



# ford audio-video

December 4, 2007

John D. Stephen, CPPO CPPB - Senior Buyer  
Purchasing and Risk Management  
215 North Mason Street  
Fort Collins CO 80524

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RE **Bid No 6073 – Northside Aztlan PA/Sound System**

Dear Mr. Stephen

It is with regret that Ford Audio Video (FAV) must decline to bid on the specified list of equipment for this project. After reviewing the proposed equipment list and visiting the site, it has been determined that the specified equipment is not sufficient to meet the needs of the facility. We simply cannot commit to installing a system that will not adequately support those needs.

As a design-build company with a 34 year history of professional design and installation of commercial grade audio and video systems in a number of applications, FAV is fully equipped to handle all of your needs, and we hope to remain in consideration for this project. If selected, we will be happy to revisit the site with one of our qualified engineers to design and specify a quality system that will meet your expectations well into the future, all with your budget in mind. Every FAV installation is performed by trained staff, many of whom are Certified Technology Specialists by InfoComm, the AV industry watch-dog. And our installations include a one year warranty with additional years available to purchase.

If you have any questions about our services, please don't hesitate to call or email me directly. I look forward to hearing from you regarding this opportunity and any future needs.

Sincerely,

Bill Dawson  
Sales Estimator

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