



To: Severin Castro
Director of Purchasing

From: Tom Draper
Buyer

Date: May 17, 2018

Re: Low Voltage, Intercom Systems and Master Clock Parts and Supplies
Annual Contract #18-05-6672IB

The following bids were received and opened at 3:00 p.m., Wednesday, May 16, 2018 as specified in documents concerning **Annual Contract #18-05-6672IB Low Voltage, Intercom Systems and Master Clock Parts and Supplies**. The bids received are located on pages 2-3.

- ^a Primary vendor award.
- ^b Secondary vendor award.
- ^c Tertiary vendor award.
- ^d Discount does not offer best value to the District.

Recommendation: American Time & Signal Company
CAPP
Conquest Sound, Inc.
Firehouse Music
Firetron Inc
Full Compass Systems, LTD
Graybar
National Time & Signal Corp.
Wilson Fire Equipment and Service Co.

Funding: M & O Funds

Estimated Expenditure: \$45,000.00

Contract Term: May 17, 2018 - April 30, 2019

Renewal Term: 2 years

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Line1 Atlas/Soundolier	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Full Compass Systems, LTD	10^a
[ALT1] Firetron Inc	15^{b, d}
Wilson Fire Equipment and Service Co.	25^{c, d}
Graybar	1

Line 2 Conquest	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Conquest Sound, Inc.	0^a
Firehouse Music	20^{b, d}
Wilson Fire Equipment and Service Co.	10^{c, d}

Line 3 Dukane	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Wilson Fire Equipment and Service Co.	25^a
CAPP	18^{b, cost+ 18%}
Graybar	1^c

Line 4 Lathem	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
American Time & Signal Company	5^a
Wilson Fire Equipment and Service Co.	10^{b, d}
Graybar	1^c

Line 5 Quam	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Wilson Fire Equipment and Service Co.	25^a
Full Compass Systems, LTD	10^b
Graybar	1^c
CAPP	18 ^{d, cost+ 18%}
Firetron Inc	15 ^d

Line 6 Rauland	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Firetron Inc	15^a
Wilson Fire Equipment and Service Co.	0

Line 7 Simplex	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
American Time & Signal Company	5^a
Graybar	1^b
Wilson Fire Equipment and Service Co.	0

Line 8 Switchcraft	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Full Compass Systems, LTD	10^a
Firehouse Music	20^{b, d}
Conquest Sound, Inc.	0^c
CAPP	18 ^{d, cost+ 18%}
Graybar	1 ^d
Wilson Fire Equipment and Service Co.	10 ^d

Line 9 TOA	
<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Full Compass Systems, LTD	10^a
Firehouse Music	25^{b, d}
Graybar	1^c
Wilson Fire Equipment and Service Co.	10 ^d

Line 10 Shure

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Firehouse Music</u>	<u>20</u> ^a
<u>Graybar</u>	<u>1</u> ^{b, d}
<u>Wilson Fire Equipment and Service Co.</u>	<u>28</u> ^{c, d}
Full Compass Systems, LTD	10 ^d

Line 11 Neutrik

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Conquest Sound, Inc.</u>	<u>0</u> ^a
<u>Full Compass Systems, LTD</u>	<u>10</u> ^{b, d}
<u>Firehouse Music</u>	<u>20</u> ^{c, d}
Wilson Fire Equipment and Service Co.	10 ^d

Line 12 Telecore

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>National Time & Signal Corp.</u>	<u>0</u> ^a
[ALT1] National Time & Signal Corp.	25
Wilson Fire Equipment and Service Co.	0

Line 13 Hosa

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Firehouse Music</u>	<u>40</u> ^a
<u>Graybar</u>	<u>1</u> ^b
<u>Full Compass Systems, LTD</u>	<u>25</u> ^{c, d}
Wilson Fire Equipment and Service Co.	0

Line 14 American Time

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Wilson Fire Equipment and Service Co.</u>	<u>20</u> ^a
<u>American Time & Signal Company</u>	<u>5</u> ^b
<u>National Time & Signal Corp.</u>	<u>0</u> ^c
Graybar	1
[ALT1] National Time & Signal Corp.	5

Line 15 Sennheiser

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Full Compass Systems, LTD</u>	<u>20</u> ^a
<u>Firehouse Music</u>	<u>20</u> ^b
<u>Wilson Fire Equipment and Service Co.</u>	<u>10</u> ^c