



**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 #11-0001 FOR AUDIO VISUAL AND VIDEO EQUIPMENT**

Bids to provide 'Audio Visual and Video Equipment' were received from 25 vendors on August 3, 2010. The bids of ACCO Brands USA, LLC (GBC), AFP Industries, Inc., AVES Audio Visual Systems, Inc., Audio Visual Innovations, Audio Visual Solutions Corporation, B&H Photo Video Pro-Audio, BES Industries, Inc., Camcor, Inc., Lightspeed Technologies, Inc., Logical Choice Technologies, Inc., Nicholas P. Pipino Associates, Inc., Pyramid School Products, Schoolhouse Products, Inc., Smiley's Audio Visual, Inc., Sound Conceptions, Troxell Communications, Inc., Valiant IMC and Xerox Audio Video Solutions 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

"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: 08-31-10

**Fiscal Impact:**

Not to exceed  
\$900,000.00

**Funding:**

Operating and Capital

**Recommended Motion:** That the bids of ACCO Brands USA, LLC (GBC), AFP Industries, Inc., AVES Audio Visual Systems, Inc., Audio Visual Innovations, Audio Visual Solutions Corporation, B&H Photo Video Pro-Audio, BES Industries, Inc., Camcor, Inc., Lightspeed Technologies, Inc., Logical Choice Technologies, Inc., Nicholas P. Pipino Associates, Inc., Pyramid School Products, Schoolhouse Products, Inc., Smiley's Audio Visual, Inc., Sound Conceptions, Troxell Communications, Inc., Valiant IMC and Xerox Audio Video Solutions to provide 'Audio Visual and Video Equipment' in an amount not to exceed \$900,000.00, be approved for award and purchase.

(over)

Address:		A. AUDIO CASSETTE RECORDERS/PLAYERS/CD PLAYERS:				
Item #:		1.	2.	3.	4.	5.
Description		TAPE RECORDER/ PLAYER, Califone34321R or approved alternate.	CD/CASSETTE RECORDER/PLAYER - CD & CD-RW compatibility. Califone Model 23951R Infrared Music Maker Plus Multimedia Player or approved alternate.	CD/CASSETTE RECORDER/PLAYER - Full programmable CD player w/MP3 player. Califone Model 2385AV-03 Music Maker Plus Multimedia Player or approved alternate.	CD, CD-R/W PLAYER/DUAL CASSETTE RECORDER - RC2400 remote control included. Califone 2455AV-02 Performer Plus Multimedia or approved alternate.	COMBINATION CD/MP3 PLAYER & AUDIO TAPE PLAYER/ RECORDER - Designed for educational use. EIKI 8080A or approved alternate.
1	<b>Acco Brands USA LLC (GBC)</b>					
2	<b>AFP Industries, Inc.</b>	\$69.84	\$132.88	\$112.72	\$197.22 Califone 2455AV-03	
3	<b>AVES Audio Visual Systems, Inc.</b>	\$96.00	\$138.00	\$150.00	\$233.00 Califone 2455AV-03	
4	<b>Audio Visual Innovations</b>					
5	<b>Audio Visual Solutions Corp.</b>	\$78.40	\$140.40	\$121.20	\$206.90 Califone 2455AV-03	<b>\$215.24</b>
6	<b>B&amp;H Photo Video Pro-Audio</b>					
7	<b>BES Industries, Inc.</b>	\$64.23	\$134.97	\$113.99	\$200.98	\$219.71
8	CDW Government					

Address:		A. AUDIO CASSETTE RECORDERS/PLAYERS/CD PLAYERS:				
Item #:		1.	2.	3.	4.	5.
Description		TAPE RECORDER/ PLAYER, Califone3432IR or approved alternate.	CD/CASSETTE RECORDER/PLAYER - CD & CD-RW compatibility. Califone Model 2395IR Infrared Music Maker Plus Multimedia Player or approved alternate.	CD/CASSETTE RECORDER/PLAYER - Full programmable CD player w/MP3 player. Califone Model 2385AV-03 Music Maker Plus Multimedia Player or approved alternate.	CD, CD-R/W PLAYER/DUAL CASSETTE RECORDER - RC2400 remote control included. Califone 2455AV-02 Performer Plus Multimedia or approved alternate.	COMBINATION CD/MP3 PLAYER & AUDIO TAPE PLAYER/ RECORDER - Designed for educational use. EIKI 8080A or approved alternate.
9	<b>Camcor, Inc.</b>	\$52.49	\$130.50	\$91.45	\$157.89	\$251.13
10	Lakeshore Learning	\$66.45				
	Lakeshore Model/Item # CU660					
11	Lee Hartman & Sons, Inc.	\$66.00	\$131.00	\$111.00	\$198.00	\$140.00
12	<b>Lightspeed Technologies, Inc.</b>					
13	<b>Logical Choice Technologies</b>					
14	Long's Electronics, Inc.	\$51.95	\$139.95	\$97.95	\$174.95	\$237.41
15	Markertek Video Supply					
16	<b>Nicholas P. Pipino Associates, Inc.</b>	\$49.70	\$127.88	\$87.99	<b>\$153.85</b> <b>Califone 2455AV-03</b>	\$218.45

Address:		A. AUDIO CASSETTE RECORDERS/PLAYERS/CD PLAYERS:				
Item #:		1.	2.	3.	4.	5.
Description		TAPE RECORDER/ PLAYER, Califone3432IR or approved alternate.	CD/CASSETTE RECORDER/PLAYER - CD & CD-RW compatibility. Califone Model 2395IR Infrared Music Maker Plus Multimedia Player or approved alternate.	CD/CASSETTE RECORDER/PLAYER - Full programmable CD player w/MP3 player. Califone Model 2385AV-03 Music Maker Plus Multimedia Player or approved alternate.	CD, CD-R/W PLAYER/DUAL CASSETTE RECORDER - RC2400 remote control included. Califone 2455AV-02 Performer Plus Multimedia or approved alternate.	COMBINATION CD/MP3 PLAYER & AUDIO TAPE PLAYER/ RECORDER - Designed for educational use. EIKI 8080A or approved alternate.
17	<b>Pyramid School Products</b>	\$49.15	<b>\$92.65</b>	\$85.15	\$158.95	\$219.45
					Califone 2455AV-03	
18	RM Education Computrac					
19	<b>Schoolhouse Products, Inc.</b>					
20	<b>Smiley's Audio Visual</b>	<b>\$46.25</b>	\$117.00 as spec	<b>\$82.00</b>	\$145.75	\$234.00
21	<b>Sound Conceptions</b>					
22	<b>Troxell Communications, Inc.</b>	\$69.16	\$123.48	\$107.57	\$194.32	\$231.33
					Califone 2455AV-03	EIKI 8080
23	<b>Valiant IMC</b>	\$82.80	\$132.20	\$125.73		\$225.45
24	Washington Professional Systems					\$254.00
25	<b>Xerox Audio Visual Solutions</b>	\$66.81	\$131.46	\$111.85	\$197.72	\$254.06
					Califone 2455AV-03	

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT:					
Item #:		6.		7.		8.	
Description	Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.						
	Canon	Web Address (if available) for #6 :	Panasonic	Web Address (if available) for #7 :	Sony	Web Address (if available) for #8 :	
1	<b>Acco Brands USA LLC (GBC)</b>						
2	<b>AFP Industries, Inc.</b>						
3	<b>AVES Audio Visual Systems, Inc.</b>	19% Literature Enclosed				11% Literature Enclosed	
4	<b>Audio Visual Innovations</b>						
5	<b>Audio Visual Solutions Corp.</b>	11.1%	<a href="http://www.canon.com">www.canon.com</a>				
6	<b>B&amp;H Photo Video Pro-Audio</b>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>
7	<b>BES Industries, Inc.</b>	4%	<a href="http://www.usa.canon.com/cusa/consumer/products">http://www.usa.canon.com/cusa/consumer/products</a>	4%	<a href="http://www2.panasonic.com/consumer-electronics">http://www2.panasonic.com/consumer-electronics</a>	4%	<a href="http://www.sonystyle.com">http://www.sonystyle.com</a>
8	<b>CDW Government</b>	2%	<a href="http://cdwg.com">cdwg.com</a>	2%	<a href="http://cdwg.com">cdwg.com</a>	2%	<a href="http://cdwg.com">cdwg.com</a>

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT:					
Item #:	6.		7.		8.		
Description	Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.						
	Canon	Web Address (if available) for #6 :	Panasonic	Web Address (if available) for #7 :	Sony	Web Address (if available) for #8 :	
9	<b>Camcor, Inc.</b>	11.5% - 20.5%	<a href="http://www.usa.canon.com">www.usa.canon.com</a>	10%	<a href="http://www.panasonic.com">www.panasonic.com</a>	13-14.5%	<a href="http://www.sonystyle.com">www.sonystyle.com</a>
		11.5% on professional models 20.5% on consumer models				13% on Standard Definition models 14.5% on High Definition models	
10	Lakeshore Learning						
11	Lee Hartman & Sons, Inc.						
12	<b>Lightspeed Technologies, Inc.</b>						
13	<b>Logical Choice Technologies</b>						
14	Long's Electronics, Inc.	5%				5%	
15	Markertek Video Supply						
16	<b>Nicholas P. Pipino Associates, Inc.</b>	26%	<a href="http://www.canondv.com">www.canondv.com</a>				

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT:					
Item #:	6.		7.		8.		
Description	Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.						
	Canon	Web Address (if available) for #6 :	Panasonic	Web Address (if available) for #7 :	Sony	Web Address (if available) for #8 :	
17	<b>Pyramid School Products</b>						
18	RM Education Computrac						
19	<b>Schoolhouse Products, Inc.</b>						
20	<b>Smiley's Audio Visual</b>						
21	<b>Sound Conceptions</b>						
22	<b>Troxell Communications, Inc.</b>	22%	<a href="http://www.trox.com">www.trox.com</a>		4%	<a href="http://www.trox.com">www.trox.com</a>	
23	<b>Valiant IMC</b>						
24	Washington Professional Systems						
25	<b>Xerox Audio Visual Solutions</b>						

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED):					
Item #:	9.		10.		11.		
Description	Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.				Balance of line discount. Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.		
	Canon	Web Address (if available) for #9:	Sony	Web Address (if available) for #10 :	Canon Accessories	Web Address (if available) for #11:	
1	<b>Acco Brands USA LLC (GBC)</b>						
2	<b>AFP Industries, Inc.</b>						
3	<b>AVES Audio Visual Systems, Inc.</b>	19% Literature Enclosed	<b>11% Literature Enclosed</b>		5% Literature Enclosed		
4	<b>Audio Visual Innovations</b>						
5	<b>Audio Visual Solutions Corp.</b>	22.3%	www.canon.com		11.1%	www.canon.com	
6	<b>B&amp;H Photo Video Pro-Audio</b>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	1% discount from web price <a href="http://www.bhphoto.com">www.bhphoto.com</a>	
7	<b>BES Industries, Inc.</b>	4%	<a href="http://www.usa.canon.com/cusa/consumer/products">http://www.usa.canon.com/cusa/consumer/products</a>	4%	<a href="http://www.sony.com/style.com">http://www.sony.com/style.com</a>	4% <a href="http://www.usa.canon.com/cusa/consumer/products">http://www.usa.canon.com/cusa/consumer/products</a>	
8	<b>CDW Government</b>	2%	cdwg.com	2%	cdwg.com	2% cdwg.com	

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED):					
Item #:	9.		10.		11.		
Description	Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.				Balance of line discount. Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.		
	Canon	Web Address (if available) for #9:	Sony	Web Address (if available) for #10 :	Canon Accessories	Web Address (if available) for #11:	
9	<b>Camcor, Inc.</b>	26.5%	<a href="http://www.usa.canon.com">www.usa.canon.com</a>	8.2%	<a href="http://www.sonystyle.com">www.sonystyle.com</a>	5%	<a href="http://www.usa.canon.com">www.usa.canon.com</a>
10	Lakeshore Learning						
11	Lee Hartman & Sons, Inc.						
12	<b>Lightspeed Technologies, Inc.</b>						
13	<b>Logical Choice Technologies</b>						
14	Long's Electronics, Inc.	5%		5%		5%	
15	Markertek Video Supply						
16	<b>Nicholas P. Pipino Associates, Inc.</b>					31%	<a href="http://www.canondv.com">www.canondv.com</a>

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED):					
Item #:	9.		10.		11.		
Description	Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.				Balance of line discount. Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.		
	Canon	Web Address (if available) for #9:	Sony	Web Address (if available) for #10 :	Canon Accessories	Web Address (if available) for #11:	
17	<b>Pyramid School Products</b>						
18	RM Education Computrac						
19	<b>Schoolhouse Products, Inc.</b>						
20	<b>Smiley's Audio Visual</b>						
21	<b>Sound Conceptions</b>						
22	<b>Troxell Communications, Inc.</b>	26%	<a href="http://www.trox.com">www.trox.com</a>	4%	<a href="http://www.trox.com">www.trox.com</a>	5% accessories off list <a href="http://www.trox.com">www.trox.com</a>	
23	<b>Valiant IMC</b>						
24	Washington Professional Systems						
25	<b>Xerox Audio Visual Solutions</b>						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #11-0001

Bid Opening: August 3, 2010 - 2:00 p.m.

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED):				C. LAMINATOR AND SUPPLIES				
Item #:	12.		13.		14.	14a.	15.	16.	17.	
Description	Balance of line discount. Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.				LAMINATOR - GBC Ultima 65, 1710740. NO SUBSTITUTION.	Training for laminator at each ordering location.	CABINET FOR LAMINATOR AND SUPPLIES - 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.	Nap-Lam® I Thermal Film. LAMINATING FILM - 27" x 500' roll, .0015 (1.5 mil) 1" core, clear GBC Naplam 3126061. NO SUBSTITUTION.	
	Panasonic	Web Address	Sony Accessories	Web Address						
1	<b>Acco Brands USA LLC (GBC)</b>				\$1,554.00	\$160.00	\$481.07	<b>\$25.12</b>	<b>\$23.80</b>	
							GBC Deluxe Laminator Cabinet P/N 1154314			
2	<b>AFP Industries, Inc.</b>									
3	<b>AVES Audio Visual Systems, Inc.</b>		5% Literature Enclosed							
4	<b>Audio Visual Innovations</b>									
5	<b>Audio Visual Solutions Corp.</b>				\$1,361.90		\$459.20		\$54.60	
									Pkg/2 See Note	
6	<b>B&amp;H Photo Video Pro-Audio</b>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	1% discount from web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>					
7	<b>BES Industries, Inc.</b>	4%	<a href="http://www2.panasonic.com/consumer-electronics">http://www2.panasonic.com/consumer-electronics</a>	4%	<a href="http://www.sonystyle.com">http://www.sonystyle.com</a>					
8	<b>CDW Government</b>	2%	cdwg.com	2%	cdwg.com					

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED):				C. LAMINATOR AND SUPPLIES				
Item #:	12.		13.		14.	14a.	15.	16.	17.	
Description	Balance of line discount. Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.				LAMINATOR - GBC Ultima 65, 1710740. NO SUBSTITUTION.	Training for laminator at each ordering location.	CABINET FOR LAMINATOR AND SUPPLIES - 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.	Nap-Lam® I Thermal Film. LAMINATING FILM - 27" x 500' roll, .0015 (1.5 mil) 1" core, clear GBC Naplam 3126061. NO SUBSTITUTION.	
	Panasonic	Web Address	Sony Accessories	Web Address						
9	Camcor, Inc.	5%	<a href="http://www.panasonic.com">www.panasonic.com</a>	5%						<a href="http://www.sony.com">www.sony.com</a>
10	Lakeshore Learning									
11	Lee Hartman & Sons, Inc.									
12	Lightspeed Technologies, Inc.									
13	Logical Choice Technologies									
14	Long's Electronics, Inc.									
15	Markertek Video Supply									
16	Nicholas P. Pipino Associates, Inc.					<b>\$1,484.00</b>	\$489.00	\$34.10	\$26.80	

Address:		B. CAMCORDERS/CAMERAS/EQUIPMENT (CONTINUED):				C. LAMINATOR AND SUPPLIES				
Item #:	12.		13.		14.	14a.	15.	16.	17.	
Description	Balance of line discount. Bid the percentage discount from MSRP. Manufacturers' prices, a price list or catalog containing manufacturers' prices must be submitted with the bid response in order to be considered.				LAMINATOR - GBC Ultima 65, 1710740. NO SUBSTITUTION.	Training for laminator at each ordering location.	CABINET FOR LAMINATOR AND SUPPLIES - 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.	Nap-Lam® I Thermal Film. LAMINATING FILM - 27" x 500' roll, .0015 (1.5 mil) 1" core, clear GBC Naplam 3126061. NO SUBSTITUTION.	
	Panasonic	Web Address	Sony Accessories	Web Address						
17	Pyramid School Products				\$1,492.95	\$150.00	\$459.95	\$27.95	\$30.95	
								Bryce 03-273-1C		
18	RM Education Computrac									
19	Schoolhouse Products, Inc.									
20	Smiley's Audio Visual									
21	Sound Conceptions									
22	Troxell Communications, Inc.		4% accessories off list	<a href="http://www.trox.com">www.trox.com</a>						
23	Valiant IMC						\$550.20			
24	Washington Professional Systems									
25	Xerox Audio Visual Solutions									

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #11-0001

Bid Opening: August 3, 2010 - 2:00 p.m.

Address:	C. LAMINATOR AND SUPPLIES (CONTINUED):			D. LISTENING/LANGUAGE EQUIPMENT:				E. MICROPHONES
Item #:	18.	19.	20.	21.	22.	23.	24.	25.
Description	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 Clear Chat Comfort USB - Model # 981-000014. NO SUBSTITUTION.	HEADPHONES WITH MICROPHONE - TELEX Discovery-I DS-8V (Mfg. Part #300103-803). NO SUBSTITUTION.	WIRELESS MICROPHONE FOR CAMCORDER, HAND HELD - NADY 351 VR/HT or approved alternate.
1	<b>Acco Brands USA LLC (GBC)</b>	<b>\$27.76</b>	<b>\$16.75</b>	<b>\$15.90</b>				
2	<b>AFP Industries, Inc.</b>							
3	<b>AVES Audio Visual Systems, Inc.</b>				\$16.50	\$6.95		
						Califone 3068AV Literature Enclosed		
4	<b>Audio Visual Innovations</b>							
5	<b>Audio Visual Solutions Corp.</b>	\$62.80	\$39.90	\$38.60	\$10.50	\$38.75	\$49.80	\$100.80
		Pkg/2 See Note	Pkg/2 See Note	Pkg/2 See Note				
6	<b>B&amp;H Photo Video Pro-Audio</b>						<b>\$26.19</b>	
7	<b>BES Industries, Inc.</b>				\$15.31	\$7.55	\$31.78	\$41.29
								\$103.74
8	<b>CDW Government</b>							

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #11-0001

Bid Opening: August 3, 2010 - 2:00 p.m.

Address:		C. LAMINATOR AND SUPPLIES (CONTINUED):			D. LISTENING/LANGUAGE EQUIPMENT:			E. MICROPHONES	
Item #:	Description	18.	19.	20.	21.	22.	23.	24.	25.
		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 Clear Chat Comfort USB - Model # 981-000014. NO SUBSTITUTION.	HEADPHONES WITH MICROPHONE - TELEX Discovery-I DS-8V (Mfg. Part #300103-803). NO SUBSTITUTION.	WIRELESS MICROPHONE FOR CAMCORDER, HAND HELD - NADY 351 VR/HT or approved alternate.
9	<b>Camcor, Inc.</b>	\$41.98	\$30.00	\$29.36	\$14.51	\$9.50	\$31.95	\$44.95	\$114.62
10	Lakeshore Learning				\$23.70	\$94.05			
					Lakeshore Model/Item #LA802	Lakeshore Model/Item #FN2924CX			
11	Lee Hartman & Sons, Inc.								
12	<b>Lightspeed Technologies, Inc.</b>								
13	<b>Logical Choice Technologies</b>								
14	Long's Electronics, Inc.				\$10.59	\$9.89		\$42.04	
15	Markertek Video Supply								
16	<b>Nicholas P. Pipino Associates, Inc.</b>	\$30.45	\$19.45	\$18.60	\$10.59	\$5.69			
						Califone 3068AV			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment - Bid #11-0001

Bid Opening: August 3, 2010 - 2:00 p.m.

Address:		C. LAMINATOR AND SUPPLIES (CONTINUED):			D. LISTENING/LANGUAGE EQUIPMENT:				E. MICROPHONES
Item #:		18.	19.	20.	21.	22.	23.	24.	25.
Description		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 Clear Chat Comfort USB - Model # 981-000014. NO SUBSTITUTION.	HEADPHONES WITH MICROPHONE - TELEX Discovery-I DS-8V (Mfg. Part #300103-803). NO SUBSTITUTION.	WIRELESS MICROPHONE FOR CAMCORDER, HAND HELD - NADY 351 VR/HT or approved alternate.
17	<b>Pyramid School Products</b>	\$37.35	\$19.98	\$19.95	\$9.58	\$6.29		<b>\$37.49</b>	
						Califone 3068AV			
18	RM Education Computrac								
19	<b>Schoolhouse Products, Inc.</b>								
20	<b>Smiley's Audio Visual</b>				<b>\$8.20</b>	\$5.05			
						Califone 3068AV see spec sheet			
21	<b>Sound Conceptions</b>								
22	<b>Troxell Communications, Inc.</b>				\$14.69	\$12.24	\$37.66	\$41.01	\$99.54
23	<b>Valiant IMC</b>				\$8.97	<b>\$6.60</b>	\$36.58	\$42.64	\$92.78
					Hamilton JBP-8V				
24	Washington Professional Systems								
25	<b>Xerox Audio Visual Solutions</b>				\$10.04	\$12.96	\$36.92		<b>\$92.45</b>

Address:		E. MICROPHONES (CONTINUED):						
Item #:	Description	26.	27.	28.	29.	30.	31.	32.
		WIRELESS MICROPHONE FOR CAMCORDER, LAVALIERE - NADY 351 VR/LT or approved alternate.	WIRELESS MICROPHONE, HAND HELD - SHURE PG24/PG58 or approved alternate.	WIRELESS MICROPHONE, LAVALIER - SHURE PG14/PG185 or approved alternate.	MICROPHONE, HAND HELD - SHURE 565SD-CN or approved alternate.	MICROPHONE, HAND HELD - SHURE 565SD-LC or approved alternate.	MICROPHONE, HAND HELD - SHURE VP64AL or approved alternate.	MICROPHONE, HAND HELD - SHURE VP64A or approved alternate.
1	Acco Brands USA LLC (GBC)							
2	AFP Industries, Inc.							
3	AVES Audio Visual Systems, Inc.		\$228.00	\$227.00	\$99.00	\$85.50	\$73.00	\$65.00
4	Audio Visual Innovations							
5	Audio Visual Solutions Corp.	\$100.80	\$244.90	\$244.90	Discontinued	\$103.90	\$85.85	\$75.49
6	B&H Photo Video Pro-Audio		\$189.00	\$189.00	\$105.00	\$90.00	\$66.00	\$57.00
7	BES Industries, Inc.	\$103.74	\$272.64	\$327.19	\$111.23	\$93.89	\$78.93	\$67.99
			ShurePGX24/PG58	ShurePGX14/85				
8	CDW Government							

Address:		E. MICROPHONES (CONTINUED):						
Item #:	Description	26.	27.	28.	29.	30.	31.	32.
		WIRELESS MICROPHONE FOR CAMCORDER, LAVALIERE - NADY 351 VR/LT or approved alternate.	WIRELESS MICROPHONE, HAND HELD - SHURE PG24/PG58 or approved alternate.	WIRELESS MICROPHONE, LAVALIER - SHURE PG14/PG185 or approved alternate.	MICROPHONE, HAND HELD - SHURE 565SD-CN or approved alternate.	MICROPHONE, HAND HELD - SHURE 565SD-LC or approved alternate.	MICROPHONE, HAND HELD - SHURE VP64AL or approved alternate.	MICROPHONE, HAND HELD - SHURE VP64A or approved alternate.
9	<b>Camcor, Inc.</b>	\$114.62	\$120.51	\$238.23	\$114.39	\$98.58	\$80.84	\$70.64
10	Lakeshore Learning							
11	Lee Hartman & Sons, Inc.		\$243.00	\$243.00	\$113.00	\$97.00	\$73.00	\$68.00
12	<b>Lightspeed Technologies, Inc.</b>							
13	<b>Logical Choice Technologies</b>							
14	Long's Electronics, Inc.		\$229.95	\$229.95	\$119.95	\$89.95	\$79.95	\$71.95
15	Markertek Video Supply		\$259.95	\$259.95		\$99.95	\$81.95	\$69.95
16	<b>Nicholas P. Pipino Associates, Inc.</b>							

Address:		E. MICROPHONES (CONTINUED):						
Item #:	Description	26.	27.	28.	29.	30.	31.	32.
		WIRELESS MICROPHONE FOR CAMCORDER, LAVALIERE - NADY 351 VR/LT or approved alternate.	WIRELESS MICROPHONE, HAND HELD - SHURE PG24/PG58 or approved alternate.	WIRELESS MICROPHONE, LAVALIER - SHURE PG14/PG185 or approved alternate.	MICROPHONE, HAND HELD - SHURE 565SD-CN or approved alternate.	MICROPHONE, HAND HELD - SHURE 565SD-LC or approved alternate.	MICROPHONE, HAND HELD - SHURE VP64AL or approved alternate.	MICROPHONE, HAND HELD - SHURE VP64A or approved alternate.
17	Pyramid School Products							
18	RM Education Computrac							
19	Schoolhouse Products, Inc.							
20	Smiley's Audio Visual							
21	Sound Conceptions		\$358.50	\$375.50	\$55.47	\$32.63		
			MIPRO707SE/707HE	MIPRO707SE/707TE	Aulex SuperLux PRA-C1	Aulex SuperLux PRA-C1		
22	Troxell Communications, Inc.	\$99.54	\$220.02	\$220.02	Discontinued	\$97.02	\$82.10	\$73.30
		NADY 351VRLTX please specify frequency				Shure 565SDLC/25J	Shure VP64AL/C25J	Shure VP64A/C25J
23	Valiant IMC	\$92.78	\$232.00	\$232.00	\$105.47	\$97.47	\$83.92	\$73.52
					Shure 565SD-LC w/25' cable			
24	Washington Professional Systems		\$235.00	\$235.00	\$108.00	\$94.00	\$77.00	\$66.00
25	Xerox Audio Visual Solutions	\$92.45	\$227.21	\$227.21	\$111.62	\$97.74	\$77.59	\$67.72

Address:		E. MICROPHONES (CONTINUED):						F. PAPER TRIMMERS:	
Item #:	Description	33.	34.	35.	36.	37.	38.	39.	
		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 WIRELESS HAND HELD - HAMILTON PA-85HH or approved alternate.	SHURE ACCESSORIES	Web Address (if available) for #37:	MICROPHONE WITH BUILT IN SIREN - CALIFONE PA-15 or approved alternate.	Dahle Rolling Trimmer 14-1/8" Cut. NO SUBSTITUTION.
1	Acco Brands USA LLC (GBC)								
2	AFP Industries, Inc.								
3	AVES Audio Visual Systems, Inc.	\$92.00	\$15.00			10%		\$74.00	
		Shure SM-11CN				Literature Enclosed			
4	Audio Visual Innovations								
5	Audio Visual Solutions Corp.	\$108.80	\$22.94		\$63.49	11.1%	www.shure.com	\$64.85	
6	B&H Photo Video Pro-Audio	\$88.00	\$12.00			1% discount off web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	\$124.90	
7	BES Industries, Inc.	\$93.11	\$8.97	\$310.97	\$59.05	45%	<a href="http://www.shure.com/americas/">http://www.shure.com/americas/</a>	\$49.97 spec	
		Shure SM-11CN	Hosa Tech MCL-125					\$46.14 Hamilton-MM6s	
8	CDW Government								

Address:		E. MICROPHONES (CONTINUED):						F. PAPER TRIMMERS:	
Item #:	Description	33.	34.	35.	36.	37.	38.	39.	
		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 WIRELESS HAND HELD - HAMILTON PA-85HH or approved alternate.	SHURE ACCESSORIES	Web Address (if available) for #37: <a href="http://www.shure.com">www.shure.com</a>	MICROPHONE WITH BUILT IN SIREN - CALIFONE PA-15 or approved alternate.	Dahle Rolling Trimmer 14-1/8" Cut. NO SUBSTITUTION.
9	Camcor, Inc.	\$104.30	\$18.80		\$56.78	35%		\$55.98	
10	Lakeshore Learning								
11	Lee Hartman & Sons, Inc.		\$13.00	\$319.00				\$51.00	
12	Lightspeed Technologies, Inc.								
13	Logical Choice Technologies								
14	Long's Electronics, Inc.	\$102.95	\$6.00		\$57.95	5%		\$62.95	
			NADY C25J						
15	Markertek Video Supply	\$105.00							
16	Nicholas P. Pipino Associates, Inc.							\$47.85	

Address:		E. MICROPHONES (CONTINUED):						F. PAPER TRIMMERS:	
Item #:	Description	33.	34.	35.	36.	37.	38.	39.	
		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 WIRELESS HAND HELD - HAMILTON PA-85HH or approved alternate.	SHURE ACCESSORIES	Web Address (if available) for #37:	MICROPHONE WITH BUILT IN SIREN - CALIFONE PA-15 or approved alternate.	Dahle Rolling Trimmer 14-1/8" Cut. NO SUBSTITUTION.
17	Pyramid School Products				\$61.89			\$50.29	
18	RM Education Computrac								
19	Schoolhouse Products, Inc.								
20	Smiley's Audio Visual								
21	Sound Conceptions		\$22.84 Audio Technica AT8314-25						
22	Troxell Communications, Inc.	\$89.59	\$18.23	\$318.39	\$59.90	5.2%	<a href="http://www.trox.com">www.trox.com</a>	\$51.34	
		Shure SM11CN corrected part number							
23	Valiant IMC	\$93.02	\$6.80		\$47.85	25%	<a href="http://www.shure.com">www.shure.com</a>		
			Comprehensive XLRP-XLRJ-25ST						
24	Washington Professional Systems	\$94.00	\$11.00	\$322.00					
			Rapco AJ25						
25	Xerox Audio Visual Solutions	\$102.04	\$12.76	\$302.95	\$64.07	25%	<a href="http://www.shure.com/americas">www.shure.com/americas</a>	\$52.67	
		Shure SM11-CN							

Address:		F. PAPER TRIMMERS (CONTINUED):		G. PRESENTATION DEVICES:		
Item #:	40.	41.	42.	43.	44.	45.
Description	Dahle Rolling Trimmer 20-1/8" Cut. NO SUBSTITUTION.	Dahle Rolling Trimmer 28-1/4" Cut. 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.	WRITING SURFACE EASEL - Draper DR800 or Da-Lite A585.
1	<b>Acco Brands USA LLC (GBC)</b>					
2	<b>AFP Industries, Inc.</b>					\$187.88 As Spec Draper
3	<b>AVES Audio Visual Systems, Inc.</b>					
4	<b>Audio Visual Innovations</b>		\$361.00	\$38.90	18%	
5	<b>Audio Visual Solutions Corp.</b>		\$552.50	\$50.10		\$208.45  As Spec Da-Lite
6	<b>B&amp;H Photo Video Pro-Audio</b>	\$149.90	\$214.00	\$582.00	1%	\$222.00  As Spec Da-Lite
7	<b>BES Industries, Inc.</b>		\$479.94	\$38.97	22%	\$214.69  Da-Lite #43145
8	<b>CDW Government</b>		\$359.00	\$41.00	23% please see attached price sheet from AVerMedia for pricing	

Address:		F. PAPER TRIMMERS (CONTINUED):		G. PRESENTATION DEVICES:		
Item #:	40.	41.	42.	43.	44.	45.
Description	Dahle Rolling Trimmer 20-1/8" Cut. NO SUBSTITUTION.	Dahle Rolling Trimmer 28-1/4" Cut. 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.	WRITING SURFACE EASEL - Draper DR800 or Da-Lite A585.
9	Camcor, Inc.		\$523.89	\$40.29	22% www.aver.usa.com	\$184.81
						As Spec Draper
10	Lakeshore Learning					
11	Lee Hartman & Sons, Inc.					
12	Lightspeed Technologies, Inc.					
13	Logical Choice Technologies		\$583.32	\$41.66	15%	
14	Long's Electronics, Inc.					\$234.20
						As Spec Da-Lite
15	Markertek Video Supply					
16	Nicholas P. Pipino Associates, Inc.		\$559.00	\$48.10	18%	\$223.80
						As Spec Da-Lite

Address:		F. PAPER TRIMMERS (CONTINUED):		G. PRESENTATION DEVICES:		
Item #:	40.	41.	42.	43.	44.	45.
Description	Dahle Rolling Trimmer 20-1/8" Cut. NO SUBSTITUTION.	Dahle Rolling Trimmer 28-1/4" Cut. 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.	WRITING SURFACE EASEL - Draper DR800 or Da-Lite A585.
17	<b>Pyramid School Products</b>					\$189.95
						As Spec Draper
18	RM Education Computrac					
19	<b>Schoolhouse Products, Inc.</b>					
20	<b>Smiley's Audio Visual</b>					
21	<b>Sound Conceptions</b>					
22	<b>Troxell Communications, Inc.</b>		\$541.39	\$43.81	17.5% off list 6.2% off list accessories	\$190.50
						As Spec Draper
23	<b>Valiant IMC</b>		\$561.00	\$45.30	18%	\$214.52
						As Spec Draper
24	Washington Professional Systems					
25	<b>Xerox Audio Visual Solutions</b>		\$558.06	\$40.71	18%	\$196.02
						As Spec Draper

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	46.	47.	48.	49.	50a.	50b.
Description	MARKER BOARD - Best-Rite 67RG-DD or approved alternate.	MARKER BOARD - Best-Rite 667RG-FD or approved alternate	SCREEN, TRIPOD - 70" x 70" - Da-Lite Picture King or approved alternate.	INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 ACTIVCLASSROOM. NO SUBSTITUTION.	MINI PC and installation at initial Activboard installation.	MINI PC and installation to retro-fit existing Activboard.
1	<b>Acco Brands USA LLC (GBC)</b>					
2	<b>AFP Industries, Inc.</b>		\$126.93 Da-Lite Picture King 40131			
3	<b>AVES Audio Visual Systems, Inc.</b>					
4	<b>Audio Visual Innovations</b>					
5	<b>Audio Visual Solutions Corp.</b>		\$146.25 Da-Lite Picture King 70"x70" #40131			
6	<b>B&amp;H Photo Video Pro-Audio</b>		\$131.00 Da-lite 40131			
7	<b>BES Industries, Inc.</b>		\$126.49 Da-Lite #40131			
8	CDW Government					

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	46.	47.	48.	49.	50a.	50b.
Description	MARKER BOARD - Best-Rite 67RG-DD or approved alternate.	MARKER BOARD - Best-Rite 667RG-FD or approved alternate	SCREEN, TRIPOD - 70" x 70" - Da-Lite Picture King or approved alternate.	INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 ACTIVCLASSROOM. NO SUBSTITUTION.	MINI PC and installation at initial Activboard installation.	MINI PC and installation to retro-fit existing Activboard.
9	<b>Camcor, Inc.</b>		\$127.71			
10	Lakeshore Learning					
11	Lee Hartman & Sons, Inc.					
12	<b>Lightspeed Technologies, Inc.</b>					
13	<b>Logical Choice Technologies</b>		\$279.00	<b>\$4,299.00</b>	<b>\$1,089.00</b>	<b>\$1,200.00</b>
			Da-Lite Picture King, Black Matte White			
14	Long's Electronics, Inc.		\$143.34			
			Da-Lite 40131			
15	Markertek Video Supply					
16	<b>Nicholas P. Pipino Associates, Inc.</b>		\$129.40			

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	46.	47.	48.	49.	50a.	50b.
Description	MARKER BOARD - Best-Rite 67RG-DD or approved alternate.	MARKER BOARD - Best-Rite 667RG-FD or approved alternate	SCREEN, TRIPOD - 70" x 70" - Da-Lite Picture King or approved alternate.	INTERACTIVE WHITEBOARD CLASSROOM SYSTEM AND INSTALLATION - PROMETHEAN ACTIVBOARD+2 ACTIVCLASSROOM. NO SUBSTITUTION.	MINI PC and installation at initial Activboard installation.	MINI PC and installation to retro-fit existing Activboard.
17	<b>Pyramid School Products</b>		\$128.98			
			Da-Lite 40131 Picture King			
18	RM Education Computrac					
19	<b>Schoolhouse Products, Inc.</b>					
20	<b>Smiley's Audio Visual</b>					
21	<b>Sound Conceptions</b>					
22	<b>Troxell Communications, Inc.</b>	\$445.09	\$547.21	\$127.09		
				Da-lite 40131		
23	<b>Valiant IMC</b>	\$544.40	\$562.00	\$147.70		
	Best Rite 667RG-DD			Da-lite 40131		
24	Washington Professional Systems			\$162.00		
				Da-Lite Picture King 40131		
25	<b>Xerox Audio Visual Solutions</b>	\$554.88	\$572.95	\$80.02		
				Draper Consul 216004		

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:		51.	52.	53.	54.	55.	56.
Description		ACTIVBOARD - 78" - Promethean Model AB378. NO SUBSTITUTION.	ACTIVOTE - Set of 25 w/case. Promethean Model AV3-KIT25AMER. NO SUBSTITUTION.	ACTIVOTE - Set of 32 w/case (includes ACTIVHUB). Promethean Model AV3-1KIT32AMER. NO SUBSTITUTION.	ACTIVEXPRESSION - Set of 25 w/case (includes ACTIVHUB). Promethean Model AE1KIT25US. NO SUBSTITUTION.	ACTIVEXPRESSION - Set of 32 w/case (includes ACTIVHUB). Promethean Model AE1KIT32US. NO SUBSTITUTION.	ACTIVSLATE50 - (includes Activpen). Promethean Model ACTIVSLATE50. NO SUBSTITUTION.
1	<b>Acco Brands USA LLC (GBC)</b>						
2	<b>AFP Industries, Inc.</b>						
3	<b>AVES Audio Visual Systems, Inc.</b>						
4	<b>Audio Visual Innovations</b>						
5	<b>Audio Visual Solutions Corp.</b>						
6	<b>B&amp;H Photo Video Pro-Audio</b>						
7	<b>BES Industries, Inc.</b>						
8	<b>CDW Government</b>						

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:	Description	51.	52.	53.	54.	55.	56.
		ACTIVBOARD - 78" - Promethean Model AB378. NO SUBSTITUTION.	ACTIVOTE - Set of 25 w/case. Promethean Model AV3-KIT25AMER. NO SUBSTITUTION.	ACTIVOTE - Set of 32 w/case (includes ACTIVHUB). Promethean Model AV3-1KIT32AMER. NO SUBSTITUTION.	ACTIVEXPRESSION - Set of 25 w/case (includes ACTIVHUB). Promethean Model AE1KIT25US. NO SUBSTITUTION.	ACTIVEXPRESSION - Set of 32 w/case (includes ACTIVHUB). Promethean Model AE1KIT32US. NO SUBSTITUTION.	ACTIVSLATE50 - (includes Activpen). Promethean Model ACTIVSLATE50. NO SUBSTITUTION.
9	<b>Camcor, Inc.</b>						
10	Lakeshore Learning						
11	Lee Hartman & Sons, Inc.						
12	<b>Lightspeed Technologies, Inc.</b>						
13	<b>Logical Choice Technologies</b>	<b>\$975.00</b>	<b>\$1119.00/set</b>	<b>\$1439.00/set</b>	<b>\$1679.00/set</b>	<b>\$2159.00/set</b>	<b>\$279.00</b>
14	Long's Electronics, Inc.						
15	Markertek Video Supply						
16	<b>Nicholas P. Pipino Associates, Inc.</b>						

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:	Description	51.	52.	53.	54.	55.	56.
		ACTIVBOARD - 78" - Promethean Model AB378. NO SUBSTITUTION.	ACTIVOTE - Set of 25 w/case. Promethean Model AV3-KIT25AMER. NO SUBSTITUTION.	ACTIVOTE - Set of 32 w/case (includes ACTIVHUB). Promethean Model AV3-1KIT32AMER. NO SUBSTITUTION.	ACTIVEXPRESSION - Set of 25 w/case (includes ACTIVHUB). Promethean Model AE1KIT25US. NO SUBSTITUTION.	ACTIVEXPRESSION - Set of 32 w/case (includes ACTIVHUB). Promethean Model AE1KIT32US. NO SUBSTITUTION.	ACTIVSLATE50 - (includes Activpen). Promethean Model ACTIVSLATE50. NO SUBSTITUTION.
17	<b>Pyramid School Products</b>						
18	RM Education Computrac						
19	<b>Schoolhouse Products, Inc.</b>						
20	<b>Smiley's Audio Visual</b>						
21	<b>Sound Conceptions</b>						
22	<b>Troxell Communications, Inc.</b>						
23	<b>Valiant IMC</b>						
24	Washington Professional Systems						
25	<b>Xerox Audio Visual Solutions</b>						

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	57a.	57b.	58a.	58b.	59.	60.
Description	ACTIVPEN - each. Promethean Model 2-033-ACTIVPEN3. NO SUBSTITUTION.	ACTIVPEN - Set of 10. Promethean Model 2-033-ACTIVPEN-10. NO SUBSTITUTION.	ACTIVPEN - Teacher 2 pack. Promethean Model ACTIVPEN4T3-2. NO SUBSTITUTION.	ACTIVPEN - Student 2 pack. Promethean Model ACTIVPEN4S3-2. NO SUBSTITUTION.	ACTIVHUB . Promethean Model PRM-AH2-01AMER. NO SUBSTITUTION.	ACTIVARENA - 2 pens. Promethean Model ARAPEN4AC2. NO SUBSTITUTION.
1	<b>Acco Brands USA LLC (GBC)</b>					
2	<b>AFP Industries, Inc.</b>					
3	<b>AVES Audio Visual Systems, Inc.</b>					
4	<b>Audio Visual Innovations</b>					
5	<b>Audio Visual Solutions Corp.</b>					
6	<b>B&amp;H Photo Video Pro-Audio</b>					
7	<b>BES Industries, Inc.</b>					
8	CDW Government					

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:	Description	57a.	57b.	58a.	58b.	59.	60.
		ACTIVPEN - each. Promethean Model 2-033-ACTIVPEN3. NO SUBSTITUTION.	ACTIVPEN - Set of 10. Promethean Model 2-033-ACTIVPEN-10. NO SUBSTITUTION.	ACTIVPEN - Teacher 2 pack. Promethean Model ACTIVPEN4T3-2. NO SUBSTITUTION.	ACTIVPEN - Student 2 pack. Promethean Model ACTIVPEN4S3-2. NO SUBSTITUTION.	ACTIVHUB . Promethean Model PRM-AH2-01AMER. NO SUBSTITUTION.	ACTIVARENA - 2 pens. Promethean Model ARAPEN4AC2. NO SUBSTITUTION.
9	Camcor, Inc.						
10	Lakeshore Learning						
11	Lee Hartman & Sons, Inc.						
12	Lightspeed Technologies, Inc.						
13	Logical Choice Technologies	\$39.50	\$189.05	\$70.30	\$93.10	\$94.05	\$141.55
14	Long's Electronics, Inc.						
15	Markertek Video Supply						
16	Nicholas P. Pipino Associates, Inc.						

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:		57a.	57b.	58a.	58b.	59.	60.
Description		ACTIVPEN - each. Promethean Model 2-033-ACTIVPEN3. NO SUBSTITUTION.	ACTIVPEN - Set of 10. Promethean Model 2-033-ACTIVPEN-10. NO SUBSTITUTION.	ACTIVPEN - Teacher 2 pack. Promethean Model ACTIVPEN4T3-2. NO SUBSTITUTION.	ACTIVPEN - Student 2 pack. Promethean Model ACTIVPEN4S3-2. NO SUBSTITUTION.	ACTIVHUB . Promethean Model PRM-AH2-01AMER. NO SUBSTITUTION.	ACTIVARENA - 2 pens. Promethean Model ARAPEN4AC2. NO SUBSTITUTION.
17	<b>Pyramid School Products</b>						
18	RM Education Computrac						
19	<b>Schoolhouse Products, Inc.</b>						
20	<b>Smiley's Audio Visual</b>						
21	<b>Sound Conceptions</b>						
22	<b>Troxell Communications, Inc.</b>						
23	<b>Valiant IMC</b>						
24	Washington Professional Systems						
25	<b>Xerox Audio Visual Solutions</b>						

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	61a.	61b.	62.	63.	64.	65.
Description	ACTIVBOARD REMOTE for the Sanyo XE40 Projector. Sanyo 6450848537. NO SUBSTITUTION.	ACTIVBOARD REMOTE for the Sanyo (Promethean) PRM-30 Projector. Sanyo (Promethean) PRM30-REMOTE. NO SUBSTITUTION.	ACTIVWAND - Promethean Model 1-PRMACTIVWAND-UPG. NO SUBSTITUTION.	ACTIVWAND50 - Promethean Model ACTIVWAND50. NO SUBSTITUTION.	INTERACTIVE WHITEBOARD COMPONENTS - Balance of line percentage discount from MSRP for Individual Components for Promethean Activeboard Pro 78" and Complimentary Products and Services for K12 not individually listed previously. NO SUBSTITUTION.	Percentage Discount for additional Promethean ActivBoard Components and complimentary products and services not included previously. NO SUBSTITUTION.
					<b>REJECT</b>	
1	Acco Brands USA LLC (GBC)					
2	AFP Industries, Inc.					
3	AVES Audio Visual Systems, Inc.					
4	Audio Visual Innovations					
5	Audio Visual Solutions Corp.					
6	B&H Photo Video Pro-Audio					
7	BES Industries, Inc.					
8	CDW Government					

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	61a.	61b.	62.	63.	64.	65.
Description	ACTIVBOARD REMOTE for the Sanyo XE40 Projector. Sanyo 6450848537. NO SUBSTITUTION.	ACTIVBOARD REMOTE for the Sanyo (Promethean) PRM-30 Projector. Sanyo (Promethean) PRM30-REMOTE. NO SUBSTITUTION.	ACTIVWAND - Promethean Model 1-PRMACTIVWAND-UPG. NO SUBSTITUTION.	ACTIVWAND50 - Promethean Model ACTIVWAND50. NO SUBSTITUTION.	INTERACTIVE WHITEBOARD COMPONENTS - Balance of line percentage discount from MSRP for Individual Components for Promethean Activeboard Pro 78" and Complimentary Products and Services for K12 not individually listed previously. NO SUBSTITUTION.	Percentage Discount for additional Promethean ActivBoard Components and complimentary products and services not included previously. NO SUBSTITUTION.
9	<b>Camcor, Inc.</b>				<b>REJECT</b>	
10	Lakeshore Learning					
11	Lee Hartman & Sons, Inc.					
12	<b>Lightspeed Technologies, Inc.</b>					
13	<b>Logical Choice Technologies</b>	\$18.00	\$38.00	<b>\$75.00</b>	<b>\$75.00</b>	<b>6% on Accessories 8% on Boards</b>
14	Long's Electronics, Inc.					
15	Markertek Video Supply					
16	<b>Nicholas P. Pipino Associates, Inc.</b>					

Address:		G. PRESENTATION DEVICES (CONTINUED):				
Item #:	61a.	61b.	62.	63.	64.	65.
Description	ACTIVBOARD REMOTE for the Sanyo XE40 Projector. Sanyo 6450848537. NO SUBSTITUTION.	ACTIVBOARD REMOTE for the Sanyo (Promethean) PRM-30 Projector. Sanyo (Promethean) PRM30-REMOTE. NO SUBSTITUTION.	ACTIVWAND - Promethean Model 1-PRMACTIVWAND-UPG. NO SUBSTITUTION.	ACTIVWAND50 - Promethean Model ACTIVWAND50. NO SUBSTITUTION.	INTERACTIVE WHITEBOARD COMPONENTS - Balance of line percentage discount from MSRP for Individual Components for Promethean Activeboard Pro 78" and Complimentary Products and Services for K12 not individually listed previously. NO SUBSTITUTION.	Percentage Discount for additional Promethean ActivBoard Components and complimentary products and services not included previously. NO SUBSTITUTION.
17	Pyramid School Products				<b>REJECT</b>	
18	RM Education Computrac					
19	Schoolhouse Products, Inc.					
20	Smiley's Audio Visual					
21	Sound Conceptions					
22	Troxell Communications, Inc.					
23	Valiant IMC					
24	Washington Professional Systems					
25	Xerox Audio Visual Solutions	\$16.29	\$20.85			

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:	66a.	66b.	67.	68.	69.	70.	71.
Description	PROJECTOR REPLACEMENT BULB - Sanyo XE40 Projector.	PROJECTOR REPLACEMENT BULB - Sanyo (Promethean) PRM-30 projector.	WEBCAM C600 - Logitech Model C600 2MP, #9980252. NO SUBSTITUTION.	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 - MOBILE, 24"w X 16"d X 45"h. BRETTFORD LECT2 or approved alternate.	LECTERN - FLOOR, 23"w x 12-1/2"d x 47"h. BRETTFORD LECT3 or approved alternate.
1	<b>Acco Brands USA LLC (GBC)</b>						
2	<b>AFP Industries, Inc.</b>					\$265.87	\$172.34
3	<b>AVES Audio Visual Systems, Inc.</b>						
4	<b>Audio Visual Innovations</b>						
5	<b>Audio Visual Solutions Corp.</b>		\$68.60	\$683.70	\$160.90	\$274.50	\$176.10
6	<b>B&amp;H Photo Video Pro-Audio</b>			\$575.00	<b>\$118.00</b>	\$275.00	\$177.00
						LEC2-GMGM	LECT3-GM
7	<b>BES Industries, Inc.</b>		\$65.43				
8	<b>CDW Government</b>						

Address:		G. PRESENTATION DEVICES (CONTINUED):						
Item #:	Description	66a.	66b.	67.	68.	69.	70.	71.
		PROJECTOR REPLACEMENT BULB - Sanyo XE40 Projector.	PROJECTOR REPLACEMENT BULB - Sanyo (Promethean) PRM-30 projector.	WEBCAM C600 - Logitech Model C600 2MP, #9980252. NO SUBSTITUTION.	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 - MOBILE, 24"w X 16"d X 45"h. BRETTFORD LECT2 or approved alternate.	LECTERN - FLOOR, 23"w x 12-1/2"d x 47"h. BRETTFORD LECT3 or approved alternate.
9	Camcor, Inc.			\$64.96			\$269.65	\$173.89
10	Lakeshore Learning							
11	Lee Hartman & Sons, Inc.							
12	Lightspeed Technologies, Inc.							
13	Logical Choice Technologies	\$279.00	\$279.00				\$255.40	\$197.28
	Stock #610-323-0726							
14	Long's Electronics, Inc.				\$563.95	\$129.95	\$287.87	\$187.47
15	Markertek Video Supply							
16	Nicholas P. Pipino Associates, Inc.						\$275.91	\$178.67

Address:		G. PRESENTATION DEVICES (CONTINUED):					
Item #:	66a.	66b.	67.	68.	69.	70.	71.
Description	PROJECTOR REPLACEMENT BULB - Sanyo XE40 Projector.	PROJECTOR REPLACEMENT BULB - Sanyo (Promethean) PRM-30 projector.	WEBCAM C600 - Logitech Model C600 2MP, #9980252. NO SUBSTITUTION.	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 - MOBILE, 24"w X 16"d X 45"h. BRETTFORD LECT2 or approved alternate.	LECTERN - FLOOR, 23"w x 12-1/2"d x 47"h. BRETTFORD LECT3 or approved alternate.
17	<b>Pyramid School Products</b>					\$269.95	\$173.55
						Bretford LECT2 GMGM	Bretford LECT3 GM
18	RM Education Computrac						
19	<b>Schoolhouse Products, Inc.</b>			\$742.67	\$150.94	<b>\$226.02</b>	\$174.59
20	<b>Smiley's Audio Visual</b>					\$266.25	<b>\$170.50</b>
21	<b>Sound Conceptions</b>						
22	<b>Troxell Communications, Inc.</b>			\$559.66	\$133.26	\$267.92	\$171.84
				X=specify color	XX=specify color	Bretford LECT2XXXX, XXXX=specify color	Bretford LECT3XX XX=specify color
23	<b>Valiant IMC</b>			<b>\$539.84</b>	\$127.54		
24	Washington Professional Systems						
25	<b>Xerox Audio Visual Solutions</b>	<b>\$263.09</b>		<b>\$63.25</b>		\$283.37	\$181.75
		<b>#6103323855</b>					

Address:		G. PRESENTATION DEVICES (CONTINUED):				H. TABLES, CARTS AND TRUCKS	
Item #:	72.	73.	74.	75.	76.	77.	78.
Description	LECTERN - TABLETOP, 22"w X 17"d X 14"h. Oklahoma Sound Power Plus Lectern 101 or approved alternate.	LECTERN - TABLETOP, 20"w X 18"d X 13.5"h. BRET福德 LECT5 or approved alternate.	PRESENTATION STATION - MUST BE FULLY ASSEMBLED - BALT #89759 station and BALT #66450 electrical assembly or approved alternate.	OPTIONAL SHELF, 18"w x 14"d for BALT #89759 Presentation Cart (installed). BALT #34405 or approved alternate.	OPTIONAL LOCKING CABINET for BALT #89759 Presentation Cart (installed). BALT #34409 or approved alternate.	WORK CENTER - 24"d X 60"w w/glides. BRET福德 3561-GMQ or approved alternate	WORK CENTER - 24"d X 60"w w/casters. BRET福德 3560-GMQ or approved alternate.
	<b>REJECT</b>						
1	<b>Acco Brands USA LLC (GBC)</b>						
2	<b>AFP Industries, Inc.</b>		\$83.93			\$258.68	\$272.28
3	<b>AVES Audio Visual Systems, Inc.</b>						
4	<b>Audio Visual Innovations</b>						
5	<b>Audio Visual Solutions Corp.</b>	\$457.30	\$89.10			\$267.40	\$281.25
	Paso SL370 (specify oak or walnut)						
6	<b>B&amp;H Photo Video Pro-Audio</b>		\$87.00			\$267.00	\$281.00
7	<b>BES Industries, Inc.</b>						
8	CDW Government						

Address:		G. PRESENTATION DEVICES (CONTINUED):				H. TABLES, CARTS AND TRUCKS		
Item #:	72.	73.	74.	75.	76.	77.	78.	
Description	LECTERN - TABLETOP, 22"w X 17"d X 14"h. Oklahoma Sound Power Plus Lectern 101 or approved alternate.	LECTERN - TABLETOP, 20"w X 18"d X 13.5"h. BRETTFORD LECT5 or approved alternate.	PRESENTATION STATION - MUST BE FULLY ASSEMBLED - BALT #89759 station and BALT #66450 electrical assembly or approved alternate.	OPTIONAL SHELF, 18"w x 14"d for BALT #89759 Presentation Cart (installed). BALT #34405 or approved alternate.	OPTIONAL LOCKING CABINET for BALT #89759 Presentation Cart (installed). BALT #34409 or approved alternate.	WORK CENTER - 24"d X 60"w w/glides. BRETTFORD 3561-GMQ or approved alternate	WORK CENTER - 24"d X 60"w w/casters. BRETTFORD 3560-GMQ or approved alternate.	
	<b>REJECT</b>							
9	Camcor, Inc.		\$85.35	\$203.81	\$34.48	\$119.51	\$263.78	\$277.72
10	Lakeshore Learning							
11	Lee Hartman & Sons, Inc.							
12	Lightspeed Technologies, Inc.							
13	Logical Choice Technologies		\$94.67			\$246.13	\$252.07	
14	Long's Electronics, Inc.		\$93.95			\$279.95	\$295.95	
15	Markertek Video Supply							
16	Nicholas P. Pipino Associates, Inc.	\$87.03	\$87.03			\$267.41	\$280.72	

Address:		G. PRESENTATION DEVICES (CONTINUED):				H. TABLES, CARTS AND TRUCKS		
Item #:	72.	73.	74.	75.	76.	77.	78.	
Description	LECTERN - TABLETOP, 22"w X 17"d X 14"h. Oklahoma Sound Power Plus Lectern 101 or approved alternate.	LECTERN - TABLETOP, 20"w X 18"d X 13.5"h. BRET福德 LECT5 or approved alternate.	PRESENTATION STATION - MUST BE FULLY ASSEMBLED - BALT #89759 station and BALT #66450 electrical assembly or approved alternate.	OPTIONAL SHELF, 18"w x 14"d for BALT #89759 Presentation Cart (installed). BALT #34405 or approved alternate.	OPTIONAL LOCKING CABINET for BALT #89759 Presentation Cart (installed). BALT #34409 or approved alternate.	WORK CENTER - 24"d X 60"w w/glides. BRET福德 3561-GMQ or approved alternate	WORK CENTER - 24"d X 60"w w/casters. BRET福德 3560-GMQ or approved alternate.	
	<b>REJECT</b>							
17	Pyramid School Products		\$85.89			\$262.75	\$275.82	
18	RM Education Computrac							
19	Schoolhouse Products, Inc.	Item Discontinued	\$83.78	\$224.00	\$37.12	\$106.24	\$217.82	\$233.69
20	Smiley's Audio Visual		\$84.00	\$235.00	\$25.00	\$90.00	\$224.75	\$238.25
21	Sound Conceptions							
22	Troxell Communications, Inc.		\$84.51			\$260.93	\$274.45	
			Bretford LECT5XXXX XXXX=specify color					
23	Valiant IMC	\$263.00 Oklahoma Sound 007HT						
24	Washington Professional Systems							
25	Xerox Audio Visual Solutions		\$90.39	\$249.78	\$19.54	\$86.88	\$275.98	\$290.28

Address:		H. TABLES, CARTS AND TRUCKS (CONTINUED):							
Item #:	79.	80.	81.	82.	83.	84.	85.	86.	87.
Description	WORK CENTER - 30"d X 60"w w/glides. BRETTFORD 3524-GMQ or approved alternate.	WORK CENTER - 30"d X 60"w w/casters. BETFORD 3519-GMQ or approved alternate.	WORK CENTER - 24"d X 72"w w/glides. BRETTFORD 3564-GMQ or approved alternate.	WORK CENTER - 24"d X 72"w w/casters. BRETTFORD 3565-GMQ or approved alternate.	WORK CENTER - 30"d X 72"w w/glides. BRETTFORD 3525-GMQ or approved alternate.	WORK CENTER - 30"d X 72"w w/casters. BRETTFORD 3526-GMQ or approved alternate.	WORK CENTER CORNER TABLE - 42"d X 65"w w/glides. BRETTFORD 3511-GMQ or approved alternate.	LAPTOP STORAGE CART - 10 removable shelves. Hewlett-Packard HP Versatile Storage Cart. Model #AL587AA or approved alternate.	LAPTOP STORAGE CART - 20 removable shelves. Hewlett-Packard HP 20 Notebook Mobility Cart. Model #AK816AA or approved alternate.
								<b>REJECT</b>	<b>REJECT</b>
1 Acco Brands USA LLC (GBC)									
2 AFP Industries, Inc.	\$232.74	\$247.00	\$253.47	\$241.43	\$247.67	\$261.27	\$296.14		
3 AVES Audio Visual Systems, Inc.									
4 Audio Visual Innovations									
5 Audio Visual Solutions Corp.	\$237.80	\$253.20	\$258.90	\$246.80	\$253.10	\$266.80	\$306.50	\$1,584.80	\$1,584.80
								Buhl LTMN27	Buhl LRLTC26
6 B&H Photo Video Pro-Audio	\$275.00	\$289.00	\$295.00	\$281.00	\$288.00	\$302.00	\$306.00		
7 BES Industries, Inc.									
8 CDW Government									

Address:		H. TABLES, CARTS AND TRUCKS (CONTINUED):								
Item #:		79.	80.	81.	82.	83.	84.	85.	86.	87.
	Description	WORK CENTER - 30"d X 60"w w/glides. BRETTFORD 3524-GMQ or approved alternate.	WORK CENTER - 30"d X 60"w w/casters. BETFORD 3519-GMQ or approved alternate.	WORK CENTER - 24"d X 72"w w/glides. BRETTFORD 3564-GMQ or approved alternate.	WORK CENTER - 24"d X 72"w w/casters. BRETTFORD 3565-GMQ or approved alternate.	WORK CENTER - 30"d X 72"w w/glides. BRETTFORD 3525-GMQ or approved alternate.	WORK CENTER - 30"d X 72"w w/casters. BRETTFORD 3526-GMQ or approved alternate.	WORK CENTER CORNER TABLE - 42"d X 65"w w/glides. BRETTFORD 3511-GMQ or approved alternate.	LAPTOP STORAGE CART - 10 removable shelves. Hewlett-Packard HP Versatile Storage Cart. Model #AL587AA or approved alternate.	LAPTOP STORAGE CART - 20 removable shelves. Hewlett-Packard HP 20 Notebook Mobility Cart. Model #AK816AA or approved alternate.
									<b>REJECT</b>	<b>REJECT</b>
9	Camcor, Inc.	\$235.29	\$250.76	\$255.86	\$243.93	\$249.95	\$263.89	\$301.80		
10	Lakeshore Learning									
11	Lee Hartman & Sons, Inc.									
12	Lightspeed Technologies, Inc.									
13	Logical Choice Technologies	\$255.29	\$273.23	\$282.37	\$264.44	\$273.23	\$291.07	\$296.80		
14	Long's Electronics, Inc.	\$287.95	\$302.95	\$310.95	\$295.40	\$302.64	\$317.59	\$322.26		
15	Markertek Video Supply									
16	Nicholas P. Pipino Associates, Inc.	\$239.99	\$255.42	\$260.10	\$243.10	\$249.10	\$264.10	\$301.45		

Address:		H. TABLES, CARTS AND TRUCKS (CONTINUED):								
Item #:		79.	80.	81.	82.	83.	84.	85.	86.	87.
	Description	WORK CENTER - 30"d X 60"w w/glides. BRETTFORD 3524-GMQ or approved alternate.	WORK CENTER - 30"d X 60"w w/casters. BETFORD 3519-GMQ or approved alternate.	WORK CENTER - 24"d X 72"w w/glides. BRETTFORD 3564-GMQ or approved alternate.	WORK CENTER - 24"d X 72"w w/casters. BRETTFORD 3565-GMQ or approved alternate.	WORK CENTER - 30"d X 72"w w/glides. BRETTFORD 3525-GMQ or approved alternate.	WORK CENTER - 30"d X 72"w w/casters. BRETTFORD 3526-GMQ or approved alternate.	WORK CENTER CORNER TABLE - 42"d X 65"w w/glides. BRETTFORD 3511-GMQ or approved alternate.	LAPTOP STORAGE CART - 10 removable shelves. Hewlett-Packard HP Versatile Storage Cart. Model #AL587AA or approved alternate.	LAPTOP STORAGE CART - 20 removable shelves. Hewlett-Packard HP 20 Notebook Mobility Cart. Model #AK816AA or approved alternate.
									<b>REJECT</b>	<b>REJECT</b>
17	Pyramid School Products	\$233.21	\$248.30	\$253.99	\$241.99	\$248.23	\$261.85	\$299.98		
18	RM Education Computrac									
19	Schoolhouse Products, Inc.	\$225.93	\$241.80	\$249.90	\$234.02	\$241.72	\$257.59	\$262.66		
20	Smiley's Audio Visual	\$231.90	\$246.95	\$252.75	\$240.75	\$246.75	\$260.25	\$258.95		
21	Sound Conceptions									
22	Troxell Communications, Inc.	\$232.06	\$247.08	\$252.84	\$240.82	\$247.01	\$260.52	\$299.13		
23	Valiant IMC									
24	Washington Professional Systems									
25	Xerox Audio Visual Solutions	\$283.28	\$297.58	\$304.87	\$290.58	\$297.51	\$311.80	\$316.38		

Address:		H. TABLES, CARTS AND TRUCKS (CONTINUED):				I. VIDEO/AUDIO EQUIPMENT: AMPLIFICATION SYSTEMS			
Item #:	88.	89.	90.	91.	92.	93.	94.	95.	
Description	BOOK TRUCKS - 17"w X 13"d X 43"h, 3 slant shelves, BRETTFORD L33017 or approved alternate. Various colors.	BOOK TRUCKS - 31"w X 13"d X 43"h, 3 slant shelves, BRETTFORD L330 or approved alternate. Various colors.	BOOK TRUCKS - 37"w X 18"d X 42"h, six slant shelves, BRETTFORD V336 or approved alternate. Various colors.	BOOK TRUCKS - 37"w X 18"d x 42"h, four slant shelves, BRETTFORD FV336 or approved alternate. Various colors.	DVD/VCR RECORDER WITH DIGITAL TUNER - LG RC897T. NO SUBSTITUTION.	PORTABLE CASSETTE SOUND SYSTEM - DVD, CD, MPS, VCD, CDR, AND CD-G. HAMILTON PA-85 or approved alternate.	PORTABLE CLASSROOM INFRARED AMPLIFICATION SYSTEM - LightSPEED Technologies, Inc. LES 705iR. NO SUBSTITUTION.	PORTABLE CLASSROOM WIRELESS SOUND SYSTEM - LightSPEED Technologies, Inc. DELTA X6. NO SUBSTITUTION.	
1	Acco Brands USA LLC (GBC)							<b>REJECT</b>	
2	AFP Industries, Inc.	\$152.92	\$225.85	\$253.87	\$251.91				
3	AVES Audio Visual Systems, Inc.				\$233.00 while available				
4	Audio Visual Innovations				\$249.95				
5	Audio Visual Solutions Corp.	\$158.80	\$234.70	\$261.80	Discontinued	\$547.90			
				Bretford F336					
6	B&H Photo Video Pro-Audio	\$159.00	\$234.00	\$261.00	\$260.00				
7	BES Industries, Inc.			\$147.36	\$99.13	\$214.97	\$532.13		
			Luxor MT222I-NC	Luxor MT22I-NC	Toshiba DVR670				
8	CDW Government								

Address:		H. TABLES, CARTS AND TRUCKS (CONTINUED):				I. VIDEO/AUDIO EQUIPMENT: AMPLIFICATION SYSTEMS			
Item #:		88.	89.	90.	91.	92.	93.	94.	95.
	Description	BOOK TRUCKS - 17"w X 13"d X 43"h, 3 slant shelves, BRETTFORD L33017 or approved alternate. Various colors.	BOOK TRUCKS - 31"w X 13"d X 43"h, 3 slant shelves, BRETTFORD L330 or approved alternate. Various colors.	BOOK TRUCKS - 37"w X 18"d X 42"h, six slant shelves, BRETTFORD V336 or approved alternate. Various colors.	BOOK TRUCKS - 37"w X 18"d x 42"h, four slant shelves, BRETTFORD FV336 or approved alternate. Various colors.	DVD/VCR RECORDER WITH DIGITAL TUNER - LG RC897T. NO SUBSTITUTION.	PORTABLE CASSETTE SOUND SYSTEM - DVD, CD, MPS, VCD, CDR, AND CD-G. HAMILTON PA-85 or approved alternate.	PORTABLE CLASSROOM INFRARED AMPLIFICATION SYSTEM - LightSPEED Technologies, Inc. LES 705iR. NO SUBSTITUTION.	PORTABLE CLASSROOM WIRELESS SOUND SYSTEM - LightSPEED Technologies, Inc. DELTA X6. NO SUBSTITUTION.
9	Camcor, Inc.	\$155.97	\$232.00	\$257.81	\$256.78	\$203.98	\$536.95		<b>REJECT</b>
						JVCDRMV150B requested model is discontinued			
10	Lakeshore Learning								
11	Lee Hartman & Sons, Inc.								
12	Lightspeed Technologies, Inc.							\$829.00	
13	Logical Choice Technologies	\$178.71	\$203.83	\$238.96	\$236.61	\$269.00			
14	Long's Electronics, Inc.	\$168.13	\$244.98	\$274.17	\$273.21		\$688.95		
15	Markertek Video Supply								
16	Nicholas P. Pipino Associates, Inc.	\$158.88	\$234.40	\$259.88	\$258.25				

Address:		H. TABLES, CARTS AND TRUCKS (CONTINUED):				I. VIDEO/AUDIO EQUIPMENT: AMPLIFICATION SYSTEMS			
Item #:		88.	89.	90.	91.	92.	93.	94.	95.
	Description	BOOK TRUCKS - 17"w X 13"d X 43"h, 3 slant shelves, BRETTFORD L33017 or approved alternate. Various colors.	BOOK TRUCKS - 31"w X 13"d X 43"h, 3 slant shelves, BRETTFORD L330 or approved alternate. Various colors.	BOOK TRUCKS - 37"w X 18"d X 42"h, six slant shelves, BRETTFORD V336 or approved alternate. Various colors.	BOOK TRUCKS - 37"w X 18"d x 42"h, four slant shelves, BRETTFORD FV336 or approved alternate. Various colors.	DVD/VCR RECORDER WITH DIGITAL TUNER - LG RC897T. NO SUBSTITUTION.	PORTABLE CASSETTE SOUND SYSTEM - DVD, CD, MPS, VCD, CDR, AND CD-G. HAMILTON PA-85 or approved alternate.	PORTABLE CLASSROOM INFRARED AMPLIFICATION SYSTEM - LightSPEED Technologies, Inc. LES 705iR. NO SUBSTITUTION.	PORTABLE CLASSROOM WIRELESS SOUND SYSTEM - LightSPEED Technologies, Inc. DELTA X6. NO SUBSTITUTION.
17	Pyramid School Products	\$155.98	\$231.35	\$256.79	\$255.98				
		Bretford L33017 PB							
18	RM Education Computrac								
19	Schoolhouse Products, Inc.	\$158.15	<b>\$180.38</b>	<b>\$211.47</b>	<b>\$209.40</b>				
20	Smiley's Audio Visual	\$153.10	\$227.25	\$254.15	\$252.00				
21	Sound Conceptions								
22	Troxell Communications, Inc.	\$153.98	\$229.05	\$255.53	\$253.76		\$532.99		
					Bretford FV336XX XX=specify color				
23	Valiant IMC					\$232.00	<b>\$499.00</b>		
24	Washington Professional Systems								
25	Xerox Audio Visual Solutions	\$162.86	\$242.25	\$270.26	\$268.39	<b>\$230.00</b>	\$565.52		

**REJECT**

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	96a	96b.	96c.	96d.	96e.	97a.	97b.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 885.					CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 855.	
	CAT885-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	CAT885-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>	CAT885-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	CAT885-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.	CAT885-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	CAT855-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	CAT855-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>
1	Acco Brands USA LLC (GBC)						
2	AFP Industries, Inc.						
3	AVES Audio Visual Systems, Inc.						
4	Audio Visual Innovations						
5	Audio Visual Solutions Corp.						
6	B&H Photo Video Pro-Audio						
7	BES Industries, Inc.						
8	CDW Government						

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS						
Item #:		96a	96b.	96c.	96d.	96e.	97a.	97b.
	Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 885.					CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 855.	
		CAT885-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	CAT885-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>	CAT885-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	CAT885-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.	CAT885-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	CAT855-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	CAT855-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>
9	Camcor, Inc.							
10	Lakeshore Learning							
11	Lee Hartman & Sons, Inc.							
12	Lightspeed Technologies, Inc.	\$1360.00		\$1360.00	\$1360.00	\$1312.00	\$1165.00	
13	Logical Choice Technologies							
14	Long's Electronics, Inc.							
15	Markertek Video Supply							
16	Nicholas P. Pipino Associates, Inc.							

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS						
Item #:		96a	96b.	96c.	96d.	96e.	97a.	97b.
	Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 885.					CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 855.	
		CAT885-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	CAT885-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>	CAT885-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	CAT885-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.	CAT885-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	CAT855-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	CAT855-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>
17	Pyramid School Products							
18	RM Education Computrac							
19	Schoolhouse Products, Inc.							
20	Smiley's Audio Visual							
21	Sound Conceptions							
22	Troxell Communications, Inc.							
23	Valiant IMC							
24	Washington Professional Systems							
25	Xerox Audio Visual Solutions							

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	97c.	97d.	97e.	98a.	98b.	98c.	98d.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 855 (CONTINUED).			CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. 820iR.			
	CAT855-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	CAT855-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.	CAT855-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	820iR-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	820iR-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION.	820iR-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	820iR-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.
					<b>REJECT</b>		
1	Acco Brands USA LLC (GBC)						
2	AFP Industries, Inc.						
3	AVES Audio Visual Systems, Inc.						
4	Audio Visual Innovations						
5	Audio Visual Solutions Corp.						
6	B&H Photo Video Pro-Audio						
7	BES Industries, Inc.						
8	CDW Government						

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	97c.	97d.	97e.	98a.	98b.	98c.	98d.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 855 (CONTINUED).			CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. 820iR.			
	CAT855-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	CAT855-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.	CAT855-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	820iR-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	820iR-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>	820iR-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	820iR-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.
9	Camcor, Inc.						
10	Lakeshore Learning						
11	Lee Hartman & Sons, Inc.						
12	Lightspeed Technologies, Inc.	\$1165.00	\$1165.00	\$1117.00	\$1019.00	\$1019.00	\$1019.00
13	Logical Choice Technologies						
14	Long's Electronics, Inc.						
15	Markertek Video Supply						
16	Nicholas P. Pipino Associates, Inc.						

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	97c.	97d.	97e.	98a.	98b.	98c.	98d.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. CAT 855 (CONTINUED).			CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. 820iR.			
	CAT855-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	CAT855-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.	CAT855-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	820iR-RD System as above with: (4 DRQ ceiling speakers). NO SUBSTITUTION.	820iR-RC System as above with: (1 flat panel CNXQ 2x2 ceiling speaker). NO SUBSTITUTION. <b>REJECT</b>	820iR-RM System as above with: (1 multimedia MCQ 2x2 ceiling speaker). NO SUBSTITUTION.	820iR-RW System as above with: (4 WMQ ceiling speakers). NO SUBSTITUTION.
17	<b>Pyramid School Products</b>						
18	RM Education Computrac						
19	<b>Schoolhouse Products, Inc.</b>						
20	<b>Smiley's Audio Visual</b>						
21	<b>Sound Conceptions</b>						
22	<b>Troxell Communications, Inc.</b>						
23	<b>Valiant IMC</b>						
24	Washington Professional Systems						
25	<b>Xerox Audio Visual Solutions</b>						

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS				
Item #:	98e.	99.	100a.	100b.	100c.	100d.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. 820iR (CONTINUED). 820iR-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the CAT 885, CAT 855 or the 820iR systems as referenced. Charge per system.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 2-Wall Speakers - Part # AG-MW- System 55. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 4-Wall Speakers - Part # AG-MW- System 56. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 2-Ceiling Speakers - Part # AG-MW- System 57. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 4-Ceiling Speakers – Part # AG-MW- System 58. NO SUBSTITUTION.
1	<b>Acco Brands USA LLC (GBC)</b>					
2	<b>AFP Industries, Inc.</b>					
3	<b>AVES Audio Visual Systems, Inc.</b>					
4	<b>Audio Visual Innovations</b>					
5	<b>Audio Visual Solutions Corp.</b>					
6	<b>B&amp;H Photo Video Pro-Audio</b>					
7	<b>BES Industries, Inc.</b>					
8	CDW Government					

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS				
Item #:	98e.	99.	100a.	100b.	100c.	100d.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. 820iR (CONTINUED). 820iR-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the CAT 885, CAT 855 or the 820iR systems as referenced. Charge per system.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 2-Wall Speakers - Part # AG-MW- System 55. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 4-Wall Speakers - Part # AG-MW- System 56. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 2-Ceiling Speakers - Part # AG-MW- System 57. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 4-Ceiling Speakers – Part # AG-MW- System 58. NO SUBSTITUTION.
9	Camcor, Inc.					
10	Lakeshore Learning					
11	Lee Hartman & Sons, Inc.					
12	Lightspeed Technologies, Inc.	\$970.00	\$200.00			
13	Logical Choice Technologies			\$175.00	\$240.00	\$229.00
			Audio Gear System 55 has been discontinued and replaced with System 66 Part #11584	Audio Gear System 56 has been discontinued and replaced with System 67 Part #12059	Audio Gear System 57 has been discontinued and replaced with System 68 Part #11142	Audio Gear System 58 has been discontinued and replaced with System 69 Part #11041
14	Long's Electronics, Inc.					
15	Markertek Video Supply					
16	Nicholas P. Pipino Associates, Inc.					

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS				
Item #:	98e.	99.	100a.	100b.	100c.	100d.
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: LightSPEED Technologies, Inc. 820iR (CONTINUED). 820iR-RN System as above with: (1 flat panel NXQ wall speaker). NO SUBSTITUTION.	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the CAT 885, CAT 855 or the 820iR systems as referenced. Charge per system.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 2-Wall Speakers - Part # AG-MW- System 55. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 4-Wall Speakers - Part # AG-MW- System 56. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 2-Ceiling Speakers - Part # AG-MW- System 57. NO SUBSTITUTION.	CLASSROOM AMPLIFICATION SYSTEMS: AudioGear™ Phase I AudioGear™ Multimedia Speaker System (Stage 1). 4-Ceiling Speakers – Part # AG-MW- System 58. NO SUBSTITUTION.
17	<b>Pyramid School Products</b>					
18	RM Education Computrac					
19	<b>Schoolhouse Products, Inc.</b>					
20	<b>Smiley's Audio Visual</b>					
21	<b>Sound Conceptions</b>					
22	<b>Troxell Communications, Inc.</b>					
23	<b>Valiant IMC</b>					
24	Washington Professional Systems					
25	<b>Xerox Audio Visual Solutions</b>		\$300.00			

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS				
Item #:	101.	102a.	102b.	102c.	103.	
Description	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the AudioGear™ Phase I multimedia speaker systems as referenced. Charge per system.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II AudioGear™ Voice Enhancement Upgrade (Stage 2). No Speakers - Part # AG-VC- System 59. NO SUBSTITUTION.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II AudioGear™ Voice Enhancement Upgrade (Stage 2). 2 Additional Wall Speakers - Part # AG-VC- System 60. NO SUBSTITUTION.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II - AudioGear™ Voice Enhancement Upgrade (Stage 2). 2 Additional Ceiling Speakers - Part # AG-VC- System 61. NO SUBSTITUTION.	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the AudioGear™ Phase II voice enhancement upgrade. Charge per system.	
1	<b>Acco Brands USA LLC (GBC)</b>					
2	<b>AFP Industries, Inc.</b>					
3	<b>AVES Audio Visual Systems, Inc.</b>					
4	<b>Audio Visual Innovations</b>					
5	<b>Audio Visual Solutions Corp.</b>					
6	<b>B&amp;H Photo Video Pro-Audio</b>					
7	<b>BES Industries, Inc.</b>					
8	CDW Government					

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS				
Item #:		101.	102a.	102b.	102c.	103.
Description		INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the AudioGear™ Phase I multimedia speaker systems as referenced. Charge per system.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II AudioGear™ Voice Enhancement Upgrade (Stage 2). No Speakers - Part # AG-VC- System 59. NO SUBSTITUTION.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II AudioGear™ Voice Enhancement Upgrade (Stage 2). 2 Additional Wall Speakers - Part # AG-VC- System 60. NO SUBSTITUTION.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II - AudioGear™ Voice Enhancement Upgrade (Stage 2). 2 Additional Ceiling Speakers - Part # AG-VC- System 61. NO SUBSTITUTION.	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the AudioGear™ Phase II voice enhancement upgrade. Charge per system.
9	Camcor, Inc.					
10	Lakeshore Learning					
11	Lee Hartman & Sons, Inc.					
12	Lightspeed Technologies, Inc.					
13	Logical Choice Technologies	\$50.00	\$714.18	\$763.07	\$789.41	\$125.00
14	Long's Electronics, Inc.					
15	Markertek Video Supply					
16	Nicholas P. Pipino Associates, Inc.					

Address:		I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS				
Item #:		101.	102a.	102b.	102c.	103.
Description		INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the AudioGear™ Phase I multimedia speaker systems as referenced. Charge per system.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II AudioGear™ Voice Enhancement Upgrade (Stage 2). No Speakers - Part # AG-VC- System 59. NO SUBSTITUTION.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II AudioGear™ Voice Enhancement Upgrade (Stage 2). 2 Additional Wall Speakers - Part # AG-VC- System 60. NO SUBSTITUTION.	CLASSROOM INFRARED AMPLIFICATION SYSTEMS: AudioGear™ Phase II - AudioGear™ Voice Enhancement Upgrade (Stage 2). 2 Additional Ceiling Speakers - Part # AG-VC- System 61. NO SUBSTITUTION.	INSTALLATION OF AMPLIFICATION SYSTEMS: Installation charge to install the AudioGear™ Phase II voice enhancement upgrade. Charge per system.
17	<b>Pyramid School Products</b>					
18	RM Education Computrac					
19	<b>Schoolhouse Products, Inc.</b>					
20	<b>Smiley's Audio Visual</b>					
21	<b>Sound Conceptions</b>					
22	<b>Troxell Communications, Inc.</b>					
23	<b>Valiant IMC</b>					
24	Washington Professional Systems					
25	<b>Xerox Audio Visual Solutions</b>					

Address: I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	104.	105a.		105b.	
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS MICROPHONE AudioGear™ Handheld Pass-Around Microphone for Phase II System. Part # AG-IRH-07	BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS - Bid the percentage discount from MSRP. Percentage discount for 'balance of line' products from LightSPEED Technologies, Inc. NO SUBSTITUTION.	Web Address (if available) for #105a:	BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS - Bid the percentage discount from MSRP. Percentage discount for 'balance of line' products for AudioGear™. NO SUBSTITUTION.	Web Address (if available) for #105b:
1	<b>Acco Brands USA LLC (GBC)</b>				
2	<b>AFP Industries, Inc.</b>				
3	<b>AVES Audio Visual Systems, Inc.</b>				
4	<b>Audio Visual Innovations</b>				
5	<b>Audio Visual Solutions Corp.</b>				
6	<b>B&amp;H Photo Video Pro-Audio</b>				
7	<b>BES Industries, Inc.</b>				
8	CDW Government				

Address: I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	104.	105a.		105b.	
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS MICROPHONE AudioGear™ Handheld Pass-Around Microphone for Phase II System. Part # AG-IRH-07	BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS - Bid the percentage discount from MSRP. Percentage discount for 'balance of line' products from LightSPEED Technologies, Inc. NO SUBSTITUTION.	Web Address (if available) for #105a:	BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS - Bid the percentage discount from MSRP. Percentage discount for 'balance of line' products for AudioGear™. NO SUBSTITUTION.	Web Address (if available) for #105b:
9	Camcor, Inc.				
10	Lakeshore Learning				
11	Lee Hartman & Sons, Inc.				
12	Lightspeed Technologies, Inc.		22%		
13	Logical Choice Technologies	\$249.00		10%	<a href="http://www.logicalchoicestore.com">www.logicalchoicestore.com</a>
14	Long's Electronics, Inc.				
15	Markertek Video Supply				
16	Nicholas P. Pipino Associates, Inc.				

Address: I. VIDEO/AUDIO EQUIPMENT (CONTINUED): AMPLIFICATION SYSTEMS					
Item #:	104.	105a.		105b.	
Description	CLASSROOM INFRARED AMPLIFICATION SYSTEMS MICROPHONE AudioGear™ Handheld Pass-Around Microphone for Phase II System. Part # AG-IRH-07	BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS - Bid the percentage discount from MSRP. Percentage discount for 'balance of line' products from LightSPEED Technologies, Inc. NO SUBSTITUTION.	Web Address (if available) for #105a:	BALANCE OF LINE FOR PRODUCTS AND ACCESSORIES FOR CLASSROOM AMPLIFICATION SYSTEMS - Bid the percentage discount from MSRP. Percentage discount for 'balance of line' products for AudioGear™. NO SUBSTITUTION.	Web Address (if available) for #105b:
17	<b>Pyramid School Products</b>				
18	RM Education Computrac				
19	<b>Schoolhouse Products, Inc.</b>				
20	<b>Smiley's Audio Visual</b>				
21	<b>Sound Conceptions</b>				
22	<b>Troxell Communications, Inc.</b>				
23	<b>Valiant IMC</b>				
24	Washington Professional Systems				
25	<b>Xerox Audio Visual Solutions</b>				

Address:		J. BALANCE OF LINE CATALOG DISCOUNT:		Notes:
Item #:	106		107	
Description	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. Awardees for percentage discount items are required to submit price updates to the Purchasing Office as they are issued.	Web Address (if available) for #106:	Installation labor rate (if needed) of items listed within that do not already have installation as a requirement. Standard working hours = M-F, 7 am to 5 pm. Hourly rate.	
1	<b>Acco Brands USA LLC (GBC)</b>	30%		Varies
2	<b>AFP Industries, Inc.</b>			
3	<b>AVES Audio Visual Systems, Inc.</b>			
4	<b>Audio Visual Innovations</b>	8% Innovations Products Guide	<a href="http://www.avispl.com">www.avispl.com</a>	\$70.00
5	<b>Audio Visual Solutions Corp.</b>	21.1% Audio Visual Solutions Corp 2010		All items 17-20 are only sold and are bid as packages of 2 rolls each (2 rolls each price).
6	<b>B&amp;H Photo Video Pro-Audio</b>	1% off entire catalog web price	<a href="http://www.bhphoto.com">www.bhphoto.com</a>	Purchase Order Reference #304873860 must be on each purchase order.
7	<b>BES Industries, Inc.</b>	5%	<a href="http://www.bessales.com">www.bessales.com</a>	\$75.00
8	<b>CDW Government</b>	2%	cdwg.com	Vendor inserted exceptions to the terms and conditions. ** In stock items - most shipped same day order is placed. ** Out of stock items - 2-10 days ARO, subject to availability

Address:		J. BALANCE OF LINE CATALOG DISCOUNT:		Notes:
Item #:	106		107	
Description	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. Awardees for percentage discount items are required to submit price updates to the Purchasing Office as they are issued.	Web Address (if available) for #106:	Installation labor rate (if needed) of items listed within that do not already have installation as a requirement. Standard working hours = M-F, 7 am to 5 pm. Hourly rate.	
9	Camcor, Inc.	3% Discount from educational catalog price	<a href="http://www.camcor.com">www.camcor.com</a>	Item 92 - requested model discontinued
10	Lakeshore Learning	5% <a href="http://www.lakeshorelearning.com">www.lakeshorelearning.com</a>	N/A We do not offer this type of service	Note: please reference our quote #7571 on your purchase order.
11	Lee Hartman & Sons, Inc.			
12	Lightspeed Technologies, Inc.			
13	Logical Choice Technologies	5% <a href="http://www.logicalchoicestore.com">www.logicalchoicestore.com</a>	\$95.00	
14	Long's Electronics, Inc.	5%		Purchase order reference bid number FL20100716-1146. Orders resulting from the award of this bid in the order amounts greater than \$100.00 and to one location per purchase order are shipped inclusive of freight. However, orders in the amount of \$100.00 or less to one location per purchase order will incur freight charges.
15	Markertek Video Supply			
16	Nicholas P. Pipino Associates, Inc.			

Address:		J. BALANCE OF LINE CATALOG DISCOUNT:		Notes:
Item #:	106		107	
Description	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. Awardees for percentage discount items are required to submit price updates to the Purchasing Office as they are issued.	Web Address (if available) for #106:	Installation labor rate (if needed) of items listed within that do not already have installation as a requirement. Standard working hours = M-F, 7 am to 5 pm. Hourly rate.	
17	<b>Pyramid School Products</b>			#11-0001(SARASOTA). This number must be referenced on all orders.
18	RM Education Computrac	5% <a href="http://viewer.2mags.com/publication/b102852F#/b102852F/1">www.rmeducation.com</a> <a href="http://viewer.2mags.com/publication/b102852F#/b102852F/1">http://viewer.2mags.com/publication/b102852F#/b102852F/1</a>		
19	<b>Schoolhouse Products, Inc.</b>			
20	<b>Smiley's Audio Visual</b>	5% Smiley's Audio Visual 2010 Catalog 40% Califone 2010 Catalog (some exclusions apply, such as DVD400, CMIUSB, MCFRC, 2595AV) 40% Bretford 2010 Catalog (no exclusions)	<a href="http://www.smileysaudiovisual.com">www.smileysaudiovisual.com</a> <a href="http://www.califone.com">www.califone.com</a> <a href="http://www.bretford.com">www.bretford.com</a>	
21	<b>Sound Conceptions</b>		\$40.00	
22	<b>Troxell Communications, Inc.</b>	5-60% <a href="http://www.trox.com">www.trox.com</a>		
23	<b>Valiant IMC</b>			
24	Washington Professional Systems			
25	<b>Xerox Audio Visual Solutions</b>	24%	\$57.75	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment Bid - #11-0001

Bid Opening: August 3, 2010 - 2:00 p.m.

Address:	<b>Acco Brands USA LLC (GBC)</b>	<b>AFP Industries, Inc.</b>	<b>AVES Audio Visual Systems, Inc.</b>	<b>Audio Visual Innovations</b>
Contact Name:	<b>Kenneth Petrie</b>	<b>Vivian L. Castellanos</b>	<b>Sandra Ramos</b>	<b>Cindy Turner</b>
Address:	<b>300 Tower Parkway</b>	<b>PO Box 43-0747</b>	<b>PO Box 500</b>	<b>6301 Benjamin Rd, Ste 101</b>
	<b>Lincolnshire, IL 60069</b>	<b>South Miami, FL 33243</b>	<b>Sugar Land, TX 77487</b>	<b>Tampa, FL 33634</b>
Telephone:	<b>847.484.3569</b>	<b>800.962.4041</b>	<b>281.295.1300</b>	<b>800.282.6733</b>
Fax:	<b>847.484.4226</b>	<b>305.665.1800</b>	<b>281.295.1310</b>	<b>800.244.8630</b>
Federal ID #:	<b>132657051</b>	<b>650131696</b>	<b>742136365</b>	<b>591958935</b>
E-Mail:	<a href="mailto:directbiddesmailbox@acco.com">directbiddesmailbox@acco.com</a>	<a href="mailto:afpind@aol.com">afpind@aol.com</a>	<a href="mailto:sales@avesav.com">sales@avesav.com</a>	<a href="mailto:bids@avispl.com">bids@avispl.com</a>
Delivery Days:	<b>3-7</b>	<b>15-20</b>	<b>7-21</b>	<b>15-30</b>
Company:	<b>Audio Visual Solutions Corp.</b>	<b>B&amp;H Photo Video Pro-Audio</b>	<b>BES Industries, Inc.</b>	<b>CDW Government</b>
Contact Name:	<b>Barry C. Jackson</b>	<b>Nathan Hirshman</b>	<b>Todd Eddy</b>	<b>Maureen O'Connell</b>
Address:	<b>PO Box 100320</b>	<b>420 Ninth Avenue</b>	<b>11512 Lake Mead Ave #406</b>	<b>230 North Milwaukee Ave</b>
	<b>Palm Bay, FL 32910</b>	<b>New York, NY 10001</b>	<b>Jacksonville, FL 32256</b>	<b>Vernon Hills, IL 60061</b>
Telephone:	<b>954.925.4287</b>	<b>800.947.8003 x5954</b>	<b>877.237.2802</b>	<b>887.434.6239</b>
Fax:	<b>954.927.4287</b>	<b>800.858.5517</b>	<b>888.201.7631</b>	<b>312.705.9141</b>
Federal ID #:	<b>650555984</b>	<b>132768071</b>	<b>510427170</b>	<b>364230110</b>
E-Mail:	<a href="mailto:info@4avs.com">info@4avs.com</a>	<a href="mailto:nathanh@bhphotovideo.com">nathanh@bhphotovideo.com</a>	<a href="mailto:todd@bessales.com">todd@bessales.com</a>	<a href="mailto:anthmar@cdwg.com">anthmar@cdwg.com</a>
Delivery Days:	<b>30</b>	<b>7-14</b>	<b>5-15</b>	<b>2-10** see notes</b>
Company:	<b>Camcor, Inc.</b>	<b>Lakeshore Learning Materials</b>	<b>Lee Hartman &amp; Sons, Inc.</b>	<b>Lightspeed Technologies, Inc.</b>
Contact Name:	<b>Will Benton</b>	<b>Diana Lopez</b>	<b>Kristen Hartman</b>	<b>Shela Sullivan</b>
Address:	<b>PO Box 1889, 2273 S Church St</b>	<b>2695 E. Dominguez St.</b>	<b>3236 Cove Rd NW</b>	<b>11509 SW Herman Road</b>
	<b>Burlington, NC 27216</b>	<b>Carson, CA 90895</b>	<b>Roanoke, VA 24017-2803</b>	<b>Tulatin, OR 97062</b>
Telephone:	<b>800.868.2462</b>	<b>800.421.5354</b>	<b>540.366.3493</b>	<b>800.732.8999</b>
Fax:	<b>800.298.1181</b>	<b>310.537.7990</b>	<b>540.362.4659</b>	<b>503.684.3197</b>
Federal ID #:	<b>560818892</b>	<b>941525814</b>	<b>540716361</b>	<b>931045590</b>
E-Mail:	<a href="mailto:bids@camcor.com">bids@camcor.com</a>	<a href="mailto:biddept@lakeshorelearning.com">biddept@lakeshorelearning.com</a>	<a href="mailto:khartman@leehartman.com">khartman@leehartman.com</a>	<a href="mailto:LSBIDS@Lightspeed-tek.com">LSBIDS@Lightspeed-tek.com</a>
Delivery Days:	<b>3-30</b>	<b>7-10</b>	<b>30</b>	<b>14-21</b>
Company:	<b>Logical Choice Technologies, Inc.</b>	<b>Long's Electronics, Inc.</b>	<b>Markertek Video Supply</b>	<b>Nicholas P. Pipino Associates, Inc.</b>
Contact Name:	<b>Kevin Shupenia</b>	<b>Dennis A. Wood</b>	<b>Ray Martin</b>	<b>Stephen J. Pipino</b>
Address:	<b>1045 Progress Circle</b>	<b>2630 5th Avenue South</b>	<b>1 Tower Drive, PO Box 397</b>	<b>9159-A Red Branch Road</b>
	<b>Lawrenceville, GA 30043</b>	<b>Irondale, AL 35210</b>	<b>Saugerties, NY 12477</b>	<b>Columbia, MD 21045</b>
Telephone:	<b>770.564.1044</b>	<b>800.633.4984</b>	<b>800.522.2025</b>	<b>888.596.0014</b>
Fax:	<b>770.564.0244</b>	<b>877.633.4984</b>	<b>845.246.3080</b>	<b>410.964.1191</b>
Federal ID #:	<b>582158634</b>	<b>630412141</b>	<b>141659003</b>	<b>522075478</b>
E-Mail:	<a href="mailto:kevins@logicalchoice.com">kevins@logicalchoice.com</a>	<a href="mailto:dwood@longsav.com">dwood@longsav.com</a>	<a href="mailto:ray@markertek.com">ray@markertek.com</a>	<a href="mailto:spipino@pipinoinc.com">spipino@pipinoinc.com</a>
Delivery Days:	<b>15</b>	<b>14-39</b>	<b>7-10</b>	<b>7-14</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Audio Visual and Video Equipment Bid - #11-0001

Bid Opening: August 3, 2010 - 2:00 p.m.

Company:	<b>Pyramid School Products</b>	RM Education Computrac	<b>Schoolhouse Products, Inc.</b>	<b>Smiley's Audio Visual</b>
Contact Name:	<b>Kenneth D. Miller</b>	Justin Mason	<b>David Morgan</b>	<b>Cathy Smiley</b>
Address:	<b>6510 North 54th Street</b>	1431 Airport Drive	<b>13517 Prestige Place</b>	<b>PO Box 6925</b>
	<b>Tampa, FL 33610-1908</b>	Ball Ground, GA 30107	<b>Tampa, FL 33635</b>	<b>Lakeland, FL 33807-6925</b>
Telephone:	<b>800.792.2644</b>	888.468.1957	<b>800.942.3360</b>	<b>800.282.3497</b>
Fax:	<b>813.621.7688</b>	770.345.7548	<b>813.855.5414</b>	<b>863.667.3186</b>
Federal ID #:	<b>590932660</b>	582420986	<b>592916938</b>	<b>592300277</b>
E-Mail:	<a href="mailto:bids@pyramidsp.com">bids@pyramidsp.com</a>	<a href="mailto:bidmanager@rmeducation.com">bidmanager@rmeducation.com</a>	<a href="mailto:david@schoolhouseproducts.com">david@schoolhouseproducts.com</a>	<a href="mailto:cathy@smileysaudiovisual.com">cathy@smileysaudiovisual.com</a>
Delivery Days:	<b>21</b>	10-20	<b>30</b>	<b>15-25</b>
Company:	<b>Sound Conceptions</b>	<b>Troxell Communications, Inc.</b>	<b>Valiant IMC</b>	Washington Professional Systems
Contact Name:	<b>Brad Krueger</b>	<b>Byron F. Kelley</b>	<b>D. Ron Wolsten</b>	Fred Weissberger
Address:	<b>935 N. Beneva Rd., Suite 609</b>	<b>1971 W. Lumsden Rd., PMB 148</b>	<b>55 Ruta Court</b>	11242 Grandview Avenue
	<b>Sarasota, FL 34232</b>	<b>Brandon, FL 33511</b>	<b>South Hackensack, NJ 07606</b>	Wheston, MD 20902
Telephone:	<b>941.799.1511</b>	<b>813.653.2690</b>	<b>800.631.0867</b>	301.942.6800
Fax:	<b>941.554.4071</b>	<b>813.653.2949</b>	<b>800.557.2637</b>	301.946.3241
Federal ID #:	<b>421463258</b>	<b>860716114</b>	<b>223324860</b>	521482558
E-Mail:	<a href="mailto:bradk@soundconceptionsinc.net">bradk@soundconceptionsinc.net</a>	<a href="mailto:eric.blomquist@trox.com">eric.blomquist@trox.com</a>	<a href="mailto:rwolsten@800valiant.com">rwolsten@800valiant.com</a>	<a href="mailto:fredw@wpsworld.com">fredw@wpsworld.com</a>
Delivery Days:		<b>14-30</b>	<b>10-15</b>	14
Company:	<b>Xerox Audio Visual Solutions</b>			
Contact Name:	<b>Donald A. Marshall</b>		Witnessed By:	Carol Lichon
Address:	<b>4542 Eagle Falls Pl., Bldg C</b>			
	<b>Tampa, FL 33619</b>			
Telephone:	<b>813.241.3947</b>		Recorded By:	JoAnn Joyce
Fax:	<b>813.241.3948</b>			
Federal ID #:	<b>581428621</b>			
E-Mail:	<a href="mailto:dmarshall@xeroxaudiovisual.com">dmarshall@xeroxaudiovisual.com</a>		Witnessed By:	Joyce Haney
Delivery Days:	<b>30</b>			

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

Audio Visual and Video Equipment - Bid #11-0001

Bid Opening: August 3, 2010- 2:00 p.m.

Item #	Vendor	Description
4.	Smiley's Audio Visual	Awarded to Nicholas P. Pipino Associates, Inc., for the newer model of Califone CD player recorder.
5.	Lee Hartman & Sons, Inc.	Vendor withdrew bid pricing for this item.
6.	Nicholas P. Pipino Associates, Inc.	Vendor did not submit manufacturer's pricing with bid submittal as required per bid specification.
13.	AVES Audio Visual Systems, Inc.	Tie bid. Awarded to Camcor, Inc., per tie bid procedures.
14.	Audio Visual Solutions Corp.	Vendor did not provide one (1) year warranty as specified on bid.
15.	Audio Visual Solutions Corp. Acco Brands USA LLC (GBC)	Vendors did not provide one (1) year warranty as specified on bid.
22.	Smiley's Audio Visual	Alternate headphones bid do not have a replaceable ear cup. Unable to evaluate whether product bid has swivel coil and swivel ear cups with information provided.
	Nicholas P. Pipino Associates, Inc.	
	Pyramid School Products	Vendor did not submit literature on alternate product bid.
27.	Camcor, Inc.	Vendor withdrew bid pricing for this item.
29.- 30.	Sound Conceptions	Vendor did not submit detailed specifications on item bid as required per bid specifications.
34.	BES Industries, Inc.	Vendors did not submit detailed specifications on item bid as required per bid specifications.
	Long's Electronics, Inc.	
	Valiant, IMC	
	Washington Professional Systems	
37.	BES Industries, Inc.	Vendor did not submit MSRP price sheet as required by bid specifications.
38.	BES Industries, Inc.	Vendor did not submit detailed specifications on item bid as required per bid specifications.
42.	CDW-Government	Vendor indicated exceptions to School Board of Sarasota County's terms and conditions of the bid.
44.	CDW-Government	Vendor indicated exceptions to School Board of Sarasota County's terms and conditions of the bid.
	Camcor, Inc.	Tie bid. Awarded to BES Industries, Inc., per tie bid procedures.
48.	Xerox Audio Visual Solutions	Unable to evaluate model bid as specifications for model were not included in the catalog provided.
64.		Reject item - awarded for Item #65. Item duplicated.
72.	Nicholas P. Pipino Associates, Inc.	Vendor withdrew bid pricing for this item.
	Valiant, IMC	Item bid is a portable PA system built into a briefcase, unable to evaluate wattage. There are two - 4" speakers vs. 1 - 8" speaker on specified unit. Unit has a 14" x 15" fold-out reading vs. 22" x 17" on specified unit.

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

Audio Visual and Video Equipment - Bid #11-0001

Bid Opening: August 3, 2010- 2:00 p.m.

Item #	Vendor	Description
	Audio Visual Solutions Corp.	Item over budget. Reject item, no other bids were received.
74.	Schoolhouse Products, Inc.	Awarded to Camcor, Inc., as overall low for items 74 and 75 if buying cart alone or cart with optional shelf. Awarded to Smiley's Audio Visual, as overall low for items 74-76 if buying cart, shelf, and locking cabinet.
75.	Xerox Audio Visual Solutions	
76.	Xerox Audio Visual Solutions	
86.	Audio Visual Solutions Corp.	Alternate laptop cart model bid held laptops in a vertical position between wire holders vs. horizontal shelving, adjustable shelves vs. removable shelves, twin cooling electric fans built-in vs. ventilation without power. Unable to evaluate power pack with information supplied. Reject item. No other bids were received.
87.	Audio Visual Solutions Corp.	Alternate laptop cart model bid held laptops in a vertical position between wire holders vs. horizontal shelving, adjustable shelf vs. removable shelf, retractable accordion style doors vs. dual swing open doors. Reject item. No other bids were received.
90.	BES Industries, Inc.	Unable to evaluate overall dimensions, gauge of metal, and locking wheel capability. Caster load weight was not indicated vs. 115 lbs./caster as item specified, 11" shelf clearance vs. 12" shelf clearance as item specified, and 6.5" shelf depth vs. 6.75" shelf depth as item specified.
91.	BES Industries, Inc.	Unable to evaluate overall dimensions, gauge of metal, and locking wheel capability. Caster load weight was not indicated vs. 115 lbs./caster as item specified, and 11" shelf clearance vs. 12" shelf clearance as item specified.
92.	BES Industries, Inc.	Vendor bid an alternate product when NO SUBSTITUTE was indicated.
	Camcor, Inc.	Vendor bid an alternate product when NO SUBSTITUTE was indicated.
95.		Reject item. No bids were received.
96b.		Reject item. No bids were received.
97b.		Reject item. No bids were received.
98b.		Reject item. No bids were received.
106.	Acco Brands USA LLC (GBC)	Vendor did not submit a catalog or a website address with pricing as required in bid specifications.
	CDW-Government	Vendors were not awarded any other item on the bid. CDW-Government, and Long's Electronics, Inc., did not submit a catalog with pricing as required. CDW-Government indicated exceptions to School Board of Sarasota County's terms and conditions of the bid.
	Lakeshore Learning	
	Long's Electronics, Inc.	
	RM Education Computrac	