

## Contract 20-5060 for Theatrical and Architectural Lighting

<b>MANUFACTURER/BRAND - % OFF MSRP</b>	<b>Barbizon Light of New England, Inc.</b>	<b>Clearwing Systems Integration</b>	<b>Cygnus Lighting LLC</b>	<b>Full Compass</b>	<b>Majic Productions</b>	<b>Studio Gear LLC</b>
Martin Lighting	35	37				
Clay Paky	28	31				
Chauvet Pro	17	31	27	27		
Chauvet DJ	30	40	31			
Phillips Lighting	20	30				
Blizzard Lighting	30	35	29	30	20	
ETC	25	31			5	20
High End Systems	22	25			15	25
Thomas Truss Company	P.O.A.	N/A-P.O.A.				
Columbus McKinnon	P.O.A.	N/A-P.O.A.				
Chamsys	35	37	31			
Veri-Lite	28	30				
Elation	30	31				20
American DJ	35	37				
Robe	40	31				25
Ayrton	25	31			10	10
Stage Maker	20	N/A-P.O.A.				
Motion Labs	P.O.A.	N/A-P.O.A.				
Tomcat	22	N/A-P.O.A.				
XSF	22	N/A-P.O.A.				15
Crosby	P.O.A.	N/A-P.O.A.				
Lift-All	P.O.A.	N/A-P.O.A.				
Strong Lighting	P.O.A.	19.5				
Robert Juliat	5	13.5			5	10
Doug Fleenor Design	16	19.5				20
Roscoe	5, 10, 15, 20	13.5				15
The Light Source	30	20				15
Lex Products	25	30				15
Ushio	22	N/A-P.O.A.				
Hourly Rate for Installation	\$125.00	\$95.00	\$55.00	N/A	\$125.00	\$70.00
Hourly Rate for Design	\$150.00	\$125.00	\$50.00	N/A	\$125.00	\$70.00
Hourly Rate for Programming	\$100.00	\$150.00	\$60.00	N/A	\$125.00	\$80.00
Hourly Rate for Service	\$75.00	\$125.00	\$75.00	N/A	\$200.00	\$50 RT/ \$75 OT