



**SALES QUOTE**

**Gately Communication Co.**

GSA#GS07F148DA Exp 07-31-21  
 DUNS# 02-375-550-7 , Cage 2Z326  
 501 Industry Dr. Hampton,, VA 23661  
 Phone: 800-335-5431  
 FAX: 757-825-5631

Page: 1  
 Sales Quote Number: SQUGSA-3044  
 Sales Quote Date: 11/08/16

**Sell**  
 To: Ft. Pierce Police Department  
 Sgt. John Schramm  
 Administrative Services Div.  
 920 South U.S. Highway #1  
 Ft. Pierce, Florida 34954

**Ship**  
 To: Ft. Pierce Police Department  
 Sgt. John Schramm  
 Administrative Services Div.  
 920 South U.S. Highway #1  
 Ft. Pierce, Florida 34954

Customer ID GATE001

Ship Via

Terms

SalesPerson Larry Gately

Item No.	Description	Unit	Quantity	Unit Price	Total Price
821-1100-00	MC360 4x8 w/Solar, Traffic Statistics, Cnt#GS07F148DA	each	2	16,376.36	32,752.72
COM	Wheel Lock and Tongue Jack	each			
SHIPPING	Shipping & Handling	each	1	1,450.00	1,450.00
CO-OP	GSA Cooperative purchasing	each			
DEL60	Delivery Ships in 60 Days ARO	each			

Amount Subject to Sales Tax	Amount Exempt from Sales Tax	Subtotal:	34,202.72
0.00	34,202.72	Invoice Discount:	0.00
		Sales Tax:	0.00

TERMS: Net 30 (with approved application)

Cancelled orders are subject to 25% restocking charge.

Quotes are valid for 60 days from quote date.

**Total: 34,202.72**

Gately Communication Co. is an EEO Affirmative Action Employer and abides by the language referenced below.

This contractor and all covered subcontractors shall abide by the requirements of 41 CFR Section 60-1.4(a)(7), 60-250.4 as amended (41 CFR 61-300) and 60-741.4, if applicable, 29 C.F.R. Part 471, Appendix A to Subpart A, 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment qualified protected veterans, qualified individuals with disabilities and all individuals without regard to race, color, religion, sex, or national origin.

**General Services Administration  
Federal Supply Service**

**Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order are available through GSA Advantage, a menu-driven database system. The Internet address for GSA Advantage is <http://www.gsaadvantage.gov>.

**SCHEDULE NUMBER:** 84

**SCHEDULE NAME:** Total Solutions for Law Enforcement, Security, Facility Management, Fire, Rescue, Special Purpose Clothing, Marine Craft & Emergency/Disaster Response.

**CONTRACT NUMBER:** GS-07F-148DA

**CONTRACT PERIOD:** 08/01/2016 through 07/31/2021

**CONTRACTOR:**

**Gately Communication Company**  
501 Industry Drive  
Hampton, VA, 23664  
Ph: 800-335-5431  
Ph: 757-826-8210  
Fax: 757-826-7213  
Email: [gsa@gately.com](mailto:gsa@gately.com)  
Website: [www.gately.com](http://www.gately.com)

**BUSINESS SIZE:** Small Business Concern

Gately Communication Company  
Federal Supply Schedule: GS-07F-148DA  
08/01/2016

1a. **Awarded Special Item Numbers:**

426-4Q- Vehicle Monitor/Tracking Systems  
426-4S – Surveillance Systems

1b. **Lowest Priced Item each SIN:**

426-4Q- 015-8889-00      \$ 5.92  
426-4S- 820-0422-00      \$ 1.47

2. **Maximum Order Guideline:** SIN 426-4Q and 426-4S - \$200,000.00 per SIN;

This maximum order is a dollar amount at which it is suggested that the ordering agency request higher discounts from the contractor before issuing the order. The contractor may: 1) Offer a new lower price, 2) Offer the lowest price available under the contract, or 3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the Schedule, a delivery order may be placed against the Schedule contract even though it exceeds the maximum order.

3. **Minimum Order Limitation:**

SIN# 426-4Q \$ 50.00  
SIN# 426-4S \$ 50.00

4. **Geographic Coverage:** Worldwide

5. **Points of Production:** Plano, TX.

6. **Basic Discount:** Prices shown are Government net. (Discounts already deducted).

7. **Quantity Discount:**

SIN# 426-4Q – 1.5% on 6+ units of the same model  
SIN# 426-4S – 1.0% on 6+ units of the same model

8. **Prompt Payment Terms:** Net 30

9a. **Government Purchase Cards:** are accepted at or below micro-purchase threshold.

9b. **Government Purchase Cards:** are accepted at or above micro-purchase threshold.

10. **Foreign Items:**      Model      823-0011-00      Australia  
                                 Model      200-0950-00      Korea

Gately Communication Company  
Federal Supply Schedule: GS-07F-148DA  
08/01/2016

**11.a Delivery Time:**

**SIN:**

**426-4Q      Ships 45 Days ARO, All mobile and handheld products.**

**426-4Q      Ships 60 Days ARO, All Speed Awareness and Message centers.  
SAM Speed Awareness Trailer  
SAM-R Speed Awareness Trailer  
MC360 Variable Message Center Trailer**

**426-4S      Ships 45 Days ARO, All CopTrax products.**

**11b. Expedited Delivery: Contact Contractor for availability and costing.  
Call 1-800-335-5431**

**11c. Overnight/2-Day Delivery: Contact Contractor for availability and costing.  
Call 1-800-335-5431**

**11d. Urgent Requirements: Contact Contractor for availability and costing.  
Call 1-800-335-5431**

**12. FOB Point:    Plano and Garland, TX**

- **SIN # 426-4Q**
  - **Handheld radar and Lidar systems, Mobile radar systems and Accessories and Options,**
  - **CONUS, FOB Destination, Allowed 48 Lower Contiguous United States.**
  - **Alaska, Hawaii and Puerto Rico, FOB Origin.**
  - **OCONUS, shipping is FOB Origin**
  
  - **Speed Awareness Trailers and fixed Monitoring systems,**
  - **CONUS, FOB Origin.**
  - **OCONUS, FOB Origin**
  
- **SIN # 426-4S**
  - **Law Enforcement Video systems,**
  - **CONUS, FOB Destination, Allowed 48 Lower Contiguous United States.**
  - **Alaska, Hawaii and Puerto Rico, FOB Origin.**
  - **OCONUS, shipping is FOB Origin**

**13a. Ordering Address:    Gately Communication Company  
501 Industry Drive, Hampton, VA, 23664  
Ph: 800-335-5431, Ph: 757-826-8210  
Fax: 757-825-5631  
Email: [gsa@gately.com](mailto:gsa@gately.com)**

Gately Communication Company  
Federal Supply Schedule: GS-07F-148DA  
08/01/2016

- 13b. **Ordering Procedures:** For supplies, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage [www.fss.gsa.gov/schedules](http://www.fss.gsa.gov/schedules).
14. **Payment Address:** Gately Communication Company  
PO Box 9188  
Hampton, VA 23670
15. **Warranty Provisions:** Standard Commercial Warranty/Varies by Product
16. **Export Packing Charges if Applicable:** Contact Contractor for availability and costing.
17. **Terms and conditions of Government Purchase Card Acceptance:**  
None. Government purchase cards accepted in full.
18. **Terms and conditions of Government Purchase Card Acceptance (Any Thresholds above the Micro-Purchase Level):**  
None. Government purchase cards accepted in full.
19. **Terms and conditions of Installations (if applicable):** See specific contract item.
20. **Terms and conditions of Repair Parts:** N/A
21. **List of Service and Distribution Points (if applicable):** Contact contractor
22. **List of participating Dealers:** N/A
23. **Preventative Maintenance:** N/A
- 24a. **Environmental attributes, E.G., recycled content, energy efficiency, and/or reduced:**  
Yes, see section 508 compliance.
- 24b. **Section 508 compliance for EIT:** N/A Contact Contractor for Data as/when required.
25. **Data Universal Number System (DUNS) Number:** 023755507
26. **Notification regarding registration in (CCR) Central Contractor Registration Database:**  
Gately Communication Co., Inc. is registered in the SAM (System for Award Management) database. (formerly the CCR database)

## John Schramm

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**From:** Lawrence Gately [LGately@gately.com]  
**Sent:** Wednesday, November 09, 2016 10:16 AM  
**To:** John Schramm  
**Subject:** GSA T's & C's SIP.pdf  
**Attachments:** GSA T's & C's SIP.pdf; ATT00001.txt

John,

Attached are the T&C's for our GSA contract. In the original email I included a full line catalogue that is the approved GSA price list. Please let me know if you need any additional information or have any questions.

Regards,  
Larry



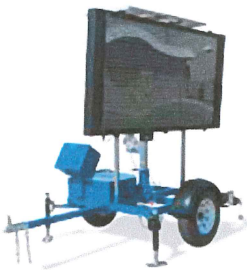
## Message Center 360 | Mast-mount variable message signs

Now, 2 models to choose from:

■ 3' x 6' display panel - **NEW**

■ 4' x 8' display panel

*Stalker's Message Center 360 features innovative rotating mast mount design for easier travel, setup and positioning, along with a host of features and options.*



**NEW!**  
Smaller  
3' x 6' display  
option!



■ Highly efficient travel configuration

■ 300+ memorized, customized, user-programmable messages

■ Full matrix, amber LED characters - legible at up to 850 ft.

■ (4) Deep-Cycle batteries - provide a longer time between charges and up to 21 days of operation

■ Optional Traffic Data Statistics Package



■ Optional top-mount solar panels for increased autonomy

■ **NEW** - Optional on-board modem provides web-based 4G remote access for real-time message updating, battery voltage monitoring, and alerts.



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# Message Center 360

## Full Matrix LED Display

Energy-efficient LED display provides legibility at up to 850 feet for greater motorist compliance and safety, and a 10-year average operational life to reduce maintenance time and expense.

## On-Board Dedicated Computer

A NTCIP compliant, 365-day calendar is controlled by a dedicated on-board computer. A full-size, onboard keyboard expedites setup with secure password protection. Plus, 250 text, 60 graphic, and 20 arrow board display messages can be preprogrammed and stored in the controller. Additionally, 100 user-created messages can be programmed and stored.



## Deep-Cycle Batteries

(4) 6-volt deep-cycle batteries provide up to 21 days of continuous operation yielding longer operational time between battery charges.



## Graffiti-Resistant Powdercoat

The trailers are powder coated with a heavy zinc primer for improved resistance to graffiti and the elements, while its all-steel construction provides a sturdy platform and reduces damage sustained in the field.

## 4 Stabilizing / Leveling Jacks

Leveling jacks with slide-out extensions provide enhanced stability and fold up and away for travel.

## OPTIONS

### Solar Panels

Top-mounted solar panels recharge a day's worth of battery use with only 4 hours of bright sunlight allowing for nearly "infinite" field operation.



### Integrated Traffic Statistics

When added to the MC360, the statistical package gathers valuable traffic data for improved grant writing support and verification of the sign's impact on traffic speeds.



### NEW - Web-Based 4G Remote Access

Real-time message updating and control is now available on all Stalker Message Center 360 trailers. The system is smart phone and tablet compatible and also provides battery voltage monitoring and alerts.



### Automated License Plate Recognition

The MC360 trailers may be outfitted in an ALPR-ready configuration.

### Electric Winch

An electric winch is available to raise and lower the display panel with the push of a button.

## Specifications:

Width	68" (1.3m)
Length	107" (2.72m) with tongue 55" (1.4m) without tongue
Weight	850 lbs. (385.5kg)
Tongue weight	75 lbs. (34kg)
Main Frame	11 ga. formed steel tubing - 2" x 3" x .120
Lift Mechanism	1,500 lb. anti-reversing lift system
Lamp	30° amber LED
Legibility	up to 850 ft. (260 m)
Illumination	Active LED (4 per pixel)
<b>Energy Source</b>	
Battery Bank	(4) 6-volt deep-cycle batteries
Autonomy	21 days @ 78°F (25°C)
AC Charger	On-board 45 amp 3-stage charger
Solar	140 watt solar panel array
Recovery Rate	4 hours of sun per 1 day power requirement

## Radar - Stalker Stationary Speed Sensor II - 24.125 GHz

Detection Distance	Up to 1,200' (365 m)
Beam Width	30° x 32°

	4' x 8' Model	3' x 6' Model
Height	(raised) - 134" (3.4 m) (travel) - 102" (2.6 m)	(raised) - 131" (3.3 m) (travel) - 99" (2.5 m)
<b>Sign Display</b>		
Height	48" (1.22m)	44" (.91 m)
Width	96" (2.43m)	77" (1.83 m)
Viewing Area	44" x 84" (1.11 m x 2.13 m)	36" x 63" (.91 m x 1.6 m)
Character Height	12" (30 cm) / 18" (46 cm) (up to 4 lines)	9" (22.86 cm) - 37" (93.98 cm) (up to 4 lines)
Full Matrix Pixels	25 rows / 48 columns	28 rows / 48 columns

## Accessories:

- Spare Tire
- Coupler lock
- Wheel lock
- Wheel jack



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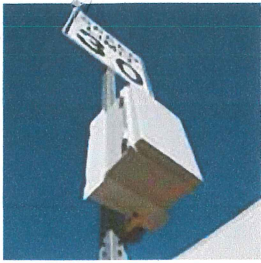
## Power to Enforce.

applied concepts, inc.  
2609 Technology Drive ■ Plano, Texas 75074  
972.398.3780 ■ Fax 972.398.3781



006-0484-00 Rev D

## 800-STALKER



## Stalker Traffic Analyst | Powerful Traffic Data Tool

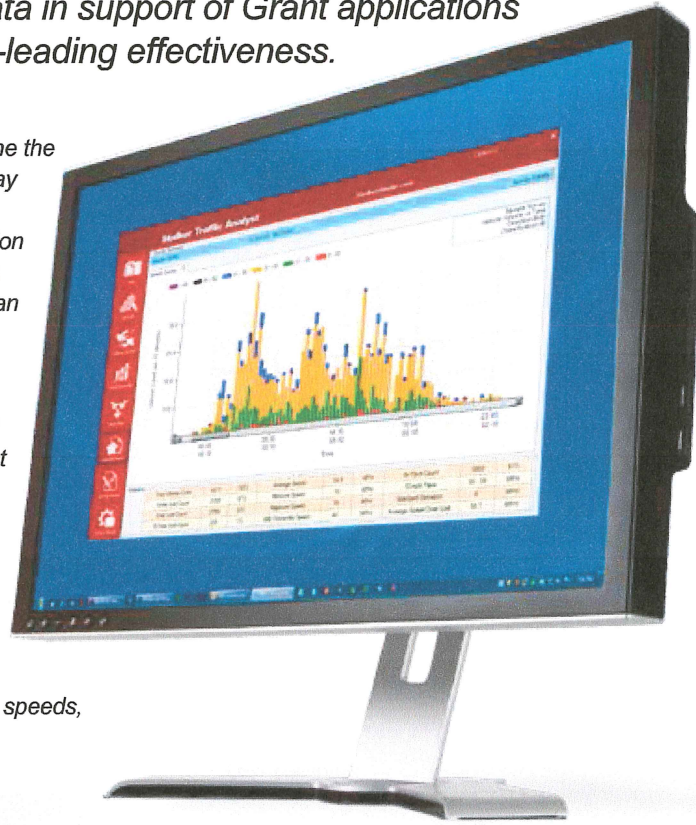
# Making traffic statistics work for you.

*Collect and analyze valuable traffic data in support of Grant applications and community policing, with industry-leading effectiveness.*

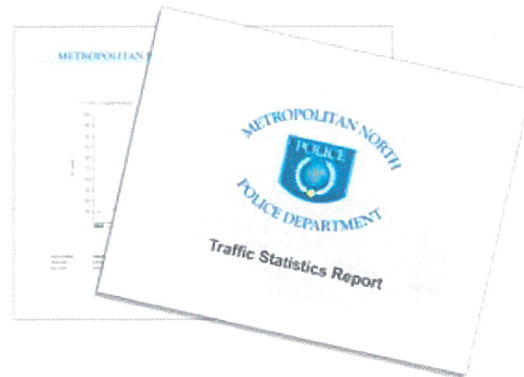
*The very first section in most Grant applications is to define the need. In instances where traffic speed, volume, or roadway considerations are concerned - whether for adjusting a speed limit, purchasing a speed/message sign, or allocation of department resources - properly assembled traffic data can make all of the difference between winning or losing an application. Powerful traffic statistic tools are critical.*

*The new Stalker Traffic Analyst is that tool. Updated analysis control allows you to take raw data and display it by count vs time, count vs speed, and 85th percentile, just to name a few. Data can be split, graphed, filtered, and then rendered in a color report designed with Agency branding and support information.*

*Beginning with the setup, the actual sensor can be configured. Then, the intuitive survey management tools walk the user through calendar setup, location details, speed and time resolutions, vehicle classification, speeds, distances, and more.*



- Intuitive Survey and Calendar setup
- Visual analysis controlled by floating palettes
- Compare and toggle between multiple reports
- Combine analysis screens onto common report
- Group file operations into project folder
- Powerful, user-defined report generation
- Built-in sensor configuration and setup



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# Stalker Traffic Analyst

## Analysis

The analysis window is the visual heart of the program. Survey details may be added such as Google Map/satellite views, description notes, and analysis notes.

## Analysis Control

The Analysis Control is a floating palette where the analysis type is determined and then applied to the analysis window.

- Count vs Time
- Weekly Count vs Time
- Count vs Speed
- Percentile Chart
- Average Speed vs Time
- Speed vs Time Bubble Chart
- Revenue



Floating palettes

## Graph Control

The Graph Controls palette provides additional options such as X/Y grid detail, data values, display type (graph or tabular) and graph type:

- Point
- Lines
- Columns
- Stacked
- Area

## Data Filtering

Filter the data by more selective parameters such speed, dates, times, vehicle classification and traffic direction, all on a separate floating palette.

## Report Generation

Simple setup allows for custom design of your reports with Agency information, branding, photos, and other supporting details for printing and distribution.

## Survey Setup

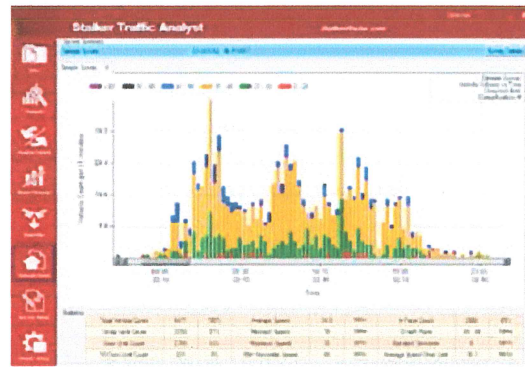
The configuration of the data is the heart of the survey. An intuitive setup window steps you through all of the necessary data to be included:

- Location details
- Survey configuration
- Speed/time resolutions, vehicle classifications, speeds, distances
- Calendar setup
- Modes, days of the week, start/stop times

## Sensor Setup

Configuration of the sensor itself is simple and effective. Communication between the Traffic Analyst program and the Stalker Traffic Statistics sensor is automatic and provides control over the major functions:

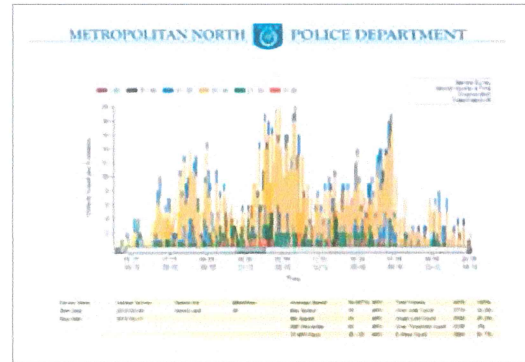
- Survey Download
- Real Time Recording
- Sensor Configuration
- Sensor Clock Setup



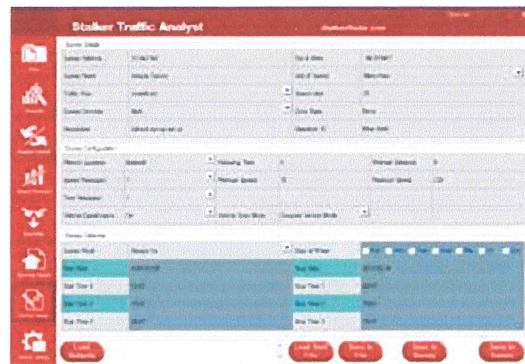
Analysis Window

Time	Count	Speed	Direction	Vehicle Type	Other Data
07:00:00	10	35	North	Car	
07:05:00	15	38	North	Car	
07:10:00	20	40	North	Car	
07:15:00	25	42	North	Car	
07:20:00	30	45	North	Car	
07:25:00	35	48	North	Car	
07:30:00	40	50	North	Car	
07:35:00	45	52	North	Car	
07:40:00	50	55	North	Car	
07:45:00	55	58	North	Car	
07:50:00	60	60	North	Car	
07:55:00	65	62	North	Car	
08:00:00	70	65	North	Car	
08:05:00	75	68	North	Car	
08:10:00	80	70	North	Car	
08:15:00	85	72	North	Car	
08:20:00	90	75	North	Car	
08:25:00	95	78	North	Car	
08:30:00	100	80	North	Car	
08:35:00	105	82	North	Car	
08:40:00	110	85	North	Car	
08:45:00	115	88	North	Car	
08:50:00	120	90	North	Car	
08:55:00	125	92	North	Car	
09:00:00	130	95	North	Car	
09:05:00	135	98	North	Car	
09:10:00	140	100	North	Car	
09:15:00	145	102	North	Car	
09:20:00	150	105	North	Car	
09:25:00	155	108	North	Car	
09:30:00	160	110	North	Car	
09:35:00	165	112	North	Car	
09:40:00	170	115	North	Car	
09:45:00	175	118	North	Car	
09:50:00	180	120	North	Car	
09:55:00	185	122	North	Car	
10:00:00	190	125	North	Car	
10:05:00	195	128	North	Car	
10:10:00	200	130	North	Car	
10:15:00	205	132	North	Car	
10:20:00	210	135	North	Car	
10:25:00	215	138	North	Car	
10:30:00	220	140	North	Car	
10:35:00	225	142	North	Car	
10:40:00	230	145	North	Car	
10:45:00	235	148	North	Car	
10:50:00	240	150	North	Car	
10:55:00	245	152	North	Car	
11:00:00	250	155	North	Car	
11:05:00	255	158	North	Car	
11:10:00	260	160	North	Car	
11:15:00	265	162	North	Car	
11:20:00	270	165	North	Car	
11:25:00	275	168	North	Car	
11:30:00	280	170	North	Car	
11:35:00	285	172	North	Car	
11:40:00	290	175	North	Car	
11:45:00	295	178	North	Car	
11:50:00	300	180	North	Car	
11:55:00	305	182	North	Car	
12:00:00	310	185	North	Car	

Tabular Data



Sample Report



Sensor Setup

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applied concepts, inc.  
 2609 Technology Drive ■ Plano, Texas 75074  
 972.398.3780 ■ Fax 972.398.3781



006-0593-00 Rev A

**800-STALKER**

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