

Contract Reference Number: 5805-03
Collective Number:
Change Number: 1
Change Effective Date : September 7, 2004

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All Using Agencies of the Commonwealth
Subject: Miscellaneous Telephone Equipment
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005
Buyer Name: Mike Richart 717-783-8578

CHANGE SUMMARY:

Graybar provided new contact information for ordering.

Shaun Donahue
215-218-2447
shaun.donahue@gbe.com

Bob Kalunchik
215-218-2424
Robert.kalunchik@gbe.com

Agencies may dial 1-800-967-5917 and use the last 4 digits of the contact's phone number as their extension

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Reference Number: 5805-03
Collective Number:
Change Number: 2
Change Effective Date : November 2, 2004

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All Using Agencies of the Commonwealth
Subject: Miscellaneous Telephone Equipment
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005
Buyer Name: Mike Richart 717-783-8578

CHANGE SUMMARY:

Graybar provided new contact information for ordering. Please remove Shaun Donahue and add the following.

Shawn Mulligan
215-218-2445
shawn.mulligan@gbe.com

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Reference Number: 5805-03
Collective Number:
Change Number: 3
Change Effective Date : June 2, 2005

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All Using Agencies of the Commonwealth
Subject: Miscellaneous Telephone Equipment
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed to June 30, 2006)
Buyer Name: Mike Richart 717-783-8578

CHANGE SUMMARY:

In accordance with the Option to Renew clause, the contract is renewed until June 30, 2006 for the following suppliers only. The

Altura Communication Solutions 4600007431
Anixter, Inc. 4600007502
Graybar Electric 4600007501
Teltronics, Inc. 4600007432

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Reference Number: 5805-03
Collective Number: CN0008551
Contract Numbers: 4600007431, 4600007432, 4600007501, 4600007502:
Change Number:4
Change Effective Date: August 1, 2005

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed to June 30, 2006)
Buyer Name: Susan L. Rojas 717-346-8187

CHANGE SUMMARY:

Change buyer name to Susan L. Rojas 717-346-8187, srojas@state.pa.us

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007431, 4600007432, 4600007501 and 4600007502
Change Number : 5
Change Effective Date: October 17, 2005

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2006)
Buyer Name: Angela M. Corish 717-346-4294

CHANGE SUMMARY:

Change buyer name to: Angela M. Corish
Phone: 717-346-4294
Fax: 717-783-6241
Email: acorish@state.pa.us

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 6
Change Effective Date: January 11, 2006

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2006)
Buyer Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

Larry Kitson, Account Manager of Graybar, SAP Agreement #4600007501, has provided the Commonwealth of Pennsylvania with new contact information.

Larry Kitson – Responsible for the overall contract pricing, supplier negotiations and overseeing the account in general.
Account Manager
Phone: 610-797-1212; Ext. 1253 or 800-695-1211
Fax: 610-797-7585
larry.kitson@gbe.com

Jim Moore – Responsible for the day to day coverage of the account and assists Larry Kitson on pricing and overseeing the contract.
Sales Representative
Phone: 717-238-7303
james.l.moore@gbe.com

Customer Service Representatives – responsible for pricing, quotes, orders, returns, etc. for the day to day business of the contract.

Tim Goldner; timothy.goldner@gbe.com ; Phone: 215-336-2211 or 215-218-2498 or 800-967-5917
Bob Singer; robert.singer@gbe.com ; Phone: 717-238-7303
Chris Powley; christopher.powley@gbe.com; 717-238-7303
Bob Kaluncek; robert.kaluncek@gbe.com; 215-336-2211 or 800-967-5917

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007431, 4600007432, 4600007501, 4600007502
Change Number : 7
Change Effective Date: July 1, 2006

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2007)
Buyer Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

In accordance with the Option to Renew clause of the subject contract, the Commonwealth of Pennsylvania and the suppliers listed below have mutually agreed to renew this Contract for an additional year. **The new Contract period is July 1, 2006 through June 30, 2007.** This is the second of four renewals allowed within this contract.

4600007431 FBCS Acquisition LLC, DBA Altura Communication Solutions
4600007432 Teltronics, Inc.
4600007501 Graybar Electric Company, Inc.
4600007502 Anixter, Inc.

NEW PRICE LISTS FOR PARTICIPATING CONTRACTORS ARE LISTED ON THE ATTACHED ITEMS SHEETS. THESE ITEM SHEETS REPLACE IN THEIR ENTIRETY THE ORIGINAL CONTRACT ITEM SHEETS. ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 8
Change Effective Date: June 26, 2006

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2007)
Buyer Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

4600007501 Graybar Electric Company, Inc. submitted a new price list for Panasonic, dated July 1, 2006, which lists the most current models.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORGINALLY WRITTEN.

THIS ITEM SHEET COVERS NEW EQUIPMENT ONLY - REVISED ITEM SHEET (RENEWAL JULY 1, 2007 - JUNE 30, 2008)

Material Number	Item Number	Manufacturer	Price List Name and Date	% Discount	Awarded Supplier
Category 1 - Hands-Free Solutions and Accessories					
137915	1	Plantronics	Plantronics Suggested Price List - August 2005	46%	Graybar
137916	2	GN Netcom	GN Netcom, Inc. 2004 Price List	47%	Graybar
Category 2 - Components Added to Existing Telephone Systems Only					
137919	3	Nortel North American			No Award - Not to be re-bid
284769	4	Avaya Technologies			No Award - Not to be re-bid
137923	5	Toshiba America Information Systems			No Award - Not to be re-bid
284770	6	InterTel Communications	Inter-Tel - Axxess MSRP & Executone MSRP	40% Axxess - 45% Executone	Inter-Tel DID NOT RENEW (7/1/05 - 6/30/06)
137931	7	Comdial			No Award - Not to be re-bid
284771	8	Mitel, Inc.			No Award - Not to be re-bid
284772	9	NEC	NEC America, Inc. DS1000/2000 Price List January, 2006	5%	Graybar
284779	10	Teltronics (former Harris 2020)	Teltronics Schedule A 20-20 Products - March 1, 2005	35%	Teltronics, Inc.
Category 3 - ISDN Phones					
137920	11	Lucent - DISCONTINUED	ISDN CPE Price List June 2004	5%	DISCONTINUED - WILL NOT BE RE-BID Graybar
137921	12	Fujitsu			No Award - Not to be re-bid
137933	13	Tone Commander	General Price List January 2006	0%	Graybar
Category 4 - TTY Devices and Accessories					
137922	14	Ultratec	Ultratec Price List - July 1, 2006	18%	Graybar
Category 5 - Telephones & Peripherals (line cords & answering systems)					
137925	15	Ceeco	Ceeco Price Book 2006	0%	Graybar
137926	16	Gai-Tronics Corporation	2006 Telephony Price List	38%	Anixter
137930	17	Cortelco	Cortelco Distributor Price List for Graybar - July 1, 2006	13%	Graybar
137933	18	Tone Commander	General Price List January 2006	0%	Graybar
137935	19	Panasonic	Panasonic - August 9, 2005	13%	Graybar
137929	20	Polycom	Polycom Retail Price List - January 2006	40%	Graybar
284773	21	Aastra	Graybar Net Prices - July 1, 2006	25%	Graybar
284774	22	Allen Tel Products Inc	Allen Tel Products Inc. - July 1, 2006	35%	Graybar
284775	23	Scitec	Suggested Retail Pricing Schedule - July 1, 2006	10%	Graybar
286660	24	Advanced American Telco	Advanced American Telephones Schedule of Products January 2006	10%	Graybar
286661	25	Adirondack	Adirondack US Fiber Optics - July 1, 2006	35%	Graybar
Category 6 - Paging Equipment					
137932	26	Bogen	Bogen Commercial Audio, Telco & Intercom Equipment - Sept. 1, 2005	6%	Graybar
137934	27	Valcom	Valcom Price List January 2006	6%	Graybar
Category 7 - Components Added to Existing Octel 250 & 350 Voice Processing Systems Only					
284769	28	Avaya			No Award - Not to be re-bid

Category 8 - Components Added to Existing Fujitsu F-9600 Telephone Systems Only					
284776	29	Altura Communication Solutions	Fujitsu F9600 Component Parts, Suggested Public Price List, dated 6/8/2004	25%	
Altura DID NOT RENEW (7/1/07-6/30/08)					
THE ITEM SHEET BELOW COVERS REFURBISHED EQUIPMENT ONLY - REVISED ITEM SHEET (RENEWAL JULY 1, 2007 - JUNE 30, 2008)					
Material Number	Item Number	Manufacturer	Price List Name and Date	% Discount	Awarded Supplier
Category 1 - Refurbished Components Added to Existing Telephone Systems Only					
284777	30	Mitel			No Award - Not to be re-bid
284778	31	NEC			No Award - Not to be re-bid
137936	32	Nortel North American			No Award - Not to be re-bid
284780	33	Toshiba			No Award - Not to be re-bid
Category 2 - Refurbished Phones and Accessories					
284781	34	Lucent			No Award - Not to be re-bid
284782	35	Fujitsu			No Award - Not to be re-bid
284783	36	Tone Commander			No Award - Not to be re-bid
Category 3 - Refurbished Components Added to Existing Octel 250 & 350 Voice Processing Systems Only					
284785	37	Avaya			No Award - Not to be re-bid
Category 4 - Refurbished Components Added to Existing Fujitsu F9600 Telephone Systems Only					
284784	38	Altura Communication Solutions			No Award - Not to be re-bid

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 9
Change Effective Date: January 12, 2007

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2007)
Commodity Specialist Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

Graybar, SAP Agreement #4600007501, has provided the Commonwealth of Pennsylvania with new contact information.

Melissa Cornell – Responsible for the overall contract pricing, supplier negotiations and overseeing the account in general.
Government Account Manager
1039 South 13th Street
Harrisburg, PA 17104
Phone: 717-238-7303
Fax: 717-238-7718
Cell: 717-363-0586
melissa.cornell@gbe.com

Jim Moore – Responsible for the day to day coverage of the account and assists Melissa Cornell on pricing and overseeing the contract.
Sales Representative
1039 South 13th Street
Harrisburg, PA 17104
Phone: 717-238-7303
Fax: 717-238-7718
Cell: 717-579-0070
james.l.moore@gbe.com

Customer Service Representatives – responsible for pricing, quotes, orders, returns, etc. for the day to day business of the contract.

Bob Singer; robert.singer@gbe.com ; Phone: 717-238-7303
Chris Powley; christopher.powley@gbe.com; 717-238-7303

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007432, 4600007501, 4600007502
Change Number : 10
Change Effective Date: April 12, 2007

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2008)
Commodity Specialist Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

In accordance with the Option to Renew clause of the subject contract, the Commonwealth of Pennsylvania and the suppliers listed below have mutually agreed to renew this Contract for an additional year. **The new Contract period will be July 1, 2007 through June 30, 2008.** This is the third of four renewals allowed within this contract.

4600007432 Teltronics, Inc.
4600007501 Graybar Electric Company, Inc.
4600007502 Anixter, Inc.

Altura Communications Solutions, Contract #4600007431, elected not to renew.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 11
Change Effective Date: July 2, 2007

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2008)
Commodity Specialist Name: Angela M. Corish, 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

Graybar, SAP Agreement #4600007501, has provided the Commonwealth of Pennsylvania with new contact information. See attached sheet.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORGINALLY WRITTEN.



GRAYBAR ELECTRIC COMPANY, INC.

Commonwealth of PA Department of General Services Statewide Contracts:

**◆5805-03 Misc. Telephone Equipment ◆6350-03 Surveillance & Security
◆COSTARS-8 ◆COSTARS-3**

Other Contracts: ◆PEPPM ◆GSA ◆PASSHE ITQ ◆US Communities

Local Branch:

Graybar Electric Co.
1039 South 13th Street
Harrisburg, PA 17109

Remit To:

Graybar Electric Co.
P.O. Box 414396
Boston, MA 02241

Headquarters:

Graybar Electric Co.
34 North Meramec Ave.
St. Louis, MO 63105

Primary Points of Contact Info:

Government Account Manager:

Melissa Cornell
Cell Phone #: 717-363-0586
Home Office Phone/Fax #: 717-207-7307
melissa.cornell@gbe.com

Customer Service Representative:

Chris Powley
Harrisburg Office #: 717-238-7303
Harrisburg Office **Toll Free** #: 800-677-7303
Harrisburg Office Fax #: 717-238-7718
chris.powley@gbe.com

Backup Points of Contact Info:

Graybar Government Branch:

Government Team in Teterboro, NJ
Branch Manager: Scott Kennedy
Customer Service Reps: Pat McHugh, Noel Rivera,
Matt Marcaida, Daniel Marcaida, David
Mahadeo
Government Office **Toll Free** Phone #: 800-791-5454
Government Office Fax #: 201-596-2650



[HTTP://WWW.GRAYBAR.COM](http://www.graybar.com)

Contract Reference Number: 5805-03
Collective Number: CN00008551
SRM/SAP Contract Number: 4600007432, 4600007501, 4600007502
Change Number: 12
Change Effective Date: January 23, 2008

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: **MISCELLANEOUS TELEPHONE EQUIPMENT**
Contract Period: Effective Date of January 1, 2004 and Expiration Date of June 30, 2005 (Renewed thru June 30, 2008)
Commodity Specialist Name: Sheryl Kimport 717-346-2670 or Email at skimport@state.pa.us

CHANGE SUMMARY:

The Commodity Specialist assigned to this contract has been changed from Angela Corish to Sheryl Kimport.

Quarterly Reports: As a result of this change, quarterly reports should be emailed to Sheryl.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007432, 4600007501, 4600007502
Change Number : 13
Change Effective Date: May 13, 2008

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2009)
Commodity Specialist Name: Sheryl Kimport, (717) 346-2670
CHANGE SUMMARY:

In accordance with the Option to Renew clause of the subject contract, the Commonwealth of Pennsylvania and the suppliers listed below have mutually agreed to renew this Contract for an additional year. **The new Contract period will be July 1, 2008 through June 30, 2009.** This is the fourth of four renewals allowed within this contract.

4600007432 Teltronics, Inc.
4600007501 Graybar Electric Company, Inc.
4600007502 Anixter, Inc.

Altura Communications Solutions, Contract #4600007431, elected not to renew.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORGINALLY WRITTEN.

Contract Reference Number: 5805-03
Contract Number: 4600007502, 4600007501 & 4600007432
Change Order Number: 14
Change Effective Date: June 1, 2009

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES**

Agency: All using agencies of the Commonwealth
Subject: 90 Day Extension – Miscellaneous Telephone Equipment
Contract Period: 07/01/2004-06/30/2005, 4 renewals 6/30/2009
Commodity Specialist: Sheryl Kimport

In accordance with the Option to Renew/Extension clause of the subject contract, the Commonwealth of Pennsylvania and the suppliers listed below have mutually agreed to renew this Contract for 90 days. **The new Contract period will be September 30, 2009.**

4600007432 Teltronics, Inc.
4600007501 Graybar Electric Company, Inc.
4600007502 Anixter, Inc.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.