



Parent Contract Number: 6100039075
SAP/SRM Contract Number: 4400021744
Change Number: 1
Change Effective Date : 5/6/2020

Using Agency: All Using Agencies

Contract Title: Two-Way Radio Equipment & Services

Contract Period: Beginning January 1, 2017 and Ending December 31, 2020

Commodity Specialist: John Weikle **Telephone:** 717-787-4103 **Email:** jweikle@pa.gov

CHANGE SUMMARY:

Southern Power Systems Inc has added East Penn Manufacturing products to its product offerings. Attached are the revised Manufacturer Discount Sheet, State of Manufacture Chart, Manufacturer Authorization Letter from East Penn Manufacturing, and East Penn Manufacturing price list.

Please contact the Southern Power Systems Inc account manager, Peter Draper, with any questions regarding products and pricing.

Peter Draper 610-633-3552 pdraper@southernpwr.com

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Manufacturer Discount List

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Manufacturer Discount List

Category	Manufacturer Name	Link to Manufacturer's Price List	Equipment Discount	Services Discount
Fixed Station - Voice and Data Switching Equipment	Bard Manufacturing Company, Inc.	Document included with this bid: Manufacturer Price List, Bard Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Fixed Station - Voice and Data Switching Equipment	C&D Technologies, Inc.	Document included with this bid: Manufacturer Price List, C&D Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Fixed Station - Voice and Data Switching Equipment	Southern Power Systems Inc	Document included with this bid: Manufacturer Price List, Southern Power, OEM 20190215.xlsx	25.00%	25.00%
Fixed Station - Voice and Data Switching Equipment	Enersys	Document included with this bid: Manufacturer Price List, Enersys Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Fixed Station - Voice and Data Switching Equipment	East Penn Mfg (Deka)	Document included with this bid: Manufacturer Price List, East Penn thru Southern Power, 20200324	25.00%	25.00%
Testing Equipment - Service Monitors	Eltek/Delta	Document included with this bid: Manufacturer Price List, ELTEK Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Service Monitors	C&D Technologies, Inc.	Document included with this bid: Manufacturer Price List, C&D Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Service Monitors	Southern Power Systems Inc	Document included with this bid: Manufacturer Price List, Southern Power, OEM 20190215.xlsx	25.00%	25.00%
Testing Equipment - Service Monitors	RTP	Document included with this bid: Manufacturer Price List, Rectifier Technologies Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Service Monitors	Enersys	Document included with this bid: Manufacturer Price List, Enersys Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Service Monitors	East Penn Mfg (Deka)	Document included with this bid: Manufacturer Price List, East Penn thru Southern Power, 20200324	25.00%	25.00%
Testing Equipment - Other 2-way radio test equipment	Eltek/Delta	Document included with this bid: Manufacturer Price List, ELTEK Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Other 2-way radio test equipment	C&D Technologies, Inc.	Document included with this bid: Manufacturer Price List, C&D Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Other 2-way radio test equipment	Southern Power Systems Inc	Document included with this bid: Manufacturer Price List, Southern Power, OEM 20190215.xlsx	25.00%	25.00%
Testing Equipment - Other 2-way radio test equipment	RTP	Document included with this bid: Manufacturer Price List, Rectifier Technologies Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Other 2-way radio test equipment	Enersys	Document included with this bid: Manufacturer Price List, Enersys Products thru Southern Power, 20190215.xlsx	25.00%	25.00%
Testing Equipment - Other 2-way radio test equipment	East Penn Mfg (Deka)	Document included with this bid: Manufacturer Price List, East Penn thru Southern Power, 20200324	25.00%	25.00%



East Penn Manufacturing Co.
P.O. Box 147, Deka Road, Lyon Station, PA 19536-0147
Phone: 610.682.6361, Fax: 610.682.4781

www.dekabatteries.com

April 13th, 2020

Department of General Services
Commonwealth of Pennsylvania

To whom it may concern,

Southern Power Systems, Inc. is an authorized reseller of *East Penn Manufacturing, Co.*'s product line. Their firm is capable of servicing and installing such product throughout your Telecommunications and UPS Applications related to IFB 6100039075 for Two Way Radio Equipment and Related Services.

If you have any questions regarding this correspondence, please feel free to reach out to me at anytime.

All the best,

A handwritten signature in black ink, appearing to read 'S. Chuck Mathias'.

S. Chuck Mathias
Sales Director – Reserve Power
East Penn Manufacturing Co.
Ph 610-682-3263 EXT 2258
Cell 484-269-1093

PA STATE PRICE LIST
East Penn Products via Southern Power
Effective: 24 March 2020

Amp Hr	Size	Voltage	Model Number	Layout	String List Price	String Discounted Price ¹
665	AVR95-15	48VDC		6 X 4	\$22,260.00	\$16,695.00
855	AVR95-19	48VDC		3 x 8	\$31,874.00	\$23,905.50
950	AVR95-21	48VDC		3 x 8	\$33,945.00	\$25,458.75
1045	AVR95-23	48VDC		3 x 8	\$35,672.00	\$26,754.00
1140	AVR95-25	48VDC		3 x 8	\$37,426.00	\$28,069.50
1330	AVR95-29	48VDC		3 x 8	\$43,235.00	\$32,426.25
1425	AVR95-31	48VDC		3 x 8	\$45,045.00	\$33,783.75
1520	AVR95-33	48VDC		3 x 8	\$46,698.00	\$35,023.50
2000	AVR-125-33	48VDC		3 x 8	\$64,512.00	\$48,384.00

Notes:

- 1 Above Discounted Price equates to 25% discount off list price.

PA STATE PRICE LIST
East Penn Products via Southern Power
Effective: 24 March 2020

Amp Hr	# of Cells	Voltage	Model Number	List Price	Discounted Price ¹
100	6	12VDC	12AVR100ET	\$620.00	\$465.00
200	6	12VDC	12AVR200ET	\$1,085.00	\$813.75
200	6	12VDC	HT200ET	\$1,385.00	\$1,038.75

Notes:

- 1 Above Discounted Price equates to 25% discount off list price.

PA STATE PRICE LIST
East Penn Products via Southern Power
Effective: 24 March 2020

Model Number	Description	List Price	Discounted Price ¹
<u>BATTERIES, RACKS, and ACCESSORIES, Configure-To-Order</u>			
configure-to-order	Batteries, Racks & Accessories, Configure-To-Order, various voltages, sizes, capacities, and product series configured to meet the specific needs of a given site.	POA	TBA
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Notes:			
1	Above Discounted Price equates to 25% discount off list price.		

PA STATE PRICE LIST
East Penn Products via Southern Power
Effective: 24 March 2020

Service & Installation	List Price	Discounted Price
Regular Hourly Rate, includes travel	\$145.00	\$108.75
Emergency Rate, includes travel	\$190.00	\$142.50

Notes:

- 1 Above Discounted Price equates to 25% discount off list price.