



# Quote

|              |              |
|--------------|--------------|
| Date:        | 3/26/2026    |
| Valid Until  | 60 Days      |
| Quote #:     | SWF03182026E |
| Customer ID: | Columbia PD  |

## Customer:

City of Columbia  
Police Department  
600 East Walnut St  
Columbia MO  
65201  
573 874 7652

## Quote/Project Description

Proposal for XL-200P Dual Band Portable Radios  
XL-200M Dual Band Mobile Radios  
XL-200M Dual Band Dual Control Mobile Radios

## Presented by:

Wayne Farro Regional Sales Manager  
Rick Wolochatiuk VP Sales

| Item                                              | Quantity | Description                                                                                                                                                                                                                                                                                                                                                  | List         | Discount                       | Unit Sale   | Extended Sale   |
|---------------------------------------------------|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------------------------|-------------|-----------------|
| 1                                                 | 230      | <b>L3Harris XL-200P Portable Radio</b><br><i>Includes</i><br>Dual Band VHF+700/800MHz<br>Phase 1 & 2 Phase 2 Trunking<br>Two 4800 MAH Hi Capacity Batteries<br>In Band GPS<br>Multi-Key AES/DES Encryption<br>Over the Air Programming<br>Over the Air Rekeying<br>MultiBand Flex Antenna<br>Speaker Microphone<br>Metal Belt Clip<br>Desk Top Rapid Charger | \$ 10,381.00 | One Time New Customer Discount | \$ 6,747.65 | \$ 1,551,959.50 |
| 2                                                 | 73       | <b>L3Harris XL-200M Mobile Radio</b><br><i>Includes</i><br>XL-CH Control Unit<br>Dual Band VHF+700/800 MHz<br>Over the Air Programming<br>Over the Air Rekeying<br>Multi-Key AES/DES Encryption<br>XL Microphone<br>External Speaker<br>Universal Mount Kit                                                                                                  | \$ 12,045.00 | One Time New Customer Discount | \$ 7,347.45 | \$ 536,363.85   |
| 3                                                 | 73       | <b>EM-Wave Multi Band Mobile Antenna Kit</b>                                                                                                                                                                                                                                                                                                                 | \$ 216.99    | One Time                       | \$ 81.57    | \$ 5,954.43     |
| 4                                                 | 38       | <b>L3Harris XL-200M Dual Control Mobile Radio</b><br><i>Includes</i><br>Two XL-CH Control Units<br>Dual Band VHF+700/800 MHz<br>Over the Air Programming<br>Over the Air Rekeying<br>Multi-Key AES/DES Encryption<br>Two XL Microphones<br>Two External Speakers<br>Universal Mount Kits                                                                     | \$ 14,534.00 | One Time New Customer Discount | \$ 8,865.74 | \$ 336,898.12   |
| 5                                                 | 38       | <b>EM-Wave Multi Band Mobile Antenna Kit</b>                                                                                                                                                                                                                                                                                                                 | \$ 216.99    | One Time                       | \$ 81.57    | \$ 3,099.57     |
| <b>Special Notes and Instructions</b>             |          |                                                                                                                                                                                                                                                                                                                                                              |              |                                |             |                 |
| NOTE: Customer to program and install the radios. |          |                                                                                                                                                                                                                                                                                                                                                              |              |                                |             |                 |
| Special Pricing is a One Time Offer               |          |                                                                                                                                                                                                                                                                                                                                                              |              |                                |             |                 |
|                                                   |          |                                                                                                                                                                                                                                                                                                                                                              | <b>Total</b> |                                |             | \$ 2,434,275.47 |

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Quote subject to Ci standard terms and conditions.

Submit Purchase Order to:  
Communications International  
4450 US Highway 1  
Vero Beach, FL 32967  
[www.ask4ci.com](http://www.ask4ci.com)

Quote accepted:

Signature \_\_\_\_\_  
Print Name \_\_\_\_\_

QUOTE TERMS AND CONDITIONS:



1. Quotes are exclusive of all installation and programming charges unless expressly stated
2. Title will pass upon shipment, risk of loss will pass upon delivery to purchaser's facility.
3. Ordered equipment may be returned for a full refund, less a 25% restocking fee, if the equipment is returned unused and undamaged in its original packaging within six months after shipment.
4. Prices quoted are valid for the duration as noted above.
5. Net 30 days after invoice
6. Manufacturer's standard equipment warranty (which will be furnished upon request) applies to all ordered equipment. Communication International, Inc. DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.
7. Communication International, Inc.'s TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED, IN NO EVENT WILL COMMUNICATIONS INTERNATIONAL INC. BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.
8. These terms will prevail over any inconsistent or additional terms on any purchase order submitted by the purchaser.
9. The prices set forth in this Proposal are based on Ci's supplier pricing and the laws and regulations in effect as of the date of this proposal. CI expressly reserves the right to adjust pricing if Ci's supplier pricing increased or if there occurs a Force Majure event or circumstance. (As that term is defined in the above terms and conditions)



# Quote

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| Item                                              | Quantity | Description                                                                                                                                                                                                                                                                                                                                                  | List         | Discount                       | Unit Sale   | Extended Sale        |
|---------------------------------------------------|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------------------------|-------------|----------------------|
| 1                                                 | 7        | <b>L3Harris XL-200P Portable Radio</b><br><i>Includes</i><br>Dual Band VHF+700/800MHz<br>Phase 1 & 2 Phase 2 Trunking<br>Two 4800 MAH Hi Capacity Batteries<br>In Band GPS<br>Multi-Key AES/DES Encryption<br>Over the Air Programming<br>Over the Air Rekeying<br>MultiBand Flex Antenna<br>Speaker Microphone<br>Metal Belt Clip<br>Desk Top Rapid Charger | \$ 10,381.00 | One Time New Customer Discount | \$ 6,747.65 | \$ 47,233.55         |
| 4                                                 | 8        | <b>L3Harris XL-200M Dual Control Mobile Radio</b><br><i>Includes</i><br>Two XL-CH Control Units<br>Dual Band VHF+700/800 MHz<br>Over the Air Programming<br>Over the Air Rekeying<br>Multi-Key AES/DES Encryption<br>Two XL Microphones<br>Two External Speakers<br>Universal Mount Kits                                                                     | \$ 14,534.00 | One Time New Customer Discount | \$ 8,865.74 | \$ 70,925.92         |
| 5                                                 | 8        | <b>EM-Wave Multi Band Mobile Antenna Kit</b>                                                                                                                                                                                                                                                                                                                 | \$ 216.99    | One Time                       | \$ 83.53    | \$ 668.25            |
| <b>Special Notes and Instructions</b>             |          |                                                                                                                                                                                                                                                                                                                                                              |              |                                |             |                      |
| NOTE: Customer to program and install the radios. |          |                                                                                                                                                                                                                                                                                                                                                              |              |                                |             |                      |
| Special Pricing is a One Time Offer               |          |                                                                                                                                                                                                                                                                                                                                                              |              |                                |             |                      |
|                                                   |          |                                                                                                                                                                                                                                                                                                                                                              | <b>Total</b> |                                |             | <b>\$ 118,827.72</b> |

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Quote accepted:

Signature

Print Name



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7. Communication International, Inc.'s TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED, IN NO EVENT WILL COMMUNICATIONS INTERNATIONAL INC. BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.
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