

New York City Mayor's Office
New York, NY

May 26, 1998

Proposal to:

Furnish & Install Video/Audio Display Systems
Office of Emergency Management

Submitted by:

HB Communications, Inc.
15 Corporate Drive
North Haven, CT 06473
203/ 234-9246

COMPANY QUALIFICATIONS

HB Communications, Inc., the Northeast's premier video, audio-visual and professional audio center, takes pleasure in offering the latest technology in equipment, software and accessories.

Over fifty years in business, HB has gained definitive insight into the video, audio-visual, and professional audio marketplace. HB Communications represents over 230 of the leading manufacturers in the industry. HB recognizes the need to deliver quality products promptly, and to support our sales with prompt and efficient service.

Qualified sales people assist customers at all levels of equipment application, system design, or product interfacing. The most complex boardroom or studio can be designed with our CAD systems to meet the most demanding specifications.

HB's service department is staffed by technicians trained to remain proficient in the newest technologies. Fast and efficient road service is offered to limit downtime and a fully stocked parts department supports all our services.

HB Group, Inc. a rental division of HB Communications, extends the full service offering into the rental market. HB Group is committed to the same quality and service that has made HB Communications a leader in the industry.

HB Communications has been recognized in *Presentation Products Magazine* "Top 25 Dealers" in the March/April 1990 issue. The distinct honor of a Top 25 Dealer gives national recognition by vendors and colleagues of the precedence HB has achieved in the industry.

Be it in the classroom, the boardroom, or public forum, HB continues its commitment to providing the most effective communication technology.

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REFERENCES

Stephen Juliano

Teachers Insurance & Annuity Association
730 Third Avenue, New York, NY 10017
(212)916-6105

Scope of work: Furnish and install audio visual / video system, for the new 17th/18th floor Conference Center facility. *Budget:* \$330,000.

Robert F. Schnitzer, Vice President

Bankers Trust Company
280 Park Avenue, New York, NY 10017
(212)454-1911

Scope of work: Furnish and install audio visual / video system, for the new Boardroom and Conference Center facility. *Budget:* \$265,000.

Scope of work: Furnish and install audio visual / video system upgrade, for the original Boardroom. *Budget:* \$125,000.

Tony Filippone

Credit Lyonnais
1301 Avenue of the Americas, New York, NY 10019
(212)261-7578

Scope of work: Furnish and install audio visual system, for the new Boardroom and Auditorium facility. *Budget:* \$350,000.

Ann Hahn

Apple Computer Inc.
135 East 57th Street, New York, NY 10017
(212)339-3813

Scope of work: Furnish and install audio visual / video system for new Training and Seminar Rooms. *Budget:* \$100,000.

Steve Chapman, Building Manager

712 Fifth Avenue Associates
712 Fifth Avenue, New York, NY 10019
(212)339-3813

Scope of work: Furnish and install audio visual / video system for new Conference Center. *Budget:* \$80,000.

John Sullivan

General Electric Company
Black Rock Turnpike, Easton, CT 06431
(203)373-2617

Scope of work: Design, furnish and install new Corporate Television facility at GE Headquarters.

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BID ASSUMPTIONS

This HB Communications bid on is based upon the following assumptions:

1. All projection counters, lecterns and other millwork shall be supplied by the Customer, unless otherwise specifically indicated on the enclosed equipment list. HB will supply applicable specifications and shop drawings for millwork and/or modifications to existing counters.
2. That all conduits for AV use are in place and contain drag lines.
3. That all conduit is of sufficient size to accept the specified cables according to guidelines of the National Electric Code.
4. That if HB Communications discovers any missing or inadequately sized conduit the owner will correct the problem and provide HB Communications with all needed additional conduit at no charge.
5. That all low voltage cable included in this proposal is non-plenum type for installation in conduit.
6. No architectural electrical drawings were provided to accurately estimate appropriate cable lengths. If these lengths exceed HB estimates by more than 10%, HB reserves the right to charge additional cable costs.
7. That all 110 volt AC outlets are of sufficient capacity to provide full turn on power to all system racks without tripping breakers.
8. That all 110 volt AC outlets shall be single phase to provide video images free of hum bars.
9. That all AC power outlets for equipment racks are within 6 feet of the rack location.
10. That if HB Communications discovers any split phase 110 volt AC wiring within the display system/systems power wiring such phasing errors will be corrected by others at no charge to HB Communications.
11. That HB Communications will be held harmless for any and all delays that may occur while any of deficiencies of the types outlined above are being corrected by the owner.
12. Title to all equipment shall remain with the Contractor until payment in full has been made. Responsibility for security and theft shall remain with the Contractor only until delivery at the site, at which time said responsibility will reside with the Customer.
13. This bid is submitted based only on the written specification and drawings provided by the audiovisual consultant.
14. Engineering prices are based upon receiving Autocad disks of at least architectural and room layouts.

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BID ASSUMPTIONS
(cont'd)

15. This bid is submitted based on a single lump sum project award.
16. Any required permits and/or filing fees are not included in this proposal.
17. All work is based on straight time installation.
18. We have included a sample insurance certificate detailing typical coverage carried by HB Communications. Any additional coverage, if required, will be billed at cost.

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SITE CONDITION REQUIREMENTS

The following describes the physical conditions we require at the site in order to bring equipment into the designated areas. This set of conditions has been developed to insure proper site conditions that pose no compromise to the proper operation and performance of the equipment. Further, they allow our installers to work at maximum efficiency insuring timely completion. Where reasonable or possible:

1. All 110 volt AC wiring must be in place.
2. Adequate room lighting must be supplied.
3. The room or rooms must be "clean". eg.: walls painted; permanent ceilings, finished flooring and all required conduit in place; and all owner supplied millwork installed.
4. In order to properly complete the field termination portion of the installation and final testing and "de-bugging", HB will require this clean space for a continuous period of four weeks to reach substantial completion. During this time HB will complete the final termination and testing. Final complete consultant check out and approval and Owner training will take place during subsequent period.
5. A secure, lockable area must be designated on site by the Customer for storage of equipment during the construction and installation process.

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WARRANTY AND SERVICE CONTRACTS

1. All equipment contained in this system comes with and is governed by a manufacturer's warranty. All manufacturer's warranties are honored and serviced by HB Communications. HB Communications warrants all system installation for one year.
2. Scheduled service shall be performed for corrective service and emergency maintenance and then only during normal business hours during normal business days. Normal business hours shall be from 8:30am to 5:00pm and normal business days Monday through Friday, national and local holidays excepted. HB Communications agrees to provide service at other times as requested by the Customer, but any such additional service shall be billed to the Customer. HB's standard field service rate is \$75.00 per hour during normal business hours.
3. HB Communications makes every effort possible to respond to customers' needs as quickly as possible. Response time from a customer's initial call for emergency service is usually within two (2) hours for telephone response and twenty-four (24) hours for on-site service.
4. Excluded from the warranty contract are camera pickup tubes/chips, video projector cathode ray tubes and projection lamps, video and audio player/recorder heads; unless a manufacturing defect is discovered during the manufacturer's standard warranty period.
5. The Customer shall be responsible for the costs of any repair or replacement parts resulting from exposure of the equipment to abnormal acts or operating conditions over and above expected wear and tear such as fire, storm, lightning, theft, physical abuse, mishandling, vandalism, acts of God, or other causes beyond the reasonable control of HB Communications, for use of a product in an application other than what the unit was intended for or attempted repairs by anyone other than HB Communications' personnel or designated agent. Such repair or replacement, when requested by the Customer, will be done by HB Communications and billed to the Customer at the going industrial rate, including parts and labor.
6. The warranty period shall begin when the client receives beneficial use of the system, or at final acceptance, whichever comes first.

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PAYMENT TERMS

The following represents typical terms for a project of this nature.

All prices are guaranteed for a period of sixty (60) days and thereafter are subject to manufacturer's increase prior to equipment order. Title to all equipment shall remain with Contractor until payment in full has been made.

Standard AIA G702, G703 billing documentation will be employed. HB will invoice monthly for all goods stored in our warehouse and all non-equipment costs incurred during that month. Verification of goods received will be supplied upon request. Verification may be in the form of receiving records, serial numbers, photographs, personal inspection or other agreeable format.

Retainage of 10% will be extended on all invoices. Upon 60% project completion, all retainage will be reduced to 5%. Final retainage will be paid upon client acceptance of the completed project. All invoices will be due promptly net 30 days.

HB will commence equipment ordering upon receipt of a deposit representing 30% of the total amount.

A written contract or hard copy purchase order with clear payment terms must be received prior to equipment ordering.

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Item #	Qty	Manufacturer	Model	Description	Total
Emergency Operations Center					
Projection/Display Systems					
1	4	Sharp	XG-E3000U	LCD data/video projector	\$39,376.00
2	4	HB/Custom		projector/mirror support assembly	3,752.00
3	32	NEC	XP-3790	video/data monitor - 37"	278,016.00
4	8	NEC	XP-2990	video/data monitor - 29"	37,400.00
Video System					
5	1	Pesa		matrix switcher	228,332.00
6	7	Extron	RGB-300	universal computer interface	7,994.00
	7	Extron	BNC 5-12HR	cable	
	7	Extron	26-162-01	MBC S-VGA cable	
	7	Extron	T-VGA	terminator	
7	4	Canare	242U-VJ22W-C	video patch bay	
8	1	Sony	SVO-1620	VHS VCR	779.00
	1	Middle Atlantic	RSH-4S-SVO-1620	rack mount	
9	1	Extron	System 4LDex	switcher w/ scan doubler	2,813.00
10	1	Mitsubishi	DP-700	Diamond Pro 700 monitor	884.00
11	74	Sony	KV-13M30	console montitor	19,462.00
Audio Systems					
12	1	Peavey	MM-8830	Media Matrix	12,500.00
	1	Peavey	MM-8830	digital interface	
	1	Peavey	Pasha	software option	
13	12	Shure	SM-58LC	microphone	1,524.00
	12	Soundolier	DS-5	desk stand	
14	2	Peavey	A/A-8P	microphone pre-amplifier	1,000.00
15	6	Toa	P-906MK2	amplifier	2,298.00
16	30	Soundolier	FC104-T47	ceiling spealer	780.00
Control					
17	1	AMX	IRCS	integrated remote control system	16,770.00
	1	HB/Custom		control system programming	
Miscellaneous					
18	1	APC	LR-1250	unswitched power supply	203.00
19	1	HB/Custom		rack auxiliary input/output panel	188.00
20	3	Middle Atlantic	MRK 44-26	equipment rack	2,147.00
	1	Middle Atlantic	SP 44-267	side panels (pr.)	
	3	Middle Atlantic	MW-VT	vented top	
	3	Middle Atlantic	CBS-MRK-26	caster base	
21	1	HB		cables, connectors and all hardware necessary to install a complete and working system	3,750.00

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Item #	Qty	Manufacturer	Model	Description	Total
Furnish Only - Installation By Others					
22	1	Stewart Filmscreen	Aeroview 100	projection screen system	3,138.00
23	30	Soundolier	E-410	ceiling speaker enclosure	780.00
	30	Soundolier	51-4	ceiling speaker grille	
24	5	FSR	FL-540P	raised access floor box	2,470.00
25	8	Pivotelli		ceiling mount monitor bracket	2,000.00
26	1	Stewart Filmscreen	Model A	electric projection screen	2,063.00
Emergency Operations Center Equipment Total					\$670,419.00

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Item #	Qty	Manufacturer	Model	Description	Total
Mayor's Conference Room					
Projection/Display Systems					
1	1	Sharp	XG-E3000U	LCD data/video projector	\$9,844.00
2	1	HB/Custom		projector/mirror support assembly	938.00
3	6	NEC	XP-2990	video/data monitor - 29"	28,050.00
Video System					
4	1	Extron	Crosspoint 1616HVA	matrix switcher	13,313.00
5	2	Extron	RGB-300	universal computer interface	2,284.00
	2	Extron	BNC 5-12HR	cable	
	2	Extron	26-162-01	MBC S-VGA cable	
	2	Extron	T-VGA	terminator	
6	1	Sony	SVO-1620	VHS VCR	779.00
	1	Middle Atlantic	RSH-4S-SVO-1620	rack mount	
7	2	Extron	System 4LDex	switcher w/ scan doubler	5,626.00
8	1	Extron	SW 6 SV MX	S-Video switcher	644.00
	1	Extron	60-190-01	rack mount	
9	1	Sigma	series 26		900.00
10	1	Picture Tel	V4DZ2NV3501200E30	videoconference codec	26,000.00
	1	Picture Tel	S2-CK-A	country kit	
11	1	Ascend	MBV-BR14U	inverse multiplexer	4,375.00
	1	Ascend	V.35/RS-366	cable kit	
12	3	Canon	VC-C3	color video camera	3,732.00
13	1	RGB Spectrum	Videolink 1650	scan converter	6,558.00
14	2	EAW	JF-50s	program audio speaker	1,716.00
	1	EAW	SB-48	sub woofer	
15	2	Crown	CT-210	amplifier	1,326.00
16	1	Toa	P-906MK2	amplifier	383.00
17	1	SCT	AVT-24	telephone interface	4,500.00
18	1	Tascam	112 MKII	audio cassette deck	759.00
19	2	Gentner	Delta	table microphone	1,398.00
20	1	Lectrosonics	DCS W/M150	wireless microphone system	1,024.00
21	1	Lectrosonics	AM-8	microphone mixer	1,144.00
22	4	Soundolier	FC104-T47	ceiling speaker	104.00
Control					
23	1	AMX	IRCS	integrated remote control system	17,131.00
	1	HB/Custom		control system programming	

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Item #	Qty	Manufacturer	Model	Description	Total
Miscellaneous					
24	1	APC	LR-1250	unswitched power supply	203.00
25	1	HB/Custom		rack auxiliary input/output panel	188.00
26	2	Middle Atlantic	MRK 44-26	equipment rack	1,330.00
	1	Middle Atlantic	SP 44-267	side panels (pr.)	
	2	Middle Atlantic	MW-VT	vented top	
	2	Middle Atlantic	CBS-MRK-26	caster base	166.00
27	1	HB		cables, connectors and all hardware necessary to install a complete and working system	4,375.00
Furnish Only - Installation By Others					
28	1	Stewart Filmscreen	Aeroview 100	projection screen system	3,138.00
	1	Stewart Filmscreen	Perimeter 200	framing system	
29	1	Stewart Filmscreen	ABT-4120	electric projection screen	0.00
30	6	Soundolier	E-410	ceiling speaker enclosure	156.00
	6	Soundolier	51-4	ceiling speaker grille	
Mayor's Conference Room Equipment Total					\$142,084.00

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Item #	Qty	Manufacturer	Model	Description	Total
Mayor's Suite					
Projection/Display Systems					
1	2	Fujitsu	PDS-2173B	21" plasma display	\$17,000.00
Video System					
2	1	Sony	SVO-1620	VHS VCR	779.00
	1	Middle Atlantic	RSH-4S-SVO-1620	rack mount	
Audio System					
3	1	Toa	P-906MK2	amplifier	383.00
4	1	Rane	ME-30B	equalizer	334.00
5	3	Soundolier	FC104-T47	ceiling speaker	78.00
Control					
6	1	AMX	IRCS	integrated remote control system	6,704.00
	1	HB/Custom		control system programming	
Miscellaneous					
7	1	APC	LR-1250	unswitched power supply	203.00
8	1	HB		cables, connectors and all hardware necessary to install a complete and working system	2,500.00
Furnish Only - Installation By Others					
9	3	Soundolier	E-410	ceiling speaker enclosure	78.00
	3	Soundolier	51-4	ceiling speaker grille	
Mayor's Suite Equipment Total					\$28,059.00

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Item #	Qty	Manufacturer	Model	Description	Total
Commissioner's Suite					
Projection/Display Systems					
1	1	NEC	XP-3790	video/data monitor - 37"	\$8,688.00
2	4	NEC	XP-2990	video/data monitor - 29"	18,700.00
Video System					
3	2	Extron	RGB-300	universal computer interface	2,174.00
	2	Extron	BNC4-12HR	cable	
	2	Extron	26-162-01	MBC S-VGA cable	
4	1	Sony	SVO-1620	VHS VCR	779.00
	1	Middle Atlantic	RSH-4S-SVO-1620	rack mount	
5	2	Extron	System 4LDex	switcher w/ scan doubler	5,626.00
Audio System					
6	1	Denon	DN-T620	audio cassette/CD player	675.00
7	1	Toa	A906MK2	mixer/amplifier	572.00
	3	Toa	U-03R	line input module	
	1	Toa	MB-25B	rack mount	
8	1	Rane	ME-30B	equalizer	334.00
9	4	Soundolier	FC104-T47	ceiling speaker	104.00
Control					
10	1	AMX	IRCS	integrated remote control system	8,669.00
	1	HB/Custom		control system programming	
Miscellaneous					
11	1	APC	LR-1250	unswitched power supply	203.00
12	1	HB/Custom		rack auxiliary input/output panel	250.00
13	1	Middle Atlantic	Slim 5	equipment rack	523.00
	1	Middle Atlantic	SP5	side panels (pr.)	
	1	Middle Atlantic	CBS-5	caster base	
14	1	HB		cables, connectors and all hardware necessary to install a complete and working system	5,000.00
Furnish Only - Installation By Others					
15	4	Soundolier	E-410	ceiling speaker enclosure	104.00
	4	Soundolier	51-4	ceiling speaker grille	
Comissioner's Suite Equipment Total					\$52,401.00

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Item #	Qty	Manufacturer	Model	Description	Total
Watch Command					
Projection/Display Systems					
1	8	NEC	XP-2990	video/data monitor - 29"	\$37,400.00
Audio System					
2	1	Toa	A906MK2	mixer/amplifier	572.00
	3	Toa	U-03R	line input module	
	1	Toa	MB-25B	rack mount	
3	1	Rane	ME-30B	equalizer	334.00
4	10	Soundolier	FC104-T47	ceiling speaker	260.00
Control					
5	1	AMX	IRCS	integrated remote control system	1,875.00
	1	HB/Custom		control system programming	
Miscellaneous					
6	1	APC	LR-1250	unswitched power supply	203.00
Alternates					
7	1			deduct color touch panel	N/A
8	1			add PC based control system	4,875.00
Furnish Only - Installation By Others					
9	10	Soundolier	E-410	ceiling speaker enclosure	260.00
	10	Soundolier	51-4	ceiling speaker grille	
10	8	Pivotelli		monitor ceiling mount bracket	2,000.00
Watch Command Equipment Total (Alternates not included)					\$42,904.00

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Item #	Qty	Manufacturer	Model	Description	Total
Press Room					
Projection/Display Systems					
1	2	Mitsubishi	XC-3730C	data/video monitor	\$16,626.00
Video System					
2	1	Sony	SVO-1620	VHS VCR	700.00
Audio System					
3	1	Toa	P-906MK2	amplifier	383.00
4	12	Soundolier	FC104-T47	ceiling speaker	312.00
5	1	Crown	LM-300A	gooseneck microphone	205.00
Control					
6	1	AMX	IRCS	integrated remote control system	3,969.00
	1	HB/Custom		control system programming	
Miscellaneous					
7	1	APC	LR-1250	unswitched power supply	203.00
8	1	HB		cables, connectors and all hardware necessary to install a complete and working system	3,750.00
9	1	Force		fiber distribution system	156,375.00
10	3	Sigma	ADA-210	audio distribution amplifier	1,839.00
11	1	Middle Atlantic		rack for fiber receivers	1,250.00
12	1	Middle Atlantic	DWR	wall mounted rack	569.00
Furnish Only - Installation By Others					
13	12	Soundolier	EZ96-4X	ceiling speaker enclosure	276.00
	12	Soundolier	51-4	ceiling speaker grille	
14	2	FSR	FL-500P	floor box	988.00
15	2	Pivotelli		monitor ceiling mount bracket	500.00
16	1	Stewart Filmscreen	Model A	electric projection screen	2,313.00
Press Room Equipment Total					\$190,258.00

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Item #	Qty	Manufacturer	Model	Description	Total
PIU/Training Room					
Projection/Display Systems					
1	1	Sharp	XG-E3000U	LCD data/video projector	\$9,844.00
2	1	Chief		ceiling bracket	463.00
	1	HB/Custom		mounting hardware	
3	2	NEC	XP-3790	video/data monitor - 29"	17,376.00
Video System					
4	1	Extron	Crosspoint 128HVA	matrix switcher	5,619.00
5	2	Extron	RGB-300	universal computer interface	2,222.00
	2	Extron	BNC 5-12HR	cable	
	2	Extron	26-162-01	MBC S-VGA cable	
6	1	Sony	SVO-1620	VHS VCR	779.00
	1	Middle Atlantic	RSH-4S-SVO-1620	rack mount	
7	1	Extron	System 4LDex	switcher w/ scan doubler	2,813.00
Audio System					
8	2	EAW	JF-50s	program audio speakers	1,316.00
	2	Omnimount	Series 75	speaker wall mount	
9	2	Crown	CT-210	amplifier	1,258.00
10	1	Toa	A-906MK2	mixer/amplifier	572.00
	3	Toa	U-03R	line input module	
	1	Toa	MB-25B	rack mount	
11	1	Toa	DX-0808	matrix audio mixer	2,356.00
12	1	Tascam	112 MKII	audio cassette deck	759.00
13	1	Lectrosonics	DCS W/M150	wireless microphone system	1,024.00
14	1	Crown	LM-300A	gooseneck microphone	205.00
15	1	Rane	ME-30B	single channel equalizer	334.00
16	1	Rane	ME-15B	dual channel equalizer	343.00
17	6	Soundolier	FC104-T47	ceiling speaker	156.00
Control					
18	1	AMX	IRCS	integrated remote control system	9,419.00
	1	HB/Custom		control system programming	
Miscellaneous					
19	1	APC	LR-1250	unswitched power supply	216.00
20	1	HB/Custom		rack auxiliary input/output panel	250.00
21	2	Middle Atlantic	MRK 44-26	equipment rack	1,496.00
	1	Middle Atlantic	SP 44-267	side panels (pr.)	
	2	Middle Atlantic	MW-VT	vented top	
	2	Middle Atlantic	CBS-MRK-26	caster base	

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Item #	Qty	Manufacturer	Model	Description	Total
Furnish Only - Installation By Others					
22	1	Stewart Filmscreen	Model A	electric projection screen	2,313.00
23	6	Soundolier	E-410	ceiling speaker enclosure	156.00
	6	Soundolier	51-4	ceiling speaker grille	
24	2	Pivotelli		monitor ceiling mount bracket	500.00
PIU/Training Room Equipment Total					\$61,789.00

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Item #	Qty	Manufacturer	Model	Description	Total
Headend System					
1	7	Sony	TU-1041	tuner	\$3,318.00
	7	Middle Atlantic	Sony ears 2	rack mount	
2	7	Extron	System 4LDex	switcher w/ scan doubler	19,691.00
3	1	Pesa		video matrix switcher	102,478.00
4	1	Blonder Tongue		RF distribution system	62,021.00
5	1	Sony	PVM-20N1U	monitor	1,180.00
	1	Sony	SLR-103A	rack mount	
6	10	Middle Atlantic	MRK 44-26	equipment rack	8,450.00
	10	Middle Atlantic	SP 44-267	side panels (pr.)	
	10	Middle Atlantic	MW-VT	vented top	
	10	Middle Atlantic	CBS-MRK-26	caster base	
Headend System Equipment Total					\$197,138.00

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MASTER RECAPITULATION OF COST

Room	Equipment	Engineering	Pre Installation	Installation	Taxes	G&A	Total
Emergency Operations Center	\$670,419.00	\$41,600.00	\$19,000.00	\$151,500.00	TDB	\$22,500.00	\$905,019.00
Mayor's Conference Room	\$142,084.00	7,700.00	3,800.00	30,300.00	TDB	4,500.00	\$188,384.00
Mayor's Suite	\$28,059.00	1,600.00	1,500.00	6,500.00	TDB	900.00	\$38,559.00
Commissioner's Suite	\$52,401.00	3,000.00	1,500.00	12,000.00	TDB	1,800.00	\$70,701.00
Watch Command	\$42,904.00	2,300.00	1,100.00	9,000.00	TDB	1,350.00	\$56,654.00
Press Room	\$190,258.00	10,000.00	5,000.00	39,300.00	TDB	5,850.00	\$250,408.00
PIU/Training Room	\$61,789.00	3,000.00	1,100.00	12,100.00	TDB	1,800.00	\$79,789.00
Headend System Equipment Total	\$197,138.00	10,000.00	4,200.00	42,400.00	TDB	6,300.00	\$260,038.00
Total	\$1,385,052.00	\$79,200.00	\$37,200.00	\$303,100.00	TDB	\$45,000.00	\$1,849,552.00

2nd Year Service Contract: \$59,500.00

Standard Hourly Rate: \$75.00

Overtime Rate: \$112.50

Emergency Rate: see above

PII