

**RFP 2011-09 (APPENDIX C)
AUDIO VISUAL PRODUCTS**

Note: All net costs to either the Commonwealth or Academic are to be FOB Destination. All costs include eVA and IFA fees.

Note: If no Academic Discount is available then enter discount entered in Commonwealth Discount

Vendor (OEM)	Category (i.e. accessories, mixers, cases, projectors, etc)	Product Type	Minimum Commonwealth Percentage Discount from List	Minimum Academic Percentage Discount from List
3M	Accessories	Equipment	2.00%	2.00%
AKG	Accessories	Equipment	40.00%	40.00%
Alesis	Accessories	Equipment	36.00%	36.00%
Allen&Heath	Accessories	Equipment	26.00%	26.00%
Altinex	Accessories	Equipment	16.00%	16.00%
AMX	Accessories	Equipment	28.00%	28.00%
Analog Way	Accessories	Equipment	13.00%	13.00%
Anchor	Accessories	Equipment	22.00%	22.00%
APC	Accessories	Equipment	20.00%	20.00%
Atlas Technologies (Atlas Sound)	Accessories	Equipment	26.00%	26.00%
Audio Technica	Accessories	Equipment	40.00%	40.00%
Aurora Multimedia	Accessories	Equipment	30.00%	30.00%
BenQ	Accessories	Equipment	42.00%	42.00%
Black Diamond Video	Accessories	Equipment	16.00%	16.00%
Blonder Tongue	Accessories	Equipment	4.00%	4.00%
Bogen Manfrotto	Accessories	Equipment	15.00%	15.00%
Bretford	Accessories	Equipment	50.00%	50.00%
Canon	Accessories	Equipment	14.00%	14.00%
Chief	Accessories	Equipment	40.00%	40.00%
Christie	Accessories	Equipment	32.00%	32.00%
Clear one	Accessories	Equipment	18.00%	18.00%
Community	Accessories	Equipment	27.00%	27.00%
Comprehensive	Accessories	Equipment	42.00%	42.00%
Creston	Accessories	Equipment	40.00%	40.00%
Crown	Accessories	Equipment	41.00%	41.00%
Da-lite	Accessories	Equipment	21.00%	21.00%
DataVideo	Accessories	Equipment	6.00%	6.00%

Denon	Accessories	Equipment	26.00%	26.00%
Draper	Accessories	Equipment	30.00%	30.00%
EAW	Accessories	Equipment	15.00%	15.00%
Eiki	Accessories	Equipment	34.00%	34.00%
Elmo	Accessories	Equipment	17.00%	17.00%
Epson	Accessories	Equipment	5.00%	5.00%
Exact	Accessories	Equipment	20.00%	20.00%
Extron	Accessories	Equipment	40.00%	40.00%
Fast Forward Video	Accessories	Equipment	3.00%	3.00%
Fender	Accessories	Equipment	40.00%	40.00%
FSR	Accessories	Equipment	22.00%	22.00%
Galaxy Audio	Accessories	Equipment	27.00%	27.00%
Gator Cases, Inc.	Accessories	Equipment	35.00%	35.00%
Gitzo	Accessories	Equipment	8.00%	8.00%
H. Wilson Company	Accessories	Equipment	28.00%	28.00%
Integra	Accessories	Equipment	28.00%	28.00%
JBL Inc.	Accessories	Equipment	24.00%	24.00%
JRM Cabinets	Accessories	Equipment	24.00%	24.00%
Juice Goose	Accessories	Equipment	30.00%	30.00%
JVC Consumer Products	Accessories	Equipment	10.00%	10.00%
JVC Professional Products	Accessories	Equipment	4.00%	4.00%
K.O.H.	Accessories	Equipment	3.00%	3.00%
Kramer Electronics	Accessories	Equipment	33.00%	33.00%
KSI Furniture	Accessories	Equipment	40.00%	40.00%
KSI Professional LLC	Accessories	Equipment	40.00%	40.00%
LG Electronics Corp.	Accessories	Equipment	11.00%	11.00%
Listen Technologies Corp.	Accessories	Equipment	22.00%	22.00%
Litepanels	Accessories	Equipment	8.00%	8.00%
Littlelite	Accessories	Equipment	28.00%	28.00%
Lowell Lighting	Accessories	Equipment	22.00%	22.00%
Lowell Manufacturing Corp.	Accessories	Equipment	27.00%	27.00%
Lumens	Accessories	Equipment	11.00%	11.00%
Luxor	Accessories	Equipment	30.00%	30.00%
Mackie	Accessories	Equipment	32.00%	32.00%
Magenta Research	Accessories	Equipment	16.00%	16.00%
Magic Box	Accessories	Equipment	10.00%	10.00%

Marantz	Accessories	Equipment	20.00%	20.00%
Marshall Electronics	Accessories	Equipment	13.00%	13.00%
Marshall Furniture Inc.	Accessories	Equipment	22.00%	22.00%
MicroBoards	Accessories	Equipment	9.00%	9.00%
Middle Atlantic	Accessories	Equipment	35.00%	35.00%
Millers Millworks	Accessories	Equipment	22.00%	22.00%
Mustang	Accessories	Equipment	15.00%	15.00%
NEC	Accessories	Equipment	11.00%	11.00%
Nikon	Accessories	Equipment	5.00%	5.00%
Onkyo	Accessories	Equipment	24.00%	24.00%
Panasonic	Accessories	Equipment	8.00%	8.00%
Panasonic Pro	Accessories	Equipment	4.00%	4.00%
Peerless	Accessories	Equipment	35.00%	35.00%
Pelco	Accessories	Equipment	27.00%	27.00%
Pioneer	Accessories	Equipment	15.00%	15.00%
Polycom (Hardware)	Accessories	Equipment	22.00%	22.00%
Proco	Accessories	Equipment	34.00%	34.00%
Projection Design	Accessories	Equipment	31.00%	31.00%
Qomo	Accessories	Equipment	22.00%	22.00%
QSC Audio	Accessories	Equipment	26.00%	26.00%
QVS	Accessories	Equipment	34.00%	34.00%
R. T. Hogg	Accessories	Equipment	30.00%	30.00%
Rane	Accessories	Equipment	32.00%	32.00%
Raxxess	Accessories	Equipment	45.00%	45.00%
RDL	Accessories	Equipment	25.00%	25.00%
Recordex	Accessories	Equipment	34.00%	34.00%
Renkus-Heinz	Accessories	Equipment	28.00%	28.00%
Revolabs	Accessories	Equipment	15.00%	15.00%
Sabine	Accessories	Equipment	20.00%	20.00%
Samson	Accessories	Equipment	33.00%	33.00%
Samsung	Accessories	Equipment	10.00%	10.00%
Sanus	Accessories	Equipment	31.00%	31.00%
Sanyo Technologies	Accessories	Equipment	23.00%	23.00%
Sennheiser	Accessories	Equipment	30.00%	30.00%
Sharp	Accessories	Equipment	10.00%	10.00%
Shure	Accessories	Equipment	20.00%	20.00%

Sierra Video	Accessories	Equipment	33.00%	33.00%
Smart	Accessories	Equipment	5.00%	5.00%
Sonic Foundry	Accessories	Equipment	10.00%	10.00%
Sony	Accessories	Equipment	9.00%	9.00%
Sony Professional	Accessories	Equipment	10.00%	10.00%
Soundcraft	Accessories	Equipment	19.00%	19.00%
Sound-Craft	Accessories	Equipment	12.00%	12.00%
Soundtube	Accessories	Equipment	32.00%	32.00%
SP Control	Accessories	Equipment	21.00%	21.00%
Symetrix	Accessories	Equipment	29.00%	29.00%
Tandberg/Cisco	Accessories	Equipment	5.00%	5.00%
Teac	Accessories	Equipment	30.00%	30.00%
Teach Logic	Accessories	Equipment	26.00%	26.00%
Telex	Accessories	Equipment	35.00%	35.00%
Tote-Vision	Accessories	Equipment	15.00%	15.00%
Tripp-Lite	Accessories	Equipment	10.00%	10.00%
TVOne	Accessories	Equipment	10.00%	10.00%
Vaddio	Accessories	Equipment	8.00%	8.00%
Vbrick	Accessories	Equipment	10.00%	10.00%
VFI	Accessories	Equipment	11.00%	11.00%
Visix	Accessories	Equipment	10.00%	10.00%
West Penn	Accessories	Equipment	25.00%	25.00%
Whirlwind	Accessories	Equipment	12.00%	12.00%
Williams Sound	Accessories	Equipment	14.00%	14.00%
Winsted	Accessories	Equipment	8.00%	8.00%
Wolfvision	Accessories	Equipment	16.00%	16.00%
Yamaha	Accessories	Equipment	16.00%	16.00%
Alesis	Amps & Mixers	Equipment	36.00%	36.00%
Allen&Heath	Amps & Mixers	Equipment	26.00%	26.00%
AMX	Amps & Mixers	Equipment	28.00%	28.00%
Analog Way	Amps & Mixers	Equipment	13.00%	13.00%
Anchor	Amps & Mixers	Equipment	22.00%	22.00%
Atlas Technologies (Atlas Sound)	Amps & Mixers	Equipment	26.00%	26.00%
Aurora Multimedia	Amps & Mixers	Equipment	30.00%	30.00%
Blonder Tongue	Amps & Mixers	Equipment	4.00%	4.00%
Clear one	Amps & Mixers	Equipment	18.00%	18.00%

Creston	Amps & Mixers	Equipment	40.00%	40.00%
Crown	Amps & Mixers	Equipment	41.00%	41.00%
Denon	Amps & Mixers	Equipment	26.00%	26.00%
EAW	Amps & Mixers	Equipment	15.00%	15.00%
Extron	Amps & Mixers	Equipment	40.00%	40.00%
Fender	Amps & Mixers	Equipment	40.00%	40.00%
Galaxy Audio	Amps & Mixers	Equipment	27.00%	27.00%
Integra	Amps & Mixers	Equipment	28.00%	28.00%
JVC Professional Products	Amps & Mixers	Equipment	4.00%	4.00%
K.O.H.	Amps & Mixers	Equipment	3.00%	3.00%
Kramer Electronics	Amps & Mixers	Equipment	33.00%	33.00%
LG Electronics Corp.	Amps & Mixers	Equipment	11.00%	11.00%
Listen Technologies Corp.	Amps & Mixers	Equipment	22.00%	22.00%
Mackie	Amps & Mixers	Equipment	32.00%	32.00%
Magenta Research	Amps & Mixers	Equipment	17.00%	17.00%
Marantz	Amps & Mixers	Equipment	20.00%	20.00%
Marshall Electronics	Amps & Mixers	Equipment	13.00%	13.00%
Onkyo	Amps & Mixers	Equipment	24.00%	24.00%
Panasonic	Amps & Mixers	Equipment	8.00%	8.00%
Panasonic Pro	Amps & Mixers	Equipment	4.00%	4.00%
Pioneer	Amps & Mixers	Equipment	15.00%	15.00%
Polycom (Hardware)	Amps & Mixers	Equipment	22.00%	22.00%
QSC Audio	Amps & Mixers	Equipment	26.00%	26.00%
QVS	Amps & Mixers	Equipment	34.00%	34.00%
Rane	Amps & Mixers	Equipment	32.00%	32.00%
RDL	Amps & Mixers	Equipment	25.00%	25.00%
Recordex	Amps & Mixers	Equipment	34.00%	34.00%
Renkus-Heinz	Amps & Mixers	Equipment	28.00%	28.00%
Samson	Amps & Mixers	Equipment	33.00%	33.00%
Samsung	Amps & Mixers	Equipment	10.00%	10.00%
Sanyo Technologies	Amps & Mixers	Equipment	23.00%	23.00%
Sierra Video	Amps & Mixers	Equipment	33.00%	33.00%
Sony	Amps & Mixers	Equipment	9.00%	9.00%
Sony Professional	Amps & Mixers	Equipment	10.00%	10.00%
Sound-Craft	Amps & Mixers	Equipment	12.00%	12.00%
Soundolier	Amps & Mixers	Equipment	20.00%	20.00%

Soundtube	Amps & Mixers	Equipment	32.00%	32.00%
Symetrix	Amps & Mixers	Equipment	29.00%	29.00%
Teac	Amps & Mixers	Equipment	30.00%	30.00%
Teach Logic	Amps & Mixers	Equipment	26.00%	26.00%
Telex	Amps & Mixers	Equipment	46.00%	46.00%
TOA	Amps & Mixers	Equipment	22.00%	22.00%
TVOne	Amps & Mixers	Equipment	10.00%	10.00%
Williams Sound	Amps & Mixers	Equipment	14.00%	14.00%
Yamaha	Amps & Mixers	Equipment	16.00%	16.00%
Alesis	Audio Switching	Equipment	36.00%	36.00%
Allen&Heath	Audio Switching	Equipment	26.00%	26.00%
Altinex	Audio Switching	Equipment	16.00%	16.00%
AMX	Audio Switching	Equipment	28.00%	28.00%
Analog Way	Audio Switching	Equipment	13.00%	13.00%
Anchor	Audio Switching	Equipment	22.00%	22.00%
Atlas Technologies (Atlas Sound)	Audio Switching	Equipment	26.00%	26.00%
Audio Technica	Audio Switching	Equipment	35.00%	35.00%
Aurora Multimedia	Audio Switching	Equipment	30.00%	30.00%
Blonder Tongue	Audio Switching	Equipment	4.00%	4.00%
Bogen Manfrotto	Audio Switching	Equipment	15.00%	15.00%
Clear one	Audio Switching	Equipment	18.00%	18.00%
Creston	Audio Switching	Equipment	40.00%	40.00%
Crown	Audio Switching	Equipment	41.00%	41.00%
Denon	Audio Switching	Equipment	26.00%	26.00%
EAW	Audio Switching	Equipment	15.00%	15.00%
Extron	Audio Switching	Equipment	35.00%	35.00%
Fender	Audio Switching	Equipment	40.00%	40.00%
Galaxy Audio	Audio Switching	Equipment	27.00%	27.00%
Integra	Audio Switching	Equipment	28.00%	28.00%
JVC Consumer Products	Audio Switching	Equipment	11.00%	11.00%
JVC Professional Products	Audio Switching	Equipment	4.00%	4.00%
Kramer Electronics	Audio Switching	Equipment	33.00%	33.00%
KSI Professional LLC	Audio Switching	Equipment	40.00%	40.00%
LG Electronics Corp.	Audio Switching	Equipment	11.00%	11.00%
Listen Technologies Corp.	Audio Switching	Equipment	22.00%	22.00%
Mackie	Audio Switching	Equipment	32.00%	32.00%

Magenta Research	Audio Switching	Equipment	16.00%	16.00%
Marantz	Audio Switching	Equipment	20.00%	20.00%
Marshall Electronics	Audio Switching	Equipment	13.00%	13.00%
Onkyo	Audio Switching	Equipment	24.00%	24.00%
Panasonic	Audio Switching	Equipment	8.00%	8.00%
Panasonic Pro	Audio Switching	Equipment	4.00%	4.00%
Pioneer	Audio Switching	Equipment	15.00%	15.00%
Polycom (Hardware)	Audio Switching	Equipment	22.00%	22.00%
QSC Audio	Audio Switching	Equipment	26.00%	26.00%
QVS	Audio Switching	Equipment	34.00%	34.00%
Rane	Audio Switching	Equipment	32.00%	32.00%
RDL	Audio Switching	Equipment	25.00%	25.00%
Recordex	Audio Switching	Equipment	34.00%	34.00%
Renkus-Heinz	Audio Switching	Equipment	28.00%	28.00%
RGB Spectrum	Audio Switching	Equipment	10.00%	10.00%
Sabine	Audio Switching	Equipment	20.00%	20.00%
Samson	Audio Switching	Equipment	33.00%	33.00%
Samsung	Audio Switching	Equipment	10.00%	10.00%
Sanyo Technologies	Audio Switching	Equipment	23.00%	23.00%
Sennheiser	Audio Switching	Equipment	30.00%	30.00%
Shure	Audio Switching	Equipment	20.00%	20.00%
Sierra Video	Audio Switching	Equipment	33.00%	33.00%
Smart	Audio Switching	Equipment	5.00%	5.00%
Sony	Audio Switching	Equipment	9.00%	9.00%
Sony Professional	Audio Switching	Equipment	10.00%	10.00%
Sound-Craft	Audio Switching	Equipment	12.00%	12.00%
Soundtube	Audio Switching	Equipment	34.00%	34.00%
SP Control	Audio Switching	Equipment	21.00%	21.00%
Symetrix	Audio Switching	Equipment	29.00%	29.00%
Teac	Audio Switching	Equipment	30.00%	30.00%
Teach Logic	Audio Switching	Equipment	26.00%	26.00%
Telex	Audio Switching	Equipment	46.00%	46.00%
TVOne	Audio Switching	Equipment	10.00%	10.00%
Vaddio	Audio Switching	Equipment	8.00%	8.00%
Whirlwind	Audio Switching	Equipment	12.00%	12.00%
Williams Sound	Audio Switching	Equipment	14.00%	14.00%

Yamaha	Audio Switching	Equipment	16.00%	16.00%
Alesis	Broadcast	Equipment	36.00%	36.00%
Allen&Heath	Broadcast	Equipment	26.00%	26.00%
Altinex	Broadcast	Equipment	16.00%	16.00%
AMX	Broadcast	Equipment	28.00%	28.00%
Analog Way	Broadcast	Equipment	13.00%	13.00%
Anchor	Broadcast	Equipment	23.00%	23.00%
Atlas Technologies (Atlas Sound)	Broadcast	Equipment	26.00%	26.00%
Audio Technica	Broadcast	Equipment	46.00%	46.00%
Aurora Multimedia	Broadcast	Equipment	30.00%	30.00%
Black Diamond Video	Broadcast	Equipment	16.00%	16.00%
Blonder Tongue	Broadcast	Equipment	4.00%	4.00%
Bogen Manfrotto	Broadcast	Equipment	15.00%	15.00%
Chief	Broadcast	Equipment	45.00%	45.00%
Christie	Broadcast	Equipment	32.00%	32.00%
Clary	Broadcast	Equipment	10.00%	10.00%
Clear one	Broadcast	Equipment	18.00%	18.00%
Community	Broadcast	Equipment	27.00%	27.00%
Comprehensive	Broadcast	Equipment	42.00%	42.00%
Creston	Broadcast	Equipment	40.00%	40.00%
Crown	Broadcast	Equipment	41.00%	41.00%
Denon	Broadcast	Equipment	26.00%	26.00%
EAW	Broadcast	Equipment	15.00%	15.00%
Extron	Broadcast	Equipment	40.00%	40.00%
Fender	Broadcast	Equipment	40.00%	40.00%
FSR	Broadcast	Equipment	22.00%	22.00%
Galaxy Audio	Broadcast	Equipment	27.00%	27.00%
Gator Cases, Inc.	Broadcast	Equipment	35.00%	35.00%
Gitzo	Broadcast	Equipment	8.00%	8.00%
Integra	Broadcast	Equipment	29.00%	29.00%
JBL Inc.	Broadcast	Equipment	24.00%	24.00%
Juice Goose	Broadcast	Equipment	30.00%	30.00%
JVC Consumer Products	Broadcast	Equipment	10.00%	10.00%
JVC Professional Products	Broadcast	Equipment	4.00%	4.00%
Kramer Electronics	Broadcast	Equipment	33.00%	33.00%
KSI Professional LLC	Broadcast	Equipment	40.00%	40.00%

LG Electronics Corp.	Broadcast	Equipment	11.00%	11.00%
Listen Technologies Corp.	Broadcast	Equipment	22.00%	22.00%
Litepanels	Broadcast	Equipment	8.00%	8.00%
Littlelite	Broadcast	Equipment	28.00%	28.00%
Lowell Lighting	Broadcast	Equipment	22.00%	22.00%
Lowell Manufacturing Corp.	Broadcast	Equipment	27.00%	27.00%
Mackie	Broadcast	Equipment	32.00%	32.00%
Magenta Research	Broadcast	Equipment	16.00%	16.00%
Marantz	Broadcast	Equipment	20.00%	20.00%
Marshall Electronics	Broadcast	Equipment	13.00%	13.00%
Middle Atlantic	Broadcast	Equipment	40.00%	40.00%
NEC	Broadcast	Equipment	11.00%	11.00%
Panasonic	Broadcast	Equipment	8.00%	8.00%
Panasonic Pro	Broadcast	Equipment	4.00%	4.00%
Pelco	Broadcast	Equipment	27.00%	27.00%
Pioneer	Broadcast	Equipment	15.00%	15.00%
QSC Audio	Broadcast	Equipment	26.00%	26.00%
RDL	Broadcast	Equipment	25.00%	25.00%
Recordex	Broadcast	Equipment	36.00%	36.00%
Renkus-Heinz	Broadcast	Equipment	28.00%	28.00%
Sony Professional	Broadcast	Equipment	10.00%	10.00%
Soundcraft	Broadcast	Equipment	19.00%	19.00%
Soundtube	Broadcast	Equipment	32.00%	32.00%
Symetrix	Broadcast	Equipment	29.00%	29.00%
Teac	Broadcast	Equipment	30.00%	30.00%
Telex	Broadcast	Equipment	46.00%	46.00%
Winsted	Broadcast	Equipment	8.00%	8.00%
Yamaha	Broadcast	Equipment	16.00%	16.00%
Analog Way	Cables & Connectors	Equipment	13.00%	13.00%
Audio Technica	Cables & Connectors	Equipment	46.00%	46.00%
Comprehensive	Cables & Connectors	Equipment	42.00%	42.00%
Creston	Cables & Connectors	Equipment	40.00%	40.00%
Extron	Cables & Connectors	Equipment	35.00%	35.00%
Magenta Research	Cables & Connectors	Equipment	16.00%	16.00%
Proco	Cables & Connectors	Equipment	34.00%	34.00%
QVS	Cables & Connectors	Equipment	34.00%	34.00%

West Penn	Cables & Connectors	Equipment	25.00%	25.00%
Whirlwind	Cables & Connectors	Equipment	12.00%	12.00%
Canon	Cameras & Camcorders	Equipment	14.00%	14.00%
Nikon	Cameras & Camcorders	Equipment	5.00%	5.00%
Panasonic	Cameras & Camcorders	Equipment	8.00%	8.00%
Panasonic Pro	Cameras & Camcorders	Equipment	4.00%	4.00%
Pelco	Cameras & Camcorders	Equipment	27.00%	27.00%
Sony	Cameras & Camcorders	Equipment	9.00%	9.00%
Sony Professional	Cameras & Camcorders	Equipment	10.00%	10.00%
Denon	CD Player	Equipment	26.00%	26.00%
Eiki	CD Player	Equipment	34.00%	34.00%
Integra	CD Player	Equipment	28.00%	28.00%
JVC Consumer Products	CD Player	Equipment	10.00%	10.00%
JVC Professional Products	CD Player	Equipment	4.00%	4.00%
Marantz	CD Player	Equipment	20.00%	20.00%
MicroBoards	CD Player	Equipment	9.00%	9.00%
Onkyo	CD Player	Equipment	24.00%	24.00%
Panasonic	CD Player	Equipment	8.00%	8.00%
Pioneer	CD Player	Equipment	15.00%	15.00%
Sony	CD Player	Equipment	9.00%	9.00%
Sony Professional	CD Player	Equipment	10.00%	10.00%
Teac	CD Player	Equipment	30.00%	30.00%
Eiki	Commercial LCD Monitors	Equipment	34.00%	34.00%
JVC Consumer Products	Commercial LCD Monitors	Equipment	10.00%	10.00%
JVC Professional Products	Commercial LCD Monitors	Equipment	4.00%	4.00%
LG Electronics Corp.	Commercial LCD Monitors	Equipment	11.00%	11.00%
Lumens	Commercial LCD Monitors	Equipment	11.00%	11.00%
Marshall Electronics	Commercial LCD Monitors	Equipment	13.00%	13.00%
NEC	Commercial LCD Monitors	Equipment	11.00%	11.00%
Panasonic	Commercial LCD Monitors	Equipment	8.00%	8.00%
Panasonic Pro	Commercial LCD Monitors	Equipment	4.00%	4.00%
Sanyo Technologies	Commercial LCD Monitors	Equipment	23.00%	23.00%
Sharp	Commercial LCD Monitors	Equipment	10.00%	10.00%
Sony	Commercial LCD Monitors	Equipment	9.00%	9.00%
Sony Professional	Commercial LCD Monitors	Equipment	10.00%	10.00%
Magenta Research	Digital Signage	Equipment	16.00%	16.00%

Magic Box	Digital Signage	Equipment	10.00%	10.00%
Sharp	Digital Signage	Equipment	10.00%	10.00%
Sierra Video	Digital Signage	Equipment	33.00%	33.00%
Visix	Digital Signage	Equipment	10.00%	10.00%
3M	Electronic White Boards	Equipment	2.00%	2.00%
Epson	Electronic White Boards	Equipment	5.00%	5.00%
Panasonic Pro	Electronic White Boards	Equipment	4.00%	4.00%
Qomo	Electronic White Boards	Equipment	22.00%	22.00%
Recordex	Electronic White Boards	Equipment	34.00%	34.00%
Smart	Electronic White Boards	Equipment	5.00%	5.00%
Bretford	Furniture	Equipment	50.00%	50.00%
Da-lite	Furniture	Equipment	21.00%	21.00%
Draper	Furniture	Equipment	30.00%	30.00%
Exact	Furniture	Equipment	20.00%	20.00%
H. Wilson Company	Furniture	Equipment	28.00%	28.00%
JRM Cabinets	Furniture	Equipment	24.00%	24.00%
KSI Furniture	Furniture	Equipment	35.00%	35.00%
Luxor	Furniture	Equipment	28.00%	28.00%
Marshall Furniture Inc.	Furniture	Equipment	22.00%	22.00%
Middle Atlantic	Furniture	Equipment	35.00%	35.00%
Millers Millworks	Furniture	Equipment	22.00%	22.00%
R. T. Hogg	Furniture	Equipment	30.00%	30.00%
Raxxess	Furniture	Equipment	45.00%	45.00%
Sanus	Furniture	Equipment	31.00%	31.00%
Sound-Craft	Furniture	Equipment	12.00%	12.00%
Spectrum	Furniture	Equipment	14.00%	14.00%
VFI	Furniture	Equipment	11.00%	11.00%
Winsted	Furniture	Equipment	8.00%	8.00%
Bestell	Lighting	Equipment	12.00%	12.00%
Litepanels	Lighting	Equipment	8.00%	8.00%
Littlelite	Lighting	Equipment	28.00%	28.00%
Lowell Lighting	Lighting	Equipment	22.00%	22.00%
Stage Decoration	Lighting	Equipment	12.00%	12.00%
AKG	Microphones	Equipment	40.00%	40.00%
Altinex	Microphones	Equipment	16.00%	16.00%
Anchor	Microphones	Equipment	22.00%	22.00%

Atlas Technologies (Atlas Sound)	Microphones	Equipment	26.00%	26.00%
Audio Technica	Microphones	Equipment	46.00%	46.00%
Crown	Microphones	Equipment	41.00%	41.00%
EAW	Microphones	Equipment	15.00%	15.00%
Extron	Microphones	Equipment	40.00%	40.00%
Fender	Microphones	Equipment	30.00%	30.00%
Galaxy Audio	Microphones	Equipment	27.00%	27.00%
Listen Technologies Corp.	Microphones	Equipment	22.00%	22.00%
Polycom (Hardware)	Microphones	Equipment	22.00%	22.00%
Revolabs	Microphones	Equipment	15.00%	15.00%
Sabine	Microphones	Equipment	20.00%	20.00%
Samson	Microphones	Equipment	33.00%	33.00%
Sennheiser	Microphones	Equipment	30.00%	30.00%
Shure	Microphones	Equipment	20.00%	20.00%
Sony	Microphones	Equipment	9.00%	9.00%
Sony Professional	Microphones	Equipment	10.00%	10.00%
Teach Logic	Microphones	Equipment	26.00%	26.00%
Telex	Microphones	Equipment	46.00%	46.00%
Williams Sound	Microphones	Equipment	14.00%	14.00%
Bretford	Projection Screens	Equipment	50.00%	50.00%
Da-lite	Projection Screens	Equipment	21.00%	21.00%
Draper	Projection Screens	Equipment	30.00%	30.00%
Mustang	Projection Screens	Equipment	16.00%	16.00%
Recordex	Projection Screens	Equipment	34.00%	34.00%
3M	Projectors Over 3000 Lumens	Equipment	2.00%	2.00%
BenQ	Projectors Over 3000 Lumens	Equipment	42.00%	42.00%
Canon	Projectors Over 3000 Lumens	Equipment	14.00%	14.00%
Christie	Projectors Over 3000 Lumens	Equipment	38.00%	38.00%
Eiki	Projectors Over 3000 Lumens	Equipment	34.00%	34.00%
Epson	Projectors Over 3000 Lumens	Equipment	5.00%	5.00%
JVC Professional Products	Projectors Over 3000 Lumens	Equipment	4.00%	4.00%
NEC	Projectors Over 3000 Lumens	Equipment	11.00%	11.00%
Panasonic Pro	Projectors Over 3000 Lumens	Equipment	4.00%	4.00%
Projection Design	Projectors Over 3000 Lumens	Equipment	31.00%	31.00%
Samsung	Projectors Over 3000 Lumens	Equipment	10.00%	10.00%
Sanyo Technologies	Projectors Over 3000 Lumens	Equipment	23.00%	23.00%

Sharp	Projectors Over 3000 Lumens	Equipment	10.00%	10.00%
Smart	Projectors Over 3000 Lumens	Equipment	5.00%	5.00%
Sony	Projectors Over 3000 Lumens	Equipment	9.00%	9.00%
Sony Professional	Projectors Over 3000 Lumens	Equipment	10.00%	10.00%
3M	Projectors Under 3000 Lumens	Equipment	2.00%	2.00%
BenQ	Projectors Under 3000 Lumens	Equipment	40.00%	40.00%
Canon	Projectors Under 3000 Lumens	Equipment	14.00%	14.00%
Christie	Projectors Under 3000 Lumens	Equipment	32.00%	32.00%
Eiki	Projectors Under 3000 Lumens	Equipment	34.00%	34.00%
Epson	Projectors Under 3000 Lumens	Equipment	5.00%	5.00%
JVC Professional Products	Projectors Under 3000 Lumens	Equipment	4.00%	4.00%
NEC	Projectors Under 3000 Lumens	Equipment	11.00%	11.00%
Nikon	Projectors Under 3000 Lumens	Equipment	5.00%	5.00%
Panasonic	Projectors Under 3000 Lumens	Equipment	8.00%	8.00%
Panasonic Pro	Projectors Under 3000 Lumens	Equipment	4.00%	4.00%
Samsung	Projectors Under 3000 Lumens	Equipment	10.00%	10.00%
Sanyo Technologies	Projectors Under 3000 Lumens	Equipment	23.00%	23.00%
Sharp	Projectors Under 3000 Lumens	Equipment	10.00%	10.00%
Smart	Projectors Under 3000 Lumens	Equipment	5.00%	5.00%
Sony	Projectors Under 3000 Lumens	Equipment	9.00%	9.00%
Sony Professional	Projectors Under 3000 Lumens	Equipment	10.00%	10.00%
Lee Hartman & Sons	Rental Equipment	Service	36.00%	36.00%
AMX	Services/Maintenance Contracts	Service	28.00%	28.00%
Creston	Services/Maintenance Contracts	Service	40.00%	40.00%
Extron	Services/Maintenance Contracts	Service	35.00%	35.00%
Fast Forward Video	Services/Maintenance Contracts	Service	3.00%	3.00%
Kramer Electronics	Services/Maintenance Contracts	Service	33.00%	33.00%
Polycom (Hardware)	Services/Maintenance Contracts	Service	22.00%	22.00%
Smart	Services/Maintenance Contracts	Service	5.00%	5.00%
Sonic Foundry	Services/Maintenance Contracts	Service	10.00%	10.00%
Vbrick	Services/Maintenance Contracts	Service	10.00%	10.00%
Visix	Services/Maintenance Contracts	Service	10.00%	10.00%
3M	Speakers	Equipment	2.00%	2.00%
Alesis	Speakers	Equipment	36.00%	36.00%
Anchor	Speakers	Equipment	22.00%	22.00%
Atlas Technologies (Atlas Sound)	Speakers	Equipment	26.00%	26.00%

Community	Speakers	Equipment	27.00%	27.00%
Creston	Speakers	Equipment	40.00%	40.00%
EAW	Speakers	Equipment	15.00%	15.00%
Epson	Speakers	Equipment	5.00%	5.00%
Extron	Speakers	Equipment	40.00%	40.00%
Fender	Speakers	Equipment	40.00%	40.00%
Galaxy Audio	Speakers	Equipment	27.00%	27.00%
JBL Inc.	Speakers	Equipment	24.00%	24.00%
JVC Consumer Products	Speakers	Equipment	10.00%	10.00%
JVC Professional Products	Speakers	Equipment	4.00%	4.00%
Listen Technologies Corp.	Speakers	Equipment	22.00%	22.00%
Mackie	Speakers	Equipment	32.00%	32.00%
Panasonic	Speakers	Equipment	8.00%	8.00%
Panasonic Pro	Speakers	Equipment	4.00%	4.00%
Pioneer	Speakers	Equipment	15.00%	15.00%
Polycom (Hardware)	Speakers	Equipment	22.00%	22.00%
QSC Audio	Speakers	Equipment	26.00%	26.00%
Renkus-Heinz	Speakers	Equipment	28.00%	28.00%
Samson	Speakers	Equipment	33.00%	33.00%
Samsung	Speakers	Equipment	10.00%	10.00%
Sanyo Technologies	Speakers	Equipment	23.00%	23.00%
Smart	Speakers	Equipment	5.00%	5.00%
Sony	Speakers	Equipment	9.00%	9.00%
Sony Professional	Speakers	Equipment	10.00%	10.00%
Soundcraft	Speakers	Equipment	19.00%	19.00%
Soundtube	Speakers	Equipment	32.00%	32.00%
Teac	Speakers	Equipment	30.00%	30.00%
Teach Logic	Speakers	Equipment	26.00%	26.00%
VFI	Speakers	Equipment	11.00%	11.00%
Williams Sound	Speakers	Equipment	14.00%	14.00%
Yamaha	Speakers	Equipment	16.00%	16.00%
3M	Video Switching	Equipment	2.00%	2.00%
Altinex	Video Switching	Equipment	16.00%	16.00%
AMX	Video Switching	Equipment	28.00%	28.00%
Analog Way	Video Switching	Equipment	13.00%	13.00%
Aurora Multimedia	Video Switching	Equipment	30.00%	30.00%

Black Diamond Video	Video Switching	Equipment	17.00%	17.00%
Blonder Tongue	Video Switching	Equipment	4.00%	4.00%
Creston	Video Switching	Equipment	40.00%	40.00%
Elmo	Video Switching	Equipment	17.00%	17.00%
Epson	Video Switching	Equipment	5.00%	5.00%
Extron	Video Switching	Equipment	40.00%	40.00%
Fast Forward Video	Video Switching	Equipment	3.00%	3.00%
FSR	Video Switching	Equipment	22.00%	22.00%
Integra	Video Switching	Equipment	28.00%	28.00%
JVC Professional Products	Video Switching	Equipment	4.00%	4.00%
Kramer Electronics	Video Switching	Equipment	33.00%	33.00%
LG Electronics Corp.	Video Switching	Equipment	11.00%	11.00%
Lumens	Video Switching	Equipment	11.00%	11.00%
Magenta Research	Video Switching	Equipment	16.00%	16.00%
Marshall Electronics	Video Switching	Equipment	13.00%	13.00%
Onkyo	Video Switching	Equipment	24.00%	24.00%
Panasonic	Video Switching	Equipment	8.00%	8.00%
Panasonic Pro	Video Switching	Equipment	4.00%	4.00%
Pioneer	Video Switching	Equipment	15.00%	15.00%
Polycom (Hardware)	Video Switching	Equipment	22.00%	22.00%
RDL	Video Switching	Equipment	25.00%	25.00%
Recordex	Video Switching	Equipment	34.00%	34.00%
Samsung	Video Switching	Equipment	10.00%	10.00%
Sierra Video	Video Switching	Equipment	33.00%	33.00%
Smart	Video Switching	Equipment	5.00%	5.00%
Sony	Video Switching	Equipment	9.00%	9.00%
Sony Professional	Video Switching	Equipment	10.00%	10.00%
SP Control	Video Switching	Equipment	21.00%	21.00%
Vbrick	Video Switching	Equipment	10.00%	10.00%
Visix	Video Switching	Equipment	10.00%	10.00%
Wolfvision	Video Switching	Equipment	16.00%	16.00%
AKG	Video/Audio Conferencing	Equipment	40.00%	40.00%
Alesis	Video/Audio Conferencing	Equipment	38.00%	38.00%
Allen&Heath	Video/Audio Conferencing	Equipment	26.00%	26.00%
Altinex	Video/Audio Conferencing	Equipment	16.00%	16.00%
AMX	Video/Audio Conferencing	Equipment	28.00%	28.00%

Analog Way	Video/Audio Conferencing	Equipment	13.00%	13.00%
Atlas Technologies (Atlas Sound)	Video/Audio Conferencing	Equipment	26.00%	26.00%
Audio Technica	Video/Audio Conferencing	Equipment	46.00%	46.00%
Aurora Multimedia	Video/Audio Conferencing	Equipment	30.00%	30.00%
Clear one	Video/Audio Conferencing	Equipment	18.00%	18.00%
Creston	Video/Audio Conferencing	Equipment	40.00%	40.00%
Crown	Video/Audio Conferencing	Equipment	41.00%	41.00%
Galaxy Audio	Video/Audio Conferencing	Equipment	27.00%	27.00%
JBL Inc.	Video/Audio Conferencing	Equipment	24.00%	24.00%
JVC Professional Products	Video/Audio Conferencing	Equipment	4.00%	4.00%
K.O.H.	Video/Audio Conferencing	Equipment	3.00%	3.00%
Kramer Electronics	Video/Audio Conferencing	Equipment	33.00%	33.00%
Listen Technologies Corp.	Video/Audio Conferencing	Equipment	22.00%	22.00%
Panasonic	Video/Audio Conferencing	Equipment	8.00%	8.00%
Panasonic Pro	Video/Audio Conferencing	Equipment	4.00%	4.00%
Planar	Video/Audio Conferencing	Equipment	12.00%	12.00%
Polycom (Hardware)	Video/Audio Conferencing	Equipment	22.00%	22.00%
Proco	Video/Audio Conferencing	Equipment	34.00%	34.00%
QSC Audio	Video/Audio Conferencing	Equipment	26.00%	26.00%
Rane	Video/Audio Conferencing	Equipment	32.00%	32.00%
Revolabs	Video/Audio Conferencing	Equipment	15.00%	15.00%
Sabine	Video/Audio Conferencing	Equipment	21.00%	21.00%
Samson	Video/Audio Conferencing	Equipment	33.00%	33.00%
Sennheiser	Video/Audio Conferencing	Equipment	30.00%	30.00%
Shure	Video/Audio Conferencing	Equipment	20.00%	20.00%
Sierra Video	Video/Audio Conferencing	Equipment	33.00%	33.00%
Sony	Video/Audio Conferencing	Equipment	9.00%	9.00%
Sony Professional	Video/Audio Conferencing	Equipment	10.00%	10.00%
Soundcraft	Video/Audio Conferencing	Equipment	19.00%	19.00%
Soundtube	Video/Audio Conferencing	Equipment	32.00%	32.00%
Symetrix	Video/Audio Conferencing	Equipment	29.00%	29.00%
Tandberg/Cisco	Video/Audio Conferencing	Equipment	17.00%	17.00%
Teach Logic	Video/Audio Conferencing	Equipment	26.00%	26.00%
Telex	Video/Audio Conferencing	Equipment	46.00%	46.00%
Vbrick	Video/Audio Conferencing	Equipment	10.00%	10.00%
Whirlwind	Video/Audio Conferencing	Equipment	12.00%	12.00%

Williams Sound	Video/Audio Conferencing	Equipment	14.00%	14.00%
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