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Pricing Sheet for Emergency Vehicle Lighting Bid FSA17-VEL25.0

Order Code	Add Options	Price	Labor Hrs.
Premium Lightbar Package:			
STPLB44-LED	STAR Emergency Lighting 44" LED Phazer bar (model 1400LED). All color combos. Includes all white scene lighting. No empty spaces. Dual color w Lineum X Technology. Fully loaded with take downs, alley lights, rear traffic director, Lifetime Lens Warranty. 7 year LED warranty. 100% American made. Includes vehicle specific brackets. Complies with Buy America Act 23 U.S.C. & 313. Meets all D.O.T. requirements. Class 1 LED Lighting. (LCS771) UNISTAR command control center lights, sirens, and PA. Patented (D-44-16) Cyclone 100 Watt speaker with bracket. (SEDAN)	\$ 1,740.00	8.0
DUAL COLOR	FULL DUAL COLOR LIGHT BAR	STD	0.0
LCS881	Substitute LCS771 controller with hand held siren control	\$ -	0.0
LCS850MG12	Upgrade from LCS771 to multi-function digital controller	\$ 265.00	1.0
STPLB51-LED	STAR Emergency Lighting 51" LED Phazer bar (model1500LED). All color combos. Includes all white scene lighting. No empty spaces. Dual color with Lineum X Technology. Fully loaded with take downs, alley lights, rear traffic director, Lifetime Lens Warranty. 7 year LED warranty. 100% American made. Includes vehicle specific brackets. Complies with Buy America Act 23 U.S.C. & 313. Meets all D.O.T. requirements. Class 1 LED Lighting. (LCS771) UNISTAR command control center lights, sirens, and PA. Patented (D-44-16) Cyclone 100 Watt speaker with vehicle specific bracket. (FULL SIZE TRUCKS & SUV'S)	\$ 1,935.00	8.0
DUAL COLOR	FULL DUO LIGHT BAR	STD	0.0
LCS881	Substitute LCS771 controller with hand held siren control	\$ -	0.0
LCS850MG12	Upgrade from LCS771 to multi-function digital controller	\$ 265.00	1.0
WPLB – LED 1	Whelen Premium All LED LFL Liberty Lightbar (Model S8FSA1), Fully loaded, 100% Solid State Electronics, manufactured in America with 15 Led Modules, Two Wire Controlled Traffic Advisor, (2) LED Flashing/Takedown Lights, (2) LED Flashing/Alley Lights, Mounting Kit, 295SLSA6 Combination Light/Siren Controller, SA315P Siren Speaker and Mounting Bracket.	\$ 2,270.00	8.0
HHS200	Substitute 295 controller with HandHeld sire control	\$ -	0.0
CENCOM	Upgrade from 295SLSA6 to CenCom Controller	\$ 330.00	1.0
LIBERTY DUO	Upgrade Liberty Lightbar to Full DUO	\$ 825.00	0.0
WPLB – LED 2F	Freedom Lightbar with (14) 2-Tier Led Modules, Two Wire Controlled Traffic Advisor, (2) LED Flashing/Takedown Lights, (2) LED Flashing/Alley Lights, Mounting Kit, 295SLSA6 Combination Light/Siren Controller, SA315P Siren Speaker and Mounting Bracket.	\$ 3,030.00	8.0
WPLB - LED 2L	LEGACY Lightbar with DUO Led Modules, Two Wire Controlled Traffic Advisor, (2) LED Flashing/Takedown Lights, (2) LED Flashing/Alley Lights, Mounting Kit, 295SLSA6 Combination Light/Siren Controller, SA315P Siren Speaker and Mounting Bracket.	\$ 3,030.00	8.0
HHS200	Substitute 295 controller with HandHeld sire control	\$ -	0.0
CENCOM	Upgrade from 295SLSA6 to CenCom Controller	\$ 330.00	1.0
WPLB – LED 3	Whelen Premium All LED TRIO Lightbar, (Model IG381FSA) Fully loaded, 100% Solid State Electronics, manufactured in America, includes a Two Wire Controlled Traffic Advisor, (2) LED Flashing/Takedown Lights, (2) LED Flashing/Alley Lights, Mounting Kit, CenCom Sapphire Combination Light/Siren Controller, SA315P Siren Speaker and Mounting Bracket.	\$ 4,065.00	8.0

	Bid FSA17-VEL25.0		
FPLB - LED LGD45	Federal Signal 45" All LED Legend™ Lightbar (Model LGD45). The lightbar is fully populated with 100% LED warning light coverage (CONTAINS NO EMPTY HOLES OR MISSING DIODES). Both lightbars feature FSC patented Solaris™ optics and utilize patented ROC™ (Reliable Onboard Circuitry) Technology. All lightbars are equipped standard with Ultra Bright White LED flashing and/or steady burning Patented Solaris takedown and alley assemblies, as well as built-in SignalMaster™ functions and 5-year warranty on LED components. The lightbar is available with either clear or colored top domes, for lower profile or high-visibility. Package also includes a Federal Signal 100-watt PA-640 Programmable, Full-Feature Light and Siren Controller (Model 640000), and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model 750501 or Model ES100 depending on the vehicle). Hotfoot Upgrade available on Legend lightbars. Lightbars are available in red, blue, amber, and white or any combination of these colors.	\$ 2,145.00	8.0
SSP2000B	Upgrade to SSP2000B Platinum Smart Siren Controller	\$ 825.00	1.0
FPLB _LED INTG44	Federal Signal 44" All LED "Integrity™" Low Profile Lightbar. (Model INTG44) Multicolor functionality with full flood capability. Lightbar fully populated with 100% LED warning light coverage (CONTAINS NO EMPTY HOLES OR MISSING DIODES). Lightbar features FSC patented Solaris™ optics and utilize patented ROC™ (Reliable Onboard Circuitry) Technology. All lightbars are equipped standard with Ultra Bright White LED flashing and/or steady burning Patented Solaris takedown and alley assemblies, as well as built-in SignalMaster™ functions and 5-year warranty on LED components. Lightbar houses (22) LED positions. Package also includes a Federal Signal Platinum siren model SSP2000 and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model 750501 or Model ES100 depending on the vehicle. Hotfoot Upgrade available on lightbars. Lightbars are available in red, blue, amber, and white or any combination of these colors.	\$ 3,385.00	8.0
SOPLB – LED DUAL COLOR	SoundOff Signal Premium LED Lightbar Package - SoundOff Signal All LED 48" ENFLB-Silver containing 16 Dual Color LED modules with 240 LED's (CONTAINS NO EMPTY HOLES OR MISSING DIODES). Lightbar is equipped with programmable flashing and/or steady burning LED TAKEDOWN and LED ALLEYS. Bar can be ordered with any 2 colors in each module. 5-year warranty is included on ENFLB. Package also includes a SoundOff 100-watt 400 series single tone siren (Siren Model number ETSA481CSP) with integrated lighting controls and directional arrow switch to control rear arrow and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model ETSS100N), please specify vehicle bracket needed. Lightbars are available in red, blue, amber, or any combination of these colors.	\$ 2,655.00	8.0
ETSA482RSP	SoundOff Signal ETSA482RSP- upgrade, 200 watt dual tone remote siren with lighting and arrow controls	\$ 160.00	1.0
SOPLB – LED-TRI COLOR	SoundOff Signal Premium LED Lightbar Package - SoundOff Signal All LED 48" ENFLB-Gold (Model ENFLB-GOLD) containing 16 Tri-Color LED modules with 336 LED's (CONTAINS NO EMPTY HOLES OR MISSING DIODES). Lightbar is equipped with programmable flashing and/or steady burning LED TAKEDOWN and LED ALLEYS. Bar can be ordered with any 3 colors in each module. 5-year warranty is included on ENFLB. Package also includes a SoundOff 100-watt 400 series dual tone siren (Siren Model number ETSA481CSP) with integrated lighting controls and directional arrow switch to control optional full or split rear arrow and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model ETSS100N), please specify vehicle bracket needed. Lightbars are available in red, blue, amber, or any combination of these colors.	\$ 3,260.00	8.0
ETSA482RSP	SoundOff Signal ETSA482RSP- upgrade, 200 watt dual tone remote siren with lighting and arrow controls	\$ 160.00	1.0
C3PLBP-LED TIER1	Code3 Premium Tier1 Package all LED Defender Lightbar (ModelDF47A2) Tricore Modules, (2) LED Flashing/Takedown Lights, (2) LED flashing/Alley Lights, Auto Diming Photo Cell, Mounting Kit. Code3 Z3 Siren Light Controller, C3100U speaker with bracket. 5 Year Warranty.	\$ 2,805.00	8.0
C3PLBP-LED TIER2	Code3 Premium Tier2 Package all LED Defender Multicolor Lightbar (Model DF47A2MC), Tricore Modules, (2) LED Flashing/Takedown Lights, capable of Front Flood Lighting, (2) LED flashing/Alley Lights, Auto Diming Photo Cell, Mounting Kit. Code3 Z3 Siren Light Controller, Banshee low frequency Siren, (2) C3100U Speakers with bracket. 5 Year Warranty.	\$ 3,575.00	8.0
Medium Lightbar Package:			
STMLB44-LED	STAR Emergency Lighting 44" LED Phazer bar (model 1400LED). All color combos. Includes all white scene lighting. No empty spaces. Dual color w Lineum X Technology. Fully loaded with take downs, alley lights, rear traffic director, Lifetime Lens Warranty. 7 year LED warranty. 100% American made. Includes vehicle specific brackets. Complies with Buy America Act 23 U.S.C. & 313. Meets all D.O.T. requirements. Class 1 LED Lighting. Choice of either the (LCS771) 200 watt, seven function, light control switch panel or the (LCS881) UNISTAR 200-watt command center w/ handheld controller. Patented (D-44-16) Cyclone 100 Watt speaker with vehicle specific bracket. (SEDANS)	\$ 1,740.00	8.0
DUAL COLOR	FULL DUO LIGHT BAR	STD	0.0
LCS881	Substitute LCS771 controller with hand held siren control	\$ -	0.0

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LCS850MG12	Upgrade from LCS771 to multi-function digital controller	\$	265.00	1.0
STMLB51-LED	STAR Emergency Lighting 51" LED Phazer bar (model 1500LED). All color combos. Includes all white scene lighting. No empty spaces. Dual color w Lineum X Technology. Fully loaded with take downs, alley lights, rear traffic director, Lifetime Lens Warranty. 7 year LED warranty. 100% American made. Includes vehicle specific brackets. Complies with Buy America Act 23 U.S.C. & 313. Meets all D.O.T. requirements. Class 1 LED Lighting. Choice of either the (LCS771) 200 watt, seven function, light control switch panel or the (LCS881) UNISTAR 200-watt command center w/ handheld controller. Patented (D-44-16) Cyclone 100 Watt speaker with vehicle specific bracket. (Full Size Trucks & SUVS)	\$	1,920.00	8.0
DUAL COLOR	FULL DUO LIGHT BAR		STD	0.0
LCS881	Substitute LCS771 controller with hand held siren control	\$	-	0.0
LCS850MG12	Upgrade from LCS771 to multi-function digital controller	\$	265.00	1.0
FMLB – LED	Federal Signal (Model LPX45Z) Federal Signal 45" All LED LPX™ Lightbar (Model LPX45Z), The lightbar feature FSC patented Solaris™ optics and utilize patented ROC™ (Reliable Onboard Circuitry) Technology. All lightbars are equipped standard with Ultra Bright White Patented Solaris LED takedowns and alley lamps, as well as built-in Signal Master™ functions and full 5-year warranty. LPX lightbars are available with either clear or colored top domes, for lower profile or high-visibility. Package also includes a Federal Signal 100-watt PA640 Programmable, Full-Feature Siren Unit, and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model 750501 or Model ES100 depending on the vehicles. Hotfoot upgrade available on LPX lightbars. Lightbars are available in red, blue, amber, white or any combination of these colors.	\$	1,660.00	8.0
SSP2000B	Upgrade to SSP2000B Platinum Smart Siren Controller	\$	635.00	1.0
WMLB – LED	Whelen Medium All LED Lightbar, (Model J8FSA1) Fully loaded 100% Solid State Electronics, Manufactured in America. Includes, (2) Flashing/ Takedown LED Light (2) Flashing/ Alley LED Lights, Mounting Kit, Epsilon Combination Siren/Switch Controller, SA315P Siren Speaker and Mounting Bracket, SA315P Siren Speaker and Mounting Bracket.	\$	1,845.00	8.0
295SLSA6	Upgrade from Epsilon Controller to 295SLSA6	\$	110.00	0.0
HHS200	Upgrade from Epsilon Controller to HandHeld sire control	\$	110.00	0.0
E-CENCOM	Upgrade from Epsilon Controller to CenCom	\$	440.00	1.0
SOMLB - LED	SoundOff Signal Medium LED Lightbar Package - SoundOff Signal All LED 48" EMG2000 48" Magnum LED Lightbar 10-16v (EMG2000) w/ Take Downs & Alleys, Standard Split option available – Clear lenses with Amber, Blue, Red or White LEDs - 6 LED inboards and 12 LED corners. Package also includes a SoundOff 100-watt 400 series single tone siren (Siren Model number ETSA481CSP)) with integrated lighting controls and directional arrow switch to control optional full or split rear arrow, and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model ETSS100D), please specify vehicle bracket needed. Lightbars are available in red, blue, amber, or any combination of these colors.	\$	2,055.00	8.0
ETSA482RSP	SoundOff Signal ETSA482RSP- upgrade, 200 watt dual tone remote siren with lighting and arrow controls	\$	160.00	1.0
C3MLBP-LED	Code3 Medium Lightbar Package, 21TR Plus (Model 21TR47MC) Manufactured in America Features Full Flood Takedown Torus Multicolor Light heads with Torus corner modules, Flashing Takedown and Alley LED Lights, Directional Arrow. Code3 Xcel Siren and Light Control, C3100U Speaker with bracket. 5 Year Warranty.	\$	2,015.00	8.0
Economic Lightbar Package	2			
STELB44-LED	STAR Emergency Lighting 44" LED Phazer bar (model 1400LED). Includes all white scene lighting. No empty spaces. Fully populated. Single color w Lineum X Technology. Fully loaded with take downs, alley lights, rear traffic director, Lifetime Lens Warranty. 7 year LED warranty. 100% American made. Includes vehicle specific brackets. Complies with Buy America Act 23 U.S.C. & 313. Meets all D.O.T. requirements. Class 1 LED Lighting. Includes the (SS670) 200 watt, seven function, light control switch panel. Patented (D-44-16) Cyclone 100 Watt speaker with vehicle specific bracket.	\$	1,595.00	8.0
DUAL COLOR	FULL DUAL COLOR LIGHT BAR		STD	0.0
LCS771	Substitute SS670 with LCS771 controller	\$	145.00	0.0
LCS881	Substitute SS670 controller with hand held siren control	\$	145.00	0.0
LCS850MG12	Upgrade fromSS670 to multi-function digital controller	\$	410.00	1.0
STELB51-LED	STAR Emergency Lighting 51" LED Phazer bar (model 1500LED). Includes all white scene lighting. No empty spaces. Fully populated. Single color w Lineum X Technology. Fully loaded with take downs, lights, rear traffic director, Lifetime Lens Warranty. 7 year LED warranty. 100% American made. Includes vehicle specific brackets. Complies with Buy America Act 23 U.S.C. & 313. Meets all D.O.T. requirements. Class 1 LED Lighting. Includes the (LCS600) 200 watt, seven function, light control switch panel. Patented (D-44-16) Cyclone 100 Watt speaker with vehicle specific bracket.	\$	1,790.00	8.0
DUAL COLOR	FULL DUAL COLOR LIGHT BAR		STD	0.0
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LCS771	Substitute SS670 with LCS771 controller	\$	145.00	0.0
LCS881	Substitute SS670 controller with hand held siren control	\$	145.00	0.0
LCS850MG12 WELB – LED	Upgrade from SS670 to multi-function digital controller Whelen Economic All LED Lghtbar (Model Number F914G4), Fully loaded, 100% Solid State Electronics, Manufactured in America, with, (2) Flashing/ Takedown LED Lights, (2) Flashing/ Alley LED Lights, Mounting Kit, Epsilon Series Combination Light/Siren Controller, SA315P Siren Species and Mounting Product.*** NO TRA FILE A DIVISION ***	\$	410.00 1,665.00	1.0 8.0
295SLSA6	Speaker and Mounting Bracket. ***NO TRAFFIC ADVISOR.*** Upgrade from Epsilon Controller to 295SLSA6	\$	110.00	0.0
HHS200 UPGRADE	Upgrade from Epsilon Controller to HandHeld sire control	\$	110.00	0.0
E-CENCOM	Upgrade from Epsilon Controller to CenCom	\$	440.00	1.0
FELB – LED	Federal Signal 45" All LED LPX Discrete™ Lightbar (Model LPX45D-00019) The lightbar features FSC patented Solaris™ optics and utilize patented ROC™ (Reliable Onboard Circuitry) Technology. All lightbars are equipped standard with Ultra Bright White Patented Solaris LED takedowns and alley lamps. This lightbar does not have built-in SignalMaster™ functions. The lightbar has a 5-year warranty on LED components. LPX lightbars are available with either clear or colored top domes, for lower profile or high-visibility. Package also includes a Federal Signal 100-watt PA640 Programmable, Full-Feature Siren Unit, and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model 750501 or Model ES100 depending on the vehicles. Hotfoot upgrade available on LPX Discrete lightbars. Lightbars are available in red, blue, amber, white or any combination of these colors. ***NO TRAFFIC ADVISOR.***	\$	1,625.00	8.0
SSP2000B	Upgrade to SSP2000B Platinum Smart Siren Controller	\$	635.00	1.0
SOELB - LED	SoundOff Signal Economy LED Lightbar Package - SoundOff Signal All LED 48" EMG2000 Magnum LED Lightbar 10-16v (EMG2000) w/ Take Downs & Alleys, Standard Split option available – Clear lenses with Amber, Blue, Red or White LEDs - 3 LED inboards and 6 LED corners Bar can be ordered with any color in each module. 5-year warranty is included on EMG2000. 6 led corner for Warning and standard with LED takedowns and alleys (CONTAINS NO EMPTY HOLES OR MISSING DIODES). 5-year warranty Included on EMG2000. Package also includes a SoundOff 100-watt 400 series siren (Siren Model number ETSA400csp) with integrated lighting controls and directional arrow switch to control optional full or split rear arrow, and 100-watt SAE approved siren speaker w/vehicle specific mounting bracket (Speaker Model ETSS100D), please specify vehicle bracket needed. Lightbars are available in red, blue, amber, or any combination of these colors.	\$	1,800.00	8.0
C3ELBP- LED	Code3 Economic Lightbar Package 21TR (Model 21TR47A4) Manufactured in America, All LED Torus Modules, Flashing Takedown and Alley LED lights, Code3 Mastercom Siren and Light Controller, C3100U Speaker with Bracket. 5 Year Warranty. ***NO TRAFFIC ADVISOR.***	\$	1,665.00	8.0
Premium Unmarked Patrol	Package:			
STPUMP-LED-SDN	STAR Emergency Lighting Deluxe unmarked patrol package. (Model ULB28) Dual Color LED Lineum heads for the front; interior undercover bar. Extremely thin profile. All white forward facing takedown/pursuit lights. All color combos. For the rear (Model ULB48) Dual Color LED undercover bar; The STAR Phantom Lineum X traffic director. Designed for rear window but can be used in front as well. Comes with (Model LCS771) UNISTAR command control center for lights, sirens, PA. (D-44-16) patented Cyclone 100 Watt speaker with vehicle specific bracket. Made in the US. D.O.T. Compliant. Meets all criteria of the Buy America Act 23 U.S.C. & 313. Class 1 LED Lighting. (SEDANS)	\$	1,820.00	10.5
DUAL COLOR	FULL DUO LIGHT BARS (FRONT & REAR)		STD	0.0
LCS881	Substitute LCS771 controller with hand held siren control	\$	-	0.0
LCS850MG12	Upgrade from LCS771 to multi-function digital controller	\$	265.00	1.0
STPUMP-LED-TRK	STAR Emergency Lighting Deluxe unmarked patrol package. (Model ULB28) Dual Color LED Lineum heads for the front; interior undercover bar. Extremely thin profile. All white forward facing takedown/pursuit lights. All color combos. For the rear (Model ULB38) Dual Color LED undercover bar; The STAR Phantom Lineum X traffic director. Designed for rear window but can be used in front as well. Comes with (Model LCS771) UNISTAR command control center for lights, sirens, PA. (D-44-16) patented Cyclone 100 Watt speaker with vehicle specific bracket. Made in the US. D.O.T. Compliant. Meets all criteria of the Buy America Act 23 U.S.C. & 313. Class 1 LED Lighting. (FULL SIZE TRUCK & SUV)	\$	1,545.00	10.5
DUAL COLOR	FULL DUO LIGHT BAR		STD	0.0
LCS881	Substitute LCS771 controller with hand held siren control	\$	-	0.0
LCS850MG12	Upgrade from LCS771 to multi-function digital controller	\$	265.00	1.0
WPUMP – LED	Whelen: Deluxe Unmarked Patrol Package - Consist of Front and Rear Full-Width Interior LED System (Eight 3-LED Module) with LED Takedown Lights; Four Corner LED System, Hand Held or one piece Combination Light Controller/Siren; Speaker and Bracket - LED lights may be blue, red, amber or any combination – specify color. Also, available with eight 6-LED Lamps for the Front Interior Lightbar.	\$	2,455.00	10.5
HHS200	Substitute 295 controller with HandHeld sire control	\$	-	0.0
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CENCOM	Upgrade from 295SLSA6 to CenCom Controller	\$ 330.00	1.0
U-DUO	Upgrade Front Interior Bar to 6 LED DUO Module	\$ 505.00	0.0
FPUMP – LED	Federal Signal: Deluxe Unmarked Patrol Package - Consist of Front and Rear Full-Width Interior SpectraLux ILS system with Ultra Bright White Patented Solaris LED Takedown Lights and Built-In rear Signal Master; Headlight Flashers; Four Corner LED lighting system; PA 650 Controller/Siren; Speaker and Bracket - LED lights may be blue, red, amber or any combination - specify color.	\$ 2,820.00	10.5
SOPUMP – LED	SoundOff Signal: Deluxe Unmarked Patrol Package - Consist of Front and Rear Full-Width Interior LED System with LED TAKEDOWN lights (ENFWBF(XXXX) for front, ENFWBRF(XXX) for rear); Headlight and Taillight Flashers; Four Corner LED Universal Undercover (ELUC2S010x); Package also includes a SoundOff 100-watt Handheld siren (Siren Model number ETSA461HPP) with integrated lighting controls and directional arrow switch to control optional rear arrow; Speaker and Bracket (ETSS100N) - LED lights may be blue, red, amber or any combination - specify color.	\$ 2,450.00	10.5
C3PUMP- LED TIER 1	Code 3: Consists of Supervisor Flex (Specify Sedan or SUV Model) Passenger side only (3 Torus Multicolor light heads w/ full flood takedown capability) Manufactured in America, Rear Full Wingman Torus LED, Code 3 H2 Hand Held Covert Siren and Light control, C3100U Speaker w/bracket. 5 Year Warranty.	\$ 1,990.00	10.5
C3PUMP- LED TIER 2	Code3: Deluxe Unmarked Patrol Package - Consist of Front Full Supervisor Flex (Specify Sedan or SUV model) (Multicolor Torus LEDs w/ full flood takedown capability) Manufactured in America, Rear Full Wingman Torus LED, Code3 H2 Covert Siren and Light Control, C3100U Speaker with Bracket. 5 Year Warranty	\$ 2,420.00	10.5
Economic Unmarked Patrol Pac	kage:		
STEUMP-LED	STAR Emergency Lighting Economy unmarked patrol package. (Model ULB28) Dual Color LED Lineum heads for the front; interior undercover bar. Extremely thin profile. All white forward facing takedown/pursuit lights. All color combos. For the rear (Model ULB38) LED Gen 6 Lineum Technology. Dual color traffic director undercover rear window bar. Comes with (LCS 600) 200 watt, seven function, light control switch panel. (D-44-16) patented Cyclone 100 Watt speaker with vehicle specific bracket. Made in the US. D.O.T. Compliant. Meets all criteria of the Buy America Act 23 U.S.C. & 313. Class 1 LED Lighting.	\$ 1,400.00	9.0
DUAL COLOR	FULL DUAL COLOR LIGHT BAR	STD	0.0
LCS771	Substitute SS670 with LCS771 controller	\$ 145.00	0.0
LCS881	Substitute SS670 controller with hand held siren control	\$ 145.00	0.0
LCS850MG12	Upgrade fromSS670 to multi-function digital controller	\$ 410.00	1.0
WEUMP-LED	Whelen: Basic All LED Unmarked Patrol Package - Consist of Interior Rearview Mirror, Grille and Rear Deck LED System (Minimum 2 Lights in Each Position) LED lights may be blue, red, amber or any combination – please specify color; Epsilon one piece Combination Light Controller/Siren, Speaker and Bracket; Four Corner LED System, may be blue, red, amber, white or any combination – please specify color.	\$ 1,515.00	9.0
295SLSA6	Upgrade from Epsilon Controller to 295SLSA6	\$ 110.00	0.0
HHS200	Upgrade from Epsilon Controller to HHS2200	\$ 110.00	0.0
E-CENCOM	Upgrade from Epsilon Controller to CenCom	\$ 440.00	1.0
FEUMP-LED	Federal Signal: Basic LED Unmarked Patrol Package - Consist of (3) dual color, single head SpectraLux Viper S2 interior mount LED warning lights. Grill lights (2). Headlight Flashers; Four Corner LED system; PA 650 Controller/Siren, Speaker and Bracket(s) - LED lights may be blue, red, amber or any combination - specify color.	\$ 1,475.00	9.0
SOEUMP – LED	SoundOff Signal Basic LED Unmarked Patrol Package - Consist of Interior Rearview Mirror, Grille and Rear Deck LED System (Minimum 2 Lights in Each Position); Headlight and tail light flashers; Four Corner Universal Undercover LED system; ETSA461HPP 100W handheld remote Combination Light Controller/Siren, Speaker and Bracket(s) - LED lights may be blue, red, amber or any combination - specify color.	\$ 1,510.00	9.0
C3EUMP - LED	Code3: Basic Unmarked Patrol Package - Consist of Interior LED Dash Light, (2) Grille LED Lights and (2) LED Rear Deck Lights, 900 Series Headlight Flasher, Code3 H2 Covert Siren and Light Controller, C3100U Speaker with Bracket. 5 Year Warranty.	\$ 1,090.00	9.0
Administrative Vehicle Package			
STAVP-LED	STAR Emergency Lighting Administrative Vehicle Package. (LDHF-311-10) Remote flashing LED kits. Quantity four LED Four corner HIDE-A-LED heads. Any color. 5-year warranty. (ULB34) Rear window light. Interior undercover bar. 35 selectable flash patterns. 5 Year warranty. (LCS881) UNISTAR 200-watt command center with handheld controller . (ULB9S) LED Gen 4 Mini Phantom for rear or front. Can go on window or headliner. Quantity (two). 5 Year warranty. Any Color combos. (D-44-16) patented Cyclone 100 Watt speaker with vehicle specific bracket. Made in the US. D.O.T. Compliant. Meets all criteria of the Buy America Act 23 U.S.C. & 313. Class 1 LED Lighting.	\$ 1,365.00	8.0

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WAVP	Whelen: Administrative Vehicle Package - Consist of Interior Rearview Mirror LED Light; Rear Deck or Headliner LED Lights (Minimum of 2); Four Corner LED System; Hand Held or 295SLSA6 One Piece Combination Light Controller/Siren; Speaker and Bracket – LED lights may be blue, red, amber or any combination - specify color.	1,455.00	8.0
	SPECIFY 295SLSA6 OR HHS2200 hand held controller	\$ -	0.0
CENCOM	Upgrade from 295SLSA6 or HHS2200 to CenCom Controller	\$ 330.00	1.0
FAVP	Federal Signal: Administrative Vehicle Package - Consist of (1) Dual color, single head SpectraLux Viper S2, rear deck or headliner LED lights, dual head SpectraLux Viper S2, Headlight Flashers; Four Corner LED lighting system; PA650 Combination Light Controller/Siren; Speaker and Bracket - LED lights may be blue, red, amber, or any combination - specify color.	\$ 1,365.00	8.0
SOAVP	SoundOff Signal Administrative Vehicle Package - Consist of Interior Rearview Mirror LED Light; Rear Deck or Headliner LED Lights (Minimum of 2); Headlight Flasher; Tail light flasher; Four Corner Universal Undercover LED system; Combination Light Controller/Siren (ETSA200RA-PA); Speaker and Bracket - LED lights may be blue, red, amber or any combination - specify color.	\$ 1,510.00	8.0
C3AVP	Code3: Administrative Vehicle Package - Consist of Interior LED Dash Light, (2) LED Rear Deck Lights, 900 Series Head Light Flasher, Code3 H2 Covert Siren or 3920 Series Siren and Light Controller, C3100U Speaker with Bracket. 5-Year Warranty.	\$ 895.00	8.0
Covert Lighting Package			
ST-CVP-COVERT	STAR SIGNAL Covert Lighting Package: Includes 2 DLX4's, 4 Hideaway LED's and LCS653 Light	\$ 805.00	7.0
W-CVP-COVERT	controller, & Cyclone 100W speaker. Whelen Covert Lighting Package: Includes 2 Surface Mnt IONs Hidden behind grille with smoked lenses, (4) VTX609 Vertex Lightheads, (1) SA315P Speaker and Bracket, HHS2200 Hand Held Siren Remote.	\$ 1,140.00	7.0
SO-CVP-COVERT	SOUND OFF Covert Light Package: Includes (2) mPOWER 4" Light Heads, 4 Under cover LED Hidaway lightsheads, nERGY 400 Series Handheld Siren Control with ETS100N Speaker and bracket.	\$ 1,135.00	7.0
A La Carte Lights:			
	STAR WARNING PRODUCTS		
ST-DLITE-2	(2) STAR Emergency Lighting Micro LED Ultra low profile 3/8" thick with brackets, specify color.	\$ 135.00	1.5
ST-DLX4-2	(2) STAR Emergency Lighting4-LED diode warning light, specify color.	\$ 115.00	1.5
ST-DLX6-2	(2) STAR Emergency Lighting6-LED diode warning light with mounting bracket, specify color.	\$ 130.00	1.5
ST-DLX6F-2	(2) STAR Emergency Lighting 6-LED diode surface mount warning light, specify color.	\$ 130.00	1.5
ST-DLITE-RBL-24	STAR Emergency Lighting ultra low profile license plate bracket with (4) DLIT, specify color.	\$ 515.00	1.5
ST-DL15-12	(2) STAR Emergency Lighting DL15 with 12LED's installed in rear quarter glass	\$ 470.00	1.5
ST-ULB9LDC	STAR Emergency Lighting 9-diode LED lower windshield dual color light installed to center of dash	\$ 175.00	1.5
ST-ULB28	STAR Phantom LED full width front visor interior bar with thin profile & dual color. 31 flash	\$ 635.00	2.5
ST-ULB38-TA	patterns. STAR Phantom 6-LED rear window light bar with dual color traffic director, low profile. (Req's Controller)	\$ 375.00	2.5
ST-ULB48-TA	STAR Phantom 10-LED rear window light bar with dual color traffic director, low profile. (Req's	\$ 650.00	2.5
ST-TD93DLXTARO	Controller) STAR 48" Aarrow End Traffic Advisor (Includes controller)	\$ 715.00	2.5
ST-D44-16	STAR Cyclone Speaker with bracket, rear facing 100 watt driver.	\$ 165.00	1.5
ST-256TSL-AA	STAR Beacon LED with Amber Iens and Amber LED lights.	\$ 65.00	1.5
ST-256TSL-CA	STAR Beacon LED with CLEAR Iens and Amber LED lights.	\$ 65.00	1.5
ST-DLS306-2	(2) STAR Mini-Comet self-contained 6-LED round light with black mounting bezel.	\$ 145.00	1.5
ST-SB-4020	STAR 6 pos rocker switch box.	\$ 125.00	1.5
ST-SB-4040	STAR switch box w progressive slide feature	\$ 150.00	2.5
ST-ULB9LDC	STAR Mini Phantom. Dual Color single head LED Lineum Technology. All color combos. All white takedowns	\$ 175.00	1.5
ST-36 PHA	36" STAR SIGNAL LED Single Color Phazer Light Bar with mounting brackets, takedowns, alleys, rear traffic advisor. Fully Populated. (Specify Color) (Requires Controller.)	\$ 945.00	4.5
ST-36 PH**	36" STAR SIGNAL LED Dual Color Phazer Light Bar with mounting brackets, takedowns, alleys, rear traffic advisor. Fully Populated. (Specify Color) (Requires Controller.)	\$ 1,075.00	4.5
ST-44 PH**	44" STAR SIGNAL LED Dual Color Phazer Light Bar with mounting brackets, takedowns, alleys, rear traffic advisor. Fully Populated. (Specify Color) (Requires Controller.)	\$ 1,205.00	5.0
ST-51 PH**	51" STAR SIGNAL LED Dual Color Phazer Light Bar with mounting brackets, takedowns, alleys, rear traffic advisor. Fully Populated. (Specify Color) (Requires Controller.)	\$ 1,400.00	5.0
	WHELEN ENGINEERING WARNING PRODUCTS		
W-FOOT	Upgrade any Whelen Light bar to Fully Adjustable mounting foot (Must Specify at time of order)	\$ -	0.5
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	Bid FSA17-VEL25.0		
W-RDL	Rear deck LED, GEN 3 minimum, warning lights - LED lights may be blue, red, amber or any combination - specify color	\$ 260.00	1.5
W-GL	LED, GEN 3 minimum, grille lights, 2 minimum - LED lights may be blue, red, amber or any combination - specify color (Whelen)	\$ 190.00	1.5
W-RML	LED, GEN 3 minimum, rear view mirror flashing lights - LED lights may be blue, red, amber or any combination - specify color (Whelen)	\$ 260.00	1.5
W-RBL	Roof-Mount Amber LED strobe beacon (Whelen, D&R Electronics or approved equivalent)	\$ 150.00	1.5
W-TLL	LED, GEN 3 minimum, trunk lights, 2 minimum - LED lights may be blue, red, amber or any combination - specify color (Whelen, Federal, SoundOff Signal, Rontan or approved equivalent)	\$ 190.00	1.5
W-MCRN-2	(2) Whelen Micron series light heads surface mount, specify color.	\$ 175.00	1.5
W-MCRNB1	(2) Whelen Micron L-Brackets	\$ 20.00	0.0
W-IONSM-2	(2) Whelen ION series surface mount light heads, specify color.	\$ 280.00	1.5
W-ION-2	(2) Whelen ION series light head with mounting bracket, specify color.	\$ 280.00	1.5
W-WIONSM-2	(2) Whelen Wide Angle ION series surface mount light heads, specify color.	\$ 280.00	1.5
W-WION-2	(2) Whelen Wide Angel ION series light head with mounting bracket, specify color.	\$ 280.00	1.5
W-TLI-2	(2) Whelen ION "T" series ultra thin light heads, specify color.	\$ 210.00	1.5
W-M4#-2	(2) Whelen M4 series light heads with black surround, specify color.	\$ 145.00	1.5
MJYAAAAP	Whelen Mini Justice light bar, Amber, with mounting feet.	\$ 685.00	1.5
PC6W	Whelen 6-switch contoller.	\$ 100.00	0.0
W-UHF2150	Whelen - Headlight flashers, solid state (Does Not Work with All Vehicles)	\$ 40.00	1.5
W-INNER-EDGE 6	Whelen Full Featured Interior Lightbar Eight 3-LED Lamps, Upper Front Unit Mounted in a Rugged Housing That Fits Snugly Against the Front Window of the Vehicle, Two Piece, Individual Driver and Passenger Side Units, with Two LED Flashing/Take-Downs (one in each housing) Meets SAE and California Title XIII specifications. Easy Installation to Visor Anchor Points Without Drilling Holes, Vehicle Specific. Please indicate vehicle make and model.	\$ 810.00	4.5
W-INNER-EDGE 8	Whelen Full Featured Interior Lightbar Eight 6-LED Lamps, Upper Front Unit Mounted in a Rugged Housing That Fits Snugly Against the Front Window of the Vehicle, Two Piece, Individual Driver and Passenger Side Units, with Two LED Flashing/Take-Downs (one in each housing) Meets SAE and California Title XIII specifications. Easy Installation to Visor Anchor Points Without Drilling Holes, Vehicle Specific. Please indicate vehicle make and model.	\$ 1,235.00	4.5
W-TIR36M	Whelen <u>Dominator</u> TAD6 Traffic directional LED, GEN 3 minimum, arrow with 6 modules includes traffic advisor controller	\$ 440.00	2.5
HOWLER	Whelen Low Frequency Supplemental Siren, with Vehicle Mounting Bracket, available for: Ford Sedan and SUV Interceptor, Expedition, F250/F350, E-Series Van, Taurus and Explorer, Chevy Impala, Caprice, Tahoe, Suburban, Express, Silverado, Dodge Charger, and 4500	\$ 515.00	2.0
295SLSA6 CONTROLLER	295SLSA6 CONTROLLER Whelen 100/200W Scan-Lock Self-Contained Siren/Switch	\$ 390.00	2.5
CENCOM CONTROLLER	CENCOM CONTROLLER Whelen Remote Siren and 18 Button Control Center	\$ 720.00	3.5
SA315P	100-Watt, Compact Cast Siren Speaker with U-Bracket	\$ 180.00	1.5
	FEDERAL SIGNAL WARNING PRODUCTS		
FS-SIFZ-XXXXXXX	Federal Signal - SpectraLux ILS Low profile split front including driver and passenger side. Specify vehicle type.	\$ 860.00	4.5
FS-329252	Federal Signal - SpectraLux Rear deck LED dual head light, GEN 3 minimum, warning lights - LED lights may be blue, red, amber or any combination - specify color	\$ 265.00	1.5
FS-MB1	Federal Signal - Public Safety messaging system with LED message display and controller. 35" message board.	\$ 2,140.00	3.0
FS-CNSM4F-2647802	Federal Signal LED warning light with SignalMaster directional capability, multi-color capability, and full flood capability. 4 head front model.	\$ 475.00	2.5
FS-SL6F-XX	Federal Signal - Traffic directional LED, GEN 3 minimum, arrow with 6 modules (with controller if required).	\$ 320.00	2.5
FS-IMPAXX - IPX3 IPX300X	(2) Federal Signal -LED, GEN 3 minimum, trunk lights, 2 minimum - LED lights may be blue, red, amber or any combination - specify color	\$ 265.00	1.5
FS-HLP-XXX	Federal Signal - Headlight flashers, Tail light, solid state	\$ 60.00	1.0
FS-252650-02SC	Federal Signal - Roof-Mount Amber LED strobe beacon	\$ 145.00	1.5
FS-MPSW6-XX	Federal Signal- MicroPulse Wide Angle, 6 LED surface mount warning light with mirror mount. LED lights may be blue, red, amber or any combination - specify color	\$ 135.00	1.5
FS-MPSC-XX	(2) Federal Signal – MicroPulse C Series, 6 LED, Split color.	\$ 215.00	1.5
FS-MPS300U-X	(2) Federal Signal MicroPulse Ultra - LED lights may be blue, red, amber or any combination - specify color.	\$ 110.00	1.5
FS-MPS650-XX	(2) Federal Signal - MicroPulse 6 LED, Split Color, Hood or Grill mount, LED lights may be blue, red, amber or any combination - specify color	\$ 210.00	1.5

	Bid FSA17-VEL25.0			
FS-329252-XXXX	(1) Federal Signal - SpectraLux Viper S-2 - Dual Color, Dual Head Rear deck LED, GEN 3 minimum, warning lights - LED lights may be blue, red, amber or any combination - specify color	\$	265.00	1.5
RUMBLER3	Federal Signal-Rumbler Supplemental Siren/Intersection Clearing System. Contains all necessary mounting hardware, system amplifier, and one pair of speakers.	\$	530.00	1.5
SSP2000B-200	Federal Signal Smart Siren - SSP2000B Platinum Siren with Microphone and Cable.	\$	825.00	3.5
	SOUNDOFF WARNING PRODUCTS			
SO-EPL8000	SoundOff Signal – EPL8000 Full Featured Interior Lightbar Eight 6-LED modules. with optional Two 6-LED Flashing Take-Downs Meets SAE specifications. Easy Installation to Visor Anchor Points Without Drilling Holes, Vehicle Specific. Please indicate vehicle make and model.	\$	985.00	4.5
SO-ETFBSSN-P	SoundOff Signal – Tail light flashers	\$	50.00	1.0
SO-FENDER	Sound Off Side Fender Lights for Ford PI sedan or Chevy Caprice, housing fits oem openening on side fender lights, can be purchased with GHOST or INTERSECTOR lighthead.	\$	385.00	1.5
SO-EMPS2QMS4(X)	(2) mpower® 4" Fascia Light w/ Quick Mount, 18" hard wire w/ sync option, SAE Class 1 & CA Title 13, 9-32 Vdc, Black Housing, 12 LED, Dual Color - Amber, Blue, Red, White	\$	230.00	1.5
SO-EMPS1QMS1(X)	(2) mpower® 3" Fascia Light w/ Quick Mount, 18" hard wire w/ sync option, SAE Class 1 & CA Title 13, 9-32 Vdc, Black Housing, 4 LED, Solid Color - Amber, Blue, Red, White	\$	140.00	1.5
SO-#ENT2B3(Y)	(Pair) Intersector Under Mirror/Surface Mount Light w/ Inline Flasher, 3-Wedges, 2-Curved Surface Adaptors, Mounting Gasket & Hardware, 18 LEDs, Dual Color in Amber, Blue, Green, Red, White	\$	305.00	1.5
SO-ENL148(X)-L	(Pair Left/Right) nLINE 48" LED Surface Mount Running Light, 10-16v, (1) Left (1) Right Wire Exit - Solid Colors in Amber, Blue, Red or Split Red/Blue LEDs	\$	555.00	2.5
SO-ENL160(X)-L	(Pair Left/Right) nLINE 60" LED Surface Mount Running Light, 10-16v, (1) Left (1) Right Exit - Solid Colors in Amber, Blue, Red or Split Red/Blue LEDs	\$	805.00	2.5
SO-ENL172(X)-L	(Pair Left/Right) nLINE 72" LED Surface Mount Running Light, 10-16v, (1) Left (1) Right Wire Exit - Split Color in Red/Blue LEDs	\$	850.00	2.5
SO-ENFTCDGS1204	nFORCE Interior LED Traffic Controller 4 module w/ Mounting Bracket, 6 LEDs - With ETSWDAS01 Directional Arrow Switch Controller. Single Color combination in Amber, Blue, Red, White	\$	545.00	2.5
SO-ENFTCDGS1206	nFORCE Interior LED Traffic Controller 6 module w/ Mounting Bracket, 6 LEDs - With ETSWDAS01 Directional Arrow Switch Controller. Single Color combination in Amber, Blue, Red, White	\$	715.00	2.5
SO-ENFTCDX S1204	nFORCE Exterior 4 module w/ Mounting Bracket, 6 LEDs - With ETSWDAS01 Directional Arrow Switch Controller. Single Color combination in Amber, Blue, Red, White	\$	570.00	2.5
SO-ENFTCDXS1206	nFORCE Exterior 6 module w/ Mounting Bracket, 6 LEDs - With ETSWDAS01 Directional Arrow Switch Controller. Single Color combination in Amber, Blue, Red, White	\$	745.00	2.5
SO-ETSP6F	600 Series Basic 6 Switch Controller	\$	85.00	1.5
SO-ETSP9F	900 Series 6 Switch Controller with 3 position slide	\$	115.00	1.5
SO-ETSA481CSP	SoundOff Signal ETSA481CSP - deluxe siren	\$	390.00	2.0
SO-ETSA482CSP	nERGY 400 Series Console Multi-Function Siren w/ Slide Switch & Button Control, 10-16v - 200w	\$	475.00	2.0
SO-ETSA 462HPP	nERGY 400 Series Handheld Siren 10-16v - 200w	\$	470.00	2.0
SO-ETSSL100-L	SoundOff Signal 100-Watt, Compact Cast Siren Speaker with U-Bracket	\$	165.00	1.5
SO-ELUCCS010(X)	Qty (4) Universal UnderCover® Screw-In LED Insert Single Light Kit, 10-16 Vdc w/8" cable & connector: includes insert, Lens #1 (Extreme Angle), Inline Flasher w/10" cable & connector for installation - Amber, Blue, Red, White and Green	\$	325.00	3.0
	BROOKING INDUSTRIES WARNING LIGHTS	<u> </u>		
B-ST6##	(2) Brooking Industries 6 diode super thin surface mount lightheads (specify colors)	\$	155.00	1.5
B-XT6##	(2) XTREME THIN LINEAR 6 diode surface mount light head - black bezel	\$	155.00	1.5
B-XT12##	(2) XTREME THIN LINEAR 12 diode DUAL OR SINGLE COLOR surface mount light head - black bezel - DUAL COLOR UNITS ARE 6X6 AND ALTERNATE BETWEEN COLOR 1 AND COLOR 2	\$	205.00	1.5
B-HAL06#	Pair Brooking Industries 6 diode hide away LED kit consists of 2 lightheads, 2 black bezels, & flasher module. Can be mounted under exterior rear view mirrors for intersection lighting (single or split colors)	\$	235.00	1.5
B-HAL09#	Pair Brooking Industries 9 diode hide away LED kit consists of 2 lightheads, 2 black bezels, & flasher module. Can be mounted under exterior rear view mirrors for intersection lighting (specify colors)	\$	330.00	1.5
Corner Strobe Kits:				
W-VERTEX	Whelen Vertex Corner LED Kits – (4) Whelen Vertex Series Hemispherical LED Light Head, choice of colors, red, blue, amber, white or combination - please specify colors.	\$	290.00	3.0

	Bid FSA17-VEL25.0		
ST-LDHF311-4	STAR self contained LED flashing light (4)	\$ 280.00	3.0
FS-SL6FXX	Corner LED Kit — Four Head Federal Signal LED Kit (LDHF311. Includes 4 spherical heads in 10' or 30' lenghts with inline flasher, nickel plated aluminum housing with advanced thermal heat management. Colors: amber, blue, green, red, or white	\$ 320.00	3.0
SO-ELUC2S010X	Sound Off Corner LED Kits – Soundoff Universal undercover LED kit, consists of 4 corner LEDs, choice of colors, red, white, blue, amber or any split color combination. Please specify colors. Included with inline flasher, 10' of cable	\$ 315.00	3.0
MISCELLANEOUS ACCE	ESSORIES		
KUS 51-03-1204	KUSSMAUL Auto Eject Charging System for emergency vehicles. Kit includes 1000w	\$ 940.00	4.5
KUS 53-03-1106	KUSSMAUL Auto Eject Charging System for emergency vehicles. Kit includes 2000w charger, Auto Eject Plug & Enclosure, and charge indicator. (For Dual Battery System)	\$ 1,020.00	5.5
806-1206	600W Pure Sine Inverter with ignition sourced remote mounted on dash.	\$ 270.00	2.0
806-1210	1000W Pure Sine Inverter with ignition sourced remote mounted on dash.	\$ 380.00	2.0
806-1220	2000W Pure Sine Inverter with ignition sourced remote mounted on dash.	\$ 570.00	4.0
813-3000-UL	3000W Modified Sine Wave Inverter with solenoid HD Fuse, & Ignition source Switch. All Wiring 4-0 gauge. (Requires Auxiliary Battery)	\$ 465.00	8.0
AUX BATTERY	Dealer provided 12V battery (min 700cca), battery box, mounting hardware, HD Battery Wire, and isolator.	\$ 240.00	3.5
L - SPOT	Left-hand pillar mounted 6" spotlight with clear halogen bulb	\$ 325.00	2.0
LR - SPOT	Left & right-hand pillar mounted 6" spotlight with clear halogen bulb	\$ 650.00	4.0
GO-LIGHTSC	Model 20074 LED GoLight with Dash Mnt Control	\$ 585.00	1.5
GO-LIGHTDC	Model 20074 LED GoLight with Dash Mnt & Wireless remote control	\$ 635.00	1.5
	FACTORY ITEM AVAILABILITY		
RPO-###	Factory Regular Production Options not listed in price Schedule are available from	\$ 1.00	0.0
SEO-###	Factory Special Equipment Options not listed in price Schedule are available from Dealer upon request and will be offered at a discount off of MSRP.	\$ 1.00	0.0
LPO-###	Factory Limited Production Options not listed in price Schedule are available from	\$ 1.00	0.0

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Comment Section:
PRICES BASED ON SINGLE UNIT ORDERS. ADDITIONAL DISCOUNTS MAY BE AVAILABLE WHEN ORDERING ON A VOLUME BASIS.
CALL US FIRST! 863-402-4234
"YES WE ANSWER OUR PHONES"
"It is not enough to do your best; you must know what to do, and then do your best"