



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent


www.pasco.k12.fl.us

Department of Purchasing
Michael J. Woodall, Purchasing Agent
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

October 16, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent 

RE: Request Permission to Piggyback
U.S. Communities Contract # RFP-IS-1057 – Lead Agency Los Angeles County
Graybar

The Information Services Department is requesting permission to piggyback U.S. Communities Contract # RFP-IS-1057 for the purchase of telecommunication supplies and accessories on an “as-needed” basis. This is a three-year contract with the option to renew for two (2) additional one (1) year periods. The third year of the contract is set to expire on December 31, 2012. Contact was made with U.S. Communities and they have indicated they intend to renew RFP-IS-1057. The Purchasing Department will monitor the contract renewal; upon completion, a request will be sent to the Board for approval.

Mr. Christopher Jackson, Supervisor of Information Services, analyzed the pricing/discounts offered by Graybar under the U.S. Communities contract compared to our previous contract for telecommunication supplies and accessories. He determined the District will save an estimated 10% (\$30,000) annually utilizing the U.S. Communities contract with Graybar.

Graybar was contacted to verify their willingness to allow the District to piggyback U.S. Communities RFP-IS-1057. They have indicated in writing (attached) that they are willing to do so. Services covered under this contract are exempt from the competitive pricing requirements as outlined in under DOE Rule 6A-1.012(6), the Board may make purchases to vendors awarded by other governmental agencies.

Estimated expenditures through December 31, 2012 for telecommunication supplies and accessories are \$150,000. The purchasing Department will monitor orders to make sure purchases do not exceed this amount.

We are therefore recommending to piggyback U.S. Communities contract RFP-IS-1057 effective October 17, 2012 through December 31, 2012. Should you have any questions regarding this matter, please contact me at your earliest convenience.

MJW/sb

ATTN: STEPHANIE BUNFORD BUYER



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Michael J. Woodall, CPPO, Purchasing Agent
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 727/774-2222 TDD: 813/794-2484
 352/524-2222 e-mail: mwoodall@pasco.k12.fl.us

RFP PIGGYBACK REQUEST
RFP # IS-1057: U. S. Communities
RFP: Telecommunication Supplies and Accessories



Yes, I agree to allow the District School Board of Pasco County to piggyback RFP # IS-1057, Telecommunication Supplies and Accessories, under the same terms and conditions. The coverage period shall be effective from the contract dates of October 17, 2012 through December 31, 2012. In addition, once the contract is renewed, I agree to allow the District to piggyback the above-referenced contract through October 16, 2013.

No, I do not agree to allow the District School Board of Pasco County to piggyback RFP # IS-1057.

COMPANY NAME: Graybar

SIGNATURE: _____

TYPED NAME AND TITLE: _____

MARK L. RUDY DISTRICT GOVERNMENT Mgr.
 (Person authorized to bind your company)

TELEPHONE (WITH AREA CODE): _____

904-356-7611

FAX NUMBER (WITH AREA CODE): _____

904-356-9199

WARRANTY: PLEASE SPECIFY WARRANTY COVERAGE UNDER THIS CONTRACT: _____

As MANUFACTURER'S STANDARD WARRANTIES

DATE: _____

9-7-2012

The prospective proposer certifies, by submission and signature of this piggyback request form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY
 ATTENTION: **Stephanie Bunford, Buyer**
 PURCHASING DEPARTMENT
 20430 GATOR LANE
 LAND O' LAKES, FL 34638
 (813) 794-2225 (PHONE)
 (813) 794-2111 (FAX)

**Listing by Manufacturer
GRAYBAR**

Exhibit 1 Amend. 2

Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
3 Com	ALL	0.00%	1
3M Telecommunications	All Other	25.00%	31
3M Telecommunications	Copper Splicing	26.00%	33
3M Telecommunications	Diagnostic Products	11.00%	11
3M Telecommunications	Fiber Connectivity	26.00%	33
3M Telecommunications	Locating And Marking Products	11.00%	11
Aastra Telecom	All Other	16.50%	17
Aastra Telecom	Res/bus Sys, Non-Meridian M5xxx-restrictd	28.50%	37
ACTERNA	ALL	0.00%	1
ADC Telecommunications	Adc Truenet Cable	33.00%	45
ADC Telecommunications	All Other	31.00%	42
ADC Telecommunications	Campus	0.00%	1
ADC Telecommunications	Cross Connect	33.00%	45
ADC Telecommunications	Dsx 1/2 Products	10.00%	10
ADC Telecommunications	Dsx 3/4 Products	41.00%	60
ADC Telecommunications	Enterprise - Distribution Frames	10.00%	10
ADC Telecommunications	Truenet Cable	33.00%	45
Adirondak Wire & Cable	ALL	0.00%	1
ADM MICRO, INC.	ALL	0.00%	1
ADVANCED AMERICAN TELECOM	ALL	0.00%	1
AERVOE INDUSTRIES	ALL	0.00%	1
AFL Telecommunications	All Other	35.00%	48
AFL Telecommunications	Noyes	15.00%	15
AFL Telecommunications	Outside Plant Hardware except Fiber Dist Hubs	15.00%	15
Agilent Technologies	ALL	6.00%	5
Aiphone	ALL	26.00%	33
AIR KING VENTILATION PRO	ALL	0.00%	1
AK STAMPING	ALL	0.00%	1
ALCATEL	ALL	0.00%	1
ALFLEX CORPORATION	ALL	0.00%	1
ALKCO MANUFACTURING COMPANY	ALL	0.00%	1
Allen-Tel	All Other	35.00%	48

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Allen-Tel	Cross Connect	39.00%	56
Allen-Tel	Data Prod	37.50%	53
Allen-Tel	Install Prod	39.00%	56
Allen-Tel	Opt Fbr Prod	39.00%	56
Allen-Tel	Outlets	39.00%	56
Allen-Tel	Plates	41.00%	60
ALLIED BOLT INC	ALL	0.00%	1
ALLIED ELECTRONICS, INC.	ALL	0.00%	1
ALLIED MOULDED PRODUCTS	ALL	0.00%	1
Allied Telesis / Allied Telsyn	Accessories	6.00%	5
Allied Telesis / Allied Telsyn	All Other	21.00%	24
Allied Telesis / Allied Telsyn	Modular Outl	6.00%	5
Allied Telesis / Allied Telsyn	Network Card	3.00%	3
Allied Telesis / Allied Telsyn	Software	0.00%	1
Allied Telesis / Allied Telsyn	Switches	3.00%	3
Alloptic	ALL	8.00%	8
Alpha Technologies	ALL	35.00%	48
Alpha Wire	ALL	35.00%	48
Altigen Communications	ALL	0.00%	1
AMERICAN FITTINGS CORP	ALL	0.00%	1
American Polywater	ALL	7.50%	7
American Power Conversion	ALL OTHER	39.50%	57
American Power Conversion	Netbotz	29.00%	38
AMERLUX INC	ALL	0.00%	1
AMETEK, INCORPORATED	ALL	0.00%	1
AMETRIX	ALL	0.00%	1
Amp	All Other	35.00%	48
Amp	Amp Osp	32.50%	44
Amp	Amptrac	17.00%	18
Amp	Commercial Construction, Heating Product	0.00%	1
Amp	Ditel	32.50%	44
Amp	Dulmison Inc.	32.50%	44

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Amp	Enet Wrkgrp	17.00%	18
Amp	F/o Ptch Crd	21.00%	24
Amp	Fbr Opt Cbl	23.50%	29
Amp	Hub	32.50%	44
Amp	Std F/o Cbls	21.00%	24
Amp	Telecom Osp	32.50%	44
AMPHENOL CORP.	ALL	0.00%	1
AMSECO / POTTER	ALL	0.00%	1
AMX	All Other	5.00%	4
AMX	SchoolView Products	20.00%	22
ANAMET ELECTRICAL, INC	ALL	0.00%	1
ANDREW	ALL	3.00%	3
ANGLO AMERICAN ENTERPRISE	ALL	0.00%	1
ANRITSU	ALL	0.00%	1
ARGUS TECHNOLOGIES, LTD	ALL	0.00%	1
ARMORCAST PRODUCTS COMPANY	ALL	0.00%	1
Arrow Magnolia	ALL	22.00%	26
ATLANTIC SCIENTIFIC CORP	ALL	0.00%	1
ATLANTIC TELECONNECT INC	ALL	0.00%	1
AUTOMATIC TIMING & CONTROLS	ALL	0.00%	1
Avaya Communications	ALL	0.00%	1
B & K Precision	ALL	7.00%	6
BAND-IT - IDEX INC	ALL	0.00%	1
BAUDCOM	ALL	0.00%	1
BAY NETWORKS	ALL	0.00%	1
BEGHELLI INC	ALL	0.00%	1
BEKAERT CORP	ALL	0.00%	1
Belden Wire & Cable	All Other	35.00%	48
Belden Wire & Cable	Belden Cable (new Generation)	22.00%	26
Belden Wire & Cable	Coax Cables	16.00%	16
Belden Wire & Cable	Control Office Cable	22.00%	26
Belden Wire & Cable	Fiber Cable	25.00%	31

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Belden Wire & Cable	Osp Cable	27.00%	35
Belden Wire & Cable	Resi Cable	22.00%	26
Belden Wire & Cable	Trapeze Wireless	0.00%	1
Belden Wire & Cable	Trapeze Wireless Demo Equipment	15.00%	15
Belden Wire & Cable	Trapeze Wireless Hardware Software And Accessories	15.00%	15
Belden Wire & Cable	Tray And Imsa Cable	24.00%	30
BELKIN COMPONENTS	ALL	0.00%	1
BENNER-NAWMAN INC	ALL	0.00%	1
Berk-tek Wire & Cable	6lan Plenum	45.00%	64
Berk-tek Wire & Cable	All Other	37.50%	53
Berk-tek Wire & Cable	Cat 5ep 4pr Only	46.00%	65
Berk-tek Wire & Cable	Cat 6p Plenum	46.00%	65
Berk-tek Wire & Cable	I/o Hybrd Fo	28.50%	37
Berk-tek Wire & Cable	Lanmark-10g Cat 6 Augmented Plenum	40.00%	58
Berk-tek Wire & Cable	Lanmark-10g Cat 6 Augmented Riser	40.00%	58
Berk-tek Wire & Cable	Std F/o Cbls	28.50%	37
BI-TRONICS INC	ALL	0.00%	1
BLACK BOX CORP	ALL	0.00%	1
BLF CORPORATION	ALL	0.00%	1
B-Line Telecom	ALL	37.00%	51
BLONDER TONGUE	ALL	0.00%	1
Bogen	ALL	35.00%	48
BOSCH SECURITY SYSTEMS	ALL	0.00%	1
Bourns	ALL	17.50%	19
BOWHEAD MANUFACTURING	ALL	0.00%	1
Brady Worldwide	Discount Schedule A Items	10.00%	10
Brady Worldwide	Discount Schedule B Items	0.00%	1
Brady Worldwide	Discount Schedule C Items	0.00%	1
Brady Worldwide	Discount Schedule D Items	0.00%	1
Brady Worldwide	Discount Schedule E Items (Other than Jet below)	10.00%	10
Brady Worldwide	Discount Schedule F Items	10.00%	10
Brady Worldwide	Discount Schedule H Items	0.00%	1

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Brady Worldwide	Sched E - Jettab Ink Jet Printable Markers	10.00%	10
BROCADE	ALL	0.00%	1
BROTHER INTERNATIONAL	ALL	0.00%	1
C Enterprises	ALL	35.00%	48
CABLE EXCHANGE	ALL	0.00%	1
CABLE MANAGEMENT SOLUTIONS INC.	ALL	0.00%	1
CABLE PREP	ALL	0.00%	1
Cablofil Inc.	ALL	37.00%	51
CANTEX IND	ALL	0.00%	1
CAPP INC	ALL	0.00%	1
CARRIER ACCESS	ALL	0.00%	1
CASCO MANUFACTURING CO.	ALL	0.00%	1
CEECO/COMMUNICATION EQUIPMENT &	ALL	0.00%	1
Cementex	ALL	25.00%	31
Charles Industries	ALL	21.50%	25
CHARLESTON INDUSTRIES	ALL	0.00%	1
Chatsworth	46353-103,203,503 & 703	32.50%	44
Chatsworth	All Other	38.50%	55
Chatsworth	Expanda Rack	32.50%	44
Chatsworth	Other 46353 Racks	32.50%	44
Chatsworth	Quadra Rack	32.50%	44
CHLORIDE SYSTEMS	ALL	0.00%	1
CIDCO	ALL	0.00%	1
CIRCA TELECOM USA	ALL	0.00%	1
CISCO SYSTEMS, INC.	ALL	0.00%	73
CLARCOR AIR FILTRATION PRODUCTS	ALL	0.00%	1
CLAUSE CUTLERY	ALL	0.00%	1
COIL SALES / CHARLES INDUSTRIES	ALL	0.00%	1
Comdial	All Other	36.00%	49
Comdial	Cards/processors	0.00%	1
Comdial	DX80 Kits / Packages	0.00%	1
Comdial	Fxii	13.00%	13

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Comdial	Voicemail - Debut	41.00%	60
Comdial	Voicemail - Inchg Drop Ship	41.00%	60
Comdial	Voicemail - Kv Drop Ship Only	41.00%	60
Command Communications	ALL	23.00%	28
Commscope	All Other	36.00%	49
Commscope	Commscope Coax Products - Security Cables	23.50%	29
Commscope	Fbr Apparats - Instapatch	21.00%	24
COMTREND CORPORATION	ALL	0.00%	1
CONDUX INTERNATIONAL	ALL	0.00%	1
CONKLIN CORP	ALL	0.00%	1
CON-TECH	ALL	0.00%	1
COPPER MOUNTAIN	ALL	0.00%	1
CORCOM	ALL	0.00%	1
CORINEX COMMUNICATIONS	ALL	0.00%	1
Corning	All Other	36.50%	50
Corning	Copper O/p - All Other	23.00%	28
Corning	Copper O/p - Bld Entrnc Protection	29.50%	39
Corning	Subscrib Dmrc - All Other	29.50%	39
Corning	Subscrib Dmrc - Nid Outdoor	25.00%	31
Cortelco	All Other	37.00%	51
Cortelco	Aries Dig Pckgs-drp Ship	10.00%	10
Cortelco	Aries Digital - All Other	22.00%	26
Cortelco	Compass	42.00%	61
Cortelco	Corsair Products	22.00%	26
Cortelco	ITT Telcome	22.00%	26
Cortelco	Multi Feature Phones - All Other	22.00%	26
Cortelco	Multi Feature Phones - Caller ID Adjunct Prod	37.00%	51
Cortelco	Multi Feature Phones - Centurion	37.00%	51
Cortelco	Multi Feature Phones - ISDN Sets	50.00%	70
Cortelco	Multi Feature Phones - Tribute Feature Sets	37.00%	51
Cortelco	Multi Feature Phones - Voyage Feature Sets	37.00%	51
Cortelco	Odyssey Sys	22.00%	26

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Cortelco	Single Line Phones - All Other	39.00%	56
Cortelco	Single Line Phones - Conference Phone Product	50.00%	70
CP TECHNOLOGIES	ALL	0.00%	1
Crain Enterprises	ALL	22.00%	26
CRAIN ENTERPRISES INCORPORATED	ALL	0.00%	1
CROWE ROPE	ALL	0.00%	1
CRYDOM	ALL	0.00%	1
CW COMMUNICATIONS	ALL	0.00%	1
CXR LARUS CORP	ALL	0.00%	1
CYBERPOWER	ALL	0.00%	1
CYLIX CORP	ALL	0.00%	1
D & W DISTRIBUTORS INC.	ALL	0.00%	1
DA LITE SCREEN COMPANY	ALL	0.00%	1
DANA BLUE	ALL	0.00%	1
DATA DISPLAY PRODUCTS	ALL	0.00%	1
DAVID CLARK & CO	ALL	0.00%	1
DEES COMMUNICATIONS	ALL	0.00%	1
Diamond Communicaitons	ALL	38.00%	54
D-Link	ALL	23.50%	29
DOMINION LAZERCOM	ALL	0.00%	1
Draka	Alactel Telc	36.00%	49
Draka	All Other	31.50%	43
Dukane Corporation	ALL	21.50%	25
DURACELL BATTERY	ALL	0.00%	1
DV TEL	ALL	0.00%	1
DYNALEC	ALL	0.00%	1
E & R INDUSTRIAL SALES, INC.	ALL	0.00%	1
Eaton	All Other	30.00%	40
Eaton	T1 Isolators	22.00%	26
Edwards Company	ALL	13.00%	13
ELASTIMOLD - UTILITY DIVISION OF	ALL	0.00%	1
ELECTRIC MOTION CO	ALL	0.00%	1

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
ELLIPTIPAR	ALL	0.00%	1
ELTEK VALERE, INC.	ALL	0.00%	1
Emerson Network Power	Aim Electronics Corp - All Others	45.00%	64
Emerson Network Power	Aim Electronics Corp - Rf Connectors & Adaptors	31.50%	43
Emerson Network Power	Air Comfort Products Div.	45.00%	64
Emerson Network Power	All Other	13.00%	13
Emerson Network Power	Edco	15.00%	15
E-MON, LLC	ALL	0.00%	1
ENCORE WIRE CORPORATION	ALL	0.00%	1
ENERGIZER BATTERY, INC.	ALL	0.00%	1
ENERGY SOLUTIONS INTL.	ALL	0.00%	1
ENERSYS INC	ALL	0.00%	1
ENERTRON TECHNOLOGIES	ALL	0.00%	1
ENGENIUS TECHNOLOGIES INC	ALL	0.00%	1
ENGINEERED PRODUCTS	ALL	0.00%	1
ENTONE	ALL	0.00%	1
Erico	All Other	0.00%	1
Erico	Rigid Strut, Loop Hangers, Misc Mech	25.50%	32
Erico	Strt Acc, Pipe Hnges, Bm Clmps, Slick Strut Nuts	25.50%	32
Erico	Threaded Rod	28.50%	37
Essex Wire & Cable	ALL	37.00%	51
ETHERWAN SYSTEMS	ALL	0.00%	1
EXCELINE	ALL	0.00%	1
Federal Signal	All Other	20.00%	22
Federal Signal	Red Code Items	29.00%	38
FERGUSON ENTERPRISES	ALL	0.00%	1
FERNCO INC	ALL	0.00%	1
FIBER & CABLE/OPTI-LOOP	ALL	0.00%	1
FIBER INSTRUMENT SALES	ALL	0.00%	1
FIBER OPTIC INC	ALL	0.00%	1
FIBERTRON	ALL	0.00%	1
FINISHADAPT INC	ALL	0.00%	1

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
FIRE-LITE ALARMS INC	ALL	0.00%	1
FISHER PIERCE OLC	ALL	0.00%	1
Fluke	All Other	0.00%	1
Fluke	Dracon & Net Tool	10.00%	10
Fluke	Amprobe	15.00%	15
Fluke	Low End Datacom Tools	3.00%	3
Fluke	Micro Test, Copper Pro, Telecom and Standard Accessories	5.00%	4
Fluke	Standard Cable & Fiber Meter products	11.00%	11
FORCE10 NETWORKS	ALL	0.00%	1
FOSTER CORP	ALL	0.00%	1
FOUNDRY NETWORKS	ALL	0.00%	1
Franklin Instrument	ALL	48.00%	68
Gaitronics	All Other	21.00%	24
Gaitronics	Smart Phones	35.00%	48
Geist	ALL	8.00%	8
GEIST PLASTICS	ALL	0.00%	1
GEMS SENSORS INC.	ALL	0.00%	1
GENERAC POWER SYSTEMS, INC.	ALL	0.00%	1
General Cable	ALL OTHER	37.00%	51
General Cable	Cat 5ep 4pr Only	42.50%	62
General Cable	Cat 5enp 4pr Only	42.50%	62
General Cable	Cat 6p Nonplenum	42.50%	62
General Cable	Cat 6p Plenum	47.00%	67
General Cable	Central Office	20.50%	23
General Cable	Coax Cables	20.50%	23
General Cable	Cord Sets	17.00%	18
General Cable	Fire Alarm	20.50%	23
General Cable	Gnrl Elec Cb	20.50%	23
General Cable	Photonics	20.50%	23
General Cable	Portable Cable	17.00%	18
General Cable	Resi Cable	20.50%	23
General Cable	Security Cable	20.50%	23

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
General Hardware	ALL	0.00%	1
General Machine Products	ALL	35.00%	48
GENERAL STRUCTURES INC	ALL	0.00%	1
GENERIC FIBER PRODUCTS	ALL	0.00%	1
GENERIC PREMISE PRODUCTS	ALL	0.00%	1
Generic Vendor - CWC	ALL	10.00%	10
GENTEX CORP	ALL	0.00%	1
GLYPTAL INC	ALL	0.00%	1
GN Jabra / GN Netcom	ALL	36.00%	49
GORDON KAPES INC	ALL	0.00%	1
Great Lakes Case & Cabinets	Advantage Workstations	30.50%	41
Great Lakes Case & Cabinets	All Other	20.50%	23
GS METALS	ALL	0.00%	1
HAMMOND MANUFACTURING	ALL	0.00%	1
Hammond Manufacturing	ALL	43.00%	63
HARDING INSTRUMENT	ALL	0.00%	1
HARGER LIGHTNING PROTECTION INC	ALL	0.00%	1
Harris Dracon	ALL	0.00%	1
HAWAII ENERGY SYSTEMS, LLC	ALL	0.00%	1
HERITAGE PLASTICS INC	ALL	0.00%	1
HILTI INC	ALL	0.00%	1
HIRSCHMANN AUTOMATION & CONTROL, IN	ALL	0.00%	1
HI-TECH FUSES INC.	ALL	0.00%	1
Hoffman	ALL	40.00%	58
HOLOCOM NETWORKS	ALL	0.00%	1
HOMAC MANUFACTURING	ALL	0.00%	1
HOMACO	ALL	0.00%	1
HOUSTON WIRE&CABLE CO	ALL	0.00%	1
Hubbell	All Other	36.00%	49
Hubbell	Modular Jack - Obs	33.00%	45
Hubbell - Lenoir City	ALL	0.00%	1
HUGHES BROTHERS	ALL	0.00%	1

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
IMC NETWORKS	ALL	0.00%	1
INDALEX ALUMINUM SOLUTION	ALL	0.00%	1
INDEPENDENT TECHNOLOGIES, INC.	ALL	0.00%	1
INGRAM MICRO	ALL	0.00%	1
INTELLITOUCH	ALL	0.00%	1
Interalia Communicaitons	ALL	22.50%	27
International Fiber Systems	ALL	30.00%	40
IPEX INC	ALL	0.00%	1
Irwin Company	ALL	25.00%	31
ITW Linx	All Other	29.50%	39
ITW Linx	Speciality Surge Protectors	22.50%	27
Jackmoon USA, Inc.	ALL	0.00%	1
JACKSON TOOL	ALL	0.00%	1
JDSU	ALL	0.00%	1
JONARD INDUSTRIES CORP	ALL	0.00%	1
JONES-STEPHENS CORP	ALL	0.00%	1
KAF-TECH, INC.	ALL	0.00%	1
KENTROX, LLC	ALL	0.00%	1
KIDDE FIRE FIGHTING	ALL	0.00%	1
KNOPP INC	ALL	0.00%	1
KONEXX	ALL	0.00%	1
KRALOY DIVISION	ALL	0.00%	1
Krylon	ALL	28.00%	36
KRYLON PRODUCTS GROUP	ALL	0.00%	1
LAGASSE BROTHERS, INC.	ALL	0.00%	2
LAMSON PIPE COMPANY TELECOM SYS	ALL	0.00%	2
LANTECH COMM. INC	ALL	0.00%	2
LARUS	ALL	0.00%	2
L-COMP INC	ALL	0.00%	2
LEACH	ALL	0.00%	2
LEICA GEOSYSTEMS	ALL	0.00%	2
LENOX / IRWIN INDUSTRIAL TOOL	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Leviton Telcom	All Other	36.00%	49
Leviton Telcom	JBL Product Line	20.00%	22
LG ELECTRONICS USA INC.	ALL	0.00%	2
LH Dottie	All Other	5.00%	4
LH Dottie	Standard Hardware, Connectors & Fasteners	36.00%	49
Liebert Company	ALL	35.00%	48
LOCKNETICS	ALL	0.00%	2
Lucent Technologies	All Other	35.00%	48
Lucent Technologies	Mm F/o Cable	20.00%	22
LUDLOW TEXTILES	ALL	0.00%	2
Lynn Electronics	All Other	23.50%	29
Lynn Electronics	Cords	42.00%	61
Lynn Electronics	Molded Cable Assemblies	40.00%	58
Lynn Electronics	Telco Cable Assemblies	28.00%	36
LYON WORKSPACE PRODUCTS	ALL	0.00%	2
MAC PRODUCTS INC	ALL	0.00%	2
MacLean Power Systems / Reliable Power Products	All Other	16.00%	16
MacLean Power Systems / Reliable Power Products	Continental Electric Co	0.00%	2
MacLean Power Systems / Reliable Power Products	Reliable-bethea	0.00%	2
Mag Instrument	ALL	35.00%	48
MAGNOLIA CHEMICAL	ALL	0.00%	2
MAJOR CUSTOM CABLE INC	ALL	0.00%	2
MALCOLITE CORP	ALL	0.00%	2
MALTON EQUIPMENT CO	ALL	0.00%	2
Manufacturer Name	Product Line	% Discount Offered to County	Contract Line No.
MARCONI COMMUNICATIONS	ALL	0.00%	2
MARYLAND SPECIALTY WIRE	ALL	0.00%	2
MAXCELL BUSINESS UNIT	ALL	0.00%	2
Meltric	ALL	3.00%	3
MERU NETWORKS	ALL	0.00%	2
Metallics	ALL	35.00%	48
METRO TEL CORP	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
MGE UPS SYSTEMS	ALL	0.00%	2
Microtest	ALL	0.00%	2
MIDDLE ATLANTIC PRODUCTS	ALL	0.00%	2
MINUTE MAN	ALL	0.00%	2
MITEL	ALL	0.00%	2
Mohawk Wire & Cable	10g Cat 6 Augmented Plenum	46.05%	66
Mohawk Wire & Cable	All Other	37.00%	51
Mohawk Wire & Cable	Cat 5enp 4pr Only	40.50%	59
Mohawk Wire & Cable	Cat 5ep 4pr Only	42.50%	62
Mohawk Wire & Cable	Cat 5exhp Plenum	40.50%	59
Mohawk Wire & Cable	Cat 6np Advancenet (plen and Non plen)	46.05%	66
Mohawk Wire & Cable	Cat 6p 6lan (plen and Non plen)	41.00%	60
Mohawk Wire & Cable	Category Osp Cables	40.50%	59
MOLDCAST DIVISION	ALL	0.00%	2
MOLEX CONNECTOR CORPORATION	ALL	0.00%	2
MOSAIC	ALL	0.00%	2
MOSCOM/VERAMARK TECHNOLOGIES	ALL	0.00%	2
Motorola	Accessories & Talkabout	9.00%	73
Motorola	All Other	17.00%	73
Motorola	Cbl Assy & Mdm/Trans	0.00%	73
Motorola	Vngrd Hrdwr & Sftwr	0.00%	73
MRV Communications	ALL	15.00%	15
Multi-Link	ALL	34.00%	47
MULTI-TECH	ALL	0.00%	2
NATIONAL PIPE & PLASTICS INC	ALL	0.00%	2
NEC UNIFIED SOLUTIONS, INC	ALL	0.00%	2
Neptco	ALL	18.45%	21
NETSOURCE	ALL	0.00%	2
New Basis West	ALL	15.00%	15
NEWELL RUBBERMAID, INC	ALL	0.00%	2
Newton Instrument	ALL	29.50%	39
NICE SYSTEMS	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
NITSUKO AMERICA	ALL	0.00%	2
NORTEL / BAY NETWORKS	ALL	0.00%	2
NORTH SAFETY PRODUCTS	ALL	0.00%	2
NORTHSTAR BATTERY COMPANY	ALL	0.00%	2
NOYES FIBER SYSTEMS	ALL	0.00%	2
NTE ELECTRONICS, INC.	ALL	0.00%	2
NUTONE	ALL	0.00%	2
NVT	ALL	0.00%	2
OATEY	ALL	0.00%	2
OFS FITEL, LLC BRIGHTWAVE	ALL	0.00%	2
OK INDUSTRIES	ALL	0.00%	2
OLDCASTLE PRECAST, INC.	ALL	0.00%	2
Oneac	ALL	18.00%	20
OPTELECOM	ALL	0.00%	2
Optical Cable Corporation	ALL	27.00%	35
Ortronics	All Other	35.00%	48
Ortronics	Fb Jmp&Ass	43.00%	63
Ortronics	Non Mod Distr	15.00%	15
Ortronics	Onq Security Products - Other than Legrand, Greyfox	0.00%	2
Ortronics	Racks - SWING EZ WALL RACK	15.00%	15
Ortronics	Telco Cable	28.50%	37
P & R INDUSTRIES	ALL	0.00%	2
P.K. NEUSES, INCORPORATED	ALL	0.00%	2
Paladin Corp	ALL	12.00%	12
PANAMAX	ALL	0.00%	2
Panasonic	30810/60610 Accessories	17.00%	18
Panasonic	All Other	12.00%	12
Panasonic	All Other Crdls Phn Pr	29.50%	39
Panasonic	Corded Phone - Current Singl and Mult	17.00%	18
Panasonic	Corded Phone - Previous Singl, Mult, and Conf	35.00%	48
Panasonic	Dgt Spr Hybr - Kx-td Accessories	17.00%	18
Panasonic	Dgt Spr Hybr - Kx-td Cards/processors	7.00%	6

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Panasonic	Dgt Spr Hybr - Kx-td Dgtl Spr Hybrd Phn	7.00%	6
Panasonic	Dgtl Ln Sets-current - Sng and Mult	17.00%	18
Panasonic	Dgtl Pbx - Kx-td 500 Accessories	17.00%	18
Panasonic	Dgtl Pbx - Kx-td336/500 Cards/proc	7.00%	6
Panasonic	Fax Machines	35.00%	48
Panasonic	Ip Products	0.00%	2
Panasonic	Ksu-less Phn	35.00%	48
Panasonic	Panasonic CCTV	27.00%	35
Panasonic	Panasonic Lighting Prod	35.00%	48
Panasonic	Power Tools	35.00%	48
Panasonic	Service Co.	35.00%	48
Panasonic	Software / Licenses	7.00%	6
Panasonic	Vent Fans	35.00%	48
Panasonic	Voice Proces - Larger Than 4 Port Sys.	7.00%	6
Panasonic	Voice Proces - Nx-ncp Product & Licenses	7.00%	6
Panasonic	Wireless Pro Accessories	35.00%	48
PANAVISE PRODUCTS INC.	ALL	0.00%	2
Panduit	All Other	29.00%	38
Panduit	Co1 Jack Modules	37.00%	51
Panduit	Co2 Copper Patch Cords	37.00%	51
Panduit	Co3 Patch Panels	37.00%	51
Panduit	Co4 Punchdown Products	37.00%	51
Panduit	Co5 Shielded Jack Modules	37.00%	51
Panduit	Co6 Shielded Patch Cords	37.00%	51
Panduit	Excluded Fiber Runner Cable Products	15.00%	15
Panduit	Fb1 Fiber Connectors	37.00%	51
Panduit	Fb2 Fiber Patchcords	37.00%	51
Panduit	Fb3 Adapter Modules And Adapters	37.00%	51
Panduit	Fr1 Fiber Runner Cable Routing Channel	15.00%	15
Panduit	Fr2 Fittings And Couplers	15.00%	15
Panduit	Fr3 Fiber Duct Cable And Cover	37.00%	51
Panduit	Ou1 Outlet Netowrk Products	37.00%	51

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Panduit	Rk2 Cable Management	37.00%	51
Para Systems	All Other	33.50%	46
Para Systems	Enterprise Ups	24.00%	30
Para Systems	Xrt & MbK Series Ups	24.00%	30
PARADYNE / ZHONG TECHNOLOGIES	ALL	0.00%	2
PCT INTERNATIONAL	ALL	0.00%	2
PELICAN PRODUCTS INC	ALL	0.00%	2
PEPPERL & FUCH'S	ALL	0.00%	2
PERMA-COTE INDUSTRIES	ALL	0.00%	2
PHASETRONICS / MOTORTRONICS	ALL	0.00%	2
PICO MACOM INC	ALL	0.00%	2
PICOMA IND INC	ALL	0.00%	2
PLANT EQUIPMENT	ALL	0.00%	2
Plantronics	All Other	39.50%	57
Plantronics	Clearvox Headsets	35.00%	48
Plantronics	Jackset Headset Adapters	35.00%	48
Plantronics	Lucent Logo Kits	5.00%	4
Plantronics	Lucent Logo Products	35.00%	48
Plantronics	Mobile Headsets & Adptrs	48.50%	69
Plantronics	Spares And Accessories	35.00%	48
Platt Luggage	ALL	35.00%	48
Polycom	All Other	37.26%	52
Polycom	Audio Conferencing	35.00%	48
Porcelain Products Company	All Other	37.00%	51
Porcelain Products Company	Trans Insul	0.00%	2
PORCELAN PRODUCTS	ALL	0.00%	2
Porta Systems	ALL	12.00%	12
POTTER BRUMFIELD	ALL	0.00%	2
POWER SALES & ADVERTISING	ALL	0.00%	2
POWER SONIC CORP	ALL	0.00%	2
POWERSMITHS INT. CORP.	ALL	0.00%	2
PRECIDIA TECHNOLOGIES	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Preformed Line Products	All Other	5.00%	4
Preformed Line Products	Communications Products	0.00%	2
PREMAX LLC	ALL	0.00%	2
PROFORMA PRINTGRAPHICS	ALL	0.00%	2
PROGRESSIVE ELECTRONICS / GREENLEE	ALL	0.00%	2
PRONTO NETWORKS, INC.	ALL	0.00%	2
PRYSMIAN POWER CABLES & SYSTEMS	ALL	0.00%	2
PYRAMID INDUSTRIES	ALL	0.00%	2
Pyramid Industries	ALL	21.00%	24
QUEEN CITY PLASTICS INC	ALL	0.00%	2
Quicktron	ALL	37.00%	51
R&R INDUSTRIES	ALL	0.00%	2
RACEWAY TECHNOLOGY	ALL	0.00%	2
Rad Data Comm	ALL	14.50%	14
RAINBOW TECHNOLOGY CORP	ALL	0.00%	2
Raychem	ALL	0.00%	2
RCI	ALL	0.00%	2
READYLINKS INC.	ALL	0.00%	2
RECOGNITION SYSTEMS	ALL	0.00%	2
REDBACK NETWORKS	ALL	0.00%	2
REIKER ENTERPRISES	ALL	0.00%	2
RITTAL CORPORATION	ALL	0.00%	2
ROANWELL	ALL	0.00%	2
SALISBURY, WH COMPANY	ALL	0.00%	2
SAMSUNG	ALL	0.00%	2
SATCON TECHNOLOGY CORPORATION	ALL	0.00%	2
SCHLAGE ELECTRONICS	ALL	0.00%	2
SECURITY INC	ALL	0.00%	2
SELECTA SWITCH / MICRO SWITCH	ALL	0.00%	2
SEMTRON INC	ALL	0.00%	2
Sensaphone	All Other	15.00%	15
Sensaphone	Ims & Sensors/access Non Ims4000 Accessories	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Sensaphone	Sensaphone 1104	35.00%	48
Sensor Switch	ALL	17.50%	19
SENSOR SWITCH INC	ALL	0.00%	2
SEVES USA	ALL	0.00%	2
SHURE INC.	ALL	0.00%	2
SIEMENS	ALL	0.00%	2
SIEMENS INFORMATION SYSTEMS INC.	ALL	0.00%	2
Siemon	ALL	36.00%	49
SIGNAMAX CONNECTIVITY	ALL	0.00%	1
SILOO DIVISION	ALL	0.00%	2
SIMPSON ELECTRIC CO	ALL	0.00%	2
SL Waber	ALL	18.00%	20
SNAKE TRAY/CMS	ALL	0.00%	2
SNAP-ON INC	ALL	0.00%	2
SOUNDOLIER DIV.	ALL	0.00%	2
SOUTHWEST DATA PRODUCTS	ALL	0.00%	2
SPC TECHNOLOGY	ALL	0.00%	2
Specified Technologies	ALL	9.00%	9
SPERO ELECTRIC CORP	ALL	0.00%	2
STA-LUBE DIVISION	ALL	0.00%	2
STRONGWELL	ALL	0.00%	2
SUN WEST ENGR INC	ALL	0.00%	2
Surge Suppression	All	0.00%	2
SURGE SUPPRESSION INC	ALL	0.00%	2
Suttle	ALL	25.00%	31
SUTTLE APPARATUS CORPORATION	ALL	0.00%	2
SYMETRICOM	ALL	0.00%	2
SYNCO CHEMICAL	ALL	0.00%	2
TARGETTI North America	ALL	0.00%	2
TEC INTERNATIONAL	ALL	0.00%	2
Tech Data	ALL	0.00%	2
TECH PRODUCTS INC	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Tech Spray	ALL	0.00%	2
TECHNICAL CONSUMER PRODUCTS INC	ALL	0.00%	2
Telco Systems	All Other	30.00%	40
Telco Systems	Transceivers	0.00%	2
Telcor	ALL	12.00%	12
Telebyte	ALL	13.00%	13
Telect	All Other	26.50%	34
Telect	Power	29.00%	38
Telect	Vanguard	15.00%	15
TELEDEX CORP	ALL	0.00%	2
Teledyne	ALL	13.00%	13
TELEDYNE D.G. O'BRIEN	ALL	0.00%	2
Telehorn	ALL	0.00%	2
Telematrix	All Other	28.50%	37
Telematrix	Misc Hotel / Motel	12.00%	12
TELEX COMMUNICATIONS	ALL	0.00%	2
TELLABS	ALL	0.00%	2
TELSTRAT	ALL	0.00%	2
TELTREND	ALL	0.00%	2
TEMP RESEARCH	ALL	0.00%	2
TEMPO	ALL	0.00%	2
THE ELECTRIC CONTROLLER AND	ALL	0.00%	2
THE OKONITE COMPANY	ALL	0.00%	2
THE ROCKBESTOS COMPANY	ALL	0.00%	2
Thomas & Betts	040 Non-metallic Boxes	55.00%	71
Thomas & Betts	057-interconnection Systems	0.00%	2
Thomas & Betts	All Other	33.00%	45
Thomas & Betts	Elastimold Division	0.00%	2
Thomas & Betts	Electroline Mfg. Co.	50.00%	70
Thomas & Betts	Melco Products	5.00%	4
Thomas & Betts	One-Piece Cable Ties	40.00%	58
TII NETWORK TECHNOLOGIES	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
TIMES FIBER COMMUNICATION	ALL	0.00%	2
TJ COPE INC	ALL	0.00%	2
TMC CORPORATION	ALL	0.00%	2
Tone Commander	All Other	3.00%	3
Tone Commander	Isdn Telephone Lab	26.50%	34
Tone Commander	Voip Phones	26.50%	34
TRAFFIC SIGNAL CONTROLS, INC.	ALL	0.00%	2
Trans World Products	ALL	9.00%	9
Transition Networks	All Other	10.00%	10
Transition Networks	Media Cnvt	21.50%	25
TRANSTECTOR SYSTEMS	ALL	0.00%	2
TRI PALM INTERNATIONAL	ALL	0.00%	2
Triad Floor Systems	All	3.00%	3
TRILOGY COMMUNICATIONS INC.	ALL	0.00%	2
Tripp Lite	Accessories	25.00%	31
Tripp Lite	All Other	29.50%	39
TT Sys.	ALL	0.00%	2
TT SYSTEMS	ALL	0.00%	2
U.S. ROBOTICS	ALL	0.00%	2
Ultratech	ALL	12.00%	12
UNIDEN	ALL	0.00%	2
UNIPRISE SOLUTIONS	ALL	0.00%	2
UNIQUE FIRE/ITS UNIQUE	ALL	0.00%	2
UNITED COPPER INDUSTRIES	ALL	0.00%	2
Uraseal	ALL	10.00%	10
Valcom	All Other	36.00%	49
Valcom	Multipath	39.50%	57
Valcom	Music for Life Accessories	0.00%	2
VARI-TRONICS	ALL	0.00%	2
VERILINK	ALL	0.00%	2
VICTOR INSULATORS INC	ALL	0.00%	2
VIDEO MOUNT PRODUCTS	ALL	0.00%	2

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Manufacture Name	Product Line	% Discount Offered to County	Contract Line No.
Viking	All Other	10.00%	10
Viking	Peripherals	32.50%	44
Vodavi	All Other	35.00%	48
Vodavi	Triad	11.00%	11
VON DUPRIN	ALL	0.00%	2
Vtech Comm.	All Other	15.00%	15
Vtech Comm.	Misc Batteries, Replacement Batteries	21.00%	24
Vtech Comm.	Misc VT- Items	35.00%	48
Vtech Comm.	Vtech Communications Product	48.00%	68
VUANCE, INC.	ALL	0.00%	2
WESCOM-CHARLES INDUSTRIES	ALL	0.00%	2
Westell	ALL	10.00%	10
WIRELESS COAX PRODUCTS	ALL	0.00%	2
Wiremold	All Other	30.00%	40
Wiremold	D Velocity & Basket Tray	13.00%	13
Wiremold	Raceway Components, Inc.	13.00%	13
Wiremold	Sentrex P69	13.00%	13
Z-BAND, INCORPORATED	ALL	0.00%	2
ZEP MANUFACTURING CO	ALL	0.00%	2
ZOOM TELEPHONICS	ALL	0.00%	2