

1 -- Broadcast TV Equip

4 -- Satellite Trans. Receiving Equip.

7 -- Broadband Dist. Equip

2 -- Multimedia Presen. Equip.

5 -- Teleconferencing Comm. Equip.

8 - Multimedia Furniture

3 -- Multimedia Dev. Equip.

6 -- Computer Presen. Equip.

VASCUPP
Installation Pricing Discounts

Vendor	1	2	3	4	5	6	7	8	Product Type	Discount
Acco		2					7			12
ADC	1						7			5
Adobe	1								All Categories	5
AJA	1						7		All Categories	5
AKG		1	2							42
Alcorn McBride, Inc.	1									12
Alesis		2				6			All Categories	36
Allen & Heath		1	2						All Categories	10
Alpha		2							All Categories	10
Altec Lansing Professional	1					6			All Categories	22
Altinex		2				6			All Categories	18
American DJ AV		1	2						All Categories	12
Amplivox Sound Systems		2							All Categories	12
AMP/TYCO	1						7		All Categories	8
AMX		1	2		5	6			All Categories	30
Analog Way		2				6			All Categories	17
Anchor Audio, Inc.		2							All Categories	24
Anton Bauer		1	2						All Categories	12
APC		2							All Categories	22
A-phone		1	2						All Categories	20
Ashley Audio, Inc.		1	2						All	24
Associated Press		2							All Categories	5
Astatic Commercial Audio		1	2			6			All Categories	22
Atlas		1	2			6			All Categories	22
Atlona		2				6				19
Audience Response Systems		1	2		5	6			All Categories	12

Audio-Technica	1	2			All Categories	34		
Audio-Technologies, Inc.	1	2		6	All Categories	22		
Aurora		2		6	All Categories	32		
AutoPatch	1	2			All Categories	17		
Autoscript	1				All Categories	5		
AverMedia Technologies, Inc.		2		5	6	All Categories	17	
Avid	1	2			All Categories	12		
Avocent	1				All Categories	7		
Azden Corporation	1	2		6	All Categories	20		
Balt/Best-Rite Mfg.				6	8	All Categories	12	
Barco		2		6	All Categories	14		
BEI		2			8	All Categories	20	
BenQ		2		6	All Categories	10		
Beyerdynamic, Inc.	1	2		6	All Categories	12		
Bi-Amp		2			All Categories	12		
Bi-Tronics, Inc.		2		4	5	All Categories	17	
Black Magic		2		6	All Categories	10		
Blonder Tongue	1		4		7	All Categories	12	
BMS		2					8	
Bogen Communication	1	2	3	4	5	6	All Categories	17
Bogen Photo		2		5		8	All Categories	17
Boxlight		2		6		All Categories	12	
Bretford		2				8	All Categories	50
Brightsign		2		6				4
Broadcast Television	1					All Categories	10	
Brown Audio		2				All Categories	12	
Brown Innovation	1	2		5	6	All Categories	7	
BSS		2				All Categories	20	
BTX		2				All Categories	20	
Buhl		2		6				12
C2G		2		6				42
Califone International		2						12

Calypso Control Systems	2 3	6		12
Calzone Anvil Cases			8	12
Cambridge Sound	2	5 6		12
Canare Corp of America	1 2	5 6		12
Canon	2	6		16
Casio	2			12
CBC	1			12
Chief Manufacturing, Inc.	2	5 7 8		38
Christie Accessories	2			20
Christie Projectors	2			40
Chroma Q	1		All Categories	7
Chyron Corp.	2	6		14
CISCO	1 2	6	All Categories	5
Clary ICON	2	6		12
Clay Paky	1		All Categories	7
Clear-Com	2		All Categories	7
Clear One	1 2	6		20
ClearOne Communication	1	5 8		12
Clock Audio			All Categories	12
Color Force			All Categories	15
Communication Specialties, Inc.	1 2	4 5 6		17
Community Prof. Loudspeakers	2	6		20
Comprehensive	1 2	4 6 7		42
Contemporary Research			All Categories	14
Corning Cable System			All Categories	5
Countryman Associates, Inc.	1 2	6		12
Covid	1 2	6		17
Crest Audio	2			12
Crestron Electronics, Inc. - Audio	1 2	5 6		40
Crestron Electronics, Inc. - Media	1 2	5 6 7		32
Crown International	1 2	6		41
Custom Chain Motor Equipment			All Categories	10

Cyber Touch			All Categories	10
D-Link		7	All Categories	12
D & M Professional	1 2	5 6		22
Dakota Audio			All Categories	10
Da-Lite Electric Screens			All Categories	20
Da-Lite Manual Screens			All Categories	12
Danley			All Categories	15
DAS			All Categories	30
dbx Professional Products	1 2 3			12
Dell			All Categories	5
Denon			All Categories	10
Digital Projection			All Categories	12
DirecTV		4		10
Dish Network		4		10
DJI			All Categories	5
Draper, Inc – Electric Screens	2	6 8		27
Draper, Inc – Manual Screens			All Categories	23
D'San Corporation	1 2			12
Dukane Corporation-AV Product	2	6		27
DVI Gear			All Categories	5
Edirol / Roland	1 2 3	6		12
Eiki International, Inc	1 2	5 6		34
Eiko, Ltd.	2			12
Electro-Voice	1 2	6		27
Elmo USA Corp.	2	6		20
ELO			All Categories	12
Epson Accessories			All Categories	5
Epson Projectors 3000-4900 Lumens			All Categories	10
Epson Projectors Over 5000 Lumens			All Categories	10

Epson Projectors Under 2900 Lumens	2	5 6		4
Ergotron			All Categories	9
ESE			All Categories	5
ETA Systems	1 2			12
ETC			All Categories	10
Evertz Microsystems Ltd			All Categories	5
Evoko			All Categories	10
EV Pro			All Categories	30
Exact Furniture Ltd.			8	22
Extron Electronics	2	6		40
Fender Audio	2	6		35
Focus Enhancements	1 2 3	6		17
For The Record	1 2	5 7 8		10
FSR, Inc.	1 2	5 6		24
FUJINON			All Categories	5
Furman Sound	1 2			24
Galaxy Audio	2			29
Gator Cases, Inc.			8	35
GBC Inc.	1	5		12
Gefen, Inc.	1 2	4 5 6		12
Genelec			All Categories	7
Genie			All Categories	7
Georgia Case Company			8	12
Grass Valley	2			12
H. Wilson Company	2	8		30
Haivision			All Categories	10
Hall Research			All Categories	15
Hamilton Electronics	2			12
Harman Pro Group	2	6		12
Harris Broadcast			All Categories	5
Hitachi Accessories			All Categories	10

Hitachi Projectors		All Categories	25
HMI		All Categories	10
Hogg Multimedia Furniture		8	17
Hosa Technology, Inc.	1 2 4 6 7		12
Hotronic		All Categories	20
HP		All Categories	5
Ikegami Broadcst Monitors	1 3		5
Infocus		All Categories	10
Intellix		All Categories	37
Interlink Electronics	2 6		12
JBL Inc.	2 6		27
Jelco, Inc.		8	12
Juice Goose	1 2 5		33
Jupiter Systems	1 2 5		12
Just Lamps, Inc.	2		12
JVC Consumer Products	1 2		12
JVC Professional Products	1 2		12
Ken-A-Vision		All Categories	12
Kensington		All Categories	12
Kiosk	2	All Categories	12
Klark Teknik	1 2		12
Klasstech Lecturn		8	12
Kramer Electronics	1 2 6		32
KSI Furniture		8	40
Laird	1		12
Leader Instruments	1		9
Lectronics		All Categories	15
Leightronix, Inc.	1 2 5		12
Leviton		All Categories	12
Lexicon Pro	1 2		12
LG LCD/Plasma Displays	1		10
Liberty Wire & Cable	1 2 4 5 6 7		12

Lifesize			All Categories	9
Light Source			All Categories	10
Link Electronic	2			12
Listen Technologies Corp.	2			20
Littlelite	12			30
Logitech			All Categories	7
Lowel Lighting	12			24
Lowell Manufacturing Co.	2	8		29
Lucasey Manufacturing Corp	2	5	8 All Categories	12
Lumens	2	6	All Categories	14
Lutron Electronics	12	5	All Categories	14
Luxor	2		8 All Categories	22
Mackie	2		All Categories	25
Magenta Research	12	7		18
MagicBox, Inc.	12	7		12
Marantz			All Categories	5
Marshall Electronics, Inc.	12	5		17
Marshall Furniture, Inc.	2	6	8	24
Martin Audsmall form o	12	6		7
McCauley Sound, Inc.	2	6		12
Media Site		7		12
Mega Claws			All Categories	10
Mersive AV		8		14
Meyer Sound Lab	12	6		5
MicroBoards Technology, LLC	123	6		14
Mid-Atlantic Products	12	56	8	31
Miller Mill Works			8	24
Mimio	2	6		12
Mitsubishi International Corp - Audio	12	56	Audio	22
MSR			All Categories	7

Mustang	2 3		17
Nady Systems	1 2	6	12
Navitar	1 2	5 6	12
NEC	1 2		14
Nigel B Design	2		7
Numark	2		14
Omega		All Categories	7
OmniMount Systems	2	8	12
Orion		All Categories	10
Osram		All Categories	10
OWI, Inc.	2		12
Olympus		All Categories	9
Panasonic - Professional	1 2		10
Panasonic - Consumers	1 2		15
Paso Sound Products	2		22
Peerless Industries, Inc.	2	8	12
Pelco	1 2		12
Philips		All Categories	10
Phonic America Corp.	1 2	5 6	12
Pioneer Electronics	2	6	20
Planar		All Categories	8
Polycom Hardware		5 7 All Categories	24
Polycom Software/Service		5 VSX Multipoint Software	10
Poly-Vision		All Categories	12
Premier Mounts	1 2	8	17
Profoto		All Categories	7
Prysm		All Categories	10
QOMO		All Categories	20
QSC		All Categories	21
QVS	1 2 3	5 6 7	34
Radvision		All Categories	10

Rane Corporation	1 2			34
Raxxess	1 2	5 6	8	40
RDL, Radio Design Labs	2	6		10
Renkus Heinz	2 3			30
Revolabs			All Categories	10
RGB Spectrum			All Categories	10
Rolls Corp	1 2	6		12
Ross			All Categories	5
Roxio			All Categories	6
RT Hogg			All Categories	15
Sabine	1 2 3		All Categories	22
Samson Technologies	2			32
Samsung Electronics America	1 2			13
Sanus			8	33
Sanyo	1 2 3			25
Sencore, Inc.	1			10
Sennheiser	1 2	6		32
Sharp	1 2			18
Shure Incorporates	1 2	6		15
Smart Technologies Education/GSA	2 3			24
Snell Ltd			All Categories	7
Sonic Alarm	1 2	5		12
Sony Consumer	1 2	5		12
Sony Professional	1 2	5		14
Soundcraft			8	21
Sound-Craft Systems, Inc.	2			14
SoundTube Entertainment, Inc.	2			27
Spectrum	1 2 3			14
SP Controls	2	6		23
Spectrum Furniture			8	34
Spectrum Lighting				14

SPL Integrated Solutions	2	6	7
StarTech			11
Stewart Filmscreen Corp.	2	6	12
SurgeX/New Frontier Elect.	1 2	6	17
Symetrix		All Categories	25
Tandberg/Cisco		5: 7	22
Tandberg, Inc. - Service, Install, Train & Maint.		5	12
Tannoy		All Categories	12
Tascam		All Categories	12
TBC Consoles		All Categories	5
Teac America, Inc.	2		32
Teachlogic	2		28
TecNec Products	1 2		7
Telescript		All Categories	10
Bosch/Telex Communications	1 2	6	17
Texas Scenic Drapes		All Categories	10
Tightrope		All Categories	7
Toa Electronics	2		22
Tom Kat		All Categories	10
Toshiba Electronics	1 2	5	12
ToteVision	2		17
Tripp Lite		All Categories	12
TVOne	2		20
Ultimate		All Categories	7
Unistruit		All Categories	8
Vaddio	2		12
V-Brick		7	12
Viewsonic		All Categories	8
Vinten		All Categories	5
Visix		5	17
Vocal Booth		All Categories	10

Vutec Corporation	1 2	6 8		17
Walkera			All Categories	5
Ward Beck			All Categories	6
West Penn Wire	1 2 3			18
Westinghouse			All Categories	12
Whirlwind Music Inc.	1 2 3	5 6	8	14
Williams Sound Corporation	1 2		8	16
Winsted Corporation			8	16
Wohler			All Categories	5
Wolfvision, Inc.	2	6		20
Worx Audio			All Categories	20
Xantech Corporation	2	6		22
Yamaha	2 3			24
Yellowtec			All Categories	6
Zacuto			All Categories	10
Zandar Technologies	2	6		7
ZeeVee			All Categories	20

Service	Fee (per hour)
Consultation	\$90.00
System Design	\$90.00
Installation (1 installer)	\$85.00
Service on Site	\$75.00
Bench Service	\$55.00
Programming	\$115.00
On-Site Training	\$75.00
Rental Setup and Event Production	\$60.00
Project Manager	\$95.00
A/V Products for Manufacturers Not Specifically Listed on VASCUPP	10%
Equipment Rentals	25%
Video Conferencing Products for Manufacturers Not Specifically Listed on VASCUPP	10%
LHS Branded Service and Support Packages	10%