



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO AWARD BID #13-0001 FOR AUDIO VISUAL AND VIDEO EQUIPMENT

Bids to provide 'Audio Visual and Video Equipment' were received from 19 vendors on December 4, 2012. The bids of AFP Industries, Inc., Audio Visual Innovations, Inc., B&H Photo Video, Camcor, Inc., Focused Technology, Visionworx, LLC, dba CCS Presentation, CDW Government, LLC, Lakeshore Learning Materials, LexJet Corporation, Logical Choice Technologies, Inc., Pro Sound, Inc., Pyramid School Products, School Specialty, Inc., Schoolhouse Products, Inc., Smiley's Audio-Visual, Inc., and Troxell Communications, Inc., were the best low bids meeting the advertised specifications. Reasons for not selecting the apparent low bid are included with the bid tabulation. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the operating and capital budgets of the schools and departments.

Requested by:
Pat Black for
All Schools and
Departments

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 01-15-2013

Fiscal Impact:

Not to exceed
\$900,000.00

Recommended Motion: That the bids of AFP Industries, Inc., Audio Visual Innovations, Inc., B&H Photo Video, Camcor, Inc., Focused Technology, Visionworx, LLC, dba CCS Presentation, CDW Government, LLC, Lakeshore Learning Materials, LexJet Corporation, Logical Choice Technologies, Inc., Pro Sound, Inc., Pyramid School Products, School Specialty, Inc., Schoolhouse Products, Inc., Smiley's Audio-Visual, Inc., and Troxell Communications, Inc., to provide 'Audio Visual and Video Equipment' in an amount not to exceed \$900,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | A. AUDIO CASSETTE RECORDERS/PLAYERS/CD PLAYERS: | | |
|---|--|---|--|
| Item #: | 1 | 2 | 3 |
| Description | CD/CASSETTE RECORDER/PLAYER - Califone 2395IR Infrared Music Maker Plus multimedia player or approved alternate. | CD/CASSETTE RECORDER/PLAYER - Hamilton MPC5050PLUS Portable Boom Box or approved alternate. | COMBINATION CD/MP3 PLAYER & AUDIO TAPE PLAYER/RECORDER - EIKI 8080A or approved alternate. |
| AFP Industries, Inc. | \$132.89 | \$82.82 Califone 1776 | |
| Audio Visual Innovations, Inc. | | | |
| B&H Photo Video | \$136.50 | \$77.00 | \$227.95 Califone #2455AV03 |
| Camcor, Inc. | \$121.98 | \$62.57 | \$255.28 |
| Focused Technology | \$165.00 | \$110.00 Boombox - No Headsets | \$220.00 |
| Visionworx, LLC dba CCS Presentation | \$151.89 | \$96.10 | \$284.64 |
| CDW Government LLC | | | |

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| Address: | A. AUDIO CASSETTE RECORDERS/PLAYERS/CD PLAYERS: | | |
|--|--|---|--|
| Item #: | 1 | 2 | 3 |
| Description | CD/CASSETTE RECORDER/PLAYER - Califone 2395IR Infrared Music Maker Plus multimedia player or approved alternate. | CD/CASSETTE RECORDER/PLAYER - Hamilton MPC5050PLUS Portable Boom Box or approved alternate. | COMBINATION CD/MP3 PLAYER & AUDIO TAPE PLAYER/RECORDER - EIKI 8080A or approved alternate. |
| Dick Blick Company | | | |
| Lakeshore Learning Materials | | | |
| LexJet Corporation | | | |
| Logical Choice Technologies, Inc. | | | |
| Nicholas P. Pipino Associates, Inc. | \$121.95 | \$63.45 Califone 1776 | \$218.45 |
| Pro Sound Inc. | | | |
| Pyramid School Products | \$116.98 | \$79.98 | \$215.15 |

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| Address: | A. AUDIO CASSETTE RECORDERS/PLAYERS/CD PLAYERS: | | |
|---|--|---|--|
| Item #: | 1 | 2 | 3 |
| Description | CD/CASSETTE RECORDER/PLAYER - Califone 2395IR Infrared Music Maker Plus multimedia player or approved alternate. | CD/CASSETTE RECORDER/PLAYER - Hamilton MPC5050PLUS Portable Boom Box or approved alternate. | COMBINATION CD/MP3 PLAYER & AUDIO TAPE PLAYER/RECORDER - EIKI 8080A or approved alternate. |
| Schoolhouse Products, Inc. | | | |
| School Specialty, Inc. | | | |
| | \$116.25 | \$62.10 | \$215.00 |
| Smiley's Audio-Visual, Inc. | | Califone 1776 (\$59.75) | Califone 2455AV (\$183.50) |
| | \$131.12 | \$59.80 | \$226.07 |
| Troxell Communications, Inc. | | MPC 5050 | EIKI 8080 |
| | | \$69.30 | \$223.00 |
| Valiant National AV Supply | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | B. CAMCORDERS/CAMERAS/EQUIPMENT: | | | | | |
|---|---|---|------------|--|---|--|
| Item #: | 4 | | 5 | | 6 | |
| Description | CAMCORDERS - | | | | | |
| | Canon | Web Address (if available) for #4 : | Panasonic | Web Address (if available) for #5: | Sony | Web Address (if available) for #6 : |
| AFP Industries, Inc. | | | | | | |
| Audio Visual Innovations, Inc. | 5% | | | | | |
| B&H Photo Video | 7+% | | 7+% | | 6+% | |
| Camcor, Inc. | 23.5% / 11% A. Consumer 23.5% B. Professional 11.0% * Discount applicable to all products except where prohibited by manufacturer. | | 3% | | 10.5% *Discount applicable to all products except where prohibited by manufacturer. | |
| Focused Technology | 10% | | 10% | | 10% | |
| Visionworx, LLC dba CCS Presentation | | | | | | |
| CDW Government LLC | | | | | | |

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Bid Opening: December 4, 2012 at 2:00 pm

| Address: | B. CAMCORDERS/CAMERAS/EQUIPMENT: | | | | | |
|--|----------------------------------|---|-----------|--|------|--|
| Item #: | 4 | | 5 | | 6 | |
| Description | CAMCORDERS - | | | | | |
| | Canon | Web Address (if available) for #4 : | Panasonic | Web Address (if available) for #5: | Sony | Web Address (if available) for #6 : |
| Dick Blick Company | | | | | | |
| Lakeshore Learning Materials | | | | | | |
| LexJet Corporation | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | |
| Nicholas P. Pipino Associates, Inc. | 29% | www. Canon usa.com | | | | |
| Pro Sound Inc. | | | 2% | www. Panasonic .com/consumer | 2% | www.sonystyle.com |
| Pyramid School Products | | | | | | |

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| Address: | B. CAMCORDERS/CAMERAS/EQUIPMENT: | | | | | |
|-------------------------------------|----------------------------------|---|-------------------|---|-------------------|--|
| Item #: | 4 | | 5 | | 6 | |
| Description | CAMCORDERS - | | | | | |
| | Canon | Web Address (if available) for #4 : | Panasonic | Web Address (if available) for #5: | Sony | Web Address (if available) for #6 : |
| Schoolhouse Products, Inc. | | | | | | |
| School Specialty, Inc. | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | |
| Troxell Communications, Inc. | 4%* *See Notes | http://www.usa.canon.com/cusa/consumer/products/camcorders | 4%* *See Notes | http://shop.panasonic.com/shop.cameras-and-camcorders-camcorders | 4%* *See Notes | www.sonystyle.com |
| Valiant National AV Supply | | | | | | |

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Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED): | | | | | | | |
|---|--|------------------------------------|------------|------------------------------------|--|------------------------------------|-----------------------|-------------------------------------|
| Item #: | 7 | | 8 | | 9 | | 10 | |
| Description | CAMERAS - DIGITAL - | | | | ACCESSORIES FOR CAMCORDERS AND DIGITAL CAMERAS - | | | |
| | Canon | Web Address (if available) for #7: | Sony | Web Address (if available) for #8: | Canon Accessories | Web Address (if available) for #9: | Panasonic Accessories | Web Address (if available) for #10: |
| AFP Industries, Inc. | | | | | | | | |
| Audio Visual Innovations, Inc. | 5% | | | | 5% | | | |
| B&H Photo Video | 7+% | | 7+% | | 8+% | | 8+% | |
| Camcor, Inc. | 19.5% *Discount applicable to all products except where prohibited by manufacturer. | | 7.1% | | 5% | | 3% | |
| Focused Technology | 10% | | 10% | | 10% | | 10% | |
| Visionworx, LLC dba CCS Presentation | | | | | | | | |
| CDW Government LLC | | | | | | | | |

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| Address: | B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED): | | | | | | | |
|--|--|------------------------------------|------|------------------------------------|--|------------------------------------|-----------------------|-------------------------------------|
| Item #: | 7 | | 8 | | 9 | | 10 | |
| Description | CAMERAS - DIGITAL - | | | | ACCESSORIES FOR CAMCORDERS AND DIGITAL CAMERAS - | | | |
| | Canon | Web Address (if available) for #7: | Sony | Web Address (if available) for #8: | Canon Accessories | Web Address (if available) for #9: | Panasonic Accessories | Web Address (if available) for #10: |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | 30% | www. Canon usa.com | | |
| Pro Sound Inc. | | | 2% | www.sony style.com | | | 2% | www. Panasonic .com/consumer |
| Pyramid School Products | | | | | | | | |

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Bid Opening: December 4, 2012 at 2:00 pm

| Address: | B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED): | | | | | | | |
|-------------------------------------|--|---|-------------------|--|--|---|-----------------------|---|
| Item #: | 7 | | 8 | | 9 | | 10 | |
| Description | CAMERAS - DIGITAL - | | | | ACCESSORIES FOR CAMCORDERS AND DIGITAL CAMERAS - | | | |
| | Canon | Web Address (if available) for #7: | Sony | Web Address (if available) for #8: | Canon Accessories | Web Address (if available) for #9: | Panasonic Accessories | Web Address (if available) for #10: |
| Schoolhouse Products, Inc. | | | | | | | | |
| School Specialty, Inc. | | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | | |
| Troxell Communications, Inc. | 4%* *See Notes | http://www.usa.canon.com/cusa/consumer/products | 4%* *See Notes | www.Sonystyle.com | 4%* *See Notes | http://www.usa.canon.com/cusa/consumer/products | 4%* *See Notes | http://www.pasc.panasonic.com/EpartR/PartsList.asp |
| Valiant National AV Supply | | | | | | | | |

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Bid Opening: December 4, 2012 at 2:00 pm

| Address: | B. CAMCORDERS/CAMERAS/EQUIPME | | C. LAMINATOR AND SUPPLIES | | | |
|---|--|-------------------------------------|--|---|--|--|
| Item #: | 11 | | 12 | 12a | 13 | 14 |
| Description | ACCESSORIES FOR CAMCORDERS AND DIGITAL CAMERAS - | | LAMINATOR - GBC® HeatSeal® Ultima™ 65 Roll Laminator, 1710740. NO SUBSTITUTION | Training for laminator at each ordering location. | CABINET FOR LAMINATOR AND SUPPLIES - 36" w x 18" d x 30" h, 2 locking casters. GBC® 1154314 or approved alternate. | Nap-Lam® I Thermal Film. LAMINATING FILM - 27"x 250' roll, .003 (3 mil) 1" core, clear, GBC Naplam 3126514. NO SUBSTITUTION. |
| | Sony Accessories | Web Address (if available) for #11: | | | | |
| AFP Industries, Inc. | | | | | \$795.00 | |
| Audio Visual Innovations, Inc. | | | | | | |
| B&H Photo Video | 8+% | | | | | |
| Camcor, Inc. | 5% | | \$1,791.88 | | \$891.61 | |
| Focused Technology | 10% | | \$1,750.00 | \$65.00 | \$800.00 | \$90.00 |
| Visionworx, LLC dba CCS Presentation | | | | | | |
| CDW Government LLC | | | | | | |

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| Address: | B. CAMCORDERS/CAMERAS/EQUIPME | | C. LAMINATOR AND SUPPLIES | | | |
|--|--|-------------------------------------|--|--|--|--|
| Item #: | 11 | | 12 | 12a | 13 | 14 |
| Description | ACCESSORIES FOR CAMCORDERS AND DIGITAL CAMERAS - | | LAMINATOR - GBC® HeatSeal® Ultima™ 65 Roll Laminator, 1710740. NO SUBSTITUTION | Training for laminator at each ordering location. | CABINET FOR LAMINATOR AND SUPPLIES - 36" w x 18" d x 30" h, 2 locking casters. GBC® 1154314 or approved alternate. | Nap-Lam® I Thermal Film. LAMINATING FILM - 27"x 250' roll, .003 (3 mil) 1" core, clear, GBC Naplam 3126514. NO SUBSTITUTION. |
| | Sony Accessories | Web Address (if available) for #11: | | | | |
| Dick Blick Company | | | | | | |
| Lakeshore Learning Materials | | | | | | |
| LexJet Corporation | | | \$1,599.00 | \$0.00 | \$536.28 | \$156.42 |
| | | | | Pricing for Florida Counties only -(Included with Ultima 65) | | Pricing for 2 rolls (1 pack) |
| Logical Choice Technologies, Inc. | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | \$1,699.00 | | \$214.00 Luxor - LP34CLE-B | |
| Pro Sound Inc. | 2% | www.sonystyle.com | | | | |
| Pyramid School Products | | | \$1,579.95 | | \$759.95 | Disc By Mfg |

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| Address: | B. CAMCORDERS/CAMERAS/EQUIPME | | C. LAMINATOR AND SUPPLIES | | | |
|-------------------------------------|--|-------------------------------------|--|---|--|--|
| Item #: | 11 | | 12 | 12a | 13 | 14 |
| Description | ACCESSORIES FOR CAMCORDERS AND DIGITAL CAMERAS - | | LAMINATOR - GBC® HeatSeal® Ultima™ 65 Roll Laminator, 1710740. NO SUBSTITUTION | Training for laminator at each ordering location. | CABINET FOR LAMINATOR AND SUPPLIES - 36" w x 18" d x 30" h, 2 locking casters. GBC® 1154314 or approved alternate. | Nap-Lam® I Thermal Film. LAMINATING FILM - 27"x 250' roll, .003 (3 mil) 1" core, clear, GBC Naplam 3126514. NO SUBSTITUTION. |
| | Sony Accessories | Web Address (if available) for #11: | | | | |
| Schoolhouse Products, Inc. | | | | | | |
| School Specialty, Inc. | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | |
| Troxell Communications, Inc. | 4%* | www. Sony style.com | | | | |
| | *See Notes | | | | | |
| Valiant National AV Supply | | | \$1,647.00 | | | |

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Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | C. LAMINATOR AND SUPPLIES (CONTINUED) | | | | D. LISTENING/LANGUAGE EQUIPMENT: | | |
|---|--|--|---|---|--|---|--|
| Item #: | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| Description | Nap-Lam® I Thermal Film. LAMINATING FILM - 27" x 500' roll, .0015 (1.5 mil) 1" core, clear GBC Naplam 3126061. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 25" X 250' roll, .003 (3 mil) 1" core, clear, GBC Naplam 3000024. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 25" X 500' roll, .0015 (1.5 mil) 1" core, clear, GBC Naplam 3000004. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 18" X 500' roll, .0015 (1.5 mil) 1" core, clear, GBC Naplam 3000003. NO SUBSTITUTION | AUDIO JUNCTION BOX - Box only. Califone 1218AV-PY or approved alternate. | HEADPHONES Hamilton HA-7 or approved alternate. | HEADPHONES WITH MICROPHONE Logitech USB Headset H390 - Model # 981-000014. NO SUBSTITUTION |
| AFP Industries, Inc. | | | | | | | |
| Audio Visual Innovations, Inc. | | | | | \$12.50 | | |
| B&H Photo Video | | | | | \$26.00 | \$9.00 | \$28.45 |
| Camcor, Inc. | | \$49.97 | \$36.27 | \$34.93 | \$12.48 | \$7.01 | \$31.55 |
| Focused Technology | \$60.00 | \$80.00 | \$50.00 | \$50.00 | \$25.00 | \$20.00 | \$49.00 |
| Visionworx, LLC dba CCS Presentation | | | | | \$26.04 | (Single) \$27.64 | \$29.66 |
| CDW Government LLC | | | | | | | |

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Bid Opening: December 4, 2012 at 2:00 pm

| Address: | C. LAMINATOR AND SUPPLIES (CONTINUED) | | | | D. LISTENING/LANGUAGE EQUIPMENT: | | |
|-------------------------------------|--|--|---|---|--|---|--|
| Item #: | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| Description | Nap-Lam® I Thermal Film. LAMINATING FILM - 27" x 500' roll, .0015 (1.5 mil) 1" core, clear GBC Naplam 3126061. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 25" X 250' roll, .003 (3 mil) 1" core, clear, GBC Naplam 3000024. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 25" X 500' roll, .0015 (1.5 mil) 1" core, clear, GBC Naplam 3000004. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 18" X 500' roll, .0015 (1.5 mil) 1" core, clear, GBC Naplam 3000003. NO SUBSTITUTION | AUDIO JUNCTION BOX - Box only. Califone 1218AV-PY or approved alternate. | HEADPHONES Hamilton HA-7 or approved alternate. | HEADPHONES WITH MICROPHONE Logitech USB Headset H390 - Model # 981-000014. NO SUBSTITUTION |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | \$51.27 Pricing for 2 rolls (1 pack) | \$71.89 Pricing for 2 rolls (1 pack) | \$37.12 Pricing for 2 rolls (1 pack) | \$41.20 Pricing for 2 rolls (1 pack) | | | |
| Logical Choice Technologies, Inc. | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | \$10.60 | \$6.89 Califone 3068 AV | |
| Pro Sound Inc. | | | | | | | \$39.50 |
| Pyramid School Products | \$30.99 | \$34.99 | \$20.99 | \$20.79 | \$9.89 | \$6.39 Califone 3068AV | |

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| Address: | C. LAMINATOR AND SUPPLIES (CONTINUED) | | | | D. LISTENING/LANGUAGE EQUIPMENT: | | |
|-------------------------------------|--|--|---|---|--|---|--|
| Item #: | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| Description | Nap-Lam® I Thermal Film. LAMINATING FILM - 27" x 500' roll, .0015 (1.5 mil) 1" core, clear GBC Naplam 3126061. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 25" X 250' roll, .003 (3 mil) 1" core, clear, GBC Naplam 3000024. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 25" X 500' roll, .0015 (1.5 mil) 1" core, clear, GBC Naplam 3000004. NO SUBSTITUTION | Nap-Lam® I Thermal Film. LAMINATING FILM - 18" X 500' roll, .0015 (1.5 mil) 1" core, clear, GBC Naplam 3000003. NO SUBSTITUTION | AUDIO JUNCTION BOX - Box only. Califone 1218AV-PY or approved alternate. | HEADPHONES Hamilton HA-7 or approved alternate. | HEADPHONES WITH MICROPHONE Logitech USB Headset H390 - Model # 981-000014. NO SUBSTITUTION |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | \$9.75 | \$7.05 Califone 3068AV (\$6.24) | |
| Troxell Communications, Inc. | | | | | \$21.47 | \$11.91 | \$38.01 |
| Valiant National AV Supply | | | | | \$9.88 Hamilton JBP-8V | \$8.19 | \$36.70 |

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Bid Opening: December 4, 2012 at 2:00 pm

| Address: | E. MICROPHONES | | E. MICROPHONES (CONTINUED) | | | | |
|---|---|---|--|--|--|---|--|
| Item #: | 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| Description | WIRELESS MICROPHONE, HAND HELD - Shure PG24/PG58 or approved alternate. | WIRELESS MICROPHONE, LAVALIER - Shure PG14/PG185 or approved alternate. | MICROPHONE, HAND HELD - Shure 565SD-LC (order 25' cable separately) or approved alternate. | MICROPHONE, LAVALIERE - Shure SM-11 or approved alternate. | MICROPHONE CABLE - Shure C25J or approved alternate. | MICROPHONE - Clear One Chat 150 #910-156-200. NO SUBSTITUTION | MICROPHONE - Clear One Chat 50 #910-159-001. NO SUBSTITUTION |
| AFP Industries, Inc. | | | | | | | |
| Audio Visual Innovations, Inc. | \$225.00 | \$85.00 | \$88.95 | \$92.67 Shure SM11-CN | \$12.00 | | |
| B&H Photo Video | \$219.00 | \$217.00 | \$89.00 | \$85.00 Shure SM11-CN | \$15.00 | | |
| Camcor, Inc. | \$228.33 | \$228.33 Shure PG24/PG58 | \$95.34 | \$100.89 | \$19.45 | | |
| Focused Technology | \$269.00 | \$269.00 | \$110.00 | \$120.00 | \$20.00 | \$325.00 | \$130.00 |
| Visionworx, LLC dba CCS Presentation | \$256.25 | \$256.25 | \$105.90 | \$111.49 | \$19.19 | \$340.66 | \$132.62 |
| CDW Government LLC | | | | | | | |

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| Address: | E. MICROPHONES | | E. MICROPHONES (CONTINUED) | | | | |
|--|---|---|--|--|--|---|--|
| Item #: | 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| Description | WIRELESS MICROPHONE, HAND HELD - Shure PG24/PG58 or approved alternate. | WIRELESS MICROPHONE, LAVALIER - Shure PG14/PG185 or approved alternate. | MICROPHONE, HAND HELD - Shure 565SD-LC (order 25' cable separately) or approved alternate. | MICROPHONE, LAVALIERE - Shure SM-11 or approved alternate. | MICROPHONE CABLE - Shure C25J or approved alternate. | MICROPHONE - Clear One Chat 150 #910-156-200. NO SUBSTITUTION | MICROPHONE - Clear One Chat 50 #910-159-001. NO SUBSTITUTION |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | |
| Pro Sound Inc. | \$248.50 | \$248.50 | \$114.50 | \$99.00 | \$17.00 | | |
| Pyramid School Products | | | | | | | |

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Bid Opening: December 4, 2012 at 2:00 pm

| Address: | E. MICROPHONES | | E. MICROPHONES (CONTINUED) | | | | |
|-------------------------------------|---|---|--|--|--|---|--|
| Item #: | 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| Description | WIRELESS MICROPHONE, HAND HELD - Shure PG24/PG58 or approved alternate. | WIRELESS MICROPHONE, LAVALIER - Shure PG14/PG185 or approved alternate. | MICROPHONE, HAND HELD - Shure 565SD-LC (order 25' cable separately) or approved alternate. | MICROPHONE, LAVALIERE - Shure SM-11 or approved alternate. | MICROPHONE CABLE - Shure C25J or approved alternate. | MICROPHONE - Clear One Chat 150 #910-156-200. NO SUBSTITUTION | MICROPHONE - Clear One Chat 50 #910-159-001. NO SUBSTITUTION |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | |
| Troxell Communications, Inc. | \$220.21 | \$220.21 | \$85.23 | \$89.54 | \$19.23 | \$653.23 | \$121.55 |
| | | | | Shure SM11CN | | | |
| Valiant National AV Supply | \$232.30 | \$232.30 | \$105.47 | \$103.96 | \$8.50 | | |
| | | | w/ XLRP-XLRJ-25ST | Shure SM11-CN | Valiant XLRP-XLRJ-25ST | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | E. MICROPHONES (CONTINUED): | | | | F. PAPER TRIMMERS | |
|---|---|---|-----------------------------|---|-----------------------|-------------------------------------|---|--|
| Item #: | 29 | 30 | 31 | 32 | | 33 | 34 | |
| Description | MICROPHONE WIRELESS HAND HELD VenuHHM100 or approved alternate. | MICROPHONE - Belt pack mic for Hamilton Venu100 Portable Cassette Sound System. VenuBP100 or approved alternate | MICROPHONE ACCESSORIES - T | | | | MEGAPHONE WITH BUILT IN SIREN - CALIFONE PA-15 or approved alternate. | Dahle Rolling Trimmer 14-1/8" Cut. Model 550 NO SUBSTITUTION |
| | | | SHURE ACCESSORIES | Web Address (if available) for #31: | CLEAR ONE ACCESSORIES | Web Address (if available) for #32: | | |
| AFP Industries, Inc. | | | | | | \$62.72 | | |
| Audio Visual Innovations, Inc. | | | 11% | http://www.shure.com/americas/ | | | | |
| B&H Photo Video | \$77.00 | \$89.00 | 1+% | | | \$43.00 | | |
| Camcor, Inc. | \$75.40 | \$83.66 | 35% | | | \$39.98 | | |
| Focused Technology | \$95.00 | \$105.00 | 10% | | 10% | \$80.00 | | |
| Visionworx, LLC dba CCS Presentation | \$94.57 | \$105.56 | | | | \$72.04 | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | E. MICROPHONES (CONTINUED): | | | | F. PAPER TRIMMERS | |
|--|---|---|-----------------------------|-------------------------------------|-----------------------|-------------------------------------|---|--|
| Item #: | 29 | 30 | 31 | 32 | | 33 | 34 | |
| Description | MICROPHONE WIRELESS HAND HELD VenuHHM100 or approved alternate. | MICROPHONE - Belt pack mic for Hamilton Venu100 Portable Cassette Sound System. VenuBP100 or approved alternate | MICROPHONE ACCESSORIES - T | | | | MEGAPHONE WITH BUILT IN SIREN - CALIFONE PA-15 or approved alternate. | Dahle Rolling Trimmer 14-1/8" Cut. Model 550 NO SUBSTITUTION |
| | | | SHURE ACCESSORIES | Web Address (if available) for #31: | CLEAR ONE ACCESSORIES | Web Address (if available) for #32: | | |
| Dick Blick Company | | | | | | | \$133.50 | |
| | | | | | | | 57104-1014 | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | \$105.73 | |
| Logical Choice Technologies, Inc. | | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | \$39.95 | |
| Pro Sound Inc. | | | 1% | www.Shure.com | | www.Clearone.com | | |
| Pyramid School Products | | | | | | | \$37.98 | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | E. MICROPHONES (CONTINUED): | | | | | F. PAPER TRIMMERS | |
|-------------------------------------|---|---|----------------------------|-------------------------------------|---|--|--|
| Item #: | 29 | 30 | 31 | 32 | 33 | 34 | |
| Description | MICROPHONE WIRELESS HAND HELD VenuHBM100 or approved alternate. | MICROPHONE - Belt pack mic for Hamilton Venu100 Portable Cassette Sound System. VenuBP100 or approved alternate | MICROPHONE ACCESSORIES - T | | MEGAPHONE WITH BUILT IN SIREN - CALIFONE PA-15 or approved alternate. | Dahle Rolling Trimmer 14-1/8" Cut. Model 550 NO SUBSTITUTION | |
| | | | SHURE ACCESSORIES | Web Address (if available) for #31: | CLEAR ONE ACCESSORIES | Web Address (if available) for #32: | |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | \$35.70 | |
| Troxell Communications, Inc. | \$75.56 | \$83.84 | 5%* | http://www.shure.Com/americas | 5%* | \$46.05 | |
| | | Hamilton Venue UBF100 | *See Notes | | *See Notes | www.Clearone.com | |
| Valiant National AV Supply | \$71.00 | \$81.00 | 25% | | | \$42.00 Hamilton MM-65 | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | G. PRESENTATION DEVICES | | | | | | |
|---|---|---|---|---|--|------------------------|---|
| Item #: | 35 | 36 | 37 | 38 | 39 | | 40 |
| Description | Dahle Rolling Trimmer 20-1/8" Cut. Model 552 NO SUBSTITUTION | Dahle Rolling Trimmer 28-1/4" Cut. Model 554 NO SUBSTITUTION | DOCUMENT CAMERA - AVerMedia AVerVision 300AF+. NO SUBSTITUTION | MICROSCOPE LENS FOR DOCUMENT CAMERA - AVerMedia VisionNMA Microscope Lens, Mfg. Part No. VISIONMA. NO SUBSTITUTION | BALANCE OF LINE for AVerMedia AVerVision Document Cameras not listed. Percentage discount from MSRP. | Web Address for #39: | WRITING SURFACE EASEL - Draper DR800 or Da-Lite A585. |
| AFP Industries, Inc. | | | | | | | \$230.63 Da-Lite A585 |
| Audio Visual Innovations, Inc. | | | \$494.55 | \$26.46 | 8% | http://www.averusa.com | \$221.11 Da-Lite A585 |
| B&H Photo Video | | | \$480.00 | \$23.00 | 1+% | | \$215.95 Draper DR800 |
| Camcor, Inc. | | | \$454.00 | \$27.96 | 22.1% | | \$209.67 Draper DR800 |
| Focused Technology | | | \$530.00 | \$45.00 | 10% | | \$235.00 Draper DR800 |
| Visionworx, LLC dba CCS Presentation | | | \$509.99 | \$32.71 | 18% | | \$239.29 Draper DR800 |
| CDW Government LLC | | | \$361.00 | \$27.81 | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | G. PRESENTATION DEVICES | | | | | | |
|-------------------------------------|---|---|---|---|--|----------------------|---|
| Item #: | 35 | 36 | 37 | 38 | 39 | 40 | |
| Description | Dahle Rolling Trimmer 20-1/8" Cut. Model 552 NO SUBSTITUTION | Dahle Rolling Trimmer 28-1/4" Cut. Model 554 NO SUBSTITUTION | DOCUMENT CAMERA - AVerMedia AVerVision 300AF+. NO SUBSTITUTION | MICROSCOPE LENS FOR DOCUMENT CAMERA - AVerMedia VisionNMA Microscope Lens, Mfg. Part No. VISIONMA. NO SUBSTITUTION | BALANCE OF LINE for AVerMedia AVerVision Document Cameras not listed. Percentage discount from MSRP. | Web Address for #39: | WRITING SURFACE EASEL - Draper DR800 or Da-Lite A585. |
| Dick Blick Company | \$161.00 57104-1018 | \$203.00 57104-1026 | | | | | |
| Lakeshore Learning Materials | | | | | | | \$141.55 Lakeshore AA348 |
| LexJet Corporation | \$127.53 | \$162.41 | | | | | |
| Logical Choice Technologies, Inc. | | | \$583.32 | \$41.66 | 15% | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | \$198.50 Draper DR800 |
| Pro Sound Inc. | | | | | | | |
| Pyramid School Products | | | | | | | \$211.15 Draper DR800 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | G. PRESENTATION DEVICES | | | | | | |
|-------------------------------------|---|---|---|---|--|----------------------|---|
| Item #: | 35 | 36 | 37 | 38 | 39 | 40 | |
| Description | Dahle Rolling Trimmer 20-1/8" Cut. Model 552 NO SUBSTITUTION | Dahle Rolling Trimmer 28-1/4" Cut. Model 554 NO SUBSTITUTION | DOCUMENT CAMERA - AVerMedia AVerVision 300AF+. NO SUBSTITUTION | MICROSCOPE LENS FOR DOCUMENT CAMERA - AVerMedia VisionNMA Microscope Lens, Mfg. Part No. VISIONMA. NO SUBSTITUTION | BALANCE OF LINE for AVerMedia AVerVision Document Cameras not listed. Percentage discount from MSRP. | Web Address for #39: | WRITING SURFACE EASEL - Draper DR800 or Da-Lite A585. |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | \$466.00 | | | | \$199.00 Draper DR800 |
| Troxell Communications, Inc. | | | \$470.43 | \$41.21 | 10%* | www.averusa.com | \$193.38 |
| | | | | | 5% Discount on Accessories | | Draper 350021 |
| Valiant National AV Supply | | | | | | | \$198.87 Da-Lite A585 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | G. PRESENTATION DEVICES (CONTINUED): | | | | | | |
|---|---|--|--|---|--|--|---|
| Item #: | 41 | 42 | 43 | 44 | 45 | 46 | 47 |
| Description | MARKER BOARD - Best-Rite Euro Reversible 667RG-DD or approved alternate | MARKER BOARD - Best-Rite Euro Reversible 667RG-FD or approved alternate. | LECTERN - FLOOR 46" standard height. Oklahoma Sound Orator 800X or approved alternate. | LECTERN - FLOOR 46.5" standard height. Oklahoma Sound Full floor. Lectern #222 or approved alternate. | LECTERN - FLOOR 16"w x 20"d x 30-44"h Oklahoma Sound Lectern #70 or approved alternate | LECTERN - MOBILE 24"w X 16"d X 45"h. BRETTFORD LECT2 or approved alternate | LECTERN - TABLETOP 20"w X 18"d X 13.5"h. BRETTFORD LECT5 or approved alternate. |
| AFP Industries, Inc. | | | | | | \$319.37 | \$101.21 |
| Audio Visual Innovations, Inc. | | | | | | | |
| B&H Photo Video | \$609.95 Balt #667RG-DD | \$625.00 Balt #667RG-FD | \$599.00 #800XMY | \$129.00 #222LO | \$105.00 #75CHCH | \$370.00 #LECT2-RNCY | \$115.00 #LECT5-RNCY |
| Camcor, Inc. | \$477.73 | \$507.79 | \$665.25 | \$160.49 | \$63.35 | \$320.48 | \$101.92 |
| Focused Technology | | | | | | | |
| Visionworx, LLC dba CCS Presentation | \$572.11 As Shipped | \$590.70 As Shipped | \$762.95 As Shipped | \$183.29 As Shipped | \$70.39 As Shipped | | |
| CDW Government LLC | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | G. PRESENTATION DEVICES (CONTINUED): | | | | | | |
|--|---|--|--|---|--|--|---|
| Item #: | 41 | 42 | 43 | 44 | 45 | 46 | 47 |
| Description | MARKER BOARD - Best-Rite Euro Reversible 667RG-DD or approved alternate | MARKER BOARD - Best-Rite Euro Reversible 667RG-FD or approved alternate. | LECTERN - FLOOR 46" standard height. Oklahoma Sound Orator 800X or approved alternate. | LECTERN - FLOOR 46.5" standard height. Oklahoma Sound Full floor. Lectern #222 or approved alternate. | LECTERN - FLOOR 16"w x 20"d x 30-44"h Oklahoma Sound Lectern #70 or approved alternate | LECTERN - MOBILE 24"w X 16"d X 45"h. BRETTFORD LECT2 or approved alternate | LECTERN - TABLETOP 20"w X 18"d X 13.5"h. BRETTFORD LECT5 or approved alternate. |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | \$313.95 | \$104.45 |
| Pro Sound Inc. | | | | | | | |
| | \$485.99 | \$501.98 | \$579.95 | \$189.95 | \$79.95 | \$318.99 | \$101.99 |
| Pyramid School Products | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | G. PRESENTATION DEVICES (CONTINUED): | | | | | | |
|------------------------------|---|--|--|---|--|--|---|
| Item #: | 41 | 42 | 43 | 44 | 45 | 46 | 47 |
| Description | MARKER BOARD - Best-Rite Euro Reversible 667RG-DD or approved alternate | MARKER BOARD - Best-Rite Euro Reversible 667RG-FD or approved alternate. | LECTERN - FLOOR 46" standard height. Oklahoma Sound Orator 800X or approved alternate. | LECTERN - FLOOR 46.5" standard height. Oklahoma Sound Full floor. Lectern #222 or approved alternate. | LECTERN - FLOOR 16"w x 20"d x 30-44"h Oklahoma Sound Lectern #70 or approved alternate | LECTERN - MOBILE 24"w X 16"d X 45"h. BRETTFORD LECT2 or approved alternate | LECTERN - TABLETOP 20"w X 18"d X 13.5"h. BRETTFORD LECT5 or approved alternate. |
| Schoolhouse Products, Inc. | \$573.60 | \$592.80 | \$687.44 | \$168.98 | \$69.79 | \$363.40 | \$115.47 |
| School Specialty, Inc. | \$529.58 | \$558.27 | \$527.98 | \$136.42 | \$48.78 | \$301.30 | \$102.56 |
| Smiley's Audio-Visual, Inc. | \$491.75 | \$512.75 | | | | \$326.00 | \$104.25 |
| Troxell Communications, Inc. | \$477.78 | \$497.98 | \$583.07 | \$145.23 | \$53.92 | \$320.04 | \$101.42 |
| | | | Please specify finish when ordering, Please note Light Oak Finish will be Discontinued in 2013 | Please specify finish when ordering. | Please specify finish when ordering. | Bretford LECT2GMGM FOB your dock | Bretford LECT5GMGM |
| Valiant National AV Supply | \$557.00 | \$574.53 | \$558.59 | \$138.76 | \$54.76 | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. | | | | | | |
|---|---|--|--|--|---|--|--|
| Item #: | 48 | 49 | 50 | 51 | 52 | 53 | 54 |
| Description | PRESENTATION STATION MUST BE FULLY ASSEMBLED BALT #89759 station and BALT #66450 electrical assembly or approved alternate. | SHELF OPTIONAL 18"w x 14"d for BALT #89759 Presentation Cart (installed). BALT #34405 or approved alternate. | LOCKING CABINET OPTIONAL for BALT #89759 Presentation Cart (installed). BALT #34409 or approved alternate. | INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 - 300 SERIES ACTIVCLASSROOM NO SUBSTITUTION | INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 - 500 SERIES NO SUBSTITUTION | ACTIVBOARD+2 300 Series - 78" ActivBoard only (PRO378) with speakers. Promethean Model AB378PUS. | ACTIVBOARD+2 500 Series - 78" ActivBoard only (PRO578) touch board with speakers. Promethean Model AB578PUS. |
| AFP Industries, Inc. | | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | | |
| B&H Photo Video | | | | | | | |
| Camcor, Inc. | \$253.70 | \$33.55 | \$111.18 | | | | |
| Focused Technology | | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | | |
| CDW Government LLC | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. | | | | | | |
|--|---|--|--|--|---|--|--|
| Item #: | 48 | 49 | 50 | 51 | 52 | 53 | 54 |
| Description | PRESENTATION STATION MUST BE FULLY ASSEMBLED BALT #89759 station and BALT #66450 electrical assembly or approved alternate. | SHELF OPTIONAL 18"w x 14"d for BALT #89759 Presentation Cart (installed). BALT #34405 or approved alternate. | LOCKING CABINET OPTIONAL for BALT #89759 Presentation Cart (installed). BALT #34409 or approved alternate. | INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 - 300 SERIES ACTIVCLASSROOM NO SUBSTITUTION | INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 - 500 SERIES NO SUBSTITUTION | ACTIVBOARD+2 300 Series - 78" ActivBoard only (PRO378) with speakers. Promethean Model AB378PUS. | ACTIVBOARD+2 500 Series - 78" ActivBoard only (PRO578) touch board with speakers. Promethean Model AB578PUS. |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | | | | | | | |
| Logical Choice Technologies, Inc. | | | | \$4,399.00 | \$4,999.00 | \$1,189.00 | \$1,779.00 |
| Nicholas P. Pipino Associates, Inc. | | | | | | | |
| Pro Sound Inc. | | | | | | | |
| Pyramid School Products | \$269.95 | \$19.98 | \$89.95 | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. | | | | | | |
|-------------------------------------|---|--|--|--|---|--|--|
| Item #: | 48 | 49 | 50 | 51 | 52 | 53 | 54 |
| Description | PRESENTATION STATION MUST BE FULLY ASSEMBLED BALT #89759 station and BALT #66450 electrical assembly or approved alternate. | SHELF OPTIONAL 18"w x 14"d for BALT #89759 Presentation Cart (installed). BALT #34405 or approved alternate. | LOCKING CABINET OPTIONAL for BALT #89759 Presentation Cart (installed). BALT #34409 or approved alternate. | INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 - 300 SERIES ACTIVCLASSROOM NO SUBSTITUTION | INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 - 500 SERIES NO SUBSTITUTION | ACTIVBOARD+2 300 Series - 78" ActivBoard only (PRO378) with speakers. Promethean Model AB378PUS. | ACTIVBOARD+2 500 Series - 78" ActivBoard only (PRO578) touch board with speakers. Promethean Model AB578PUS. |
| Schoolhouse Products, Inc. | \$178.80 | \$18.60 | \$86.28 | | | | |
| School Specialty, Inc. | \$205.50 | \$23.44 | \$106.22 | | | | |
| Smiley's Audio-Visual, Inc. | \$195.00 Unassembled \$195.00 Assembled \$245.00 | \$38.50 | \$124.90 | | | | |
| Troxell Communications, Inc. | \$206.71 Balt 89759 & Balt 66450 Fully Assembled | \$30.81 | \$145.10 | | | | |
| Valiant National AV Supply | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. (CONTINUED) | | | | | |
|---|---|---|---|---|--|---|
| Item #: | 55 | 56 | 57 | 58 | 59 | 60 |
| Description | ACTIVOTE Set of 24 with lockable hard body carry case. Includes ACTIVHUB. Promethean Model AV3KIT24AMEU. | ACTIVOTE Set of 32 with lockable hard body carry case. Includes ACTIVHUB. Promethean Model AV3KIT32AMEU. | ACTIVEXPRESSION V2.32 - Set of 24 with soft-covered carry case. Includes ACTIVHUB. Promethean Model AE2KIT24AMEU. | ACTIVEXPRESSION V2.32 - Set of 32 with soft-covered carry case. Includes ACTIVHUB. Promethean Model AE2KIT32AMEU. | ACTIVSLATE60 - Wire free, fully integrated graphics tablet with ActivPen50. Promethean Model ACTIVSLATE60. | ACTIVPEN - For use on older version ActivBoards. a. Activpen - Pack of 2. Promethean Model ACTIVPEN3-2. b. Activpen - Set of 10. Promethean Model ACTIVPEN3-10. |
| AFP Industries, Inc. | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | |
| B&H Photo Video | | | | | | |
| Camcor, Inc. | | | | | | |
| Focused Technology | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | |
| CDW Government LLC | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. (CONTINUED) | | | | | |
|-------------------------------------|---|---|---|---|--|---|
| Item #: | 55 | 56 | 57 | 58 | 59 | 60 |
| Description | ACTIVOTE Set of 24 with lockable hard body carry case. Includes ACTIVHUB. Promethean Model AV3KIT24AMEU. | ACTIVOTE Set of 32 with lockable hard body carry case. Includes ACTIVHUB. Promethean Model AV3KIT32AMEU. | ACTIVEXPRESSION V2.32 - Set of 24 with soft-covered carry case. Includes ACTIVHUB. Promethean Model AE2KIT24AMEU. | ACTIVEXPRESSION V2.32 - Set of 32 with soft-covered carry case. Includes ACTIVHUB. Promethean Model AE2KIT32AMEU. | ACTIVSLATE60 - Wire free, fully integrated graphics tablet with ActivPen50. Promethean Model ACTIVSLATE60. | ACTIVPEN - For use on older version ActivBoards. a. Activpen - Pack of 2. Promethean Model ACTIVPEN3-2. b. Activpen - Set of 10. Promethean Model ACTIVPEN3-10. |
| Dick Blick Company | | | | | | |
| Lakeshore Learning Materials | | | | | | |
| LexJet Corporation | | | | | | |
| Logical Choice Technologies, Inc. | \$1,199.00 | \$1,499.00 | \$1,899.00 | \$2,399.00 | \$279.00 | \$59.00 |
| Nicholas P. Pipino Associates, Inc. | | | | | | |
| Pro Sound Inc. | | | | | | |
| Pyramid School Products | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. (CONTINUED) | | | | | |
|-------------------------------------|---|---|---|---|--|---|
| Item #: | 55 | 56 | 57 | 58 | 59 | 60 |
| Description | ACTIVOTE Set of 24 with lockable hard body carry case. Includes ACTIVHUB. Promethean Model AV3KIT24AMEU. | ACTIVOTE Set of 32 with lockable hard body carry case. Includes ACTIVHUB. Promethean Model AV3KIT32AMEU. | ACTIVEXPRESSION V2.32 - Set of 24 with soft-covered carry case. Includes ACTIVHUB. Promethean Model AE2KIT24AMEU. | ACTIVEXPRESSION V2.32 - Set of 32 with soft-covered carry case. Includes ACTIVHUB. Promethean Model AE2KIT32AMEU. | ACTIVSLATE60 - Wire free, fully integrated graphics tablet with ActivPen50. Promethean Model ACTIVSLATE60. | ACTIVPEN - For use on older version ActivBoards. a. Activpen - Pack of 2. Promethean Model ACTIVPEN3-2. b. Activpen - Set of 10. Promethean Model ACTIVPEN3-10. |
| Schoolhouse Products, Inc. | | | | | | |
| School Specialty, Inc. | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | |
| Troxell Communications, Inc. | | | | | | |
| Valiant National AV Supply | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. | | | | | | | |
|---|---|--|---|---|--|---|---|---|
| Item #: | 61 | | 62 | 63 | 64 | 65 | 66 | |
| Description | ACTIVPEN - For use on Pro300 and Pro500 Series ActivBoards. | | ACTIVHUB - For use on all version ActivBoards. Promethean Model AH201. | ACTIVARENA - Two ActivPens for Teacher and two ActivPens for Student for older version ActivBoards. Promethean Model ARAPEN4AC3. | ACTIVARENA50 - One ActivWand for Teacher and one ActivWand for Student for older version ActivBoards. Promethean Model ARAWAND4AC3. | ACTIVWAND50 - For use with Pro Series ActivBoards. Promethean Model ACTIVWAND50. | MiniPC - Includes TV tuner card & wireless mini keyboard with touchpad. | |
| | a. | b. | | | | | a. | b. |
| | Activpen - Student, dual user. Promethean Model ACTIVPEN4S3. | Activpen - Teacher. Promethean Model ACTIVPEN4T3. | | | | | Price for MiniPc and installation at initial Activboard installation: | Price for MiniPc and installation to retro-fit existing Activboard: |
| AFP Industries, Inc. | | | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | | | |
| B&H Photo Video | | | | | | | | |
| Camcor, Inc. | | | | | | | | |
| Focused Technology | | | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. | | | | | | | |
|-------------------------------------|---|--|---|---|--|---|---|---|
| Item #: | 61 | | 62 | 63 | 64 | 65 | 66 | |
| Description | ACTIVPEN - For use on Pro300 and Pro500 Series ActivBoards. | | ACTIVHUB - For use on all version ActivBoards. Promethean Model AH201. | ACTIVARENA - Two ActivPens for Teacher and two ActivPens for Student for older version ActivBoards. Promethean Model ARAPEN4AC3. | ACTIVARENA50 - One ActivWand for Teacher and one ActivWand for Student for older version ActivBoards. Promethean Model ARAWAND4AC3. | ACTIVWAND50 - For use with Pro Series ActivBoards. Promethean Model ACTIVWAND50. | MiniPC - Includes TV tuner card & wireless mini keyboard with touchpad. | |
| | a. | b. | | | | | a. | b. |
| | Activpen - Student, dual user. Promethean Model ACTIVPEN4S3. | Activpen - Teacher. Promethean Model ACTIVPEN4T3. | | | | | Price for MiniPc and installation at initial Activboard installation: | Price for MiniPc and installation to retro-fit existing Activboard: |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | | |
| Logical Choice Technologies, Inc. | \$92.00 | \$69.00 | \$93.00 | \$129.00 | \$129.00 | \$79.00 | \$1,089.00 | \$1,200.00 |
| Nicholas P. Pipino Associates, Inc. | | | | | | | | |
| Pro Sound Inc. | | | | | | | | |
| Pyramid School Products | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | H. PROMETHEAN INTERACTIVE WHITEBOARD COMPONENTS - as listed. NO SUBSTITUTION. | | | | | | | |
|-------------------------------------|---|--|---|---|--|---|---|---|
| Item #: | 61 | | 62 | 63 | 64 | 65 | 66 | |
| Description | ACTIVPEN - For use on Pro300 and Pro500 Series ActivBoards. | | ACTIVHUB - For use on all version ActivBoards. Promethean Model AH201. | ACTIVARENA - Two ActivPens for Teacher and two ActivPens for Student for older version ActivBoards. Promethean Model ARAPEN4AC3. | ACTIVARENA50 - One ActivWand for Teacher and one ActivWand for Student for older version ActivBoards. Promethean Model ARAWAND4AC3. | ACTIVWAND50 - For use with Pro Series ActivBoards. Promethean Model ACTIVWAND50. | MiniPC - Includes TV tuner card & wireless mini keyboard with touchpad. | |
| | a. | b. | | | | | a. | b. |
| | Activpen - Student, dual user. Promethean Model ACTIVPEN4S3. | Activpen - Teacher. Promethean Model ACTIVPEN4T3. | | | | | Price for MiniPc and installation at initial Activboard installation: | Price for MiniPc and installation to retro-fit existing Activboard: |
| Schoolhouse Products, Inc. | | | | | | | | |
| School Specialty, Inc. | | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | | |
| Troxell Communications, Inc. | | | | | | | | |
| Valiant National AV Supply | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | H. PROMETHEAN (CONTINUED) | I. INTERACTIVE WHITEBOARD COMPONENTS | | |
|---|---|---|---|--|--|--|
| Item #: | 67 | 68 | 69 | 70 | 71 | 72 |
| Description | BULB - replacement lamp, for Promethean PRM-30 projector. Promethean Model #PRM30-LAMP. NO SUBSTITUTION | REMOTE to be used with Promethean PRM-30 projector. Promethean Model #PRM30-REMOTE. NO SUBSTITUTION | Percentage Discount for additional Promethean ActivBoard components and complimentary products and services not included above. NO SUBSTITUTION | BENQ PROJECTOR - BenQ Model MW814ST. NO SUBSTITUTION | BULB - replacement lamp, for BenQ Projector MW814ST. BenQ #5J.J4S05.001. NO SUBSTITUTION | BULB - replacement lamp, for BenQ Projector MX810ST. BenQ #5J.J3L05.001. NO SUBSTITUTION |
| AFP Industries, Inc. | | | | | | |
| Audio Visual Innovations, Inc. | | | | \$667.00 | \$179.00 | \$179.00 |
| B&H Photo Video | | | | \$795.00 | \$186.00 | \$185.00 |
| Camcor, Inc. | | | | \$767.34 | \$176.50 | \$176.50 |
| Focused Technology | | | | \$825.00 | \$185.00 | \$190.00 |
| Visionworx, LLC dba CCS Presentation | | | | \$835.88 | \$193.71 | \$193.71 |
| CDW Government LLC | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | H. PROMETHEAN (CONTINUED) | I. INTERACTIVE WHITEBOARD COMPONENTS | | |
|--|---|---|---|--|--|--|
| Item #: | 67 | 68 | 69 | 70 | 71 | 72 |
| Description | BULB - replacement lamp, for Promethean PRM-30 projector. Promethean Model #PRM30-LAMP. NO SUBSTITUTION | REMOTE to be used with Promethean PRM-30 projector. Promethean Model #PRM30-REMOTE. NO SUBSTITUTION | Percentage Discount for additional Promethean ActivBoard components and complimentary products and services not included above. NO SUBSTITUTION | BENQ PROJECTOR - BenQ Model MW814ST. NO SUBSTITUTION | BULB - replacement lamp, for BenQ Projector MW814ST. BenQ #5J.J4S05.001. NO SUBSTITUTION | BULB - replacement lamp, for BenQ Projector MX810ST. BenQ #5J.J3L05.001. NO SUBSTITUTION |
| Dick Blick Company | | | | | | |
| Lakeshore Learning Materials | | | | | | |
| LexJet Corporation | | | | | | |
| Logical Choice Technologies, Inc. | \$99.00 | \$40.00 | 30% | \$638.00 | \$158.00 | \$158.00 |
| Nicholas P. Pipino Associates, Inc. | | | | | | |
| Pro Sound Inc. | | | | \$944.00 | \$198.00 | \$198.00 |
| Pyramid School Products | \$243.95 | | | | \$236.95 | \$209.95 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | H. PROMETHEAN (CONTINUED) | I. INTERACTIVE WHITEBOARD COMPONENTS | | |
|-------------------------------------|---|---|---|--|--|--|
| Item #: | 67 | 68 | 69 | 70 | 71 | 72 |
| Description | BULB - replacement lamp, for Promethean PRM-30 projector. Promethean Model #PRM30-LAMP. NO SUBSTITUTION | REMOTE to be used with Promethean PRM-30 projector. Promethean Model #PRM30-REMOTE. NO SUBSTITUTION | Percentage Discount for additional Promethean ActivBoard components and complimentary products and services not included above. NO SUBSTITUTION | BENQ PROJECTOR - BenQ Model MW814ST. NO SUBSTITUTION | BULB - replacement lamp, for BenQ Projector MW814ST. BenQ #5J.J4S05.001. NO SUBSTITUTION | BULB - replacement lamp, for BenQ Projector MX810ST. BenQ #5J.J3L05.001. NO SUBSTITUTION |
| Schoolhouse Products, Inc. | | | | | | |
| School Specialty, Inc. | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | \$639.00 | \$159.00 | \$159.00 |
| Troxell Communications, Inc. | | | | \$635.95 | \$167.94 | \$167.94 |
| Valiant National AV Supply | \$192.85 | | | \$799.29 | \$187.00 | \$187.00 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | I. INTERACTIVE (CONTINUED) | J. BOOK TRUCKS | | |
|---|---|---|---|---|--|---|---|
| Item #: | 73 | 74 | 75 | 76 | 77 | 78 | 79 |
| Description | BENQ REMOTE to be used with BenQ Projector MW814ST. BenQ #5J.J4S06.001. NO SUBSTITUTION | BENQ REMOTE to be used with BenQ Projector MX810ST. BenQ #5J.J3T06.001. NO SUBSTITUTION | LOGITECH Wireless Combo MK520 - keyboard and mouse. Logitech Model #920-002553. NO SUBSTITUTION | LOGITECH WEBCAM HD C270, Model #960-000694. NO SUBSTITUTION | BOOK TRUCKS Three slant shelves 17"w X 14"d X 43"h, Bretford L33017 or approved alternate. Various colors. | BOOK TRUCKS Three slant shelves. 36"w x 14"d x 43"h. Bretford L330 or approved alternate. Various colors. | BOOK TRUCKS Six slant shelves. 36"w x 18"d x 43"h. Bretford V336 or approved alternate. Various colors. |
| AFP Industries, Inc. | | | | | \$168.82 | \$238.68 | \$265.80 |
| Audio Visual Innovations, Inc. | \$29.00 | \$37.00 | | | | | |
| B&H Photo Video | \$38.00 | \$44.00 | \$44.99 | \$33.10 | \$200.00 As Specified #L33017-PB | \$230.00 As Specified #6330/Putty Beige | \$325.00 As Specified #V336/Putty Beige |
| Camcor, Inc. | | | \$50.67 | \$36.61 | \$170.85 | \$242.76 | \$268.21 |
| Focused Technology | \$49.00 | \$59.00 | \$65.00 | \$49.00 | | | |
| Visionworx, LLC dba CCS Presentation | \$37.67 | \$45.36 | \$54.93 | \$40.65 | \$221.73 As Shipped | \$314.80 As Shipped | \$365.92 As Shipped |
| CDW Government LLC | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | I. INTERACTIVE (CONTINUED) | J. BOOK TRUCKS | | |
|--|---|---|---|---|--|---|---|
| Item #: | 73 | 74 | 75 | 76 | 77 | 78 | 79 |
| Description | BENQ REMOTE to be used with BenQ Projector MW814ST. BenQ #5J.J4S06.001. NO SUBSTITUTION | BENQ REMOTE to be used with BenQ Projector MX810ST. BenQ #5J.J3T06.001. NO SUBSTITUTION | LOGITECH Wireless Combo MK520 - keyboard and mouse. Logitech Model #920-002553. NO SUBSTITUTION | LOGITECH WEBCAM HD C270, Model #960-000694. NO SUBSTITUTION | BOOK TRUCKS Three slant shelves 17"w X 14"d X 43"h, Bretford L33017 or approved alternate. Various colors. | BOOK TRUCKS Three slant shelves. 36"w x 14"d x 43"h. Bretford L330 or approved alternate. Various colors. | BOOK TRUCKS Six slant shelves. 36"w x 18"d x 43"h. Bretford V336 or approved alternate. Various colors. |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | | | | | | | |
| Logical Choice Technologies, Inc. | \$30.50 | \$39.00 | | | \$299.00 | \$319.00 | \$399.00 |
| Nicholas P. Pipino Associates, Inc. | | | | | \$171.80 | \$242.00 | \$263.00 |
| Pro Sound Inc. | \$36.00 | \$45.00 | | \$39.50 | | | |
| Pyramid School Products | | | | | \$169.98 | \$240.98 | \$268.75 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | I. INTERACTIVE (CONTINUED) | J. BOOK TRUCKS | | |
|------------------------------|---|---|---|---|--|---|---|
| Item #: | 73 | 74 | 75 | 76 | 77 | 78 | 79 |
| Description | BENQ REMOTE to be used with BenQ Projector MW814ST. BenQ #5J.J4S06.001. NO SUBSTITUTION | BENQ REMOTE to be used with BenQ Projector MX810ST. BenQ #5J.J3T06.001. NO SUBSTITUTION | LOGITECH Wireless Combo MK520 - keyboard and mouse. Logitech Model #920-002553. NO SUBSTITUTION | LOGITECH WEBCAM HD C270, Model #960-000694. NO SUBSTITUTION | BOOK TRUCKS Three slant shelves 17"w X 14"d X 43"h, Bretford L33017 or approved alternate. Various colors. | BOOK TRUCKS Three slant shelves. 36"w x 14"d x 43"h. Bretford L330 or approved alternate. Various colors. | BOOK TRUCKS Six slant shelves. 36"w x 18"d x 43"h. Bretford V336 or approved alternate. Various colors. |
| Schoolhouse Products, Inc. | | | | | \$194.33 | \$275.86 | \$307.21 |
| School Specialty, Inc. | | | | | \$193.07 | \$211.91 | \$265.56 |
| Smiley's Audio-Visual, Inc. | \$32.00 | \$32.00 | | | \$174.00 | \$246.00 | \$275.00 |
| Troxell Communications, Inc. | \$32.59 | \$39.66 | \$54.86 | \$42.01 | \$170.70 Bretford L33017PB | \$242.30 FOB your dock | \$269.84 FOB your dock |
| Valiant National AV Supply | | | \$57.70 | \$43.82 | \$212.96 Buhl BTD S-6 | | \$212.96 Buhl BTD S-6 |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | |
|---|---|---|---|---|--|--|--|
| Item #: | 80 | 81 | 82 | 83 | 84 | | |
| Description | BOOK TRUCKS Four slant shelves. 36"w x 18"d x 43"h. Bretford FV336 or approved alternate. Various colors. | PORTABLE CASSETTE SOUND SYSTEM - Mobile, Cassette player/recorder, DVD/CD player: DVD, CD, MP3, VCD, CDR, and CD-G. Hamilton Venu100 or approved alternate. | PORTABLE CLASSROOM INFRARED AMPLIFICATION SYSTEM: 705iR Lightspeed Technologies, Inc. LES 705iR. NO SUBSTITUTION REJECT | PORTABLE AUDIO SYSTEM: All-in-one design, battery or AC powered operation, includes carrying REJECT Lightspeed Technologies, Inc. Delta PA NO SUBSTITUTION | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., CAT 885. NO SUBSTITUTION. a. 885-RD System as above with: (four (4) DRQ speakers) REJECT b. 885-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT c. 885-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT | | |
| AFP Industries, Inc. | \$263.97 | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | | |
| B&H Photo Video | \$295.00 As Specified #FV336/Putty Beige | \$839.00 | | | | | |
| Camcor, Inc. | \$266.38 | \$759.08 | | | | | |
| Focused Technology | | \$900.00 | | | | | |
| Visionworx, LLC dba CCS Presentation | \$374.79 As Shipped | \$871.66 | | | | | |
| CDW Government LLC | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | |
|--|---|---|---|---|--|---|---|
| Item #: | 80 | 81 | 82 | 83 | 84 | | |
| Description | BOOK TRUCKS Four slant shelves. 36"w x 18"d x 43"h. Bretford FV336 or approved alternate. Various colors. | PORTABLE CASSETTE SOUND SYSTEM - Mobile, Cassette player/recorder, DVD/CD player: DVD, CD, MP3, VCD, CDR, and CD-G. Hamilton Venu100 or approved alternate. | PORTABLE CLASSROOM INFRARED AMPLIFICATION SYSTEM: 705iR Lightspeed Technologies, Inc. LES 705iR. NO SUBSTITUTION REJECT | PORTABLE AUDIO SYSTEM: All-in-one design, battery or AC powered operation, includes carrying REJECT Lightspeed Technologies, Inc. Delta PA NO SUBSTITUTION | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., CAT 885. NO SUBSTITUTION. | | |
| | | | | | a. | b. | c. |
| | | | | | 885-RD System as above with: (four (4) DRQ speakers) REJECT | 885-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT | 885-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | | | | | | | |
| Logical Choice Technologies, Inc. | \$399.00 | | | | | | |
| Nicholas P. Pipino Associates, Inc. | \$261.45 | \$1,380.00 Califone PA919 w/ Q319/M/19 | | | | | |
| Pro Sound Inc. | | | | | | | |
| Pyramid School Products | \$266.98 | \$819.95 | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | |
|------------------------------|---|---|---|---|--|--|--|
| Item #: | 80 | 81 | 82 | 83 | 84 | | |
| Description | BOOK TRUCKS Four slant shelves. 36"w x 18"d x 43"h. Bretford FV336 or approved alternate. Various colors. | PORTABLE CASSETTE SOUND SYSTEM - Mobile, Cassette player/recorder, DVD/CD player: DVD, CD, MP3, VCD, CDR, and CD-G. Hamilton Venu100 or approved alternate. | PORTABLE CLASSROOM INFRARED AMPLIFICATION SYSTEM: 705iR Lightspeed Technologies, Inc. LES 705iR. NO SUBSTITUTION REJECT | PORTABLE AUDIO SYSTEM: All-in-one design, battery or AC powered operation, includes carrying REJECT Lightspeed Technologies, Inc. Delta PA NO SUBSTITUTION | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., CAT 885. NO SUBSTITUTION. a. 885-RD System as above with: (four (4) DRQ speakers) REJECT b. 885-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT c. 885-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT | | |
| Schoolhouse Products, Inc. | \$305.11 | | | | | | |
| School Specialty, Inc. | \$264.00 | | | | | | |
| Smiley's Audio-Visual, Inc. | \$273.00 | \$935.00 | | | | | |
| Troxell Communications, Inc. | \$268.00 FOB your dock | \$766.67 | | | | | |
| Valiant National AV Supply | | \$759.00 | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) |
|---|---|---|---|--|---|--|---|---|
| Item #: | 85 | | | | 85 (CONTINUED) | | | |
| Description | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, | | | | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., CAT 855. NO SUBSTITUTION. | | | |
| | d. | e. | a. | b. | c. | d. | e. | a. |
| | 885-RW System as above with: (four (4) WMQ ceiling speakers) REJECT | 885-RN System as above with: (one (1) NXQ flat panel wall speaker) REJECT | 855-RD System as above with: (four (4) DRQ speakers) REJECT | 855-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT | 855-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT | 855-RW System as above with: (four (4) WMQ wall ceiling speakers) REJECT | 855-RN System as above with: (one (1) NXQ flat panel wall speaker) REJECT | 820-RD System as above with: (four (4) DRQ ceiling speakers) REJECT |
| AFP Industries, Inc. | | | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | | | |
| B&H Photo Video | | | | | | | | |
| Camcor, Inc. | | | | | | | | |
| Focused Technology | | | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) |
|-------------------------------------|---|--|--|---|---|---|--|--|
| Item #: | 85 | | | | 85 (CONTINUED) | | | |
| Description | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, | | | | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., CAT 855. NO SUBSTITUTION. | | | |
| | d. | e. | a. | b. | c. | d. | e. | a. |
| | 885-RW System as above with: (four (4) WMQ ceiling speakers) | 885-RN System as above with: (one (1) NXQ flat panel wall speaker) | 855-RD System as above with: (four (4) DRQ speakers) | 855-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) | 855-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) | 855-RW System as above with: (four (4) WMQ wall ceiling speakers) | 855-RN System as above with: (one (1) NXQ flat panel wall speaker) | 820-RD System as above with: (four (4) DRQ ceiling speakers) |
| | REJECT | REJECT | REJECT | REJECT | REJECT | REJECT | REJECT | REJECT |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | | |
| Pro Sound Inc. | | | | | | | | |
| Pyramid School Products | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) |
|-------------------------------------|---|--|--|---|---|---|--|--|
| Item #: | 85 | | | | 85 (CONTINUED) | | | |
| Description | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, | | | | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., CAT 855. NO SUBSTITUTION. | | | |
| | d. | e. | a. | b. | c. | d. | e. | a. |
| | 885-RW System as above with: (four (4) WMQ ceiling speakers) | 885-RN System as above with: (one (1) NXQ flat panel wall speaker) | 855-RD System as above with: (four (4) DRQ speakers) | 855-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) | 855-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) | 855-RW System as above with: (four (4) WMQ wall ceiling speakers) | 855-RN System as above with: (one (1) NXQ flat panel wall speaker) | 820-RD System as above with: (four (4) DRQ ceiling speakers) |
| | REJECT | REJECT | REJECT | REJECT | REJECT | REJECT | REJECT | REJECT |
| Schoolhouse Products, Inc. | | | | | | | | |
| School Specialty, Inc. | | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | | |
| Troxell Communications, Inc. | | | | | | | | |
| Valiant National AV Supply | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | | |
|---|--|--|---|---|---|---|---|--|--|
| Item #: | 86 | | | | 87 | 88 | | | |
| Description | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., 820iR. NO SUBSTITUTION. | | | | INSTALLATION OF AMPLIFICATION SYSTEMS: | CLASSROOM AMPLIFICATION SYSTEMS (listed below) AudioGear Phase I AudioGear™ Multimedia Speaker System (Stage 1) - | | | |
| | b. | c. | d. | e. | | a. | b. | c. | d. |
| | 820-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT | 820-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT | 820-RW System as above with: (four (4) WMQ ceiling speakers) REJECT | 820-RN System as above with: (one (1) NXQ flat panel wall speaker) REJECT | Install the 885 or 855 or the 820iR systems referenced above. Charge per system. REJECT | 2-Wall Speakers - Part #11584 - System 66 | 4-Wall Speakers - Part #12059 - System 67 | 2-Ceiling Speakers - Part #11142 - System 68 | 4-Ceiling Speakers - Part #11041 - System 69 |
| AFP Industries, Inc. | | | | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | | | | |
| B&H Photo Video | | | | | | | | | |
| Camcor, Inc. | | | | | | | | | |
| Focused Technology | | | | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | | | | |
| CDW Government LLC | | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | | |
|-------------------------------------|--|--|---|---|---|---|---|--|--|
| Item #: | 86 | | | | 87 | 88 | | | |
| Description | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., 820iR. NO SUBSTITUTION. | | | | INSTALLATION OF AMPLIFICATION SYSTEMS: | CLASSROOM AMPLIFICATION SYSTEMS (listed below) AudioGear Phase I AudioGear™ Multimedia Speaker System (Stage 1) - | | | |
| | b. | c. | d. | e. | | a. | b. | c. | d. |
| | 820-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT | 820-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT | 820-RW System as above with: (four (4) WMQ ceiling speakers) REJECT | 820-RN System as above with: (one (1) NXQ flat panel wall speaker) REJECT | Install the 885 or 855 or the 820iR SYSTEMS referenced above. Charge per system. REJECT | 2-Wall Speakers - Part #11584 - System 66 | 4-Wall Speakers - Part #12059 - System 67 | 2-Ceiling Speakers - Part #11142 - System 68 | 4-Ceiling Speakers - Part #11041 - System 69 |
| Dick Blick Company | | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | | |
| LexJet Corporation | | | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | \$175.00 | \$240.00 | \$229.00 | \$319.00 |
| Nicholas P. Pipino Associates, Inc. | | | | | | | | | |
| Pro Sound Inc. | | | | | | | | | |
| Pyramid School Products | | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | | |
|-------------------------------------|--|--|---|---|--|---|---|--|--|
| Item #: | 86 | | | | 87 | 88 | | | |
| Description | CLASSROOM INFRARED AMPLIFICATION SYSTEMS (listed below): Lightspeed Technologies, Inc., 820iR. NO SUBSTITUTION. | | | | INSTALLATION OF AMPLIFICATION SYSTEMS: Install the 885 or 855 or the 820iR systems referenced above. Charge per system. | CLASSROOM AMPLIFICATION SYSTEMS (listed below) AudioGear Phase I AudioGear™ Multimedia Speaker System (Stage 1) - | | | |
| | b. | c. | d. | e. | | a. | b. | c. | d. |
| | 820-RT System as above with: (one (1) TCQ 2x2 multimedia ceiling speaker) REJECT | 820-RM System as above with: (one (1) MCQ 2x2 multimedia ceiling speaker) REJECT | 820-RW System as above with: (four (4) WMQ ceiling speakers) REJECT | 820-RN System as above with: (one (1) NXQ flat panel wall speaker) REJECT | | 2-Wall Speakers - Part #11584 - System 66 | 4-Wall Speakers - Part #12059 - System 67 | 2-Ceiling Speakers - Part #11142 - System 68 | 4-Ceiling Speakers - Part #11041 - System 69 |
| Schoolhouse Products, Inc. | | | | | | | | | |
| School Specialty, Inc. | | | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | | | |
| Troxell Communications, Inc. | | | | | | | | | |
| Valiant National AV Supply | | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | |
|---|--|--|--|---|---|--|--|----------------------|
| Item #: | 89 | 90 | | | 90 (CONTINUED) | 91 | 92 | |
| Description | INSTALLATION OF AMPLIFICATION SYSTEMS: AudioGear Phase I multimedia speaker systems as referenced above. Charge per system. | CLASSROOM INFRARED AMPLIFICATION SYSTEMS AudioGear Phase II - NO SUBSTITUTION. | | | CLASSROOM INFRARED AMPLIFICATION SYSTEMS NO SUBSTITUTION. | INSTALLATION OF AMPLIFICATION SYSTEMS: Charge per system. | BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS Light REJECT Technologies, Inc. NO SUBSTITUTION | Web Address for #92: |
| | | a. | b. | c. | d. | | | |
| | | No Speakers - Part #AG-VC-System 59 | 2 Additional Wall Speakers - Part #AG-VC-System 60 | 2 Additional Ceiling Speakers - Part #AG-VC-System 61 | CLASSROOM INFRARED AMPLIFICATION SYSTEMS MICROPHONE - AudioGear Handheld Pass-Around Microphone for Phase II System. Part # AG-IRH-07 | | | |
| AFP Industries, Inc. | | | | | | | | |
| Audio Visual Innovations, Inc. | | | | | | | | |
| B&H Photo Video | | | | | | | | |
| Camcor, Inc. | | | | | | | | |
| Focused Technology | | | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | |
|-------------------------------------|--|--|--|---|---|--|--|----------------------|
| Item #: | 89 | 90 | | | 90 (CONTINUED) | 91 | 92 | |
| Description | INSTALLATION OF AMPLIFICATION SYSTEMS: AudioGear Phase I multimedia speaker systems as referenced above. Charge per system. | CLASSROOM INFRARED AMPLIFICATION SYSTEMS AudioGear Phase II - NO SUBSTITUTION. | | | CLASSROOM INFRARED AMPLIFICATION SYSTEMS NO SUBSTITUTION. | INSTALLATION OF AMPLIFICATION SYSTEMS: Charge per system. | BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS Light REJECT Technologies, Inc. NO SUBSTITUTION | Web Address for #92: |
| | | a. | b. | c. | d. | | | |
| | | No Speakers - Part #AG-VC-System 59 | 2 Additional Wall Speakers - Part #AG-VC-System 60 | 2 Additional Ceiling Speakers - Part #AG-VC-System 61 | CLASSROOM INFRARED AMPLIFICATION SYSTEMS MICROPHONE - AudioGear Handheld Pass-Around Microphone for Phase II System. Part # AG-IRH-07 | | | |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | | |
| Logical Choice Technologies, Inc. | \$50.00 | \$714.18 | \$763.07 | \$789.41 | \$235.00 | \$125.00 | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | | |
| Pro Sound Inc. | | | | | | | | |
| Pyramid School Products | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | K. VIDEO/AUDIO EQUIPMENT/AMPLIFICATION SYSTEMS (CONTINUED) | | | | | | |
|-------------------------------------|--|--|--|---|---|--|--|----------------------|
| Item #: | 89 | 90 | | | 90 (CONTINUED) | 91 | 92 | |
| Description | INSTALLATION OF AMPLIFICATION SYSTEMS: AudioGear Phase I multimedia speaker systems as referenced above. Charge per system. | CLASSROOM INFRARED AMPLIFICATION SYSTEMS AudioGear Phase II - NO SUBSTITUTION. | | | CLASSROOM INFRARED AMPLIFICATION SYSTEMS NO SUBSTITUTION. | INSTALLATION OF AMPLIFICATION SYSTEMS: Charge per system. | BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS Light REJECT Technologies, Inc. NO SUBSTITUTION | Web Address for #92: |
| | | a. | b. | c. | d. | | | |
| | | No Speakers - Part #AG-VC-System 59 | 2 Additional Wall Speakers - Part #AG-VC-System 60 | 2 Additional Ceiling Speakers - Part #AG-VC-System 61 | CLASSROOM INFRARED AMPLIFICATION SYSTEMS MICROPHONE - AudioGear Handheld Pass-Around Microphone for Phase II System. Part # AG-IRH-07 | | | |
| Schoolhouse Products, Inc. | | | | | | | | |
| School Specialty, Inc. | | | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | | |
| Troxell Communications, Inc. | | | | | | | | |
| Valiant National AV Supply | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | L. BALANCE OF LINE | | | | | |
|---|--|----------------------|--|-------------------------------------|---|------------------------------------|---|--------------------|
| Item #: | 93 | | 94 | | 95 | | | |
| Description | BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS NO SUBSTITUTION. | Web Address for #93: | CATALOG DISCOUNT Please indicate the minimum discount available. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. A web-site address with pricing (if available) shall be provided. | Web Address (if available) for #94: | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | |
| | | | | | a. | | b. | |
| | | | | | ACCO Brands (GBC) | Web Address: | Balt | Web Address: |
| AFP Industries, Inc. | | | | | | | | |
| Audio Visual Innovations, Inc. | | | 15% Innovative Products Catalog | www.Avispl.com | 5% | www.apolloavproducts.com/home.html | 20% | www.Baltinc.com |
| B&H Photo Video | | | 1+% * * See Attached Letter for Details | www.Bandh.com | | | 27+%* *See Attached Letter for Details | |
| Camcor, Inc. | | | 3% Discount applicable to all products except where prohibited by manufacturer. Items too large to ship UPS will incur freight. | www.Camcor.com | 5% | | 20% | |
| Focused Technology | | | | | 10% | | | |
| Visionworx, LLC dba CCS Presentation | | | See Attached | | | | 15% As Shipped | www.moorecoinc.com |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE | | | | | | | |
|--|--|----------------------|--|-------------------------------------|---|-----------------------|------|--------------------|
| Item #: | 93 | | | 94 | | | 95 | |
| Description | BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS NO SUBSTITUTION. | Web Address for #93: | CATALOG DISCOUNT Please indicate the minimum discount available. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. A web-site address with pricing (if available) shall be provided. | Web Address (if available) for #94: | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | |
| | | | | | a. | | b. | |
| | | | | | ACCO Brands (GBC) | Web Address: | Balt | Web Address: |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | 5% | www.Lakeshorelearning.com | | | | |
| LexJet Corporation | | | Varies | www.Lexjet.com | 30% | www.Lexjet.com | | |
| Logical Choice Technologies, Inc. | 10% | | 5% | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | 5% | www.gbc.com | | |
| Pro Sound Inc. | | | 17% | | | | | |
| Pyramid School Products | | | | | 15% | www.acco.com | 15% | www.Moorecoinc.com |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE | | | | | | | |
|-------------------------------------|--|----------------------|--|--------------------------------------|---|--------------|--------------------|---------------------------|
| Item #: | 93 | | 94 | | 95 | | | |
| Description | BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS NO SUBSTITUTION. | Web Address for #93: | CATALOG DISCOUNT Please indicate the minimum discount available. Our staff will contact the vendor prior to issuance of purchase order to obtain the maximum available discount at the time of order. A web-site address with pricing (if available) shall be provided. | Web Address (if available) for #94: | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | |
| | | | | | a. | | b. | |
| | | | | | ACCO Brands (GBC) | Web Address: | Balt | Web Address: |
| Schoolhouse Products, Inc. | | | | | | | 35% | www.baltinc.com |
| School Specialty, Inc. | | | 12% / 30% 12% - Supplies 30% - Furniture | www.Schoolspecialtyonline.com | | | 44% | www.Moorecoinc.com |
| Smiley's Audio-Visual, Inc. | | | 5% Minimum 5% | www.Smileysaudiovisual.com | | | 40% | www.Moorecoinc.com |
| Troxell Communications, Inc. | | | 5 - 60 % Discount off List via Customized Website. Please See Attached Website Advantages. | www.Troxell.com | | | 20%* *See Notes | http://www.Moorecoinc.com |
| Valiant National AV Supply | | | | | | | 33% | www.baltinc.com |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | | |
|---|---|--------------|---|------------------------|----------------------------------|--------------------------|----------------------------------|--------------------------|
| Item #: | 95 (CONTINUED) | | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | | | |
| | c. | | d. | | e. | | f. | |
| | Best-Rite | Web Address: | Ben-Q | Web Address: | Bretford | Web Address: | Califone | Web Address: |
| AFP Industries, Inc. | | | | | 12% | www. Bretford .com | 12% | www. Califone .com |
| Audio Visual Innovations, Inc. | | | 11% | www. Benq .com | 35% | www. Bretford .com | | |
| B&H Photo Video | 21+%* | | 1+%* | | 1+%* | | 7+%* | |
| | *See Attached Letter for Details | | *See Attached Letter for Details | | *See Attached Letter for Details | | *See Attached Letter for Details | |
| Camcor, Inc. | 20% | | 9% | | 34% | | 32% | |
| Focused Technology | | | 10% | | 10% | | 10% | |
| Visionworx, LLC dba CCS Presentation | 15% | | 15% | www.moore coinc.com | 35% | www. bretford.com | 15% | www. califone.com |
| | As Shipped | | | | As Shipped | | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | | |
|--|---|--------------------|---|----------------------------|----------|----------------------------|----------|------------------|
| Item #: | 95 (CONTINUED) | | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | | | |
| | c. | | d. | | e. | | f. | |
| | Best-Rite | Web Address: | Ben-Q | Web Address: | Bretford | Web Address: | Califone | Web Address: |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | | |
| Logical Choice Technologies, Inc. | | | 10% | www.logicalchoicestore.com | 5% | www.logicalchoicestore.com | | |
| Nicholas P. Pipino Associates, Inc. | | | | | 45.5% | www.Bretfordmfg.com | 48% | www.Califone.com |
| Pro Sound Inc. | | | 25% (projectors only) | www.benq.com | | | | |
| Pyramid School Products | 15% | www.moorecoinc.com | | | 15% | www.Bretford.com | 20% | www.Califone.com |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | | |
|-------------------------------------|---|---------------------------|---|----------------------------|--|-------------------------|--------------------|-------------------------|
| Item #: | 95 (CONTINUED) | | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | | | |
| | c. | | d. | | e. | | f. | |
| | Best-Rite | Web Address: | Ben-Q | Web Address: | Bretford | Web Address: | Califone | Web Address: |
| Schoolhouse Products, Inc. | 35% | www.Bestrite.com | | | 50% | www.Bretford.com | | |
| School Specialty, Inc. | 44% | www.moorecoinc.com | | | 44% | www.Bretford.com | 37% | www.Califone.com |
| Smiley's Audio-Visual, Inc. | 40% | www.moorecoinc.com | 40% Excludes lamps, remote accessories | www.Benq.com | 53% Bretford Basics Excludes laptop storage carts | www.Bretford.com | 45% | www.Califone.com |
| Troxell Communications, Inc. | 20%* *See Notes | http://www.Moorecoinc.com | 19%* *See Notes | http://www.benq.us/ | 35%* *See Notes | http://www.Bretford.com | 25%* *See Notes | www.Califone.com |
| Valiant National AV Supply | 33% | www.Bestrite.com | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | | |
|---|---|-----------------|---|--------------|--|--------------------------|---|-----------------------------|
| Item #: | 95 (CONTIUNUED) | | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | | | | | |
| | g. | | h. | | i. | | j. | |
| | Da-Lite | Web Address: | Dahl | Web Address: | Draper | Web Address: | Hamilton | Web Address: |
| AFP Industries, Inc. | 12% | www.da-lite.com | | | 12% | www.Draperinc.com | 12% | www.hamiltonelectronics.com |
| Audio Visual Innovations, Inc. | 5% Balance of line @ 5%, Screens @ 20% | www.da-lite.com | | | 5% Balance of line @ 5%, Screens @ 20% | http://www.draperinc.com | | |
| B&H Photo Video | 11+%* *See Attached Letter for Details | | 6+%* *See Attached Letter for Details | | 0+%* *See Attached Letter for Details | | 6+%* *See Attached Letter for Details | |
| Camcor, Inc. | 10% | | | | 15% | | 26% | |
| Focused Technology | 10% | | | | 10% | | 10% | |
| Visionworx, LLC dba CCS Presentation | 15% | www.da-lite.com | | | | | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | L. BALANCE OF LINE (CONTINUED) | | | | | |
|--|--------------|---|-----------------------|--------|-------------------|----------|----------------------|
| Item #: | | 95 (CONTIUNUED) | | | | | |
| Description | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | | | |
| g. | | h. | | i. | | j. | |
| Da-Lite | Web Address: | Dahl | Web Address: | Draper | Web Address: | Hamilton | Web Address: |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | | | | | |
| LexJet Corporation | | 30% | www.Lexjet.com | | | | |
| Logical Choice Technologies, Inc. | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | 26% | www.da-lite.com | | 26% | www.Draperinc.com | | |
| Pro Sound Inc. | 22% | www.da-lite.com | | 20% | www.Draperinc.com | | |
| Pyramid School Products | 15% | www.da-lite.com | | 20% | www.Draperinc.com | 15% | www.Hamiltonbuhl.com |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | L. BALANCE OF LINE (CONTINUED) | | | | | |
|-------------------------------------|--|---|-----------------------|-------------------|-------------------|---|----------------------|
| Item #: | | 95 (CONTIUNUED) | | | | | |
| Description | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - | | | | | |
| g. | | h. | | i. | | j. | |
| Da-Lite | Web Address: | Dahl | Web Address: | Draper | Web Address: | Hamilton | Web Address: |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | 21% | www.da-lite.com | | | | | |
| Smiley's Audio-Visual, Inc. | 20% | www.da-lite.com | | 20% | www.Draperinc.com | 15% | www.Hamiltonbuhl.com |
| | All other electric screens, all products - 20% | | All truck items - 15% | | | | |
| | Manual Wall Tripod Screens - 33% | | | | | All Items Shipping UPS & FedEx - 45% | |
| Troxell Communications, Inc. | 22%* | www.da-lite.com | | 22%* | www.Draperinc.com | 20%* | www.Hamiltonbuhl.com |
| | | | *See Notes | *See Notes | | | |
| Valiant National AV Supply | 37% | www.da-lite.com | | 34% | www.Draperinc.com | 38% | www.Hamiltonbuhl.com |
| | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | | |
|---|--|--------------|----------------------------------|---|---|--------------|----------------------------------|--------------|
| Item #: | 95 (CONTIUNUED) | | | 95 (CONTINUED) | | | | |
| Description | PERCENTAGE DISCOUNT FROM IND. MFG'S MSRP | | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - MANUFACTURER'S MSRP | | | | |
| | k. | | l. | | m. | | n. | |
| | Oklahoma Sound | Web Address: | Shure | Web Address: | Toshiba | Web Address: | Sony | Web Address: |
| AFP Industries, Inc. | | | | | | | | |
| Audio Visual Innovations, Inc. | | | 11% | www.shure.com | | | | |
| B&H Photo Video | 31+%* | | 1+%* | | 6+%* | | 4+%* | |
| | *See Attached Letter for Details | | *See Attached Letter for Details | | *See Attached Letter for Details | | *See Attached Letter for Details | |
| Camcor, Inc. | 15% | | 35% | | 5% | | 5% | |
| Focused Technology | | | 10% | | | | | |
| Visionworx, LLC dba CCS Presentation | | | 20% | www.shure.com | | | | |
| CDW Government LLC | | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | L. BALANCE OF LINE (CONTINUED) | | | | | |
|--|--|-----------------------|--------------------------------|---|---------|-----------------|------|--------------|
| Item #: | 95 (CONTIUNUED) | | | 95 (CONTINUED) | | | | |
| Description | PERCENTAGE DISCOUNT FROM IND. MFG'S MSRP | | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - MANUFACTURER'S MSRP | | | | |
| | k. | | l. | | m. | | n. | |
| | Oklahoma Sound | Web Address: | Shure | Web Address: | Toshiba | Web Address: | Sony | Web Address: |
| Dick Blick Company | | | | | | | | |
| Lakeshore Learning Materials | | | | | | | | |
| LexJet Corporation | | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | 5% | www.Toshiba.com | | |
| Pro Sound Inc. | | | 29% | www.Shure.com | 2% | www.Toshiba.com | | |
| Pyramid School Products | 20% | www.OklahomaSound.com | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | | |
|-------------------------------------|--|-------------------------------|-------------------|-----------------------|---|-------------------------|-------------------|---------------------------|
| Item #: | 95 (CONTIUNUED) | | | | 95 (CONTINUED) | | | |
| Description | PERCENTAGE DISCOUNT FROM IND. MFG'S MSRP | | | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP - MANUFACTURER'S MSRP | | | |
| | k. | | l. | | m. | | n. | |
| | Oklahoma Sound | Web Address: | Shure | Web Address: | Toshiba | Web Address: | Sony | Web Address: |
| Schoolhouse Products, Inc. | 35% | www. Oklahoma sound.com | | | | | | |
| School Specialty, Inc. | 43% | www. Oklahoma sound.com | | | | | | |
| Smiley's Audio-Visual, Inc. | | | | | | | | |
| Troxell Communications, Inc. | 20%* *See Notes | www. Oklahoma sound.com | 5%* *See Notes | www. Shure .com | 4%* *See Notes | www. Toshiba .com | 4%* *See Notes | www. Sony style.com |
| Valiant National AV Supply | 48% | www. Oklahoma sound.com | 31% | www. Shure .com | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | |
|---|--|--------------|--|---|------------------------|---|------------|
| Item #: | 95 (CONTINUED) | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL | | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP | | | |
| | o. | | p. | | q. | | r. |
| | Telex | Web Address: | Alternate: | Web Address: | Alternate: | Web Address: | Alternate: |
| AFP Industries, Inc. | | | | | | | |
| Audio Visual Innovations, Inc. | | | 18% Audio Enhancements | www. Audio enhance ment.com/ | 10% Samsung | www. Samsung presenter usa.com | |
| B&H Photo Video | 1+%* *See Attached Letter for Details | | | | | | |
| Camcor, Inc. | 32% | | <u>10% - 60%</u> Dukane Corp. | | | | |
| Focused Technology | 10% | | | | | | |
| Visionworx, LLC dba CCS Presentation | | | | | | | |
| CDW Government LLC | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | |
|--|-------------------------------------|----------------------------|----------------------------------|---|------------------------------|------------------------------|------------------------------|
| Item #: | 95 (CONTINUED) | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL | | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP | | | |
| | o. | | p. | | q. | | r. |
| | Telex | Web Address: | Alternate: | Web Address: | Alternate: | Web Address: | Alternate: |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | 5% Lakeshore Learning | www. Lakeshore learning.com | | | |
| LexJet Corporation | | | | | | | |
| Logical Choice Technologies, Inc. | | | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | |
| Pro Sound Inc. | 5% (professional) | www. Bosch .com | 5% | www. Blackmagic design.com | 5% (professional) | www. Prosony .com | 5% (professional) |
| Pyramid School Products | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | L. BALANCE OF LINE (CONTINUED) | | | | | | |
|-------------------------------------|-------------------------------------|--------------------------------|---|--|---|---|--|
| Item #: | 95 (CONTINUED) | | | | | | |
| Description | PERCENTAGE DISCOUNT FROM INDIVIDUAL | | | PERCENTAGE DISCOUNT FROM INDIVIDUAL MANUFACTURER'S MSRP | | | |
| | o. | | p. | | q. | | r. |
| | Telex | Web Address: | Alternate: | Web Address: | Alternate: | Web Address: | Alternate: |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | | | 29% Luxor/H. Wilson | www.luxor furn.com / www.hwilson .com | 15% Peerless | www. Peerless mounts.com | 15% Comprehensive Cable |
| Smiley's Audio-Visual, Inc. | | | 18% Front Row | www. Gofrontrow .com | 47% Crestron | www. Crestron .com | 43% Panasonic Projectors |
| Troxell Communications, Inc. | 20%* *See Note | www. Telex .com | 20%* Phonic Ear/ Front Row-Classroom Amplification Systems | www. Gofrontrow .com | 45%** **Hitachi Projectors 45% off List, Accessories 5% off List | www. Hitachi .us/digital media | 60%* Troxell Communication, Inc. Professional Development. MSRP \$5000.00 per day - 60% Discount = \$2000.00 per Day. |
| Valiant National AV Supply | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | L. BALANCE OF LINE (CONTINUED) | | | |
|---|--------------|---|--|---------------------------------|----|----|----|
| Item #: | | 96 | 97 | 97 (CONTINUED) | | | |
| Description | | Installation labor rate Standard working hours = M-F, 7 am to 5 pm. Hourly rate. | Indicate additional warranties. | Indicate additional warranties. | | | |
| | Web Address: | | | a. | b. | c. | d. |
| AFP Industries, Inc. | | | | | | | |
| Audio Visual Innovations, Inc. | | \$85.00 | | | | | |
| B&H Photo Video | | N/A* *See Attached Letter | Extended warranties are available at a very reasonable price. | | | | |
| Camcor, Inc. | | | | | | | |
| Focused Technology | | \$65.00 | | | | | |
| Visionworx, LLC dba CCS Presentation | | \$65.00 | | | | | |
| CDW Government LLC | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | L. BALANCE OF LINE (CONTINUED) | | | |
|--|--|---|---|---------------------------------|----|----|----|
| Item #: | | 96 | 97 | 97 (CONTINUED) | | | |
| Description | | Installation labor rate Standard working hours = M-F, 7 am to 5 pm. Hourly rate. | Indicate additional warranties. | Indicate additional warranties. | | | |
| | Web Address: | | | a. | b. | c. | d. |
| Dick Blick Company | | | | | | | |
| Lakeshore Learning Materials | | | See Attached Warranty Flyer | | | | |
| LexJet Corporation | | | Item # 2528744 GBC Ultima 65 EMA . One (1) Equipment Maintenance Agreement - \$454.00 | | | | |
| Logical Choice Technologies, Inc. | | \$95.00 | | | | | |
| Nicholas P. Pipino Associates, Inc. | | | | | | | |
| Pro Sound Inc. | www. Panasonic .com/ business | | | | | | |
| Pyramid School Products | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | | | | L. BALANCE OF LINE (CONTINUED) | | | |
|-------------------------------------|---|---|--|--|----|----|----|
| Item #: | | 96 | 97 | 97 (CONTINUED) | | | |
| Description | | Installation labor rate Standard working hours = M-F, 7 am to 5 pm. Hourly rate. | Indicate additional warranties. | Indicate additional warranties. | | | |
| | Web Address: | | | a. | b. | c. | d. |
| Schoolhouse Products, Inc. | | | | | | | |
| School Specialty, Inc. | www. Comprehensive cable.com | | | | | | |
| Smiley's Audio-Visual, Inc. | www. Panasonic com/ projectors | | Smiley's will issue a call tag from UPS or FedEx at no expense to SCSB for all items (excluding Califone) needing warranty repair. Email info@smileysaudiovisual.com for RA numbers. | Califone requires that they handle warranty repairs. | | | |
| Troxell Communications, Inc. | | \$95.00 | Please contact your local Account Executive Michele Wilbur for pricing on Additional Warranties offered by Troxell Communications, Inc. | | | | |
| Valiant National AV Supply | | | | | | | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | |
|---|--|
| Item #: | |
| Description | |
| AFP Industries, Inc. | Notes: |
| Audio Visual Innovations, Inc. | |
| B&H Photo Video | <p>Utmost importance for all buyers to reference our unique Quote / Reference Number on each purchase order you place with us. The Quote/Reference Number for this bid is <u>410723440</u>.</p> <ul style="list-style-type: none"> * Item 41 & 42 from Balt may take 2-4 weeks ARO. * See attached letter for explanation of MSRP Discount and Catalog Discounts. * See attached letter "Pricing Details" on products weighing more than 70lbs. |
| Camcor, Inc. | |
| Focused Technology | |
| Visionworx, LLC dba CCS Presentation | |
| CDW Government LLC | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | |
|--|--|
| Item #: | |
| Description | |
| Notes: | |
| Dick Blick Company | Bid/quote reference for purchase orders #QBM1756 |
| Lakeshore Learning Materials | Bid/quote reference for purchase orders #59846 |
| LexJet Corporation | |
| Logical Choice Technologies, Inc. | |
| Nicholas P. Pipino Associates, Inc. | |
| Pro Sound Inc. | |
| Pyramid School Products | Bid/quote reference on all purchase orders - #13-0001SARASOTA, this number must be referenced on all orders placed against this bid. |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012 at 2:00 pm

| Address: | |
|-------------------------------------|---|
| Item #: | |
| Description | |
| | Notes: |
| Schoolhouse Products, Inc. | |
| School Specialty, Inc. | |
| Smiley's Audio-Visual, Inc. | |
| Troxell Communications, Inc. | Items 4-11, 31 & 32, and 95 - only applies to standard MSRP pricing, does not apply to any on-line discount or special lower pricing. |
| Valiant National AV Supply | |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment Bid - #13-0001

Bid Opening: December 4, 2012 - 2:00 p.m.

| | | | | |
|----------------|---|--|---|--|
| Company: | AFP Industries, Inc. | Audio Visual Innovations, Inc. | B&H Photo Video | Camcor, Inc. |
| Contact Name: | Vivian Castellanos | Cindy Turner | Shea Gold | Will Benton |
| Address: | P.O. Box 43-0747 | 6301 Benjaman Road, Ste 101 | 420 Ninth Avenue | 2273 S Church St |
| | South Miami, FL 33243 | Tampa, FL 33634 | New York, NY 10001 | Burlington, NC 27215 |
| Telephone: | 800-962-4041 | 813-884-7168 | 212-239-7503 / 800-947-8003 x 2531 | 800-868-2462 |
| Fax: | 305-665-1800 | 813-882-9508 | 212-239-7509 / 800-743-0895 | 800-298-1181 |
| Federal ID #: | 65-0131696 | 59-1958935 | 13-2768071 | 56-0818892 |
| E-Mail: | afpind@aol.com | bids@avispl.com | sheag@bhphotovideo.com | bids@camcor.com |
| Delivery Days: | 20 Calendar Days | 10-20 Calendar Days | 14* Calendar Days | 3-30 Calendar Days |
| Company: | Visionworx, LLC dba CCS Presentation Systems | CDW Government LLC | Dick Blick Company | Focused Technology |
| Contact Name: | William Poremba | Matthew Flood | Tamby Peterson | Darren Swain |
| Address: | 5530 Florida Mining Blvd South | 230 N Milwaukee Ave | P.O. Box 1267 | 1850 Porter Lake Drive #102 |
| | Jacksonville, FL 32257 | Vernon Hills, IL 60061 | Galesburg, IL 61402 | Sarasota, FL 34240 |
| Telephone: | 904-998-7227 | 877-434-6269 | 800-704-7744 | 941-926-0624 |
| Fax: | 904-998-7225 | 312-705-9141 | 800-621-8293 | 941-927-6431 |
| Federal ID #: | 20-3312410 | 36-4230110 | 36-4124121 | 59-3686443 |
| E-Mail: | bporemba@ccssoutheast.com | anthmar@cdwg.com | t.peterson@dickblick.com | dswain@focusedtechnology.com |
| Delivery Days: | 30 Calendar Days | ** In stock item--Most shipped same day order is placed. ** Out of stock item--2-10 business days ARO, subject to availability. | 7-28 Calendar Days | 10 Calendar Days |
| Company: | Lakeshore Learning Materials | LexJet Corporation | Logical Choice Technologies, Inc. | Nicholas P. Pipino Associates, Inc. |
| Contact Name: | Ashley Bicanek | Rebecca Tassell | Diane Fredrikson | Stephen J. Pipino |
| Address: | 2695 E Dominguez Street | 1605 Main Street, Ste 400 | 1045 Progress Circle | 9159 - A Red Branch Road |
| | Carson, CA 90895 | Sarasota, FL 34236 | Lawrenceville, GA 30043 | Columbia, MD 21045 |
| Telephone: | 800-421-5354 | 800-453-9538 | 770-564-1044 | 888-596-0014 |
| Fax: | 310-537-7990 | 941-906-3215 | 770-564-0244 | 410-964-1191 |
| Federal ID #: | 94-1525814 | 65-0485851 | 58-2158634 | 52-2075478 |
| E-Mail: | biddept@lakeshorelearning.com | becky.tassell@lexjet.com | diane.fredrikson@logicalchoice.com | spipino@pipinoinc.com |
| Delivery Days: | 7-10 Business Calendar Days | 10 Calendar Days | 15 Calendar Days | 7-14 Days |
| Company: | Pro Sound Inc. | Pyramid School Products | School Specialty, Inc. | Schoolhouse Products, Inc. |
| Contact Name: | Jon Evans | Kenneth D Miller | Douglas A Barnd | David Morgan |
| Address: | 1375 NE 123 Street | 6510 N 54th St | 100 Paragon Parkway | 13517 Prestige Place |
| | Miami, FL 33161 | Tampa, FL 33610-1908 | Mansville, OH 44903 | Tampa, FL 33635 |
| Telephone: | 305-891-1000 | 800-792-2644 x 225 | 419-589-1900 / 800-305-0174 | 800-942-3360 |
| Fax: | 305-891-3000 | 813-621-7688 | 419-589-1449 / 800-818-5537 | 813-855-5414 |
| Federal ID #: | 59-1834097 | 59-0932660 | 39-0971239 | 59-2916938 |
| E-Mail: | jevans@prosound.net | bids@pyramidsp.com | doug.barnd@schoolspecialty.com | david@schoolhouseproducts.com |
| Delivery Days: | 30 Calendar Days | 14 - 21 Calendar Days | 6 to 8 weeks ARO | 30 Calendar Days |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment Bid - #13-0001

Bid Opening: December 4, 2012 - 2:00 p.m.

| | | | | |
|----------------|-------------------------------------|-------------------------------------|------------------------------|--------------------------|
| Company: | Smiley's Audio-Visual, Inc. | Troxell Communications, Inc. | Valiant National AV Supply | |
| Contact Name: | Cathy Smiley | Paul Champion | Ron Wolsten | |
| Address: | P.O. Box 6925 | 1971 W Lumsden Rd PMB 148 | 55 Ruta Court | |
| | Lakeland, FL 33807 | Brandon, FL 33511 | Hackensack, NJ 07606 | |
| Telephone: | 800-282-3497 | 813-892-9353 / 800-578-8858 | 800-631-0867 | |
| Fax: | 863-667-3186 | 800-589-5939 | 800-577-2637 | |
| Federal ID #: | 59-2300277 | 86-0716114 | 22-3324860 | |
| E-Mail: | cathy@smileysaudiovisual.com | michele.wilbur@trox.com | rwolsten@valiantnational.com | |
| Delivery Days: | 7-25 Calendar Days | 14-30 Calendar Days | 7-14 Calendar Days | |
| | | | Witnessed By: | JoAnn Joyce |
| | | | Witnessed By: | Joyce Haney |
| | | | Recorded By: | Nikki Brock |
| | | | Recorded By: | Stephanie Trudell |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
Justification for Award to Other Than Low Bidder

Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012- 2:00 p.m.

| Item # | Vendor | Description |
|--------|------------------------------------|---|
| 2 | Smiley's Audio-Visual, Inc. | Alternate item bid is a portable player/recorder with 2 watts of power vs. 4 watts of power. Unit has a single 3.5 mm stereo headphone jack vs. 4 - 1/8" headphone jacks. |
| | Troxell Communications, Inc. | Awarded to Smiley's Audio-Visual, Inc., based on Bidder's Preference. Vendor did not submit literature on alternate product bid. |
| 3 | Smiley's Audio-Visual, Inc. | Alternate item bid is a portable player/recorder with 2 external speaker jacks vs. 4 jacks, does not contain a USB flash drive, and does not offer WMA file compatibility. Unit has variable speed playback (+/- 15% in 3% increments) vs. -50% to +100%. Unit is visually different - boom box style vs. smaller compact cassette recorder. |
| 4 | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 6 | Camcor, Inc. | Awarded to Focus Technology based on Bidder's Preference. |
| 9 | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 13 | Nicolas P. Pipino Associates, Inc. | Vendor did not submit literature on alternate product as per bid specifications. Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 16 | Pyramid School Products | Awarded to Lex Jet Corporation as overall low for laminating film category. |
| 20 | Camcor, Inc. | Awarded to Smiley's Audio-Visual, Inc., based on Bidder's Preference. |
| | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| | Pyramid School Products | Vendor did not submit literature on alternate product as per bid specifications. |
| | Smiley's Audio-Visual, Inc. | Alternate item bid does not specify compatibility with products such as iPods/iTouches/MP3 players/iPhones/cell phones, iPads/Tablets/eReaders vs. unit specified is compatible with all. Unit is a manual control vs. automatic stereo/mono capability as unit specified. Unit does not include a heavy-duty, write-on, reclosable bag vs. unit specified. |
| 21 | B&H Photo Video | Awarded to Visionworx, LLC dba CCS Presentation Systems based on Bidder's Preference. |
| 22 | B&H Photo Video | Awarded to Audio Visual Innovations, Inc., based on Bidder's Preference. |
| | Troxell Communications, Inc. | |
| 23 | Audio Visual Innovations, Inc. | Vendor withdrew bid pricing for this item. |
| 24 | Troxell Communications, Inc. | Awarded to Audio Visual Innovations, Inc., based on Bidder's Preference. |
| 26 | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
Justification for Award to Other Than Low Bidder

Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012- 2:00 p.m.

| Item # | Vendor | Description |
|---------|------------------------------------|---|
| 29 | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 30 | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 40 | Lakeshore Learning Materials | Unable to evaluate whether the alternate unit bid has a chip-proof white porcelain writing surface vs. a porcelain writing surface as specified. Unable to evaluate comparable features with literature provided. |
| | Troxell Communications, Inc. | Awarded to Smiley's Audio-Visual, Inc., based on Bidder's Preference. |
| | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 41 | Camcor, Inc. | Awarded to Pyramid School Products based on Bidder's Preference. |
| | Troxell Communications, Inc. | |
| 42 | Troxell Communications, Inc. | Awarded to Pyramid School Products based on Bidder's Preference. |
| 70 | Smiley's Audio-Visual, Inc. | Awarded to Logical Choice Technologies, Inc., as projectors are always purchased with installation. Smiley's Audio-Visual, Inc., did not bid item #96 installation. |
| | Troxell Communications, Inc. | Awarded to Logical Choice Technologies, Inc., based on Bidder's Preference. |
| 71 | Logical Choice Technologies, Inc. | Awarded to Smiley's Audio-Visual, Inc., based on Bidder's Preference. |
| 72 | Logical Choice Technologies, Inc. | Awarded to Smiley's Audio-Visual, Inc., based on Bidder's Preference. |
| 79 | School Specialty, Inc. | Awarded to AFP Industries, Inc., based on Bidder's Preference. |
| | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 80 | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 81 | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 82 - 87 | | Reject items - no bids were received. |
| 92 | | Reject item - no bids were received. |
| 95f | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
Justification for Award to Other Than Low Bidder

Audio Visual and Video Equipment - Bid #13-0001

Bid Opening: December 4, 2012- 2:00 p.m.

| Item # | Vendor | Description |
|--------|------------------------------------|---|
| 95g | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| | Troxell Communications, Inc. | Awarded to Pro-Sound, Inc., based on Bidder's Preference. |
| | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 95i | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| | Nicolas P. Pipino Associates, Inc. | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 95j | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| 95k | Valiant National AV Supply | Vendor non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. |
| | | |

Government & Educational
Sales Department

420 Ninth Avenue
New York, NY 10001



Tel: 800. 947.8003

Fax: 800. 858.5517

orgsales@BandH.com

T H E P R O F E S S I O N A L ' S S O U R C E

11/29/2012

Dear School Board of Sarasota County,

RE: Bid, Audio Visual and Video Equipment - Bid #13-0001

I would like to take a moment to thank you for giving B&H the opportunity to serve School District of Sarasota County.

Cost - MSRP Discount:

There are multiple pricing levels for each manufacturer, as well as within each of their categories, making it impossible to obtain a single discount and at the same time supply the best possible discount price for the school district. The discount we submitted is based on products that have a smaller profit margin. However, in general we give even greater discounts. Based on our full catalog, our standard discounted prices average 21% off MSRP.

Cost – Catalog Discount:

There are now 1000's of manufacturers within the Landscape of Audio Visual plus multiple categories, therefore this option would be the best interest of the school district. We offer 1% off of the B&H standard discounted prices, which will make it an average of 22% off MSRP. Plus, additional discounts will be given when applicable.

Prices are located at our up-to-date site www.BandH.com or in the B&H Winter 2013 catalog.

Pricing Details

Manufacturers that do not allow discounts will be 0% off our price. Products weighing more than 70 lbs. or requiring truck delivery will be charged a reasonable amount for shipping. B&H is world-renowned for standard discounted pricing. Combined with our discount agreement, this will guarantee very low pricing from the complete catalog.

Past experience

B&H currently has a wonderful working relationship with the School District of Sarasota County, providing Creative Technology products for years. At B&H, **relationship** is more than a catch phrase. Government and Education customers are assigned a personal "Account Team",

ensuring that the client's purchasing and customer service needs are fulfilled from A– Z, along with a significant liberal return policy.

Compatibility/Matching

B&H is staffed with top professionals in each field and maintains a “Product Specialist” team who has the expertise to answer, support, and recommend solutions to your technical needs. They are available to guide and train your staff via phone, email, chat or online.

Standardization/ Equality

B&H carries the widest selection of A/V and Creative Technology equipment, more than 300,000 items from more than 2,000 brands.

Bidder's past performance/Delivery /Service capability/Quality/workmanship

B&H's unrivaled in-stock availability and variety of shipping options allows for quick and accurate delivery of merchandise. We also have on-line 24-7 tracking information. B&H features an award winning customer service;



Installation

Government and education entities, when ordering from B&H the aforementioned equipment categories, can save a lot of money and are best served by a reliable distributor with discounted pricing and 99% they are not inquiring the vendor to install the products. However B&H installation services are limited to NY State.

Contract Experience

B&H is ready, able and willing to accommodate your unique procurement requirements. We have preferred vendor status and similar contracts set up with numerous Government & Education institutions and purchasing co-ops, we are looking forward to have the School District of Sarasota County to experience the B&H accommodations and amenities.

Please reference Bid #: 410723440 in all of your correspondence.

Sincerely yours,

Shea Gold

B&H - Contracts & Bids

440 Ninth Avenue, 5th Floor, New York, NY 10001

800-947-8003x 2531

sheag@bandh.com

www.BandH.com/b2b

Joyce Joann

From: Bill Poremba [bporemba@ccssoutheast.com]
Sent: Friday, December 21, 2012 10:52 AM
To: Joyce Joann
Subject: RE: Audio Visual and Video Equipment - Bid #13-0001 - Clarification
Attachments: image002.gif; image003.jpg; SKMBT_22312122111460.pdf

So sorry for the mislabeled MSRP Discount attachment. Attached is the corrected attachment with Sarasota County.

Bill Poremba

CCS - Florida
5530 Florida Mining Blvd
Jacksonville, FL 32257
904.998.7227 x 323 - Office
904.998.7225 – Fax
*Please note change in email address
bporemba@ccssoutheast.com



Presenting Better Solutions

From: Joyce Joann [mailto:Joann.Joyce@sarasotacountyschools.net]
Sent: Friday, December 21, 2012 10:13 AM
To: Bill Poremba
Subject: Audio Visual and Video Equipment - Bid #13-0001 - Clarification

Good morning Mr. Poremba,

Please clarify the bid title listed on your MSRP pricing sheets.

Thank you.

JoAnn

JoAnn Joyce, Buyer
Materials Management
Sarasota County School Board
101 Old Venice Road
Osprey, FL 34229

joann_joyce@sarasota.k12.fl.us
Tel - 941.486.2183 x68489
Fax - 941.486.2188

Please be aware that all mail sent to and from Sarasota County Public Schools is subject to the public records law of Florida.



School Board of Sarasota County Bid #13-0001

| Manufacturer | Percentage off MSRP |
|------------------------------|---------------------|
| 3M | 14 |
| AKG | 20 |
| Altinex | 22 |
| AMK | 15 |
| AMX | 35 |
| Anchor Audio | 27 |
| Anthro | 25 |
| Apollo | 10 |
| Atlas Sound | 25 |
| Audio Technica | 10 |
| Audix | 10 |
| Autopatch | 20 |
| AV Rover | 10 |
| AVTEQ | 13 |
| Avermedia Presentation | 20 |
| Avermedia Video Conferencing | 20 |
| Balt | 15 |
| BenQ | 15 |
| Best Rite | 15 |
| Biamp | 14 |
| Blonder Tongue | 20 |
| BMS | 30 |
| Bogen | 10 |
| Bose | 10 |
| BRETFORD | 35 |
| BTX | 15 |
| Califone | 15 |
| Calypso | 10 |
| Canon | 15 |
| Casio | 20 |
| CCS Install Packages | 35 |
| Chief | 30 |
| Christie | 10 |
| Clear One | 15 |
| Community | 15 |
| Covid | 10 |
| Crestron | 30 |
| Crown | 25 |
| Da-Lite | 15 |
| DBX | 10 |
| Denon & Marantz | 10 |
| Digital Projection | 10 |
| Draper | 25 |
| Dukane | 30 |
| Eiki | 10 |
| Elmo | 15 |
| Epson | 15 |
| Extron | 32 |
| Flip | 5 |
| Front Row | 20 |
| FSR | 20 |
| Gyration | 10 |
| H Wilson | 10 |
| Hall Research | 20 |
| I Rover | 15 |
| Infocus | 10 |
| Intelix | 15 |
| Interlink | 17 |

| | |
|---------------------------------|----|
| JBL | 23 |
| Jelco | 21 |
| Ken-A-Vision | 10 |
| KOH | 10 |
| Koroseal | 10 |
| Kramer | 25 |
| Lectrosonics | 20 |
| LG | 10 |
| Liberty | 16 |
| LifeSize | 15 |
| Luxor | 20 |
| Mackie | 18 |
| Magic Box | 12 |
| Media Tech | 21 |
| MediaVision | 10 |
| Middle Atlantic Racks | 20 |
| Mitsubishi | 30 |
| Nady | 12 |
| Navitar | 10 |
| NEC | 10 |
| NEC Flat Panel Display Division | 10 |
| NewTek | 5 |
| Nova | 20 |
| OWI | 20 |
| Peerless | 25 |
| Polycom | 15 |
| Premier | 22 |
| QSC | 25 |
| Quicktron | 30 |
| Rane | 17 |
| Raxxess | 20 |
| RDL | 15 |
| Recordex | 20 |
| Revo Labs | 15 |
| RFM Seating | 10 |
| RGB Spectrum | 14 |
| RM Products | 10 |
| Sabine | 19 |
| Safco | 10 |
| Samsung Displays | 7 |
| Samsung Presenters | 20 |
| Sennheiser | 20 |
| Serria Video | 10 |
| Shure | 20 |
| SMART | 25 |
| SMART Accessories | 5 |
| Sonic Foundry | 5 |
| Sound Craft | 10 |
| Sound Tube | 20 |
| SP Controls | 20 |
| Tandberg | 15 |
| Tannoy | 20 |
| TOA | 25 |
| Toshiba | 5 |
| Vaddio | 15 |
| VFI | 15 |
| Williams Sound | 18 |
| Winsted | 12 |
| Wolfvision | 13 |

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