



2040700 00-10000 100
1800 E. Du Arroyo, Suite 700
Farmingdale, TX 75244
1-800-

September 21, 2011

Hidalgo County Emergency Management
Attn: Mr. Oscar Montoya
1615 S. Closner, Ste. G
Edinburg, TX 78539

Reference: APX 7000 Radio Procurement

Mr. Montoya,

Please note the Motorola APX7000 portable radios we have provided quotes to Hidalgo County Emergency Management, at a greatly reduced price, are demonstration radios. These demo units are used to show customers and potential customers the feature set of the new APX 7000 dual band model radios. Therefore, the demo units are only available from Motorola direct and not through our Manufacturer Representatives (MRs) or other dealers.

Also, the APX demonstration radios are not available for purchase through the HGAC Cooperative Purchasing contract. The APX radios are not new and are being sold for less than half of their normal book value, HGAC Cooperative Purchasing contract is for the purchase of new unused radios.

Please do not hesitate to contact me if you have any questions regarding our offer. We appreciate Hidalgo County's interest in our products and services and we look forward to providing quality equipment and services to Hidalgo County.

Sincerely yours,

MOTOROLA, INC.

A handwritten signature in black ink, appearing to read 'Ron Martin', written over the printed name.

Ron Martin
Sr. Account Manager