

August 9, 2002

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: BALANCE AWARD BID NO. 119-AA11 – AUDIO VISUAL, TELEVISION, RADIO, STUDIO EQUIPMENT, CCTV AND PERIPHERALS - CATALOG DISCOUNT**

**COMMITTEE: FINANCIAL AFFAIRS**

The purpose of this bid, opened on July 10, 2001, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of audio visual, television, radio, studio equipment, cctv and peripherals, for various schools and departments. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 443 vendors sent bid forms or card notices of this advertised bid, 79 responded with 38 bids meeting specifications (not all vendors bid all items), and 38 no bids.

The following vendors, Advanced Micro Services, of Miami, Florida, Audio Visual Solutions Corporation, of Hollywood, Florida, B & H Photo-Video Pro Audio, of New York, Electric Image Media Systems, of Fort Lauderdale, Florida, The Highsmith Company, Inc., of Fort Atkinson, Wisconsin, Holb-Sierra Corporation, of Hollywood, Florida, MCSI Florida, Inc., of Fort Lauderdale, Florida, Micro Security Solutions, Inc., of Miami Lakes, Florida, Midtown Video, Inc., of Miami, Florida, Polisystems International, of Miami, Florida, Pro Video Sales Company, of Boca Raton, Florida, Professional Communications Systems, of Miami, Florida, Sanders Audio Visual Equipment, of Edgewater, Florida, Siemens Building Technologies, of Miramar, Florida, Sharp Pencils, Inc., of Coconut Grove, Florida, Simplexgrinnell, of Miramar, Florida, Technical Training Aids, Inc., of Pompano Beach, Florida, Telecom Engineering Consultants, Inc., of Miami, Florida, Transworld Services, Inc., of Miami, Florida, Troxell Communication, Inc., of Miami, Florida, Viliant International, Inc., of Miami, Florida, Video Central South, of Hollywood, Florida, and Video Service of America, of Lincoln Nebraska, were awarded by the Board on February 13, 2002, for a total amount not to exceed \$5,500,000.

Fund Source  
Various

M/WBE Eligibility  
African American Female - No Dollar Amount  
Female - No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD BALANCE** Bid No. 119-AA11 – AUDIO VISUAL, TELEVISION, RADIO, STUDIO EQUIPMENT, CCTV AND PERIPHERALS - CATALOG DISCOUNT, to establish a contract, to purchase, at firm discounts, quantities, as may be required, of audio visual, television, radio, studio equipment, cctv and peripherals, for various schools and departments, during the term of the bid, effective August 21, 2002, through February 12, 2003, as follows:

1. A1 ALARM SUPPLY  
1712 N.W. 82 AVENUE  
MIAMI, FL 33126  
OWNER: ROSE LOPEZ DE MESA, PRESIDENT  
  
Item 18 - Altronix Corp @ 22% discount (CCTV).  
Item 73 - Cannon USA, Inc. @ 37% discount (CCTV).  
Item 80 - Chugai @ 38% discount (CCTV).  
Item 89 - Compaq @ 10% discount (A/V, Peripherals).  
Item 93 - Crest @ 14% discount (CCTV).  
Item 96 - CSI @ 33% discount (CCTV).  
Item 103 - Dedicated Micros @ 35% discount (CCTV).  
Item 104 - Delta Designs @ 12% discount (CCTV).  
Item 112 - Ditek @ 36% discount (CCTV).  
Item 125 - ELMO Manufacturing @ 40% discount (CCTV).  
  
Item 139 - Fujinon, Inc. @ 34% discount (CCTV).  
Item 141 - GBC @ 49% discount (CCTV).  
Item 147 - Go-Video @ 24% discount (CCTV).  
Item 150 - Gyyr @ 27% discount (CCTV).  
Item 162 - Ikegami Electronics @ 43% discount (CCTV).  
  
Item 171 - JVC @ 45% discount (CCTV).  
Item 172 - Katel Engineering, Inc. @ 49% discount (CCTV).  
  
Item 173 - Keri Systems @ 5% discount (CCTV).  
Item 183 - Locknetics Security @ 32% discount (CCTV).  
  
Item 205 - Mitsubishi @ 44% discount (CCTV).  
Item 213 - Northern Computers @ 30% discount (CCTV).  
Item 219 - Optex, Inc. (USA) @ 5% discount (CCTV).

- Item 220 - Panasonic @ 28% discount (CCTV).
- Item 226 - Pelco @ 43% discount (CCTV).
- Item 228 - Philips @ 37% discount (CCTV).
- Item 236 - Premier Wireless, Inc. @ 26% discount (CCTV).
- Item 250 - Robot @ 24% discount (CCTV).
- Item 255 - Samson @ 8% discount (A/V, TV/Radio).
- Item 256 - Samsung @ 24% discount (CCTV).
- Item 257 - Sanyo Electronic @ 46% discount (CCTV).
- Item 266 - Securiton Magnalock @ 42% discount (CCTV).
- Item 277 - Silent Witness @ 40% discount (CCTV).
- Item 279 - Synergistics @ 41.5% discount (CCTV).
- Item 281 - Sony @ 29% discount (CCTV).
- Item 309 - Telex Products @ 8% discount (A/V).
- Item 315 - Toshiba @ 48% (CCTV).
- Item 328 - Vicon Industries, Inc. @ 37% discount (CCTV).
- Item 331 - Video Larm @ 32% discount (CCTV).
- Item 345 - Winsted @ 3% discount (CCTV).

2. AFP INDUSTRIES, INC.  
 4436 S.W. 74 AVENUE  
 MIAMI, FL 33155  
 OWNER: VIVIAN C. CASTELLANOS, PRESIDENT (HF)

- Item 1 - 3M @ 8% discount (A/V, TV/Radio).
- Item 9 - Afga Corporation @ 8% discount (A/V, TV/Radio).
- Item 26 - Anchor Communications @ 8% discount (A/V, TV/Radio).
- Item 31 - Appollo Presentation Products @ 25% discount (A/V).
- Item 58 - Bogen Communication, Inc. @ 8% discount (A/V, TV/Radio).
- Item 62 - Bretford Manufacturing, Inc. @ 40 % discount (A/V, TV/Radio, Peripherals).
- Item 69 - Califone International, Inc. @ 40% discount (A/V).
- Item 73 - Canon USA, Inc. @ 8% discount (A/V, TV/Radio).
- Item 90 - Comprehensive Video Group @ 12% discount (A/V, TV/Radio).

- Item 98 - Da-Lite Screen Company, Inc. @ 38% Discount (A/V, TV/Radio).
- Item 115 - Draper @ 30% discount (A/V).
- Item 116 - Dukane @ 8% discount (A/V, TV/Radio).
- Item 121 - Eiki @ 8% discount (A/V).
- Item 124 - Electro-Voice, Inc. @ 8% discount (A/V).
- Item 125 - ELMO Manufacturing Corporation @ 8% discount (A/V, TV/Radio).
- Item 127 - Epson @ 8% (A/V).
- Item 138 - Fujinon, Inc. @ 8% discount (A/V, TV/Radio).
- Item 151 - H. Wilson @ 30% discount (A/V).
- Item 152 - Hamilton @ 35% discount (A/V).
- Item 165 - In Focus Systems, Inc. @ 8% discount (A/V, TV/Radio).
- Item 171 - JVC @ 8% discount (A/V, TV/Radio).
- Item 175 - Kodak @ 8% discount (A/V, TV/Radio).
- Item 187 - Luxor Corporation @ 35% discount (A/V).
- Item 189 - Magnavox Radio @ 8% discount (A/V, TV/Radio).
- Item 196 - Maxell @ 38% discount (A/V, TV/Radio).
- Item 207 - Nady Systems Inc. @ 8% discount (A/V).
- Item 209 - NEC Technologies, Inc. @ 8% discount (A/V, TV/Radio).
- Item 211 - Nikon, Inc. @ 8% discount (A/V).
- Item 220 - Panasonic @ 8% discount (A/V, TV/Radio).
- Item 225 - Peerless, Inc. @ 38% discount (A/V, TV/Radio).
- Item 228 - Philips @ 8% discount (A/V, TV/Radio).
- Item 231 - Pioneer New Media Technologies, Inc. @ 8% discount (A/V, TV/Radio).
- Item 234 - Polaroid Corporation @ 28% discount (A/V, TV/Radio).
- Item 240 - Proxima @ 8% discount (A/V, TV/Radio).
- Item 255 - Samson @ 8% discount (A/V, TV/Radio).
- Item 256 - Samsung @ 8% discount (A/V, TV/Radio).
- Item 257 - Sanyo Electronics @ 8% discount (A/V, TV/Radio).
- Item 271 - Sharp @ 8% discount (A/V, TV/Radio).
- Item 274 - Shure @ 8% discount (A/V, TV/Radio).
- Item 281 - Sony @ 8% discount, (A/V, TV/Radio).
- Item 284 - Soundcraft @ 20% discount (A/V).
- Item 309 - Telex-Acoustics @ 8% (A/V).

- Item 315 - Toshiba @ 8% discount (A/V, TV/Radio).
- Item 351 - Zenith @ 8% discount (A/V, TV/Radio).

3. AMERICAN ALARMS  
99 N.W. 183 STREET, #207  
MIAMI, FL 33169  
OWNER: HOLLY LAWICKI, PRESIDENT (WF)

- Item 18 - Altronix Corp @ 25% discount (CCTV).
- Item 20 - American Dynamics @ 25% discount (CCTV).
- Item 38 - Atlas/Soundolier @ 25% discount (CCTV).
- Item 39 - Atlas @ 25% discount (CCTV).
- Item 53 - Best Uninterruptable Power @ 25% discount (CCTV).
- Item 58 - Bogen Communications, Inc. @ 25% discount (CCTV).
- Item 59 - Bogen @ 25% discount (CCTV).
- Item 66 - Burle Security Systems @ 25% discount (CCTV).
- Item 68 - C & K Systems, Inc. @ 25% discount (CCTV).
- Item 80 - Chugai @ 25% discount (CCTV).
- Item 93 - Crest @ 25% discount (CCTV).
- Item 94 - Crestron Electronics, Inc. @ 25% discount (CCTV).
- Item 103 - Dedicated Micros @ 25% discount (CCTV).
- Item 105 - Detection Systems, Inc. @ 25% discount (CCTV).
- Item 106 - Digi Spec Corp. @ 25% discount (CCTV).
- Item 107 - Digidesign, Inc. @ 25% discount (CCTV).
- Item 108 - Digital Processing Systems, Inc. @ 25% discount (CCTV).
- Item 114 - Draco Systems, Inc. @ 25% discount (CCTV).
- Item 127 - Epson @ 25% discount (CCTV).
- Item 141 - GBC @ 25% discount (CCTV).
- Item 150 - Gyyr @ 25% discount (CCTV).
- Item 152 - Hamilton @ 25% discount (CCTV).
- Item 157 - Hitachi @ 25% discount (CCTV).
- Item 159 - Hughes-JVC @ 25% discount (CCTV).
- Item 160 - IDX Technology @ 25% discount (CCTV).

- Item 162 - Ikegami Electronics (USA), Inc. @ 25% discount (CCTV).
- Item 163 - Image North Technologies (ImMix) @ 25% discount (CCTV).
- Item 164 - Imtech International, Inc. @ 25% discount (CCTV).
- Item 165 - In Focus Systems, Inc. @ 25% discount (CCTV).
- Item 166 - Online, Inc. @ 25% discount (CCTV).
- Item 169 - International Space Optics S.A. CCTV @ 25% discount (CCTV).
- Item 170 - JBL @ 25% discount (CCTV).
- Item 171 - JVC @ 25% discount (CCTV).
- Item 172 - Kalatel Engineering, Inc. @ 25% discount (CCTV).
- Item 173 - Keri Systems @ 25% discount (CCTV).
- Item 182 - Listec Video Corporation @ 25% discount (CCTV).
- Item 183 - Locknetics Security Engineering @ 25% discount (CCTV).
- Item 184 - Lowel-Light Manufacturing, Inc. @ 25% discount (CCTV).
- Item 190 - Magni Systems, Inc. @ 25% discount (CCTV).
- Item 195 - Matrox Electronic Systems, Ltd. @ 25% discount (CCTV).
- Item 196 - Maxell @ 25% discount (CCTV).
- Item 199 - Microwarehouse @ 25% discount (CCTV).
- Item 200 - Microwave Radio Equipment @ 25% discount (CCTV).
- Item 207 - Nady Systems, Inc. @ 25% discount (CCTV).
- Item 209 - NEC Technologies, Inc. @ 25% discount (CCTV).
- Item 211 - Nikon, Inc. @ 25% discount (CCTV).
- Item 212 - Nortel @ 25% discount (CCTV).
- Item 213 - Northern Computers @ 25% discount (CCTV).
- Item 214 - Nova Systems, Inc. @ 25% discount (CCTV).
- Item 219 - Optex, Inc. @ 25% discount (CCTV).
- Item 220 - Panasonic @ 25% discount (CCTV).
- Item 222 - Paso Sound @ 25% discount (CCTV).

- Item 223 - Paxton-Patterson @ 25% discount (CCTV).
- Item 225 - Peerless, Inc. @ 25% discount (CCTV).
- Item 226 - Pelco @ 25% discount (CCTV).
- Item 227 - PESA Switching System, Inc. @ 25% discount (CCTV).
- Item 228 - Philips @ 25% discount (CCTV).
- Item 229 - Philips (projection lamps) @ 25% discount (CCTV).
- Item 230 - Pinnacle Systems, Inc. @ 25% discount (CCTV).
- Item 239 - Proscan @ 25% discount (CCTV).
- Item 250 - Robot @ 25% discount (CCTV).
- Item 255 - Samson @ 25% discount (CCTV).
- Item 256 - Samsung @ 25% discount (CCTV).
- Item 257 - Sanyo Electronics @ 25% discount (CCTV).
- Item 258 - Sanyo Fisher USA @ 25% discount (CCTV).
- Item 264 - Scitex Digital Video @ 25% discount (CCTV).
- Item 266 - Securitron Magnalock Corp. @ 25% discount (CCTV).
- Item 267 - Security Door Controls @ 25% discount (CCTV).
- Item 270 - Sensormatic @ 25% discount (CCTV).
- Item 271 - Sharp @ 25% discount (CCTV).
- Item 275 - Sierra Video Systems, Inc. @ 25% discount (CCTV).
- Item 276 - Sigma Electronics, Inc. @ 25% discount (CCTV).
- Item 277 - Silent Witness Enterprises, Ltd @ 25% discount (CCTV).
- Item 278 - Simplex @ 25% discount (CCTV).
- Item 279 - Synergistic @ 25% discount (CCTV).
- Item 280 - Smart Technologies, Inc. @ 25% discount (CCTV).
- Item 281 - Sony @ 25% discount (CCTV).
- Item 282 - Sony Broadcast and Television System @ 25% discount (CCTV).
- Item 283 - Sony Business and Professional Group @ 25% discount (CCTV).
- Item 289 - Stantron @ 25% discount (CCTV).

- Item 296 - Systems Wireless Intercom @ 25% discount (CCTV).
- Item 299 - TDK @ 25% discount (CCTV).
- Item 314 - TOA Electronics, Inc. @ 25% discount (CCTV).
- Item 315 - Toshiba @ 25% discount (CCTV).
- Item 321 - Ultrak (video tapes) @ 25% discount (CCTV).
- Item 322 - University Speakers @ 25% discount (CCTV).
- Item 326 - Varitronics @ 25% discount (CCTV).
- Item 327 - Velbon @ 25% discount (CCTV).
- Item 328 - Vicon Industries, Inc. @ 25% discount (CCTV).
- Item 329 - Video Accessory (VAC) @ 25% discount (CCTV).
- Item 330 - Video Data Systems @ 25% discount (CCTV).
- Item 331 - Video Larm @ 25% discount (CCTV).
- Item 332 - Videolabs, Inc. @ 25% discount (CCTV).
- Item 333 - Videonics @ 25% discount (CCTV).
- Item 334 - Video Raid SCSI @ 25% discount (CCTV).
- Item 335 - Videotek @ 25% discount (CCTV).
- Item 336 - Videssence, Inc. @ 25% discount (CCTV).
- Item 337 - Vikings Cases @ 25% discount (CCTV).
- Item 338 - Vinten @ 25% discount (CCTV).
- Item 339 - VMI/Visual Methods, Inc. @ 25% discount (CCTV).
- Item 342 - West Penn Wire/CDT @ 25% discount (CCTV).
- Item 345 - Winsted @ 25% discount (CCTV).
- Item 346 - Wireless Technology, Inc. @ 25% discount (CCTV).
- Item 347 - Wiremold @ 25% discount (CCTV).
- Item 348 - Wilson Tools @ 25% discount (CCTV).
- Item 349 - Yamaha @ 25% discount (CCTV).
- Item 350 - Yamaha (Proline) @ 25% discount (CCTV).
- Item 351 - Zenith @ 25% discount (CCTV).
- Item 352 - Zero Stantron @ 25% discount (CCTV).
- Item 354 - Hitachi Monitors/Receivers @ 25% discount (CCTV).
- Item 355 - JVC Monitors/Receivers @ 25% discount (CCTV).



- Item 356 - Magnavox Monitors/Receivers @ 25% discount (CCTV).
- Item 357 - Panasonic Monitors/Receivers @ 25% discount (CCTV).
- Item 358 - Philips Monitors/Receivers @ 25% discount (CCTV).
- Item 359 - RCA Monitors/Receivers @ 25% discount (CCTV).
- Item 360 - Sharp Monitors/Receivers @ 25% discount (CCTV).
- Item 361 - Sony Monitor/Receivers @ 25% discount (CCTV).
- Item 362 - Zenith Monitors/Receivers @ 25% discount (CCTV).
- Item 363 - Installation of TV brackets @ \$65.
- Item 364 - ½" Electrical Metallic Tubing (EMT) installed @ \$1.50 per foot.
- Item 365 - ¾" EMT, installed @ \$2 per foot.
- Item 366 - 1" EMT, installed @ \$3 per foot.
- Item 367 - 1-¼" EMT, installed @ \$2 per foot.
- Item 368 - 1-½" EMT, installed @ \$2 per foot.
- Item 369 - 2" EMT, installed @ \$3 per foot.
- Item 370 - ½" Intermediate conduit, installed @ \$2 per foot.
- Item 371 - ¾" Intermediate conduit, installed @ \$3 per foot.
- Item 372 - 1" Intermediate conduit, installed @ \$2 per foot.
- Item 373 - 1-¼" Intermediate conduit, installed @ \$3 per foot.
- Item 374 - 1-½" Intermediate conduit, installed @ \$2 per foot.
- Item 375 - 2" Intermediate conduit, installed @ \$3 per foot.
- Item 376 - ½" Rigid conduit, installed @ \$2 per foot.
- Item 377 - ¾" Rigid conduit, installed @ \$3-per foot.
- Item 378 - 1" Rigid conduit, installed @ \$3 per foot.
- Item 379 - 1-¼" Rigid conduit, installed @ \$2 per foot.
- Item 380 - 1-½" Rigid conduit, installed @ \$5 per foot.
- Item 381 - 2" Rigid conduit, installed @ \$10 per foot.
- Item 382 - ½" PVC Schedule 40, 10 ft. lengths, conduit, installed @ \$4 per foot.

- Item 383 - ¾" PVC Schedule 40, 10 ft. lengths, conduit, installed @ \$4 per foot.
- Item 384 - 1" PVC Schedule 40, 10 ft lengths, conduit, installed @ \$3 per foot.
- Item 385 - 1-¼" PVC Schedule 40, 10 ft lengths, conduit, installed @ \$3 per foot.
- Item 386 - 1-½" PVC Schedule 40, 10 ft. lengths, conduit, installed @ \$3 per foot.
- Item 387 - 2" PVC Schedule 40, 10 ft lengths, conduit, installed @ \$5 per foot.
- Item 388 - Cable, CCTV, tilt-pan-zoom, installed @ \$140 per foot.
- Item 389 - Cable, CCTV, signal, non-plenum, rated, installed @ \$150 per foot.
- Item 390 - Cable, CCTV, plenum, rated, installed @ \$380 per foot.
- Item 391 - Concrete poles, hollow, to 32 ft., supplied and installed @ \$1,000 each.
- Item 392 - Asphalt repairs from trenching service, as per M-DCPS specifications @ \$475 per foot.
- Item 393 - Concrete repairs from trenching service, as per M-DCPS specifications @ \$550 per foot.
- Item 394 - Trenching service @ \$10 per foot.
- Item 395 - Interior cameras; lens installation, with cable terminations and camera housings @ \$120 each.
- Item 396 - All Exterior installations; install lens and camera, terminate cable and use weatherproof box, ½" sealtite for raceway to housing @ \$150 each.
- Item 397 - Exterior and interior cameras; lens installation with cable terminations and high security camera housings @ \$180 each.
- Item 398 - Connection of power supply to cameras; 16 cameras individually fused, 24-volt power supply @ \$80 each.
- Item 399 - Install and terminate Multiplexor with keyboard (1), Tilt, Pan, Zoom control capable @ \$240 each.
- Item 400 - Install and terminate VCR (1) and rack kit (1) @ \$160 each.
- Item 401 - Install and terminate Monitors (2) and console rack mounting kit (1) @ \$140 each.

- Item 402 - Interior junction boxes, with covers, from 4x4x1-½" to 8x8x6", installed @ \$180 each.
- Item 403 - Interior junction boxes, with covers, from 10x10x6" to 24x24x8", installed @ \$140 each.
- Item 404 - Exterior junction (weatherproof) boxes from 4x4x1-½" to 8x8x6", installed @ \$120 each.
- Item 405 - Exterior Junction (weatherproof) boxes, with covers, from 10x10x6" to 24x24x8", installed @ \$120 each.
- Item 406 - Other manufacturers (vendors may offer discounts on up to an additional ten (10) manufactures, not listed herein) Any and All @ 25% (AV).
- Item 408 - Furnish all labor, materials, and equipment necessary to install any of the above listed manufacturers' products bid @ \$60 per hour (A/V, TV/Radio, CCTV, Peripherals).
- Item 409 - Finish all labor, material, and equipment necessary to repair any of the above @ \$60 per hour (CCTV).

4. BOXLIGHT CORPORATION  
19332 POWDER HILL PLACE  
POULSBO, WA 98370-7404  
OWNER: HERB MYERS, PRESIDENT

- Item 61 - Boxlight Corporation @ 18% discount (AV, Peripherals).

5. DIRECT BROADCAST SYSTEMS, INC.  
P.O. BOX 4088  
AUSTIN, TX 78765  
OWNER: LARRY WATKINS, PRESIDENT

- Item 406 - Other Manufacturers (vendors may offer discounts on up to an additional ten (10) manufacturers, not listed herein).  
Skyware Electronic @ 10% discount (TV/Radio).  
FM Radio Trans @ 10% discount (TV/Radio).
- Item 407 - Balance of dealer/distributor's line @ 10% discount.

6. KEYBOARD WORLD  
4201 WESTGATE AVENUE A-3  
WEST PALM BEACH, FL 33409  
OWNER: MARLENE REPKA, PRESIDENT

- Item 25 - Anchor Audio, Inc. @ 34.1% discount (A/V, TV/Radio, CCTV) AND @ 20.1% discount, (Peripherals).
- Item 38 - Atlas/Soundolier @ 54.1% discount (A/V, TV/Radio, CCTV) and @ 40.1% discount (Peripherals).
- Item 59 - Bogen Photo @ 39.1% discount (A/V, TV/Radio, CCTV) and 29.1% discount (Peripherals).
- Item 62 - Bretford Manufacturing @ 47.1% discount (A/V, TV/Radio, CCTV) and @ 37.1% discount (Peripherals).
- Item 78 - Chief Manufacturing @ 15.1% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 90 - Comprehensive Video Group @ 32.1% discount (A/V, TV/Radio, CCTV) and @ 28.1% (Peripherals).
- Item 95 - Crown International @ 37.1% discount (A/V, TV/Radio, CCTV) and 27.1% discount (Peripherals).
- Item 98 - Da-Lite Screen Company @ 39.5% discount (A/V, TV/Radio, CCTV) and @ 29.5% discount (Peripherals).

- Item 124 - Electro-Voice @ 42.5% discount (A/V, TV/Radio, CCTV) and @ 32.5% (Peripherals).
- Item 133 - Fostex Corporation of America @ 23.5% discount (A/V, TV/Radio, CCTV) and @ 13.5% discount (Peripherals).
- Item 140 - Furman @ 25.1% discount (A/V, TV/Radio, CCTV) and @ 15.1% discount (Peripherals).
- Item 146 - Gitzo @ 35.1% discount (A/V, TV/Radio, CCTV) and @ 25.1% discount (Peripherals).
- Item 147 - Go-Video @ 18.1% discount (A/V, TV/Radio, CCTV) and @ 8.1% discount (Peripherals).
- Item 151 - H. Wilson @ 38.1% discount (A/V, TV/Radio, CCTV) and @ 28.1% discount (Peripherals).
- Item 157 - Hitachi @ 12.1% discount (A/V, TV/Radio, CCTV).
- Item 171 - JVC @ 21.5% discount (A/V, TV/Radio, CCTV) and @ 17.5% discount (Peripherals).
- Item 178 - Lectrosonics @ 34.1% discount (A/V, TV/Radio, CCTV) and @ 24.1% discount (Peripherals).
- Item 187 - Luxor Corporation @ 33.5% discount (A/V, TV/Radio, CCTV) and @ 23.5% (Peripherals).
- Item 188 - Mackie Designs @ 36.1% discount (A/V, TV/Radio, CCTV) and @ 26.1% discount (Peripherals).
- Item 191 - Manfrotto @ 35.1% discount (A/V, TV/Radio, CCTV) and @ 25.1% (Peripherals).
- Item 192 - Marantz Professional Products @ 30.1% discount (A/V, TV/Radio, CCTV) and @ 20.1% discount (Peripherals).
- Item 207 - Nady Systems @ 39.5% discount (A/V, TV/Radio, CCTV) and @ 29.5% (Peripherals).
- Item 220 - Panasonic @ 18.1% discount (A/V, TV/Radio, CCTV) and @ 8.1% discount (Peripherals).

- Item 222 - Paso Sound Systems @ 39.5% discount (A/V, TV/Radio, CCTV) and @ 29.5% discount (Peripherals).
- Item 225 - Peerless @ 26.5% discount (A/V, TV/Radio, CCTV) and @ 16.5% discount (Peripherals).
- Item 228 - Philips @ 23.52% discount (A/V, TV/Radio, CCTV) and @ 13.5% discount (Peripherals).
- Item 253 - RTS by Telex @ Dealer Cost + 19% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 255 - Samson @ 33.7% discount (A/V, TV/Radio, CCTV) and @ 23.7% discount (Peripherals).
- Item 274 - Shure @ 42.5% discount (A/V, TV/Radio); @ 32.5% discount (CCTV) and @ 22.5% (Peripherals).
- Item 281 - Sony @ 23.1% discount (A/V, TV/Radio), and @ 21.1% discount (CCTV, Peripherals).
- Item 285 - Soundtech @ 30.5% discount (A/V, TV/Radio, CCTV) and @ 20.5% discount (Peripherals).
- Item 295 - Symetrix, Inc. @ 27.1% discount (A/V, TV/Radio, CCTV) and @ 17.1% discount (Peripherals).
- Item 301 - Technics @ 24.5% discount (A/V, TV/Radio, CCTV) and @ 14.5% discount (Peripherals).
- Item 309 - Telex Products @ 39.1% discount (A/V, TV/Radio, CCTV) and 29.1% discount (Peripherals).
- Item 314 - TOA Electronics @ 47.1% discount (A/V, TV/Radio, CCTV) and @ 37.1% discount (Peripherals).
- Item 320 - Ultimate @ 43.5% discount (A/V, TV/Radio, CCTV) and @ 33.5% discount (Peripherals).
- Item 333 - Videonics @ 28.1% discount (A/V, TV/Radio, CCTV) and @ 18.1% discount (Peripherals).
- Item 336 - Videssence, Inc. @ 9.1% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 337 - Viking Cases @ 22.1% discount (A/V, TV/Radio, CCTV) and @ 12.1% discount (Peripherals).
- Item 340 - Whirlwind @ Dealer Cost + 19% discount (A/V, TV/Radio, CCTV, Peripherals).

- Item 345 - Winsted @ 17.9% discount (A/V, TV/Radio, CCTV) and @ 7.9% discount (Peripherals).
- Item 349 - Yamaha @ 32.1% discount (A/V, TV/Radio, CCTV, Peripherals) and @ 22.1% discount (Peripherals).
- Item 354 - Hitachi Monitors/Receivers @ 12.1% discount.
- Item 355 - JVC monitors/receivers @ 20.1% discount.
- Item 361 - Sony monitors/receivers @ 19.1% discount.

7. LMG, INC.  
 2350 INVESTOR ROW  
 ORLANDO, FL 32834  
 OWNER: LES GOLDBERG, C.E.O.

- Item 14 - Allen Avionics @ 15% discount (A/V).
- Item 24 - AMX Corporation @ 30% discount (A/V).
- Item 25 - Anchor Audio, Inc. @ 20% discount (A/V).
- Item 28 - Anton/Bauer, Inc. @ 12% discount (A/V).
- Item 29 - Anvil Cases @ 20% discount (A/V).
- Item 31 - Apogee @ 20% discount (A/V).
- Item 34 - Appollo Presentation Products @ 15% discount (A/V).
- Item 38 - Atlas/Soundolier @ 20% discount (A/V).
- Item 40 - Audio Technica @ 15% discount (A/V).
- Item 48 - Barco @ 15% discount (A/V).
- Item 54 - Beyerdynamic, Inc. @ 15% discount (A/V).
- Item 59 - Bogen @ 30% discount photo (A/V).
- Item 62 - Bretford Manufacturing, Inc. @ 25% discount (A/V).
- Item 72 - Canare Cable, Inc. @ 20% discount (A/V).
- Item 73 - Canon USA, Inc. @ 15% discount (A/V, TV/Radio).
- Item 78 - Chief Manufacturing, Inc. @ 20% discount (A/V).
- Item 86 - Clear-com Intercom System @ 15% discount (A/V).
- Item 90 - Comprehensive Video Group @ 15% discount (A/V).
- Item 94 - Crestron Electronics, Inc. @ 23% discount (A/V).
- Item 98 - Da-lite Screen Company, Inc. @ 15% discount (A/V).

- Item 108 - Digital Processing System, Inc. @ 15% discount (A/V).
- Item 111 - Display Devices, Inc. @ 20% discount (A/V).
- Item 113 - Dotronix, Inc. @ 10% discount (A/V).
- Item 115 - Draper @ 20% discount (A/V).
- Item 121 - Eiki @ 20% discount (A/V).
- Item 124 - Electron-Voice, Inc. @ 15% discount (A/V).
- Item 125 - ELMO Manufacturing Corporation @ 15% discount (A/V).
- Item 129 - Extron @ 18% discount (A/V).
- Item 135 - Fleetwood @ 7% discount (A/V).
- Item 139 - Fujinon, Inc. @ 15% discount (A/V).
- Item 145 - Genter Communications Corporation @ 15% discount (A/V).
- Item 170 - JBL @ 20% discount (A/V).
- Item 178 - Lectrosonics, Inc. @ 30% discount (A/V).
- Item 186 - Lucasey Manufacturing Corporation @ 20% discount (A/V).
- Item 187 - Luxor Corporation @ 30% discount (A/V).
- Item 188 - Mackie @ 15% discount (A/V).
- Item 192 - Marantz Professional Products @ 15% discount (A/V).
- Item 205 - Mitsubishi @ 20% discount (A/V).
- Item 208 - Navitar, Inc. @ 23% discount (A/V).
- Item 209 - NEC Technologies, Inc. @ 15% discount (A/V).
- Item 225 - Peerless, Inc. @ 20% discount (A/V).
- Item 231 - Pioneer New Media Technologies, Inc. @ 20% discount (A/V).
- Item 235 - Porta-Brace/K & H Products, Ltd. @ 5% discount (A/V).
- Item 237 - Progressive Marketing Products, Inc. @ 20% discount (A/V).
- Item 240 - Proxima @ 15% discount (A/V).
- Item 241 - Q-TV @ 10% discount (A/V).
- Item 245 - R.T.I. Tape Evaluation Equipment @ 5% discount (A/V).
- Item 253 - RTS by Telex @ 18% discount (A/V).
- Item 257 - Sanyo Electronics @ 20% discount (A/V).
- Item 269 - Sennheiser Electronics @ 35% discount (A/V) and @ 20% discount (Peripherals).



- Item 272 - SharpVision @ 15% discount (A/V) and @ 15% discount (Peripherals).
- Item 274 - Shure @ 20% discount (A/V) and @ 35% discount (Peripherals).
- Item 276 - Sigma Electronics, Inc. @ 15% discount (A/V).
- Item 281 - Sony @ 15% discount, (A/V), and @ 5% discount (Peripherals).
- Item 283 - Sony Business and Professional Group @ 20% discount (A/V) and @ 10% discount (Peripherals).
- Item 291 - Stewart Filmscreen Corporation @ 25% discount (A/V).
- Item 323 - Ushio (projection lamps) @ 30% discount (A/V).
- Item 325 - VanSan Corporation @ 15% discount (A/V).
- Item 337 - Viking Cases @ 20% discount (A/V).
- Item 338 - Vinten @ 20% discount (A/V).
- Item 340 - Whirlwind @ 15% discount (AV).
- Item 342 - West Palm Wire/CDT @ 20% discount (A/V).
- Item 344 - Wiko (projection lamps) @ 25% discount (A/V).
- Item 345 - Winsted @ 20% discount (A/V).
- Item 349 - Yamaha @ 20% discount Commercial Audio (A/V).
- Item 355 - Sony Monitors/Receivers @ 15% discount.
- Item 406 - Other manufacturers (vendors may offer discount on up to an additional ten (10) manufacturers, not listed herein)  
Barlo @ 20% (AV).

8. LONG'S ELECTRONICS, INC.  
2630 5<sup>TH</sup> AVENUE SOUTH  
IRONDALE, AL 35210  
OWNER: JIM LONG, PRESIDENT

- Item 1 - 3m @ 5% discount (A/V).
- Item 25 - Anchor Audio, Inc. @ 5% discount (A/V).
- Item 34 - Appollo Presentation Products @ 5% discount (A/V).
- Item 38 - Atlas/Soundolier @ 5% discount (AV).

- Item 39 - Atlas @ 5% discount (A/V).
- Item 40 - Audion Technica @ 5% discount (A/V).
- Item 49 - Belden Cable @ 5% discount (A/V).
- Item 58 - Bogen Communication, Inc. @ 5% discount (A/V).
- Item 59 - Bogen @ 5% discount (A/V).
- Item 62 - Bretford Manufacturing, Inc. @ 5% discount (A/V).
- Item 69 - Caifone International, Inc. @ 5% discount (A/V).
- Item 73 - Canon USA @ 5% discount (A/V).
- Item 78 - Chief Manufacturing, Inc. @ 5% discount (A/V).
- Item 97 - CTX Opto, Inc. @ 5% discount (A/V).
- Item 98 - Da-Lite Screen Company, Inc. @ 5% discount (A/V).
- Item 116 - Dukane @ 5% discount (A/V).
- Item 118 - Eastman Kodak Company @ 5% discount (A/V).
- Item 121 - Eiki @ 5% discount (A/V).
- Item 124 - Electro-Voice, Inc. @ 5% discount (A/V).
- Item 125 - ELMO Manufacturing @ 5% discount (A/V).
- Item 147 - Go-Videon @ 5% discount (A/V).
- Item 151 - H. Willson @ 5% discount (A/V).
- Item 170 - JBL @ 5% discount (A/V).
- Item 171 - JVC @ 5% discount (A/V).
- Item 174 - Knox Video Products @ 5% discount (A/V).
- Item 175 - Kodak @ 5% discount (A/V).
- Item 187 - Luxor Corporation @ 5% discount (A/V).
- Item 192 - Marantz Professional Products @ 5% discount (A/V).
- Item 196 - Maxell @ 5% discount (A/V).
- Item 207 - Nady Systems, Inc. @ 5% discount (A/V).
- Item 220 - Panasonic @ 5% discount (A/V).
- Item 222 - Paso Sound @ 5% discount (A/V).
- Item 228 - Philips @ 5% discount (A/V).
- Item 229 - Phillips (projection lamps) @ 5% discount (A/V).
- Item 244 - Quasar @ 5% discount (A/V).
- Item 256 - Samsung @ 5% discount (A/V).
- Item 269 - Sennheiser Electronics @ 5% discount (A/V).
- Item 271 - Sharp @ 5% discount (A/V).

- Item 274 - Shure @ 5% discount (A/V).
- Item 281 - Sony @ 5% discount (A/V).
- Item 282 - Sony Broadcast and Television System @ 5% discount (A/V).
- Item 283 - Sony Business and Professional Group @ 5% discount (A/V).
- Item 284 - Soundcraft @ 5% discount (A/V).
- Item 285 - Soundtech @ 5% discount (A/V).
- Item 288 - Spirit by Soundcraft @ 5% discount (A/V).
- Item 298 - Tascam @ 5% discount (A/V).
- Item 299 - TDK @ 5% discount (A/V).
- Item 300 - TEAC @ 5% discount (A/V).
- Item 301 - Technics @ 5% discount (A/V).
- Item 309 - Telex Products @ 5% discount (A/V).
- Item 333 - Videonics @ 5% discount (A/V).
- Item 344 - Wiko (projection lamps) @ 5% discount (A/V).
- Item 355 - JVC Monitor/Receivers @ 5% discount (A/V).
- Item 358 - Phillips Monitor/Receivers @ 5% discount (A/V).
- Item 360 - Sharp Monitor/Receivers @ 5% discount (A/V).
- Item 361 - Sony Monitor/Receivers @ 5% discount (A/V).
- Item 407 - Balance of Dealer/Distributor's line @ 5% discount.

9. MIAMI STAGECRAFT, INC.  
 2855 EAST ST. 11 AVENUE  
 HIALEAH, FL 33013  
 OWNER: FRANK J. MARTIN, PRESIDENT

- Item 17 - Altman Stage Lighting @ 20% discount (A/V, CCTV).
- Item 84 - City Theatrical @ 20% discount - (Peripherals).
- Item 123 - Electronic Theatre Control @ 20% discount (A/V, CCTV, Peripherals).
- Item 251 - Rosco Labs @ 20% discount (A/V, CCTV, Peripherals).
- Item 292 - Strand Lighting @ 20% discount (A/V, CCTV, Peripherals).

- Item 294 - Sylvania/Osram (projection lamp) @ 35% discount (A/V,CCTV).
- Item 320 - Ultimate @ 20% discount (A/V, Peripherals).
- Item 323 - Ushio (projection lamps) @ 35% discount (A/V, TV/Radio).

10. MICROWAREHOUSE, INC.

47 WATER STREET

NORWALK, CT 06854

OWNER: BRIDGEPORT HOLDINGS, INC.

- Item 1 - 3M @ 0% discount (A/V, Peripherals).
- Item 8 - Adobe Systems, Inc. @ 0% discount (A/V, Peripherals).
- Item 9 - Agfa Corporation @ 0% discount (A/V, Peripherals).
- Item 16 - Altec Lansing Corporation @ 0% discount (A/V, Peripherals).
- Item 21 - American Power Conversion @ 0% discount (A/V, Peripherals).
- Item 27 - Anicom, Inc. @ 0% discount (A/V, Peripherals).
- Item 36 - Ascend Communications, Inc. @ 0% discount (A/V, Peripherals).
- Item 39 - Atlas @ 0% discount (A/V, Peripherals).
- Item 49 - Belden Cable @ 0% discount (A/V, Peripherals).
- Item 73 - Canon USA, Inc. @ 0% discount (A/V, Peripherals).
- Item 82 - Checkpoint @ 0% discount (A/V, Peripherals).
- Item 89 - Compaq @ 0% discount (A/V, Peripherals).
- Item 97 - CTX Opto, Inc. @ 0% discount (A/V, Peripherals).
- Item 118 - Eastman Kodak Company @ 0% discount (A/V, Peripherals).
- Item 127 - Epson @ 0% discount (A/V, Peripherals).
- Item 138 - Fuji @ 0% discount (A/V, Peripherals).
- Item 155 - Hewlett Packard @ 0% discount (A/V, Peripherals).

- Item 157 - Hitachi @ 0% discount (A/V, Peripherals).
- Item 161 - IBM @ 0% discount (A/V, Peripherals).
- Item 165 - In Focus Systems, Inc. @ 0% discount (A/V, Peripherals).
- Item 175 - Kodak @ 0% discount (A/V, Peripherals).
- Item 181 - Lightware @ 0% discount (A/V, Peripherals).
- Item 196 - Maxell @ 0% discount (A/V, Peripherals).
- Item 199 - Microwarehouse @ 0% discount (A/V, Peripherals).
- Item 205 - Mitsubishi @ 0% discount (A/V, Peripherals).
- Item 209 - NEC Technologies, Inc. @ 0% discount (A/V, Peripherals).
- Item 211 - Nikon @ 0% discount (A/V, Peripherals).
- Item 220 - Panasonic @ 0% discount (A/V, Peripherals).
- Item 228 - Philips @ 0% discount (A/V, Peripherals).
- Item 230 - Pinnacle Systems, Inc. @ 0% discount (A/V, Peripherals).
- Item 240 - Proxima @ 0% discount (A/V, Peripherals).
- Item 256 - Samsung @ 0% discount (A/V, Peripherals).
- Item 265 - Seagate @ 0% discount (A/V, Peripherals).
- Item 271 - Sharp @ 0% discount (A/V, Peripherals).
- Item 281 - Sony @ 0% discount (A/V, Peripherals).
- Item 299 - TDK @ 0% discount (A/V, Peripherals).
- Item 300 - TEAC @ 0% discount (A/V, Peripherals).
- Item 315 - Toshiba @ 0% discount (A/V, Peripherals).
- Item 317 - Triplite UPS @ 0% discount (A/V, Peripherals).
- Item 349 - Yamaha @ 0% discount (A/V, Peripherals).

11. PASKAL LIGHTING  
 3136 JOHN P. CURCI DRIVE  
 PEMBROKE PARK, FL 33009  
 OWNER: EVAN GREEN, PRESIDENT

- Item 17 - Alman Stage Lighting @ 31% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 59 - Bogen @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 84 - City Theatrical @ 10% discount (A/V, TV/Radio, CCTV, Peripherals).

- Item 123 - Electronic Theatre Controls @ 10% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 123 - Electronic Theatre Controls @ 10% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 143 - General Electric (projection lamps) @ 10% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 184 - Lowel-Light Manufacturing, Inc. @ 21% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 185 - LTM Corporation of America @ 21% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 191 - Manfrotto @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 203 - Minolta @ 12% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 229 - Philips (projection lamps) @ 40% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 235 - Porta-Brace/K & H Products, Ltd. @ 8% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 251 - Rosco Labs @ 27% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 292 - Strand Lighting @ 20% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 293 - Sylvania @ 20% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 294 - Sylvania/Osram (projection lamps) @ 40% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 323 - Ushio (projection lamps) @ 40% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 344 - Wiko (projection lamps) @ 10% discount (A/V, TV/Radio, CCTV, Peripherals).

- Item 406 - Other manufacturers (vendor may offer discount on up to an additional ten (10) manufacturers, not listed herein).  
 Mole Richardson @ 10% discount (TV/Radio).  
 Arri @ 20% discount (TV/Radio)  
 Mathews @ 25% discount (TV/Radio)  
 American Studio @ 25% discount (TV/Radio)  
 Modern Studio @ 15% discount (TV/Radio)  
 Gam Products @ 12% discount (TV/Radio) and @ 28% (Peripherals)

12. PRO SOUND, INC.  
 1375 N.E. 123 STREET  
 MIAMI, FL 33161-6525  
 OWNER: ROD SINTOW, C.E.O.

- Item 2 - 360 System @ 12% discount (A/V).  
 Item 10 - AKG Acoustic @ 23.5% discount (A/V) (see bid).  
 Item 16 - Altec Lansing Corporation @ 41% discount (A/V) (see bid).  
 Item 24 - AMX Corporation @ 29% discount (A/V).  
 Item 25 - Anchor Audio @ 23% discount (A/V).  
 Item 30 - Aphex System Ltd. @ 18% discount (A/V).  
 Item 31 - Apogee @ 16% discount (A/V).  
 Item 38 - Atlas/Soundolier @ 54% discount (A/V).  
 Item 40 - Audio Technica @ 35% discount (A/V).  
 Item 48 - Barco @ 15% discount (A/V).  
 Item 49 - Belden Cable @ cost plus 15% discount (A/V) (see bid).  
 Item 54 - Beyerdynamic @ 30% discount (A/V).  
 Item 55 - Biamp Systems @ cost plus 4% discount (A/V).  
 Item 58 - Bogen Communication @ 40% discount (A/V).  
 Item 72 - Canare Cable @ 12% discount (A/V).  
 Item 78 - Chief Manufacturing @ 19.5% discount (A/V).  
 Item 86 - Clear-com Intercom Systems @ 19% discount (A/V).

- Item 93 - Crest @ 30% discount (amplifiers) and 17% (console) (A/V).
- Item 94 - Crestron Electronics @ 23% discount (A/V).
- Item 95 - Crown International @ 30% discount (amplifiers) and 25% (console) (A/V).
- Item 98 - Da-Lite Screen Company @ 30% discount (A/V).
- Item 102 - DBX @ 19% discount (A/V).
- Item 115 - Draper Shade and Screen Company @ 24% discount (A/V).
- Item 124 - Electro-Voice @ 41% discount (A/V).
- Item 129 - Extron @ 25% discount (A/V).
- Item 145 - Gentner Communications Corporation @ 30% discount (A/V).
- Item 170 - JBL @ 30% discount (A/V).
- Item 178 - Lectronsonics, Inc. @ 19% discount (A/V).
- Item 188 - Mackie Design @ 25% discount (A/V).
- Item 192 - Marantz Professional Products @ 22% discount (A/V).
- Item 224 - Peavy cost plus 15% (A/V) (see bid).
- Item 225 - Peerless @ 32% discount (Peripherals).
- Item 246 - Radio Design Labs @ 23% discount (A/V).
- Item 247 - Rane Corporation @ 26% discount (A/V).
- Item 269 - Sennheiser Electronics @ 20% discount (A/V).
- Item 274 - Shure @ 35% discount (A/V).
- Item 284 - Soundcraft @ 20% discount (A/V).
- Item 288 - Spirit by Soundcraft @ 20% discount (A/V) (see bid).
- Item 291 - Stewart Filmscreen Corporation @ 16% discount (A/V).
- Item 295 - Symetrix, Inc. @ 20% discount (A/V).
- Item 298 - Tascam @ 20% discount (A/V).
- Item 309 - Telex Products @ 25% discount (A/V).
- Item 314 - TOA Electronics @ 45% discount (A/V).
- Item 320 - Ultimate @ 42% discount (A/V).
- Item 322 - University Speakers @ 41% discount (A/V) (see bid).
- Item 337 - Viking Cases @ 0% discount (Peripherals).
- Item 340 - Whirlwind @ 38% discount (A/V).
- Item 342 - West Penn Wire/CDT @ cost plus 15% (A/V) (see bid).



- Item 350 - Yamaha (Proline) @ 23% discount  
Commercial Audio (A/V).
- Item 407 - Balance of Dealer/Distributor's line @ 10%  
discount.
- Item 408 - Furnish all labor, materials and equipment  
necessary to install any of the above listed  
manufacturer's products bid @ \$65 per hour  
(A/V) (Peripherals).

13. SCHOOL SPECIALTY FURNITURE & EQUIPMENT

100 PARAGON PARKWAY

MANFIELD, OH 44903

OWNER: DAVID J. VANDER ZANDEN, PRESIDENT

- Item 62 - Bretford Manufacturing, Inc. @ 50%  
discount (Peripherals).
- Item 69 - Califone International, Inc. @ 18% discount  
(A/V).
- Item 85 - Claridge Products & Equipment, Inc. @ 31%  
discount (Peripherals).
- Item 98 - Da-lite Screen Company, Inc. @ 31%  
discount (Peripherals).
- Item 115 - Draper @ 11% discount (Peripherals).
- Item 135 - Fleetwood @ 36% discount (Peripherals).
- Item 151 - H. Wilson @ 38% discount (Peripherals).
- Item 152 - Hamilton @ 11% discount (A/V).
- Item 187 - Luxor Corporation @ 38% discount  
(Peripherals).
- Item 408 - Furnish all labor, materials, and equipment  
necessary to install any of the above listed  
manufacturers products bid @ \$25 per hour  
(A/V Peripherals).
- Item 409 - Furnish all labor, materials and equipment  
necessary to repair any of the above @ \$75  
(TV/Radio).

14. UNITED DATA TECHNOLOGIES  
7212 N.W. 56 STREET  
MIAMI, FL 33166  
OWNER: GERARD AMARO, PRESIDENT

- Item 1 - 3M @ 12% discount (A/V) and 11% (Peripherals).
- Item 8 - Adobe Systems, Inc. @ 2% discount (A/V) and 3% discount (Peripherals).
- Item 9 - Agfa Corporation @ 3% discount (A/V) and @ 4% (Peripherals).
- Item 12 - Alcatel @ 2% discount (A/V) and @ 2% (Peripherals).
- Item 16 - Altec Lansing Corporation @ 8% discount (A/V) and @ 3% (Peripherals).
- Item 21 - American Power Conversion @ 11% discount (A/V) and @ 10% (Peripherals).
- Item 36 - Ascend Communications, Inc. @ 2% discount (A/V) and @ 2% (Peripherals).
- Item 127 - Epson @ 21% discount (A/V) and @ 26% (Peripherals).
- Item 138 - Fuji @ 30% discount (A/V) and @ 12% (Peripherals).
- Item 165 - In Focus System @ 23% discount (A/V) and @ 14% (Peripherals).
- Item 170 - JBL @ 18% discount (A/V) and @ 12% (Peripherals).
- Item 171 - JVC @ 13% discount (A/V, Peripherals).
- Item 175 - Kodak @ 12% discount (A/V) and @ 13% (Peripherals).
- Item 196 - Maxell @ 12% discount (A/V) and @ 8% (Peripherals).
- Item 202 - Mimio @ 12% discount (A/V) and @ 10% (Peripherals).
- Item 203 - Minolta @ 11% discount (A/V) and @ 9% (Peripherals).
- Item 205 - Mitsubishi @ 8% discount (A/V) and @ 7% (Peripherals).
- Item 209 - NEC Technologies, Inc. @ 9% discount (A/V) and @ 26% (Peripherals).
- Item 211 - Nikon, Inc. @ 7% discount (A/V) and @ 8% (Peripherals).

- Item 220 - Panasonic @ 3% discount (A/V) and @ 2% (Peripherals).
- Item 228 - Philips @ 3% discount (A/V) and @ 2% (Peripherals).
- Item 229 - Philips (protection lamps) @ 6% discount (A/V) and @ 8% (Peripherals).
- Item 230 - Pinnacle Systems, Inc. @ 3% discount (A/V) and @ 2% (Peripherals).
- Item 231 - Pioneer New Media Technologies, Inc. @ 3% (Peripherals).
- Item 233 - Plasco @ 3% discount (A/V) and @ 3% (Peripherals).
- Item 234 - Polaroid Corporation @ 4% discount (Peripherals).
- Item 240 - Proxima @ 6% discount (A/V) and @ 8% (Peripherals).
- Item 244 - Quasar Plasco @ 3% discount (A/V) and @ 2% (Peripherals).
- Item 255 - Samson @ 2% discount (A/V) and @ 4% (Peripherals).
- Item 256 - Samsung @ 3% discount (A/V) and @ 5% (Peripherals).
- Item 257 - Sanyo Electronic @ 2% discount (A/V) and @ 3% (Peripherals).
- Item 258 - Sanyo Fisher USA @ 3% discount (A/V) and @ 8% (Peripherals).
- Item 265 - Seagate @ 2% discount (A/V, Peripherals).
- Item 271 - Sharp @ 2% discount (A/V, Peripherals).
- Item 272 - Sharp Vision @ 3% discount (A/V, Peripherals).
- Item 273 - Shintron @ 1% discount (A/V) and @ 2% (Peripherals).
- Item 281 - Sony @ 6% discount (A/V) and @ 7% (Peripherals).
- Item 282 - Sony Broadcast and Television System @ 2% discount (A/V, Peripherals).
- Item 283 - Sony Business and Professional Group @ 2% discount (A/V, Peripherals).
- Item 299 - TDK @ 4% discount (Peripherals).
- Item 300 - TEAC @ 3% discount (A/V, Peripherals).
- Item 305 - Tektronix Broadcast @ 2% discount (A/V, Peripherals).

- Item 315 - Toshiba @ 4% discount (A/V) and @ 5% (Peripherals).
- Item 317 - Triplite UPS @ 4% discount (A/V) and @ 2% (Peripherals).
- Item 324 - United Data Technology @ 6% discount (A/V) and @ 7% (Peripherals).
- Item 349 - Yamaha @ 3% discount (A/V, Peripherals).
- Item 351 - Zenith @ 2% discount (A/V, Peripherals).
- Item 354 - Hitachi Monitors/Receivers @ 2% discount.
- Item 355 - JVC Monitors/Receivers @ 3% discount.
- Item 356 - Magnavox Monitors/Receivers @ 3% discount.
- Item 357 - Panasonic Monitors/Receivers @ 4% discount.
- Item 358 - Philips Monitors/Receivers @ 2% discount.
- Item 359 - RCA Monitors/Receivers @ 2% discount.
- Item 360 - Sharp Monitors/Receivers @ 2% discount.
- Item 362 - Zenith Monitors/Receivers @ 2% discount.
- Item 363 - Installation of TV brackets @ \$65.

15. WASHINGTON PROFESSIONAL SYSTEMS  
 11242 GRANDVIEW AVENUE  
 WHEATON, MD 20902  
 OWNER: ROBERT LEVIN, PRESIDENT

- Item 2 - ACCOM, Inc. @ 12% discount (T/V/Radio).
- Item 6 - ADC Telecommunication @ 15% discount (A/V, TV/Radio, CCTV) and @ 12% (Peripherals).
- Item 10 - AKG Acoustic, Inc. @ 43% discount (A/V, TV/Radio, CCTV Peripherals).
- Item 16 - Altec Lansing Corporation @ 36% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 25 - Anchor Audio Inc. @ 30% discount (A/V, TV/Radio CCTV, Peripherals).
- Item 28 - Anton/Bauer, inc. @ 14% discount (A/V, TV/Radio, CCTV) and @ 10% (Peripherals).
- Item 30 - Aphex Systems Ltd. @ 35% discount (AV) and @ 10% discount (Peripherals).
- Item 38 - Atlas Soundolier @ 43% discount (A/V, TV/Radio CCTV, Peripherals).
- Item 40 - Audio Technica @ 36% discount (A/V, TV/Radio, CCTV, Peripherals).

- Item 54 - Beyerdynamic, Inc. @ 33% discount (AV, TV/Radio, CCTV, Peripherals).
- Item 59 - Bogen @ 27% discount (A/V, TV/Radio, CCTV) and 20% discount (Peripherals).
- Item 72 - Canare Cable, Inc. @ 20% discount (AV, TV/Radio, CCTVPeripherals).
- Item 76 - Century Prescision Optics @ 24% discount (A/V, TV/Radio, CCTV) and 22% discount Peripherals).
- Item 93 - Crest @ 43% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 94 - Crestron Electronics, Inc. @ 27% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 95 - Crown International, Inc. @ 33% discount (AV, TV/Radio, CCTV, Peripherals).
- Item 102 - DBX, Inc. @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 121 - Eiki @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 124 - Electro-Voice, Inc. @ 43% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 125 - ELMO Manufacturing Corporation @ 33% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 129 - Extron @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 131 - FEC @ 21% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 133 - Fostex Corporation of America @ 33% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 139 - Fujinon, Inc. @ 24% discount (A/V, TV/Radio CCTV, Peripherals).
- Item 140 - Furman @ 25% discount (A/V, TV/Radio CCTV, Peripherals).
- Item 145 - Gentner Communications Corporation @ 35% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 147 - Go-Video @ 10% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 162 - Ikegami Electronics (USA), Inc. @ 23% discount (A/V, TV/Radio) and @ 20% discount, CCTV, Peripherals).

- Item 170 - JBL @ 33% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 171 - JVC @ 12% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 180 - Lexicon @ 25% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 184 - Lowel-Light Manufacturing, Inc. @ 20% discount (A/V, TV/Radio, CCTV) and @ 15% discount (Peripherals).
- Item 188 - Mackie @ 32% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 192 - Marantz Professional Products @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 201 - Miller Fluid Heads (USA), Inc. @ 27% discount (A/V, TV/Radio) and @ 25% discount (Peripherals).
- Item 220 - Panasonic @ 25% discount (A/V), and @ 15% discount (TV/Radio, CCTV, Peripherals).
- Item 235 - Porta-Brace/K & H Products, Ltd. @ 21% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 246 - Radio Design Labs @ 25% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 247 - Rane Corporation @ 35% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 255 - Samson @ 40% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 256 - Samsung @ 8% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 269 - Sennheiser Electronics @ 17% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 274 - Shure @ 45% discount (A/V, TV/Radio, CCTV) and @ 35% discount (Peripherals).
- Item 276 - Sigma Electronics, Inc. @ 18% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 281 - Sony @ 18% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 283 - Sony Business and Professional Group @ 15% discount (A/V, TV/Radio, CCTV) and @ 12% discount (Peripherals).

- Item 284 - Soundcraft @ 23% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 288 - Spirit by Soundcraft @ 30% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 298 - Tascam @ 32% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 309 - Telex Products @ 25% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 314 - TOA Electronics, Inc. @ 42% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 335 - Videotek @ 17% discount (A/V, TV/Radio, CCTV, Peripherals).
- Item 407 - Balance of Dealers/Distributor's Line @ 0%.

16. WINDTREE ENTERPRISES, INC.

P.O. BOX 810700

BOCA RATON, FL 33481-0700

OWNER: LESLIE B. FRANKEL, PRESIDENT

- Item 62 - Bretford Manufacturing, Inc. @ 15% discount (AV).
- Item 69 - Califone International, Inc. @ 15% discount (A/V).
- Item 85 - Claridge Products & Equipment, Inc. @ 15% discount (A/V).
- Item 98 - Da-Lite Screen Company @ 15% discount (AV).
- Item 115 - Draper @ 15% discount (A/V).
- Item 135 - Fleetwood @ 15% discount (A/V).
- Item 151 - H. Wilson @ 15% discount (AV).
- Item 187 - Luxor Corporation @ 15% discount (A/V).
- Item 344 - Wiko (projection lamps) @ 15% discount (A/V).

RHH/lja