



**To:** Kay Alarcon  
Assistant Director of Procurement Services

**From:** Tom Draper  
Buyer

**Date:** June 17, 2021

**Re:** Low Voltage, Intercom Systems and Master Clock Parts and Supplies  
Contract #21-06-6672IB

The following bids were received and opened at 3:00 p.m., Wednesday, June 16, 2021 as specified in documents concerning **Annual Contract #21-06-6672IB Low Voltage, Intercom Systems and Master Clock Parts and Supplies**. The bids received are located on page 2.

- <sup>a</sup> Primary vendor award.
- <sup>b</sup> Secondary vendor award.
- <sup>c</sup> No award.

**Recommendation:** American Time & Signal Company  
CAPP  
Conquest Sound  
Firetron, Inc.

**Funding:** M & O Funds

**Estimated Expenditure:** \$45,000.00

**Contract Term:** June 17, 2021 - June 30, 2022

**Renewal:** 2 Years

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<sup>c</sup> Line 1	<b>Atlas/Soundolier</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Line 2	<b>Conquest</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>Conquest Sound</b>	<b>0%</b>
Line 3	<b>Dukane</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>CAPP</b>	<b>18%</b> <sup>cost + 18%</sup>
Line 4	<b>Lathem</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>American Time &amp; Signal Company</b>	<b>5%</b>
Line 5	<b>Quam</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>CAPP</b>	<b>18%</b> <sup>b, cost + 18%</sup>
	<b>Firetron, Inc.</b>	<b>20%</b> <sup>a</sup>
Line 6	<b>Rauland</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>Firetron, Inc.</b>	<b>25%</b>
Line 7	<b>Simplex</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>American Time &amp; Signal Company</b>	<b>5%</b> <sup>a</sup>
	<b>CAPP</b>	<b>18%</b> <sup>b, cost + 18%</sup>
Line 8	<b>Switchcraft</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>Conquest Sound</b>	<b>0%</b> <sup>a</sup>
	<b>CAPP</b>	<b>18%</b> <sup>b</sup>
<sup>c</sup> Line 9	<b>TOA</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<sup>c</sup> Line 10	<b>Shure</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Line 11	<b>Neutrik</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>Conquest Sound</b>	<b>0%</b>
<sup>c</sup> Line 12	<b>Telecore</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<sup>c</sup> Line 13	<b>Hosa</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Line 14	<b>American Time</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>
	<b>American Time &amp; Signal Company</b>	<b>5%</b>
<sup>c</sup> Line 15	<b>Sennheiser</b>	
	<u>SUPPLIER</u>	<u>PERCENT OFF</u>