



Falcon Direct

MEMO

Good Morning!

As you may know, all VHF and UHF 2-way radio users including county, municipal, and utility users must make a mandatory update called *Narrow Banding*. This change must be made before the end of THIS YEAR!

There are three basic requirements:

- 1) Modify existing FCC licenses for narrow band authorization
Average cost - \$150 per license. It could be less!
- 2) Reprogram equipment less than ten years old, a minor expense
Average cost - \$15 per radio. It could be MUCH less!
- 3) Replace equipment over 10 years old that can not be reprogrammed
Average cost - \$400 per radio. It could be MUCH less!

My reason for bringing this to your attention is that penalties for non-compliance can be SEVERE. For example, any radios, even police and fire radios, that have not been modified or replaced must be taken out of service effective January 1, 2013. To continue operation with unauthorized equipment can result in fines of up to \$4,000 PER TRANSMISSION, possible forfeiture of license, even the possibility of imprisonment. This is a SERIOUS matter!

Unfortunately, there are those who will take advantage of a situation such as this. Those most likely to be victimized are those who place their trust in a single supplier. I'll give you an example: Two county agencies with a similar number of radios recently had their radios narrowband. One with a restrictive bid list paid over SEVENTY THOUSAND DOLLARS (\$70,000)! The other, which followed open competitive bidding paid eighteen HUNDRED dollars (\$1,800)!

Please do us both a favor! Before contracting with anybody to "take care of" your narrow banding needs, call upon multiple vendors for a review before contracting for the work. Better yet, bid it out! If you need help in defining specifications (FAIR specifications that is), give us a call at 800.489.2611.

In the meantime, PLEASE put us on your bid list for anything having to do with narrow banding or 2-way radio. YOU'LL BE GLAD YOU DID, and so will those you serve.

Burch H. Falkner
At your service!