	1.0 DIGITAL VIDEO CAMERAS	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
1.1	Canon	2%		5%	5%				16%	5%	10%	
1.2	Grass Valley	10%				24%				5%	10%	
1.3	JVC			5%		10%					10%	
1.4	Marshall Electronics	11%	20%	18%		25%	15%	7%	16%	15%	12%	5%
1.5	Panasonic	6%	10%	10%		10%			12%	12%	12%	5%
1.6	Samsung											5%
1.7	Sony	5%	13%	20%			15%		10%	18%	11%	10%
1.8	Vaddio	18%	20%	20%	15%	21%	18%	20%		15%	18%	15%
Write-In	AVER	6%					7%					
Write-In	BIRDDOG	10%										
Write-In	HUDDLY	15%	16%									
Write-In	PTZ OPTICS	17%		14%								10%
Write-In	LUMENS	25%		40%								
Write-In	LOGITECH		10%									
Write-In	HUDDLECAM		17%									
Write-In	JABRA		8%									
Write-In	BLACK MAGIC DESIGN					11%						
Write-In	PANASONIC PTZ CAMERAS					10%						
Write-In	1BEYOND			7%			5%					
Write-In	QSC			30%			30%					
	1.0 DIGITAL VIDEO CAMERA Lenses	ACP CREATIVIT	ARROW AUDIO INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount				
1.1	Canon	2%		5%		5%	10%					
1.2	Grass Valley				10%	50/	15%					
1.3	11/0				1070	5%	15%					
	JVC				10%	5%	10%		-			
1.4	Marshall Electronics	11%	20%			5%		5%	•			
-		11% 6%	20%		10%	5%	10%	5% 5%				
1.5	Marshall Electronics		20%		10% 25%		10% 10%					
1.5 1.6	Marshall Electronics Panasonic		20%		10% 25%	5% 	10% 10%	5%				
1.5 1.6 1.7	Marshall Electronics Panasonic Samsung	6%	20%	15%	10% 25%	5% 	10% 10% 10%	5% 5%				
1.5 1.6 1.7 1.8	Marshall Electronics Panasonic Samsung Sony	6% 	20%	15%	10% 25% 5%	5% 	10% 10% 10%	5% 5% 10%				
1.5 1.6 1.7 1.8 Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio	6% 5% 18%	20%	15%	10% 25% 5%	5% 	10% 10% 10%	5% 5% 10%				
1.5 1.6 1.7 1.8 Write-In Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER	6% 5% 18% 6%	20%	15%	10% 25% 5%		10% 10% 10%	5% 5% 10%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG	6% 5% 18% 6% 10%	20%	15%	10% 25% 5%		10% 10% 10%	5% 5% 10%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY	6% 5% 18% 6% 10% 15%	20%	15%	10% 25% 5%		10% 10% 10%	5% 5% 10% 15%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS	6% 5% 18% 6% 10% 15% 17%	20%	15%	10% 25% 5%		10% 10% 10%	5% 5% 10% 15%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN	6% 5% 18% 6% 10% 15% 17% 25%			10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC	FULL COMPASS SYSTEMS	PRO SOUND, INC.	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In Item	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name:	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC % Discount	FULL COMPASS SYSTEMS % Discount	PRO SOUND, INC. % Discount	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In Item	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC	FULL COMPASS SYSTEMS	PRO SOUND, INC.	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.51.61.71.8Write-InWrite-InWrite-InWrite-InWrite-InItem1.12.12.2	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon Samsung	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC % Discount 2%	FULL COMPASS SYSTEMS % Discount	PRO SOUND, INC. % Discount 6%	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.51.61.71.8Write-InWrite-InWrite-InWrite-InWrite-InItem2.12.22.3	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon Samsung Sony	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC % Discount 2% 2%	FULL COMPASS SYSTEMS % Discount	PRO SOUND, INC. % Discount	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.51.61.71.8Write-InWrite-InWrite-InWrite-InWrite-InItem2.12.22.3	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon Samsung	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC % Discount 2%	FULL COMPASS SYSTEMS % Discount	PRO SOUND, INC. % Discount 6%	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				
1.51.61.71.8Write-InWrite-InWrite-InWrite-InItem1tem2.12.22.3Write-In	Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon Samsung Sony	6% 5% 18% 6% 10% 15% 17% 25% ACP CREATIVIT LLC % Discount 2% 2%	FULL COMPASS SYSTEMS % Discount 30%	PRO SOUND, INC. % Discount 6%	10% 25% 5% 21%		10% 10% 10%	5% 5% 10% 15%				

2.1	Canon	2%	25%	10%								
2.2	Samsung											
	Sony	2%		5%								
WRITE-IN		2%										
	2.0 DIGITAL STILL CAMERAS Lens	ACP CREATIVIT	PRO SOUND, INC.									
Item	Manufacturer Name:	% Discount	% Discount									
2.1	Canon	2%	12%									
	Samsung											
	Sony	2%	8%									
WRITE-IN		2%										
	2.0 DIGITAL STILL CAMERAS Other accessories	ACP CREATIVIT	PRO SOUND, INC.									
Item	Manufacturer Name:	% Discount	% Discount									
	Canon	2%	5%									
	Samsung											
2.3	Sony	2%	8%									
WRITE-IN	NIKON	2%										
	3.0 CAMERA ACCESSORIES (Cases, tripods, arms/brackets/bars, etc)	ACP CREATIVIT	CONFERENCE TECHNOLOGIES INC.	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY					
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount					
3.1	Anton Bauer	5%	15%			13%						
3.2	Manfrotto	20%		21%	5%	10%		1				
3.3	Sachtler	5%	25%			13%						
Write-In	SKB	45%										
Write-In	PROMASTER	20%										
Write-In	PORTA-BRACE	5%										
Write-In	PELICAN	5%										
Write-In	CARTONI	5%										
	JELCO	570					5%					
Write-In	JABRA						5%					
Write-In	VADDIO ACCESSORIES		18%				570					
write in	4.0 AV Production Equipment (Switchers,					CONFERENCE		FEARING'S				
	Processors, Recorders, etc)	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS		PRO SOUND,	BLUUM
	····,···,	LLC	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
4.1	AJA Video	5%		10%		18%			15%	5%	15%	10%
4.2	Blackmagic Design	5%		5%		11%		5%	5%	10%	10%	15%
4.3	Broadcast Pix			10%							10%	5%
4.4	Chyron			10%		5%						
	Data Video	7%	12%			15%		10%		6%	11%	5%
	Ensemble Designs - Avenue	1%		10%		18%						
	Ensemble Designs - Brighteye	1%		10%		18%					5%	
	Evertz			12%		18%				5%		
4.9	Grass Valley	10%		10%		24%				5%		
4.10	Harris											
4.11				10%		10%					12%	
	Kramer Electronics	30%	35%	35%	38%	24%	30%		30%	30%	20%	35%
	Roland	15%	18%	10%		15%	15%		15%		15%	
	Ross Video	10%		10%		25%				5%	20%	
	Sony	10%	13%	15%		12%				5%	12%	10%
	ATEN	25%	10/0	10/0		12,0				3,0	12/0	
wille-III		23/0										

			-	FRICING	AND DISCOUN	IS PER VEINDUR	·					
Write-In	ATLONA	20%										
Write-In	NEWTEK	10%										
Write-In	ROLAND	10%										
Write-In	LEIGHTRONIX	5%		5%								
Write-In	TVONE		20%									
Write-In	NEWTEK					15%						
Write-In	NETGEAR	25%										
Write-In	PANASONIC	5%										
Write-In	HOLLYLAND	2%										
Write-In	MARSHALL ELECTRONICS	15%				+						
	VADDIO	1370					1.00/			<u> </u>		
Write-In						CONFERENCE	18%	FEARING'S				
	5.0 TVs (LCD, LED, Plasma) Prof/Industrial/Commercial Grade	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM
tem	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discour
5.1	LG	12%	12%	16%	20%	17%	10%	12%		4%	17%	15%
	NEC	15%	16%	20%	20%	1%		14%		15%	21%	10%
	Panasonic	18%	19%	18%	25%	24%		14%	16%	15%	19%	12%
	Planar	10%	10%	12%	22%	8%	10%	10%		10%		15%
	Samsung	15%	20%	25%	20%	41%	20%	15%		18%	20%	25%
	Sharp	26%	17%	20%	28%	23%	20%	14%		20%	17%	20%
	Sony	15%	6%	16%	18%	17%	15%	14%		15%	17%	15%
	NEWLINE	35%	070	22%	10/0	1770	13/0	10%		13/0	10/0	1370
Nrite-In			170/			<u> </u>						
Nrite-In	VIEWSONIC	15%	17%	24%								
Nrite-In	SEURA	10%	2524	2524								
Write-In	PHILIPS		25%	25%								
	5.0 TVs (LCD, LED, Plasma) Consumer Grade	ACP CREATIVIT	ONE DIVERSIFIED	PRO SOUND, INC.								
ltem	Manufacturer Name:	% Discount	% Discount	% Discount								
5.1	LG		4%									
5.2	NEC		10%									
5.3	Panasonic		10%									
	Planar		10%									
	Samsung		10%	8%								
	Sharp		10%	0/0								
	Sony		10%	5%								
Write-In	NEWLINE		10/0	570								
	VIEWSONIC											
Write-In		1.00/										
Write-In	SEURA	10%			CONFERENCE	·	FEARING'S		,,			
	6.0 Test Equipment	ACP CREATIVIT	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	
tem	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
6.1	Crestron	40%	40%	46%	45%	42%	40%		41%	44%	40%	
	Harris											
	Kramer Electronics	30%	30%	38%	24%			28%	30%	20%	35%	
	Tektronix				10%					10%		
	Extron	45%	42%	45%	47%	42%	40%		40%	41%	43%	
Write-In	HALL RESEARCH	-570	25%	+370	7770	7270	4070		4070	41/0	-370	
	TELESTREAM		23%		1.0%							
Write-In	7.0 Blu-Ray Players, Recorders & Streamers	ACP CREATIVIT		AVI SYSTEMS	10% AVI-SPL LLC	CONFERENCE TECHNOLOGIES	EPA AUDIO	FEARING'S AUDIO VIDEO	ONE DIVERSIFIED	PRO SOUND,	BLUUM	
		LLC	INC.	INC.			VISUAL, INC.	0.000	DIVERSIFIED	INC.	TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	INC. % Discount	% Discount	SECURITY % Discount	% Discount	% Discount	% Discount	

7.1	Dener	F0/	00/					150/	00/	120/	150/	1
	Denon JVC Pro	5%	8%	15%	16%	20%	18%	15%	8%	13%	15%	
						10%			4.000			
	Samsung	-			-				18%			
-	Sharp											
	Sony	5%			16%	15%	5%				10%	
	Tascom	5%	29%	19%		22%	20%			10%		
Write-In	EXTRON						42%					
	8.0 DVD Players (multiformat, stand alone,	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	PRO SOUND,	BLUUM				
	combo and/or recorders)	INC.	AVI-SPL LLC	TECHNOLOGIES INC.	VISUAL, INC.	AUDIO VIDEO SECURITY	INC.	TECHNOLOGY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount				
	Denon	15%	16%	20%	18%	15%	10%	15%				
	JVC	1370	10/6	10%	10/0	1370	1070	1370				
	Samsung			10%								
			16%		F.0/		1.00/	10%	-			
	Sony	400/	10%	229/	5%		10%	10%				
-	Tascam	19%		22%	20%		10%					
Write-In	LG			18%		CONFEDENCE		FEADINICIC				1
	9.0 Document Cameras/Projectors	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
-	Avermedia	8%	9%	13%					10%	12%	15%	
-	Lumens	30%	30%	40%		42%		35%	10%	39%	35%	
-	Qomo			30%		30%				28%		
	Elmo	28%		30%		30%	28%	15%	15%		20%	
	Vaddio	18%	20%	21%	15%	21%	20%	20%	15%	18%	15%	
	Wolf Vision	8%	10%	13%	15/0	15%	20/0	2070	20%	10/0	20%	
Write-In	HOVERCAM	20%	15%	15%		15/0			20/0		5%	
Write-In	EPSON	2070	1370	7%							570	
Write-In	ELMO OX SERIES			770		15%						
WHILE-III	10.0 Audio Amplifiers, Mixers, Processors &	-				CONFERENCE		FEARING'S				
	Related	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
10.1	AMX	40%	40%		45%	51%		40%		40%	35%	45%
10.2	Biamp	42%	40%	40%	40%	45%	38%	45%		35%	37%	40%
10.3	Bogen	40%		45%	40%						37%	45%
	Bosch	32%		35%						30%	36%	30%
-	Clearone	22%	25%	25%		28%				30%		20%
10.6	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
-	Crown	40%	40%	40%	35%	48%	35%	40%	30%	40%	34%	35%
	EAW	25%				35%					28%	30%
	Electrovoice	30%				32%				30%	25%	30%
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	40%
	Kramer Electronics	30%	35%	35%	38%	24%	-1270	-1070	30%	30%	20%	35%
	Lab Gruppen	23%	25%	25%	3370	26%	22%		5070	30%	2070	30%
	Mackie	10%	2370	10%		18%	2270			5%		13%
10.14		31%	30%	30%	34%	35%	30%	30%	26%	30%	32%	30%
					25%	35%	28%	33%	20%	28%	32%	12%
	Shuro				17%	22%	20%	55%	20%	26%	52%	12%
	Shure	30%	25%	25%	20/0	00/0					1 5 0/	
10.17	Sony	10%			2077					150/	15%	200/
10.17 10.18	Sony TOA	10% 20%	29%	25%		36%	28%		2.0%	15%	25%	30%
10.17 10.18 10.19	Sony TOA Yamaha	10% 20% 15%							26%	15% 15%		30% 20%
10.17 10.18	Sony TOA	10% 20%	29%			36%			26%		25%	

				TRICING		13 PER VENDOR	<u> </u>					
Write-In	ATLAS	22%		35%								
Write-In	DANLEY	20%										
Write-In	ATEN	25%										
Write-In	BSS	40%	40%	40%								
-	LEA PRO		40%									
	BOSE			42%			-					
	JBL			35%								
	LEA			35%								
-	RDL			25%								15%
-				30%								1370
-												
-	SYMETRIX	100/		30%								
	WHIRLWIND	10%										
	CAMBRIDGE SOUND					45%						
Write-In	LECTROSONICS					22%						
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	11.0 Microphone Systems - Wired	LLC	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	INC. % Discount	% Discount	SECURITY % Discount	% Discount	% Discount	% Discount	% Discount
ltem 11.1										76 DISCOUTT		
		32%	30%	35%	48%	42%	29%	40%	30%	4.00/	32%	35%
	Audio Technica	15%	20%	20%	15%	15%	18%		30%	10%	26%	20%
	Califone	30%										25%
-	Clearone	22%	25%	25%		12%				30%		27%
-	Clock Audio	1%		25%		32%				20%		
	Crown	40%	40%		35%	48%		40%		40%	NOW AKG	35%
11.7	Electro-Voice	30%				32%			28%	30%	35%	30%
11.8	Revolabs		23%			15%	23%			15%		20%
11.9	Sennheiser	17%	20%	25%	22%	10%			19%	20%	30%	24%
11.10	Shure	32%	25%	27%	20%	35%	26%	33%	20%	28%	34%	12%
11.11	Sony		13%	25%		15%					15%	
	EARTHWORKS	15%		30%								
-	PANASONIC	5%										
-	BEYERDYNAMIC	570	20%									
-	NUREVA		10%									10%
	AUDIX		10/6	20%								35%
-	BOSCH			30%								5570
	VADDIO			14%	-	-	15%	-				
				1470		22%	1370					
	LECTROSONICS					2270	200/					
Write-In	BIAMP					CONFERENCE	38%	FEARING'S				
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	12.0 Microphone Systems - Wireless	LLC	INC.	INC.	AVI-SPE LLC	INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
12.1		32%	30%	30%	70 Discount	42%	78 D1000 and	40%	30%	70 Discount	30%	35%
	Audio Technica	15%	15%	20%	15%	15%	15%		30%	10%	26%	20%
	Audix	27%	28%	25%	26%	22%	13/0		5070	15%	20%	35%
-	Califone	30%	2070	23/0	2070	22/0				1370	2070	25%
			200/	2594		1.30/				200/		
	Clearone	22%	20%	25%		12%				30%		27%
	Clock Audio			25%		32%				20%		
	Crown	40%			35%	48%		40%		40%	NOW AKG	35%
	Electro-Voice	30%				32%				30%	35%	30%
10.0			23%			22%					5%	10%
	Lectosonics											
	Lectosonics MiPro	37%	30%			43%						50%
12.10		37% 20%									10%	50%

				There is a								
12.13	Sennheiser	17%	20%	15%	22%	10%			32%	20%	31%	24%
12.14	Shure	35%	25%	30%	20%	35%	28%	33%	20%	28%	35%	12%
12.15	Sony					15%					10%	
Write-In	YAMAHA	20%		15%								
Write-In	PANASONIC	5%										-
-	BEYERDYNAMIC		25%									
	BOSCH			35%			-					
	SHURE MICROFLEX WIRELESS			38%								
Write-In	LECTROSONICS			00/0		22%						-
-	FRONT ROW					22/0						5%
Write-In	AUDIO ENHANCEMENT											5%
write in						CONFERENCE		FEARING'S				
	13.0 Audio Speakers & Mounting Hardware	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
13.1	Atlas Sound	22%	30%	36%	36%	40%		30%		10%	34%	35%
13.2	Bogen	40%		43%							40%	43%
	Bose	5%		42%		45%				40%	20%	10%
-	Brown Innovations											38%
-	Community	40%	40%	40%		45%	36%	40%	28%	30%	40%	28%
-	Crestron	40%	40%	40%	46%	45%	42%	40%	23/0	41%	44%	40%
	EAW	25%	1070	30%		35%	1270	10/0	28%	1270	28%	28%
	Electro-Voice	30%		50%		32%			28%	30%	34%	28%
	Extron	45%	40%	42%	45%	47%	42%	40%	20/0	40%	41%	43%
13.10		40%	30%	36%	24%	38%	27%	40%	28%	20%	28%	35%
	Klipsch	4070	3078	25%	2470	40%	2770	4078	2070	2078	2070	3370
	Mackie	10%		10%		18%			28%	5%	15%	11%
		10%	450/						28%	5%		
13.13		2404	45%	45%	2.49/	49%	2004	2024	2024	2024	44%	33%
13.14		31%	30%	29%	34%	35%	30%	30%	28%	30%	32%	30%
	Soundtube	28%	30%	30%		18%	27%	10%		25%		28%
	Tannoy		25%	23%		26%	22%			35%		20%
13.17		20%	29%	30%		36%			20%		29%	30%
	MARTIN AUDIO	25%										
	DANLEY	20%	40%									
Write-In	FULCRUM		30%									
	K-ARRAY		30%									
Write-In	BIAMP			40%								
Write-In	ҮАМАНА					25%						
Write-In	ANCHOR						25%					
	14.0 System Components (Switchers, distribution amps, scalers, converters, power, equipment racks and related)	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Altinex					23%			20%		10%	
	AMX	40%	40%	50%	53%	51%	40%	40%		40%	35%	45%
	Atlona	20%	30%	30%		32%	27%			18%	22%	30%
	Atlas Sound	22%	30%	36%	36%	40%		30%		10%	31%	35%
	Barco	10%	2,270	25%	2.570	24%		20/0		_3/0	27%	12%
	Blackmagic Designs	5%		5%		11%		5%		10%	10%	15%
	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
-	Ensemble Designs - Avenue	1%	-1070	-1070	-1070	18%	-1270	-1070		-11/0	170	-1070
	Ensemble Designs - Avenue Ensemble Designs - Brighteye	1%				18%					5%	
		1/0		25%		18%				5%	15%	
	Evertz	AE0/	40%		459/		120/	409/				120/
14.11	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%

1112	FCD	450/	20%				-	100/	100/	4 50/	120/	450/
14.12		15%	20%	23%		20%		10%	18%	15%	12%	15%
	Furman	38%	40%	38%		50%			32%	14%	40%	35%
	Intelix by Liberty AV Solutions		40%	35%		20%	35%		22%		40%	35%
	Kramer Electronics	30%	35%	35%	38%	24%	30%		33%	30%	20%	35%
	Littlite	32%							30%		12%	
_	Middle Atlantic	45%	45%	43%	37%	50%	38%	35%		35%	42%	40%
	Raxxess											40%
14.20		28%	28%	28%		40%	25%	23%			29%	15%
14.21		20%			23%	24%						
14.22		5%	13%			15%					10%	
14.23	Tripplite	30%	20%	25%	25%	39%				5%	28%	30%
14.24	Winsted	15%				28%					10%	10%
Write-In	ATEN	25%										
Write-In	HALL RESEARCH	20%	25%	25%								
Write-In	INOGENIE	10%										
Write-In	MAGEWELL	10%										
Write-In	JUICE GOOSE	8%										
Write-In	SURGEX	15%										
Write-In	TIGHTROPE	5%										5%
	BRIGHTSIGN	15%										10%
Write-In	LEIGHTRONIX	5%										5%
Write-In	XANTECH	5%										570
Write-In	STARTECH	10%										
Write-In	ZEEVEE	1078	20%									
	VISIONARY SOLUTIONS		23%									1 5 9/
Write-In			23%	450/								15%
Write-In	AVPRO EDGE			45%								
Write-In	GEFEN			30%			2004					
Write-In	QSC			30%			30%					
Write-In	SOUND CONTROL			23%								15%
Write-In	VADDIO			20%								
Write-In	NETGEAR	25%					28%					5%
Write-In	BYTESPEED											5%
Write-In	CABLE CAST											5%
Write-In	LEADER	5%										
Write-In	NEW BLUE	10%										
Write-In	PANASONIC	5%										
Write-In	RIEDEL	8%										
Write-In	AMERICAN TIME CLOCK	5%										
Write-In	CTI CUSTOM SYSTEMS					10%						
	15.0 Accessibility Technology (assisted listening,	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	CONFERENCE TECHNOLOGIES	EPA AUDIO	FEARING'S AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	captioning and related):	LLC	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
15.1	Califone	30%					25%					25%
15.2	Listen Technology	25%	30%	22%	30%	25%		24%	22%	25%	30%	25%
	Sennheiser	15%	25%	30%	22%	10%				20%	31%	24%
	Williams Sound	25%	25%	25%		30%			22%	25%	25%	25%
	WILLIAMS AV	25%										
	16.0 Presentation Tools (lecture recorders and related)	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
16.1	AJA	5%		10%		20%			15%		15%	10%
	Barco	10%	5%			24%	10%			20%	25%	12%
L												

		_			AND DISCOUN			_				
	Blackmagic	5%		5%		11%		5%		10%	10%	10%
	Crestron	40%	40%	40%	11%	45%	42%	40%		41%	44%	40%
	Haivision	5%									2%	
16.6	N Cast	5%		20%								20%
	Sonic Foundry	5%		20%						5%		10%
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
Write-In	HOVERCAM Eglass			2%								
Write-In	LUMENS			40%								20%
Write-In	MATROX			10%								
	17.0 Signal Amplification, Distribution & Fiber Transmission	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
17.1		5%		10%		20%			15%		15%	10%
	Black Box	10%				15%					23%	10%
	Crestron	40%		40%	46%	45%	42%	40%		41%	44%	40%
	Ensemble Designs - Avenue	1%				18%						
-	Ensemble Designs - Brighteye	1%				18%					5%	
	Evertz			12%		18%				5%		
17.7	Grass Valley	10%				24%				5%	10%	
17.8	Harris	5%										
17.9	Kramer	30%	35%	35%	38%	24%	30%		28%	30%	20%	35%
17.10	Ross	10%				25%				5%	20%	
17.11	AMX	40%	40%	50%	53%	51%	40%	40%		40%	35%	45%
17.12	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
17.13	Biamp	42%	40%		40%	45%	38%	40%		35%	39%	40%
Write-In	HALL RESEARCH	20%										
Write-In	ZEEVEE	20%										
Write-In	ATLONA	20%					27%					
Write-In	ATEN	25%										
Write-In	AVPRO EDGE			45%								
Write-In	CABLES TO GO			40%								
Write-In	LIBERTY			40%								
Write-In	TRIPPLITE			25%								
Write-In	SOUND CONTROL			23%								-
	RIEDEL	8%										
Write-In	CISCO											10%
	18.0 Cables & Connectors	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
18.1			40%	50%	45%	51%			40%	35%	45%	
	Belkin									10%	5%	
	Cables To Go	30%	40%	30%		48%	38%		12%	30%	35%	
18.4	Comprehensive		23%	35%		10%			5%	18%	36%	
	Crestron	40%	40%	40%	46%	45%	42%	40%	41%	44%	40%	
	Extron	40%	40%	42%	45%	47%	42%	40%	40%	41%	43%	
18.7	Liberty	40%	40%	40%		15%	38%		20%	40%	35%	
Write-In	BELDEN	5%		10%		5%						
Write-In	GEFEN			30%								
Write-In	WEST PENN					5%						
Write-In	LINKUSA	5%										
Write-In	СССР	30%										
Write-In	CANNARE	5%										

						13 FER VENDOR	•					1
Write-In	TRIPPLITE	15%										
Write-In	WHIRLWIND	5%										l
Write-In	TECHLOGIX											
	19.0 Video Projectors - Portable (all types)	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
19.1	BenQ	5%	20%			22%					11%	15%
19.2	Canon		18%	25%		35%					24%	10%
19.3	Casio											
19.4	Christie		28%	32%		18%				25%	10%	10%
19.5											24%	15%
	Epson	7%	10%	2%		10%	7%	5%	12%	22%		20%
	Hitachi		40%			50%	.,.					
	Infocus		1070			50/0						
19.9		40%	25%	44%		1%		35%		15%	35%	30%
	Optoma	4078	35%	44%		40%		5570		1370	10%	15%
	Panasonic	36%	30%	36%		37%		43%	40%	20%	40%	30%
			50%		220/	5/%	409/					
19.12		36%		40%	33%		40%	30%	28%	25%	28%	15%
Write-In		25%			201	4.004						
Write-In	EPSON BRIGHTER FUTURES				3%	10%		FEADINGIC				
	20.0 Video Projectors - Fixed (all types)	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
20.1	Barco	10%	18%	20%		24%				20%	28%	5%
20.2	BenQ	5%	20%			22%					25%	15%
	Canon		18%	25%		35%					25%	10%
-	Casio											
20.5			18%	32%		18%				25%	30%	10%
20.6											20%	15%
	Epson	15%	10%	2%		10%	37%	5%	16%	22%	20/0	20%
	Hitachi	1370	40%	270		50%	3770	370	10/0	22/0		2070
20.8			4078			5078						
20.9	NEC	200/	270/	38%		10/		250/		1 5 0/	200/	30%
		30%	27%			1%		35%		15%	36%	
	Optoma Danacania	470/	39%	40%		40%		430/	409/	209/	10%	15%
	Panasonic	47%	40%	48%	220/	40%	400/	43%	40%	20%	30%	30%
20.13		38%	38%	42%	33%	45%	40%	30%	30%	25%	41%	15%
Write-In	VIEWSONIC	25%	45-1									
Write-In	VIVITEK		15%									
Write-In	DIGITAL PROJECTION			15%								
Write-In	LG			15%								
Write-In	EPSON BRIGHTER FUTURES				3%	10%						
	21.0 Video Projectors - LAMPS (all types)	ACP CREATIVIT	ARROW AUDIO INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY			
ltem	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount			
	BenQ				9%			5%	5%			
	Canon		22%		28%			30%				
	Christie		10%		18%		25%	14%	5%			
21.4								24%	5%			
	Epson		10%		10%	10%	22%	24%	20%			
	Hitachi		50%		60%	20/0	22/0	2470	20/0			
	Infocus		5576		0070							
21.7	iniocas											

21.3Number														
21.10 point 10% 10% 13% 10% 20% 30% 10% 21.11 presson 10 10% 10% 10% 20% 35% 10% 21.13 presson 10% 10% 10% 20% 10% </td <td></td>														
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Description Des	21.10	Optoma		10%		15%				10%				
1) Solver50%50%10%70% <td>21.11</td> <td>Panasonic</td> <td>15%</td> <td>10%</td> <td></td> <td>15%</td> <td></td> <td>20%</td> <td>15%</td> <td>30%</td> <td></td> <td></td> <td></td>	21.11	Panasonic	15%	10%		15%		20%	15%	30%				
where and baseindex	21.12	Sharp												
2060060080				10%	18%	15%	10%	25%	12%	15%				
203040400<	Write-In	BARCO							20%					
122.1and cons5%5%5%5%5%5%122.2Inkie110%<						AVI-SPL LLC	TECHNOLOGIES		AUDIO VIDEO					
12220m10m2	Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount		% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
12.210%			5%	20%								15%	5%	
1224 1225 1226 12210 1236				29%			28%					22%		
12.5 ppon 15% 0.0% 25% 10% 10% 10% 10% 10% 20% 12%<	22.3	Christie		10%	10%		18%				25%	15%	5%	
122.bIntroductor148%100100% <td>22.4</td> <td>Eiki</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>20%</td> <td>5%</td>	22.4	Eiki										20%	5%	
122.2 Information Image	22.5	Epson	15%	10%	25%		10%	10%		12%	22%	18%	20%	
12.2.8 Mitabiolith Image	22.6	Hitachi		48%			60%							
122.0 NC 10% 10% 10% 13% 13% 13% 10% 30% 121.10 Pansonic 15% 13% 10% 5% 10% 10% 20% 20% 121.13 Sharp 1 11% 10% 10% 5% 10% 10% 20% 20% 221.13 Sharp 1 11% 10% 10% 18% 8% 10% 6% 16% 25% 14% 15% 221.13 Sharp 1 11% 10% 10% 18% 8% 10% 6% 16% 25% 14% 15% 15% 15% 16% 25% 14% 15% 15% 15% 16% 6% 16% 25% 14% 15% 15% 16% 16% 16% 16% 16% 16% 16% 15% 16% 16% 16% 16% 16% 16% 16% 16% 16% 16% 16%<	22.7	Infocus												
122.10 Optima Image: constraint of the second seco	22.8	Mitsubishi												
22.10 Optiona 1 45% 1 55% 1 1 0 00% 00% 22.11 Parsonic 15% 10% 10% 15% 10% 00% <t< td=""><td></td><td></td><td>10%</td><td>10%</td><td>10%</td><td></td><td>1%</td><td></td><td>5%</td><td></td><td>15%</td><td>11%</td><td>30%</td></t<>			10%	10%	10%		1%		5%		15%	11%	30%	
12:11 Panasonic 15% 18% 10% 5% 15% 20% 20% 30% 22:13 Swp 11% 10% 10% 18% 8% 10% 6% 16% 20% 20% 30% 21:13 Swp 11% 10% 10% 18% 8% 10% 6% 16% 25% 14% 15% 15% 15% 15% 16% 25% 16% 16% 25% 16% 16% 16% 16% 15% 16% 16% 16% 16% 15% 16%<														
12.12 Sharp Image			15%		10%				15%	16%	20%	20%		
12:33 Sory 11% 10% 10% 19% 8% 10% 6% 16% 25% 14% 15% Write-In VIVTEK 15% 16% 15% 16% 15% 16% 15% 16% 15% 16% 15% 16%														
Write-in Write-in Write-in ReACO15%10%<			11%	10%	10%	18%	8%	10%	6%	16%	25%	14%	15%	
Write-in Write-in Write-in Write-in Max Max <td></td> <td></td> <td></td> <td>10/0</td> <td>10/0</td> <td>10/0</td> <td>0,0</td> <td>10/0</td> <td>0,0</td> <td>10/0</td> <td>2070</td> <td>2170</td> <td>1070</td>				10/0	10/0	10/0	0,0	10/0	0,0	10/0	2070	2170	1070	
Write-in BARCO Inc	-		13/0											
Write-in DiGTAL PROJECTION Offer AL PROJECTION O	-				25%									
Z3.0 Interactive Displays (whiteboards and related) APC CREATIVIT LLC ARROW AUDIO INC. AVI SYSTEMS INC. CONFERENCE EERNOLOGIES PEA AUDIO VISUAL, INC. ONE DIVERSIFED PNO SOUND, INC. BLUUM TECHNOLOGY 123.1 BenQ 25% 20% % Discount % Discoun	-													
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25.1	Da-Lite	30%	30%	30%	40%	33%	35%	33%	28%	27%	35%	15%
25.2	Draper	25%	30%	30%	33%	35%		30%		20%	15%	25%
25.3	Hamilton Buhl											
25.4	Stewart			20%								
	Screen Innovations	20%		30%								15%
	26.0 Mounting Hardware	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
26.1	Chief	38%	40%	40%	45%	35%	35%	32%	20%	30%	36%	25%
26.2	Display Devices	10%				22%						
26.3	Extron	45%	40%	42%	45%	47%		40%		40%	41%	43%
26.4	Peerless	40%	35%	42%		45%	38%		26%	25%	39%	35%
26.5	Premier	30%	38%	40%		45%				45%		35%
26.6	Middle Atlantic	45%	45%	43%		50%	35%			35%	40%	30%
Write-In	RAXXESS											
Write-In	HECKLER	8%										
Write-In	B-TECH		30%									
Write-In	ESI		50%									
Write-In	AVTEQ			35%								
Write-In	FSR			12%								
Write-In	TRIPPLITE			23%								
Write-In	PEERLESS KIOSK MOUNTS			2070		20%						
Write-In	GATOR	20%				2070						
Write-In	BSC											5%
	27.0 Room Controls	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
27.1	AMX	40%	40%	50%	53%	51%	40%	40%	40%	35%	45%	
27.2	Crestron	40%	40%	40%	11% / 46%	45%	42%	40%	41%	44%	40%	
27.3	Extron	45%	40%	42%	45%	47%	42%	40%	40%	41%	43%	
27.4	Atlona	20%	30%	30%		32%			18%	19%	30%	
27.5	RTI										20%	1
Write-In	QSC	30%		30%			30%					1
Write-In	URC	1%										1
Write-In	EVOKO										5%	1
	28.0 AV Related Furniture (Lectern, carts and related)	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	

14		0/ Discount	0(Discount			IS PER VEINDOR		0/ Discount	0/ Discount	0 Discount	0 Discount	1
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	-
	AVTEQ	20%	30%	20%	400/	40%	2004		270/	25%	30%	-
	Da-Lite	30%	30%	100/	40%	33%	28%	100/	27%	25%	15%	
	Middle Atlantic	45%	45%	40%	37%	50%	38%	40%	35%	38%	30%	
	Spectrum	45%	45%	48%	25%	50%	35%	36%	45%	15%	40%	
	Video Furniture International (VFI)	30%	40%	NOW AVFI	25%		28%	36%	35%	15%	35%	
	AVFI			35%								
	MARSHALL			30%							10%	
Write-In	SALAMANDER DESIGN			10%								
Write-In	WINSTED	15%		15%								
Write-In	AVTEQ - MOTORIZED DISPLAYS					15%						
Write-In	AVF					46%						
Write-In	IAV FURNITURE					40%						
Write-In	LUND HALSEY	15%										
Write-In	MOORECO										25%	
	29.0 Wireless Presentation Devices	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
-	Crestron	40%	40%	40%	46%	45%	42%	40%	41%	44%	40%	1
-	Extron	45%	40%	42%	45%	47%	42%	40%	40%	41%	43%	
	Barco	10%	10%	5%	15%	21%	10%	14%	20%	11%	20%	
29.3		10%	10%	570	1370	1%	1070	1470	2070	25%	2070	
	Mersive	18%	1078	17%		21%	15%	18%	10%	10%	17%	
	Kramer	30%	35%	35%	38%	21%	30%	10/0	30%	20%	35%	
					38%		30%		30%			
	Atlona	20%	30%	30%		32%				27%	30%	
	WOLFVISION CYNAP	10%										
-	PANASONIC	5%										
	POLY			35%								
	T1V			5%								
Write-In	WOLFVISION			5%					15%		20%	
Write-In	MERSIVE SUBSCRIPTION LICENSE					10%						
Write-In	BENQ					35%						
Write-In	YEALINK	15%										
Write-In	AIRTAME						5%					
	30.0 Room Scheduling Panels	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
30.1	Crestron	40%	40%	40%	11%	45%	42%	40%	41%	44%	40%	
Write-In	EXTRON	45%		42%		47%	42%					
Write-In	VISIX	5%		5%							10%	
Write-In	LOGITECH	10%		12%								
-	AMX			50%		51%		40%				1
-	ATLONA			30%								1
-	EVOKO			5%								1
	STEELCASE			40%								1
	31.0 Ceiling Microphones	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
31.1	Shure	25%	25%	20%	28%	34%	26%	18%	20%	28%	24%	23%
31.2	Sennheiser	17%	20%	40%	35%	10%			18%	20%	40%	24%

31.4										
	Earthworks		20%							
31.5	Audio Technica	15%	20%	25%		15%	18%			10%
31.6 Ace Backstage						33%				
rite-In	BIAMP	42%			40%		38%			
ite-In	NUREVA	5%		5%						
rite-In	CLEARONE			27%						
rite-In	SONY			15%						
rite-In	STEM AUDIO			15%						
rite-In	VADDIO			15%			15%			
/rite-In	УАМАНА			20%			1370			
viite-iii					CONFERENCE		FEARING'S			
				AVI SYSTEMS	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	ONE	PRO SOUND,	BLUUM
	32.0 Direct Video LED	LLC	INC.	INC.	INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	TECHNOLOGY
em	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Samsung	5%	23%	25%	41%	25%		18%	28%	10%
32.2	-	2%	24%	25%	18%	10%		10%	15%	10%
	Sony	2%		15%	18%	14%		25%	10%	5%
rite-In	DAKTRONICS	5%		14%	20/0	- //0		2070	2070	5%
rite-In	SNA	5%		14/0						570
rite-In	ABSEN	570	32%			20%	30%			
ite-In	PHILIPS		25%			20%	30%			
	BARCO		2370	16%						
rite-In				16%						
ite-In	DESIGNLED									
ite-In	NEC	-		5%						
	PLANAR					10%				
/rite-In	MAXHUB						28%			10%
/rite-In /rite-In	PRIMEVIEW						28%		18%	
/rite-In /rite-In									18%	10%
rite-In rite-In	PRIMEVIEW	ACP CREATIVIT	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	BLUUM	18%	
rite-In rite-In	PRIMEVIEW NANOLUMENS	ACP CREATIVIT LLC	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO	BLUUM	18%	
ite-In ite-In ite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions	LLC	INC.		TECHNOLOGIES INC.	VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	TECHNOLOGY	18%	
ite-In ite-In ite-In m	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name:	LLC % Discount	INC. % Discount	AVI-SPL LLC % Discount	TECHNOLOGIES	VISUAL, INC. % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount	TECHNOLOGY % Discount	18%	
ite-In ite-In ite-In m ite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech	LLC % Discount 12%	INC.		TECHNOLOGIES INC.	VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY % Discount 5%	TECHNOLOGY	18%	
ite-In ite-In ite-In m ite-In ite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha	LLC % Discount 12% 10%	INC. % Discount		TECHNOLOGIES INC.	VISUAL, INC. % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount	TECHNOLOGY % Discount	18%	
rite-In rite-In rite-In em rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision	LLC % Discount 12% 10% 10%	INC. % Discount		TECHNOLOGIES INC.	VISUAL, INC. % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount 5%	TECHNOLOGY % Discount	18%	
rite-In rite-In rite-In rite-In rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL	LLC % Discount 12% 10% 10%	INC. % Discount		TECHNOLOGIES INC.	VISUAL, INC. % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15%	TECHNOLOGY % Discount	18%	
rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON	LLC % Discount 12% 10% 10% 10% 45%	INC. % Discount		TECHNOLOGIES INC.	VISUAL, INC. % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount 5%	TECHNOLOGY % Discount	18%	
/rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO	LLC % Discount 12% 10% 10% 10% 45% 20%	INC. % Discount 10%		TECHNOLOGIES INC.	VISUAL, INC. % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS	LLC % Discount 12% 10% 10% 40% 20% 5%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 		TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 42%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY	LLC % Discount 12% 10% 10% 40% 20% 5%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 10%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 42%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40%	TECHNOLOGY % Discount 5%	18%	
rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 42%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 10% 2%	TECHNOLOGY % Discount 5%	18%	
rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - ROOM KITS	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 42%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 40% 10% 2%	TECHNOLOGY % Discount 5%	18%	
rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 42%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 10% 2%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - ROOM KITS	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 42%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 40% 10% 2%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - ROOM KITS CISCO - STAND ALONE/PERIPHERALS	LLC % Discount 12% 10% 10% 20% 5% 40%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 4% 10%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 40% 20% 24% 24%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - ROOM KITS CISCO - STAND ALONE/PERIPHERALS VADDIO	LLC % Discount 12% 10% 10% 20% 5% 40% 10% 10%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 4% 10%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 40% 10% 2% 24% 24% 24% 16%	TECHNOLOGY % Discount 5%	18%	
rrite-In rrite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - ROOM KITS CISCO - STAND ALONE/PERIPHERALS VADDIO YEALINK HUDDLY	LLC % Discount 12% 10% 10% 20% 5% 40% 10% 10%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 4% 10% 15%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 20% 24% 24% 24% 16% 10% 16%	TECHNOLOGY % Discount 5%	18%	
/rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In /rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - STAND ALONE/PERIPHERALS VADDIO YEALINK HUDDLY JABRA	LLC % Discount 12% 10% 10% 20% 5% 40% 10% 10%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC. % Discount	VISUAL, INC. % Discount 8% 4% 10% 15%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 40% 20% 24% 24% 24% 16% 10%	TECHNOLOGY % Discount 5%	18%	
rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In rite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - STAND ALONE/PERIPHERALS VADDIO YEALINK HUDDLY JABRA CTI CONNECT	LLC % Discount 12% 10% 10% 20% 5% 40% 10% 10%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC.	VISUAL, INC. % Discount 8% 4% 10% 15%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 20% 24% 24% 24% 16% 10% 16% 10%	TECHNOLOGY % Discount 5%	18%	
ite-In ite-In	PRIMEVIEW NANOLUMENS 33.0 Web Conferencing Solutions Manufacturer Name: Logitech Yamaha Wolfvision BOSE PROFESSIONAL EXTRON CISCO OWL LABS CRESTON POLY AVER BOSE CISCO - STAND ALONE/PERIPHERALS VADDIO YEALINK HUDDLY JABRA	LLC % Discount 12% 10% 10% 20% 5% 40% 10% 10%	INC. % Discount 10% 	% Discount	TECHNOLOGIES INC. % Discount	VISUAL, INC. % Discount 8% 4% 10% 15%	FEARING'S AUDIO VIDEO SECURITY % Discount 5% 15% 40% 40% 20% 24% 24% 24% 16% 10% 16%	TECHNOLOGY % Discount 5%	18%	

Item	34.0 Installation Services - Hourly Rate:	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	BLUUM TECHNOLOGY
25.1	Back Office (quoting, engineering, CAD, Project Mgmnt, and related)	\$165.00	\$135.00	\$140.00	\$90.00	\$130.00	\$125.00	\$89.00	\$85.00
29.2	Onsite Installation (installation, system verification, and related)	\$110.00	\$85.00	\$115.00	\$90.00	\$103.00	\$120.00	\$89.00	\$85.00
	Please indicate if you are qualified to install Hearing Loops	YES	YES	YES	QUALIFIED	YES	N/A	YES	SEE BID
29.3	System Programming	\$165.00	\$135.00	\$150.00	\$115.00	\$130.00	\$125.00	\$110.00	\$115.00
29.4	System Design Services	\$165.00	\$135.00	\$152.00	\$90.00	\$103.00	\$125.00	\$99.00	\$95.00
29.5	Servicing equipment on campus during regular working hours	\$110.00	\$85.00	\$129.00	\$115.00	\$153.00	\$135.00	\$115.00	\$115.00
29.6	Emergency service on campus	\$330.00	\$127.50	\$194.00	\$145.00	\$306.00	\$200.00	\$145.00	\$170.00
29.7	Service at contractor's shop	\$110.00	\$85.00	\$129.00	\$100.00	\$103.00	\$100.00	\$89.00	\$90.00