



**To:** Bill Powell  
Assistant Superintendent of Support Services

**From:** Severin Castro  
Director of Purchasing

**Date:** February 1, 2019

**Re:** Audio Visual Supplies  
Annual Contract #19-02-4520

The following bids were received and opened at 3:00 p.m., Tuesday, January 8, 2019 as advertised and specified in documents concerning **Annual Contract #19-02-4520 Audio Visual Supplies**. The bids received are located on pages 2-7.

Award contracts to each of the vendors listed at the discount noted.

**Funding:** Activity Funds, Bond Funds, Grant Funds, M & O Funds

**Estimated Expenditure:** \$950,000.00

**Contract Term:** March 1, 2019 - February 29, 2020

**Renewal:** 2 Years

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**Line 1 Stage and Arena Sound Equipment and Parts**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
Conquest Sound, Inc.	0
CueBlue (CueBlue, LLC)	0
Delcom Group L.P.	0
Firehouse Music	20
Ford Audio Video	20
Full Compass Systems, Ltd.	10
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	0
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Romeo Music	5
School Outfitters (Schoolhouse Outfitters)	2
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Techland (Bright Star Productions, Inc. / DBA Techland)	10
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
VSC, Inc.	0

**Line 2 Stage and Arena Lighting Equipment and Parts**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A V Pro, Inc.	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
Conquest Sound, Inc.	0
CueBlue (CueBlue, LLC)	0
Firehouse Music	20
Ford Audio Video	20
Full Compass Systems, Ltd.	10
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	0
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	25
Romeo Music	3
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Specialty Bulb Co., Inc.	0
Techland (Bright Star Productions, Inc. / DBA Techland)	10
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
VSC, Inc.	0

**Line 3 TV Studio Equipment and Accessories (remote controls, wall mounts, etc.)**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
Conquest Sound, Inc.	0
CueBlue (CueBlue, LLC)	0
Data Projections, Inc.	0
Firehouse Music	20
Ford Audio Video	20
Full Compass Systems, Ltd.	5
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	3
Hunts Photo and Video (W. B. Hunt Co., Inc.)	5
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	20
Romeo Music	5
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	5

**Line 4 Cables for Audio Visual Equipment**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
Conquest Sound, Inc.	0
CueBlue (CueBlue, LLC)	0
Data Projections, Inc.	0
Delcom Group L.P.	0
Encore Data Products, Inc.	0
Firehouse Music	25
Ford Audio Video	20
Freestyle Photographic Supplies (Freestyle Sales Company)	0
Full Compass Systems, Ltd.	15
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	3
Hunts Photo and Video (W. B. Hunt Co., Inc.)	10
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
McCormick's Enterprises, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Piraino Consulting, Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	10
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	20
Romeo Music	3

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**Line 4 Cables for Audio Visual Equipment (continued)**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
School Outfitters (Schoolhouse Outfitters)	2
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Techland (Bright Star Productions, Inc. / DBA Techland)	10
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	5

**Line 5 Camcorders and Accessories**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
CueBlue (CueBlue, LLC)	0
Data Projections, Inc.	0
Firehouse Music	5
Ford Audio Video	10
Full Compass Systems, Ltd.	5
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	0
Hunts Photo and Video (W. B. Hunt Co., Inc.)	0
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Romeo Music	2
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	0

**Line 6 Headsets**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A 2 Z Educational Supplies	10
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
CueBlue (CueBlue, LLC)	0
Data Projections, Inc.	0
Delcom Group L.P.	0
Earlychildhood LLC (Discount School Supply)	18
Encore Data Products, Inc.	0
Firehouse Music	15
Ford Audio Video	10
Full Compass Systems, Ltd.	10
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	3
Hunts Photo and Video (W. B. Hunt Co., Inc.)	10
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
McCormick's Enterprises, Inc.	0

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**Line 6 Headsets (continued)**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	10
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	20
Romeo Music	5
School Outfitters (Schoolhouse Outfitters)	2
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Techland (Bright Star Productions, Inc. / DBA Techland)	10
The Library Store, Inc.	10
Tote Unlimited (Tote, Inc.)	0
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	5

**Line 7 Microphone and Accessories**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A 2 Z Educational Supplies	10
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
Conquest Sound, Inc.	0
CueBlue (CueBlue, LLC)	0
Delcom Group L.P.	0
Firehouse Music	20
Ford Audio Video	25
Full Compass Systems, Ltd.	10
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	3
Hunts Photo and Video (W. B. Hunt Co., Inc.)	10
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
McCormick's Enterprises, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	20
Romeo Music	5
School Outfitters (Schoolhouse Outfitters)	2
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Techland (Bright Star Productions, Inc. / DBA Techland)	10
Tote Unlimited (Tote, Inc.)	0
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	0

**Line 8 Projectors and Accessories**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
CueBlue (CueBlue, LLC)	0
Data Projections, Inc.	0
Delcom Group L.P.	0
Earlychildhood LLC (Discount School Supply)	18
Firehouse Music	20
Ford Audio Video	15
Freestyle Photographic Supplies (Freestyle Sales Company)	0
Full Compass Systems, Ltd.	5
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	3
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Piraino Consulting, Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	20
Romeo Music	2
School Outfitters (Schoolhouse Outfitters)	2
School Specialty	14
SMG AV Services (Schnitzer Media Group, LLC)	5
Specialty Bulb Co., Inc.	20
Techland (Bright Star Productions, Inc. / DBA Techland)	10
The Library Store, Inc.	10
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	5

**Line 9 Photography Accessories**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
CueBlue (CueBlue, LLC)	0
Firehouse Music	5
Ford Audio Video	5
Freestyle Photographic Supplies (Freestyle Sales Company)	0
Full Compass Systems, Ltd.	5
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	0
Hunts Photo and Video (W. B. Hunt Co., Inc.)	10
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Romeo Music	5
School Specialty	35
SMG AV Services (Schnitzer Media Group, LLC)	5
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
VSC, Inc.	0

**Line 10 Miscellaneous Audio Visual Supplies**

<u>SUPPLIER</u>	<u>MINIMUM PERCENT OFF</u>
A 2 Z Educational Supplies	10
A V Pro, Inc.	0
Audio Visual Aids Corp (Audio Visual Aids Company)	0
Aves Audio Visual Systems, Inc.	5
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0
Batts Audio, Video & Lighting	0
Blue Planet Lighting, Inc.	25
Camcor, Inc.	3
CCS Presentation Systems (Buckeye Technology Solutions)	5
CDWG	0
CompleteBook (Complete Book and Media Supply, Inc.)	5
Conquest Sound, Inc.	0
CueBlue (CueBlue, LLC)	0
Data Projections, Inc.	0
Delcom Group L.P.	0
Earlychildhood LLC (Discount School Supply)	18
Encore Data Products, Inc.	0
Firehouse Music	15
Ford Audio Video	15
Freestyle Photographic Supplies (Freestyle Sales Company)	0
Full Compass Systems, Ltd.	5
Gateway Printing & Office Supply, Inc.	10
Howard Technology Solutions (Howard Industries, Inc.)	3
Hunts Photo and Video (W. B. Hunt Co., Inc.)	10
J-Tech Digital, Inc.	10
Master Audio Visual, Inc.	0
McCormick's Enterprises, Inc.	0
Netsync Network Solutions	5
Performing Arts Supply Co., Inc.	0
Piraino Consulting, Inc.	0
Prime Systems (R.L.S. Interests, Inc.)	5
ProComputing Corporation	2
Pyramid School Products (Pyramid Paper Company)	20
Romeo Music	5
School Outfitters (Schoolhouse Outfitters)	2
School Specialty	35
SMG AV Services (Schnitzer Media Group, LLC)	5
Southwest Binding & Laminating (Southwest Plastic Binding Co.)	40
Techland (Bright Star Productions, Inc. / DBA Techland)	10
The Library Store, Inc.	10
Tote Unlimited (Tote, Inc.)	0
Tri State Camera (Tri State Camera Exchange, Inc.)	2
Troxell Communications, Inc.	1
Valiant National AV Supply	5
VSC, Inc.	5