio Duplexers		E	25% Discount
Radio Encryption		E	25% Discount
Radios-Antennas		E	25% Discount
Radios-Batteries		E	25% Discount
Radios-Cases		E	25% Discount
Radios-Headsets		E	25% Discount
Radios-Portable/Mobile		E	25% Discount
Repeaters		E	25% Discount
<b>Brand: M/A COM</b>		Warranty	
Controllers		A	15% Discount
Radio Duplexers		A	15% Discount
Radio Encryption		E	15% Discount
Radios-Antennas		A	25% Discount
Radios-Batteries		A	15% Discount
Radios-Cases		A	15% Discount
Radios-Headsets		A	15% Discount
Radios-Portable/Mobile		E	15% Discount
Repeaters		A	15% Discount
<b>Brand: Maxon</b>		Warranty	
Radios-Antennas		C	10% Discount
Radios-Batteries		C	10% Discount
Radios-Cases		A	10% Discount
Radios-Headsets		C	10% Discount
Radios-Portable/Mobile		E	15% Discount
Repeaters		E	10% Discount
<b>Brand: Pyramid</b>		Warranty	
Controllers		A	15% Discount
Radios-Portable/Mobile		A	15% Discount
Repeaters		A	15% Discount
<b>Brand: Telewave</b>		Warranty	
Radio Duplexers		A	10% Discount
Radios-Antennas		A	10% Discount
<b>Brand: Telex</b>		Warranty	
Radio Consoles	Equipment	H	15% Discount
Radios-Headsets		A	15% Discount
<b>Brand: Whelen</b>		Warranty	
Radios-Vehicle Mounting	Lighting	K	15% Discount
Radios-Vehicle Mounting	Sirens	K	15% Discount
<b>Brand: Zetron</b>		Warranty	



Brand: **Zetron**

Warranty

Radio Consoles

Equipment

A

17%

Discount

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Wright Communications

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