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Makers of Relm and BK Radio

August 5, 2013

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Subject: Solicitation #SAQMMA12R0137

Dear Mr. Wissman:

Congratulations to you and your evaluation team's decision to purchase Kenwood over the RELM Wireless superior product. You have truly decided on an inferior product and I'll explain why in a moment.

I apologize for the sarcasm, but I am both disappointed and disturbed by the way RELM was treated during your evaluation process. It was very evident to me while watching my team struggle through your process that RELM was an unwelcome nuisance standing in the way of your pre-disposed decision to stay with the Kenwood product that you have been using for the past five years.

Repeated requests (through my team) to meet with you and State Department's Leadership so I could personally speak to RELM's unique Value Proposition were met with bureaucratic straight-arming.

I dare say you will never have the opportunity to meet with the President of Kenwood or any other L.M.R. provider, a testament to RELM's commitment to stand behind its product and be an integral supply chain partner to the State Department while delivering a level of customer service that far exceeds all of the competition.

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Here stands a U. S. manufacturer, probably the last U. S. manufacturer of APCO P-25 mission critical land mobile radio products (Motorola, the market leader, builds their product offshore).

But, you and your team decide to choose an inferior product from a foreign manufacturer. Manufacturing in Japan is truly toasting this \$70 million win while you drive the nails in the coffin of U. S. manufacturing!! Good job!!

You know, Bob, back in 1972 when I was a sophomore in college this great nation slipped to a 49% manufacturing economy while the service industry grew to 51%.

Since that sad day in 1972 manufacturing in the United States continued to shrink for lots of reasons; some good and some bad.

I have spent my 40 years in business with eight companies; the last 15 years with RELM trying to fight this tide of national disgrace. In many respects I feel like the last dinosaur of manufacturing.

We, at RELM, have dedicated our lives to designing and building world class radios targeting the RF specifications of the market leader and delivering a superior product at a third of their price...not an easy task I assure you.

Did anyone on your team evaluate THAT!? I doubt it, if they had you would know the value RELM could deliver.

RELM passed 340 of your 342 technical points and guaranteed that if chosen we would deliver the two points of non-compliance. The two issues of non-compliance had nothing to do with the "world class specifications" of our RF performance. The two issues "State" was critical of would have been easily addressed if an order was forthcoming.

The only reason RELM did not have these two issues addressed is that no other customer has ever required these items.

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RELM is proud of its ability to listen to its customers and quickly respond to their needs. This is one of our strengths, a strength that I doubt your foreign choice can equal.

Bob, a fact you might not have been aware of is RELM's service to the broad base of end users in the APCO P-25 digital market. RELM introduced its first APCO P-25 digital products in 2003 when the average selling price of this technology was \$5,000 to \$7,000 a unit. RELM made a commitment to its federal customers in the Department of Interior and the Forest Service to deliver this technology at \$1,000 per unit. We listened and we responded...much to the anguish of our competition; Kenwood, being one of them.

Bob, my frustration originates from the duplicitous messages that originate from the Federal Government. On one hand the President and Congress talk about supporting products that are made in America and that small business support is the engine of job creation to build a strong economy

BUT...

The Federal Bureaucracy simply ignores these platitudes and misuses our taxpayer revenue to buy foreign products while nothing but lip service is given to supporting small businesses.

Bob, a growing population of very talented youth are graduating today with no future awaiting them because we don't have jobs in manufacturing to offer them. RELM could have created jobs in the U. S. if it would have won this prestigious contract.

So as you grow older and you contemplate the fate of our nation and bemoan the fact that nothing is made here anymore, know that poor decisions like this one contribute to the demise of our great nation and a nation in decline will not be able to support its over bloated government.

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You end your August 1st note to Pete Rogell thanking RELM for our participation with a hope that we will continue to respond to your requirements...may I ask what they might be?!

Bob, please be aware, I do intend on distributing this memo to a wider audience in the hope that future decisions might be wiser.

As usual, I stand ready to meet any time, of course the pressing question would be, what good would it do?! What problem could we solve?

Sincerely,

RELM Wireless Corporation

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