

State of New York Executive Department  
Office Of General Services  
New York State Procurement  
Corning Tower Building - 38th Floor  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## CONTRACT AWARD NOTIFICATION

<b>Title</b>	<b>:</b>	<b>Group 05400 - ELECTRIC LAMPS (Statewide)</b>
		<b>Classification Code(s): 39</b>
<b>Award Number</b>	<b>:</b>	<b><u>20936 - E*, EE, ES</u></b> (Replaces Award 02399-EE)
<b>Contract Period</b>	<b>:</b>	<b>July 15, 2008 to July 14, 2014</b>
<b>Bid Opening Date</b>	<b>:</b>	<b>December 4, 2007</b>
<b>Date of Issue</b>	<b>:</b>	<b>July 16, 2008 (Revised March 27, 2014)</b>
<b>Specification Reference</b>	<b>:</b>	<b>As Incorporated In The Invitation for Bids</b>
<b>Contractor Information</b>	<b>:</b>	<b>Appears on Page 2 of this Award</b>

### Address Inquiries To:

State Agencies & Vendors	Political Subdivisions & Others
Name : Ruth K. Quezada Title : Contract Management Specialist I Phone : 518-473-2801 Fax : 518-486-6867 E-mail : <a href="mailto:ruth.quezada@ogs.ny.gov">ruth.quezada@ogs.ny.gov</a>	Customer Services Phone : 518-474-6717 Fax : 518-474-2437 E-mail : <a href="mailto:customer.services@ogs.ny.gov">customer.services@ogs.ny.gov</a>

**The New York State Procurement values your input.  
Complete and return "Contract Performance Report" at end of document.**

### Description

All electric lamps in this contract can be utilized in all residential, commercial & industrial environments. Many of the lamps are energy efficient (many with Energy Star labels) and provide thousands of hours of use. Users of this contract are encouraged to use these energy efficient lamps wherever possible. Please refer to the section under each manufacturer in bolded/highlighted blue type that lists lamps that meet New York State enhanced efficiency specifications.

Three major manufacturers' full catalog lines are available in this contract. They are: General Electric, Osram Sylvania and Philips Lighting.

NOTE: Contact distributors for recycling information.

**PR # 20936**

(continued)

**NOTE: See individual contract items to determine actual awardees.**

<b><u>CONTRACT #</u></b>	<b><u>CONTRACTOR &amp; ADDRESS</u></b>	<b><u>TELEPHONE #</u></b>	<b><u>FED.IDENT.#/ NYS VENDOR ID#</u></b>
PC63873	GENERAL ELECTRIC COMPANY D/B/A G.E. CONSUMER and INDUSTRIAL LIGHTING 325 FOXBORO BLVD FOXBORO, MA 02035	508-698-7619 Michael F. Lancaster FAX NO: 978-437-1015 E-Mail: michael.lancaster@ge.com Web Site: www.gelighting.com	140689340 1000013673
PC63874	OSRAM SYLVANIA PRODUCTS, INC. 100 ENDICOTT STREET DANVERS, MA 01923	800-795-8264 917-209-5343 Patrick Dunleavy FAX NO.: 516-333-6531 E-Mail: patrick.dunleavy@sylvania.com Web Site: www.sylvania.com	043349012 1000005283
PC63875	PHILIPS LIGHTING CO. A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORP. 200 FRANKLIN SQUARE DR. SOMERSET, NJ 08875	800-555-0050 315-488-7748 Chris Chao FAX NO: 732-652-4328 E-Mail: chris.chao@philips.com Web Site: www.philips.com	133429115 1000013122

Cash Discount, If Shown, Should be Given Special Attention.

**INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.**  
**(See "Contract Payments" and "Electronic Payments" in this document.)**

AGENCIES SHOULD NOTIFY THE NEW YORK STATE PROCUREMENT PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO THE NEW YORK STATE PROCUREMENT.

**SMALL, MINORITY AND WOMEN-OWNED BUSINESSES:**

The letters SB listed under the Contract Number indicate the contractor is a NYS small business. Additionally, the letters MBE and WBE indicate the contractor is a Minority-owned Business Enterprise and/or Woman-owned Business Enterprise.

**RECYCLED, REMANUFACTURED AND ENERGY EFFICIENT PRODUCTS:**

The New York State Procurement supports and encourages the purchase of recycled, remanufactured, energy efficient and "energy star" products. If one of the following codes appears as a suffix in the Award Number or is noted under the individual Contract Number(s) in this Contract Award Notification, please look at the individual awarded items for more information on products meeting the suffix description.

RS,RP,RA	Recycled
RM	Remanufactured
SW	Solid Waste Impact
EE	Energy Efficient
E*	EPA Energy Star
ES	Environmentally Sensitive

(continued)

**NOTE TO AUTHORIZED USERS:**

When placing purchase orders under the contract(s), the authorized user should be familiar with and follow the terms and conditions governing its use which usually appears at the end of this document. The authorized user is accountable and responsible for compliance with the requirements of public procurement processes. The authorized user must periodically sample the results of its procurements to determine its compliance. In sampling its procurements, an authorized user should test for reasonableness of results to ensure that such results can withstand public scrutiny.

The authorized user, when purchasing from OGS contracts, should hold the contractor accountable for contract compliance and meeting the contract terms, conditions, specifications, and other requirements. Also, in recognition of market fluctuations over time, authorized users are encouraged to seek improved pricing whenever possible.

Authorized users have the responsibility to document purchases, particularly when using OGS multiple award contracts for the same or similar product(s)/service(s), which should include:

- a statement of need and associated requirements,
- a summary of the contract alternatives considered for the purchase,
- the reason(s) supporting the resulting purchase (e.g., show the basis for the selection among multiple contracts at the time of purchase was the most practical and economical alternative and was in the best interests of the State).

**PRICE:**

Price includes all customs duties and charges and be net, F.O.B. destination any point in New York State as designated by the ordering agency including tailgate delivery.

In addition, upon mutual agreement, delivery locations may be expanded per the "Extension of Use" clause.

**EPA ENERGY STAR PROGRAM:**

The Federal EPA, in cooperation with manufacturers, continues a program to foster the manufacture of energy efficient equipment. New York State fully supports this effort and requires all products offered to comply with EPA Energy Star guidelines for energy efficiency. The State may discontinue use of and/or delete from contract selected products as mandated by any NYS energy legislation that is enacted during the term of this contract. The contractor shall have no recourse with the State for such discontinuance/deletion.

**ELECTRIC LAMPS GUIDELINES**

This contract contains the complete catalog product lines of General Electric Lighting, Philips Lighting and Osram Sylvania lamps.

As a guideline to what lamps are included in this contract, a brief description of each type lamp and energy efficiency advantages are noted.

**Compact Fluorescent Lamps (CFL):**

These lamps are among the most energy efficient available in the market today. In many cases, they are ideal replacements for standard incandescent lamps. Using CFLs can result in an average energy cost savings of up to 75% versus regular incandescent lamps of comparable light output. In addition, these lamps provide up to at least 10 times longer life than incandescent lamps. Current technology now enables these lamps to fit in all kinds of lighting fixtures, like: table lamps, wall sconces and ceiling fixtures. In summary, if you have a regular incandescent lamp in your table lamp right now, take it out and simply replace it with a compact fluorescent lamp, and you won't have to replace this lamp again for the next 10,000 hours of use.

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ELECTRIC LAMPS GUIDELINES (Cont'd)

**Fluorescent Lamps:**

These lamps are the standard in most office buildings today. However, improvements to fluorescent lamps have lengthened its service life, ranging from 12,000 to 20,000 hours. In addition, these lamps are available in rapid start and instant start versions, and in various sizes and shapes. One of the most energy efficient standard fluorescent lamps is the T8 (one-inch diameter) size lamp. Many offices today probably still have the T12 (1-1/2 inch diameter) lamp, which was the standard for many years; but T8 lamps offer better color rendering. However, if upgrading from T12 to a T8, the ballast in that fixture will have to be upgraded for use with these T8 lamps as well.

**Tungsten Halogen Lamps:**

These lamps provide a small, highly efficient source of white light with high color rendition. However, unlike incandescent lamps, these lamps contain a halogen gas, allowing it to burn more intensely without reducing its service life. The only drawback is the very high temperatures that some of these lamps operate at for its intense light; thus requires very careful use to prevent catching fire or getting skin burns.

**High Intensity Discharge (HID) Lamps:**

Most of these HID type lamps have longer life than incandescent lamps. Metal Halide and High Pressure Sodium type lamps are the most common HID versions available in the market, and are all available on this contract.

HID lamps are ideal for use in several applications, such as: stores, public places, industrial areas, gymnasiums, floodlighting, street lighting, parking areas, security and roadways.

**NOTE: Mercury vapor lamps are banned for sale. There is sufficient product availability of suitable replacement HID lamps that can fit into existing Mercury vapor lamp ballasts.**

**Incandescent Lamps:**

These lamps are the original ones that ushered in the electric light industry. These are still the standard lamps found in most lighting applications, such as table lamps or desk lamps. By heating the filament in the lamp, it creates the light. The hotter the filament, the more efficient it is in delivering light. The drawback is that the hotter the filament gets, the shorter its service life. When compared to compact fluorescent lamps mentioned above (which average 10,000 hours of life), incandescent lamps can only deliver an average of 1,000 hours; making these lamps among the least efficient available today. On the up side, these lamps are among the cheapest in the market.

To summarize: All contract users should carefully assess its lighting needs and make every effort to use the most energy efficient lamps available in the market. Some may carry a higher initial cost, but the payback will be much greater in the long run.

**NEW YORK STATE ENHANCED EFFICIENCY SPECIFICATIONS**

**Compact Fluorescent Lamps (CFL):**

The lamps shall have the following features:

1. Shall meet the latest supplements of applicable ANSI/NEMA Standard C78.4.
2. Average rated minimum of 6,000 hours for standard life and 10,000 hours for extended life, respectively.
3. Color Rendering Index (CRI) of no less than 80% and have a power factor (PF) above 50%.
4. Color Temperature (K) of no less than 2700.
5. Maximum Hg content – 5 mg.

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**NEW YORK STATE ENHANCED EFFICIENCY SPECIFICATIONS (Cont'd)**

**ENERGY STAR REQUIREMENTS FOR COMPACT FLUORESCENT LAMPS:**

The compact fluorescent lamps shall be able to provide the following efficiency levels, as recommended by the Federal Energy Management Program (FEMP) and utilized in the “Green Lights/Energy Star” program:

<b>Specification Item</b>	<b>ENERGY STAR Requirement</b>
Lamp Power (Watts) & Configuration <sup>1</sup>	Minimum Efficacy: Lumens/watt (Based Upon initial lumen data <sup>2</sup> )
<u>Bare lamp:</u> Lamp power <15 Lamp power ≥15	45.0 60.0
<u>Covered lamp (no Reflector)</u> Lamp power <15 ≥15 lamp power ≤19 >19 lamp power <25 Lamp power ≥ 25	40.0 48.0 50.0 55.0
<u>W/Reflector:</u> Lamp power <20 Lamp power ≥20	33.0 40.0

<sup>1</sup>Take performance and electrical requirements at the end of the 100-hour aging period according to the latest supplement of ANSI C78.5. The lamp efficacy shall be the average of the lesser of the lumens per watt measured in the base up and base down positions. Use wattages placed on packaging to select proper specification efficacy in this table, not measured wattage. Labeled wattages are for reference only.

<sup>2</sup>Efficacies are based on measured values for lumens and wattages from pertinent test data. Wattages and lumens placed on packages may not be used in calculation and are not governed by this specification. For multi-level or dimmable systems, measurement shall be at the highest setting. Acceptable measurement error is +/-3%.

**EFFICIENCY RECOMMENDATIONS (ER) FOR FLUORESCENT LAMPS:**

The fluorescent lamps shall at a minimum, meet the “recommended” efficiency levels, as described by the Federal Energy Management Program (FEMP) and utilized in the "Energy Star" program:

<b>Efficiency Recommendation</b>		
Lamp Type	Recommended	Best Available
Four-Foot Lamps		
T8, 32 watts	2800 lumens or more	3100 lumens
T12, 34 watts	2800 lumens or more	2900 lumens
Eight-Foot Lamps		
T8, 59 watts	5700 lumens or more	6100 lumens
T12, 60 watts	5600 lumens or more	6000 lumens
U-Tube Lamps		
T8/U, 31-32 watts	2600 lumens or more	2900 lumens
T12/U, 34 watts	2700 lumens or more	2760 lumens

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**NEW YORK STATE ENHANCED EFFICIENCY SPECIFICATIONS (Cont'd)**

**ADDITIONAL SPECIFICATIONS (T8 + T12 LAMPS)**

**T 12 Fluorescent Lamps:**

The following table identifies three energy efficient and environmentally friendly classes of T 12 fluorescent lamps that will be highlighted on the resultant contract award and strongly encouraged for agency purchase in accordance with their form, function, and utility needs. Bidders must indicate which T 12 lamps included in their bid meet these specifications. This does not preclude bidding on lamps that do not meet this enhanced specification.

**TABLE 1**

NEMA Class	Tube Type	Minimum Color Rendering Index (CRI)	Minimum Rated Lamp Life (See Note 1)	Maximum Hg Content
34W/48T12/G13/RS	Straight	70	20,000 hours	10 mg
60W/96T12/Fa8/IS	Straight	70	12,000 hours	10 mg
34W/22T12/U6/2G13/RS	U-Bend	70	18,000 hours	10 mg

NOTE 1: Minimum rated lamp life is based on 3 hr/start cycle testing with a 0.9 magnetic rapid start ballast. However, minimum rated lamp life for single pin (Fa8) base lamps is based on 3 hr/start cycle testing with a 0.9 electronic instant start ballast.

**T 8 Fluorescent Lamps:**

The following table identifies four energy efficient and environmentally friendly classes of T 8 fluorescent lamps that will be highlighted on the resultant contract award and strongly encouraged for agency purchase in accordance with their form, function, and utility needs. Bidders must indicate which T 8 lamps that are included in their bid meet these specifications. This does not preclude bidding on lamps that do not meet this enhanced specification.

**TABLE 2**

NEMA Class	Tube Type	Minimum Color Rendering Index (CRI)	Minimum Rated Lamp Life (See Note 2)	Maximum Hg Content
32W/48T8/G13/IS	Straight	80	18,000 hours	5 mg
59W/96T8/Fa8/IS	Straight	80	18,000 hours	10 mg
31W/22T8/U1/2G13/IS	U-Bend	80	18,000 hours	10 mg
32W/22T8/U6/2G13/IS	U-Bend	80	18,000 hours	10 mg

NOTE 2 Minimum rated lamp life is based on 3 hr/start cycle testing with a 0.9 electronic instant start ballast.

The lamps that meet the above T 8 and T 12 additional specification in Table 1 and 2 will be referenced in the award document. Agencies will be strongly encouraged to purchase these lamps whenever possible based on their form, function, and utility requirements because of the lamps' energy efficiency and environmentally friendly specifications

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**CONTRACTOR, LOT I (Items #1-6): G. E. CONSUMER & INDUSTRIAL LIGHTING (To be supplied by distributors - Please see \*NOTE after Item #6)**

**LOT I - G.E. CONSUMER & INDUSTRIAL LIGHTING**

**ITEM 1 - COMPACT FLUORESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 90%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (%) in the Net Price Each column.

Number & Date of Price Schedule: 9200-T; 11/07/2011  
Title of applicable Lowest Price Column: Net Price Each  
Guaranteed Delivery: 3-10 Days A/R/O

**ITEM 2 - FLUORESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 90%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (%) in the Net Price Each column.

Number & Date of Price Schedule: 9200-T; 11/07/2011  
Title of applicable Lowest Price Column: Net Price Each  
Guaranteed Delivery: 3-10 Days A/R/O

**ITEM 3 - TUNGSTEN HALOGEN LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 89%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (%) in the Net Price Each column.

Number & Date of Price Schedule: 9200-T; 11/07/2011  
Title of applicable Lowest Price Column: Net Price Each  
Guaranteed Delivery: 3-10 Days A/R/O

**ITEM 4 - HIGH INTENSITY DISCHARGE LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 91%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (%) in the Net Price Each column.

Number & Date of Price Schedule: 9200-T; 11/07/2011  
Title of applicable Lowest Price Column: Net Price Each  
Guaranteed Delivery: 3-10 Days A/R/O

**ITEM 5 - INCANDESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 89%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (%) in the Net Price Each column.

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**CONTRACTOR, LOT I (Items #1-6): G. E. CONSUMER & INDUSTRIAL LIGHTING (To be supplied by distributors - Please see \*NOTE after Item #6) (Cont'd)**

Number & Date of Price Schedule: 9200-T; 11/07/2011  
Title of applicable Lowest Price Column: Net Price Each  
Guaranteed Delivery: 3-10 Days A/R/O

**ITEM 6 - EXCLUDED LAMPS**

(Includes all lamps listed manufacturer's "excluded lamps" price list schedule)

\*Discount from tendered Manufacturer's Current Published Price Schedule: 75%

Discount applies to all Catalog items considered to fall in this same category.

Number & Date of Price Schedule: 9200-T - EXC; 12/4/2006  
Title of applicable Lowest Price Column: Suggested Trade Net Price Each  
Guaranteed Delivery: 3-10 Days A/R/O

\*NOTE: G. E. Consumer & Industrial Lighting will utilize a network of distributors and have these companies process and fulfill all orders on their behalf.

Therefore, we are hereby notifying all contract users of the following procedure when ordering any G. E. lamps:

All purchase orders intended for G. E. can be placed and addressed in care of (c/o) the nearest G. E. Consumer & Industrial Lighting distributor (example: G. E. Consumer & Industrial Lighting, c/o ABC Company). Please note that G. E. Consumer & Industrial Lighting's Federal Identification Number (140689340) **must** appear on the purchase order. Thus, included is a list of authorized distributors who will honor the prices on the contract award and will process, ship, bill and receive payment for all orders received.

**List of the G.E. Consumer and Industrial Lighting Electric Lamps meeting the New York State enhanced efficiency specifications.**

**Compact Fluorescent Lamps**

**Self - Ballasted Lamps (FLE/EL series)**

**2 - Pin Low Wattage Biax**

**2 - Pin Double Biax**

**4 - Pin Double Biax**

**4 - Pin Triple Biax**

**4 - Pin High Output Biax**

**Fluorescent Lamps**

**2' T8 ECOLUX**

**3' T8 ECOLUX**

**4' T8 ECOLUX**

**4' T8 ECOLUX XL - Extra Life**

**4' T8 ECOLUX SXL - Super Long Life**

**4' T8 ECOLUX WATT - MISER**

**4' T8 ECOLUX WATT - MISER - Extra Life**

**4' T8 ECOLUX ULTRAMAX**

**4' T8 ECOLUX HIGH LUMEN**

**U6 T8 ECOLUX**

**8' T8 ECOLUX**

**T5 ECOLUX - Nominal 2' (21.6")**

**T5 ECOLUX - Nominal 3' (33.4")**

**T5 ECOLUX - Nominal 4' (45.2")**

**T5 ECOLUX - Nominal 5' (57.1")**

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**CONTRACTOR, LOT I (Items #1-6): G. E. CONSUMER & INDUSTRIAL LIGHTING (To be supplied by distributors - Please see \*NOTE after Item #6) (Cont'd)**

**List of the G.E. Consumer and Industrial Lighting Electric Lamps meeting the New York State enhanced efficiency specifications. (Cont'd)**

**Fluorescent Lamps (Cont'd)**

- T5 High Output ECOLUX - Nominal 2' (21.6")**
- T5 High Output ECOLUX - Nominal 3' (33.4")**
- T5 High Output ECOLUX - Nominal 4' (45.2")**
- T5 High Output ECOLUX - Nominal 5' (57.1")**
- 2' T12 ECOLUX**
- 3' T12 ECOLUX**
- 4' T12 ECOLUX for operation on T8 Ballasts**
- 4' T12 ECOLUX WATT-MISER**
- 8' T12 ECOLUX WATT-MISER**
- 8' T12 ECOLUX WATT-MISER PLUS**
- T8 ECOLUX COV-R-GUARD**
- T12 ECOLUX COV-R-GUARD**

<b>Authorized Distributors for G. E. Consumer and Industrial Lighting</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
<b>CED</b>							
CED-Syracuse	4251 Ridding Road	Syracuse	NY	13221	315-463-9251	315-463-9259	Jim Emmi
CED-Massena	88 Center Street	Massena	NY	13662	315-769-1450	315-769-1445	Jeff Chapman
<b>Drogen Electric</b>							
Drogen Electric	244 River Street	Oneonta	NY	13820	607-432-9010	607-432-3436	Chris Puerile
<b>GRAINGER INDUSTRIAL SUPPLY</b>		Statewide toll free phone number		1-800-225-9994		Or call the local # listed below	
GRAINGER-Upstate	50 McKesson Pkwy.	Buffalo	NY	14225-5116	716-684-1000	518-869-1418	Jennifer Hicks
GRAINGER-Upstate	300 Corporate Blvd.	Newburgh	NY	12550-6402	845-567-6900	518-869-1418	Jennifer Hicks
GRAINGER-Upstate	1999 Mt. Read Blvd.	Rochester	NY	14615-3700	585-427-8570	518-869-1418	Jennifer Hicks
GRAINGER-Upstate	430 W. Metro Park	Rochester	NY	14623-2619	585-427-8570	518-869-1418	Jennifer Hicks
GRAINGER-Upstate	6285 E. Malloy Rd.	Syracuse	NY	13057-1070	315-433-2771	518-869-1418	Jennifer Hicks
GRAINGER-Upstate	Ithaca Number				607-272-9149	518-869-1418	Jennifer Hicks
GRAINGER- Utica	9446 St. Rt. 49	Marcy	NY	13403-2342	315-734-0424	518-869-1418	Jennifer Hicks
GRAINGER-Albany	35 Corporate Circle	Albany	NY	12203-5154	518-869-1414	518-869-1418	Jennifer Hicks
GRAINGER-Binghamton	2809 Old Vestal Rd.	Vestal	NY	13850-2047	607-729-1133	518-869-1418	Jennifer Hicks
GRAINGER- LI	199 Orville Drive	Bohemia	NY	11716-2507	631-567-8591	518-869-1418	Jennifer Hicks
GRAINGER- LI	1 Park Drive	Melville	NY	11747-3075	631-391-3030	518-869-1418	Jennifer Hicks
GRAINGER- LI	2040 Jericho Turnpike	New Hyde Park	NY	11040-4741	516-358-6200	518-869-1418	Jennifer Hicks
GRAINGER-Hauppauge	70 Marcus Blvd.	Hauppauge	NY	11788-3704	631-457-8500	518-869-1418	Jennifer Hicks
GRAINGER-NYC	1143 Longwood Ave.	Bronx	NY	10474-5712	718-503-9770	518-869-1418	Jennifer Hicks
GRAINGER-NYC	815 Third Ave.	Brooklyn	NY	11232-1511	718-499-1500	518-869-1418	Jennifer Hicks
GRAINGER-NYC	505 Saw Mill River Rd.	Elmsford	NY	10523-1093	914-347-6800	518-869-1418	Jennifer Hicks
GRAINGER-NYC	150 Varick St.	New York	NY	10013-1218	212-463-9566	518-869-1418	Jennifer Hicks
GRAINGER-NYC	619 W 54 <sup>th</sup> St. FL 1	New York	NY	10019-3545	212-629-5660	518-869-1418	Jennifer Hicks
GRAINGER-NYC	58-45 Grand Ave.	Maspeth	NY	11378-3299	718-326-1598	518-869-1418	Jennifer Hicks

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<b>Authorized Distributors for G. E. Consumer and Industrial Lighting (Cont'd)</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
<b>GRAYBAR ELECTRIC</b>							
Graybar Electric	175 Dewey Avenue	Rochester	NY	14608	716-458-3600	585-458-6782	Patrick Davis
Graybar Electric	180 Perry Street	Buffalo	NY	14204	716-854-3700	716-854-3570	Richard Ogrodnik
Graybar Electric	Deere Rd. & Industrial Pkwy.	Syracuse	NY	13206	315-437-8333	315-437-4985	John Bierman
Graybar Electric	1220 Myrtle Street	Erie	PA	16512	814-461-8888	814-461-9999	Mark Rog
Graybar Electric	21-15 Bridge Plaza North	Long Island City	NY	11101	718-392-2000	718-361-1942	Ray Capone
Graybar Electric	229 Church St.	Albany	NY	12202	518-436-4761	518-434-6739	Dave Brown
Graybar Electric	6 Central Avenue	Hauppauge	NY	11788	631-234-7200	631-234-8160	Dina Platti
<b>MONARCH ELECTRIC</b>							
Monarch Electric	1 Comac Loop	Ronkonkoma	NY	00001-1779	631-467-2222	631-467-2299	Jim Lehane
<b>REXEL</b>							
Rexel-Binghamton	727 Azon Road	Johnson City	NY	13790	607-722-2394	607-772-6038	Tony Gaimari
Rexel-Buffalo	1885 Harlem Road	Buffalo	NY	14212	716-854-3270	716-854-2987	Ken Campbell
Rexel-Elmira	900 East Church Street	Elmira	NY	14901	607-733-6646	607-732-0986	Joe Duchy
Rexel-Falconer	2020 Allen Street Ext.	Falconer	NY	14733	716-488-0216	716-664-2695	Matt Bebee
Rexel-Bradford, PA	550 East Main Street	Bradford	PA	16701	814-368-4173	814-368-7240	Bill Glendinning

**CONTRACTOR & MANUFACTURER, LOT II (Items #1-6): PHILIPS LIGHTING CO. (To be supplied by distributors - Please see \*NOTE after Item #6)**

**LOT II - PHILIPS LIGHTING CO.**

**ITEM 1 - COMPACT FLUORESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 86%

Discount applies to all PL-S Catalog items considered to fall in this same category, except for excluded items that are indicated with a (t) in the User Price column.

Number & Date of Price Schedule: PS-100-U; 08/15/2011

Title of applicable Lowest Price Column: User Price

Guaranteed Delivery: 1-5 Days A/R/O

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**CONTRACTOR & MANUFACTURER, LOT II (Items #1-6): PHILIPS LIGHTING CO. (To be supplied by distributors - Please see \*NOTE after Item #6) (Cont'd)**

**ITEM 2 - FLUORESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 86%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (t) in the User Price column.

Number & Date of Price Schedule: PS-100-U; 08/15/2011  
Title of applicable Lowest Price Column: User Price  
Guaranteed Delivery: 1-5 Days A/R/O

**ITEM 3 - TUNGSTEN HALOGEN LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 86%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (t) in the User Price column.

Number & Date of Price Schedule: PS-100-U; 08/15/2011  
Title of applicable Lowest Price Column: User Price  
Guaranteed Delivery: 1-5 Days A/R/O

**ITEM 4 - HIGH INTENSITY DISCHARGE LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 86%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (t) in the User Price column.

Number & Date of Price Schedule: PS-100-U; 08/15/2011  
Title of applicable Lowest Price Column: User Price  
Guaranteed Delivery: 1-5 Days A/R/O

**ITEM 5 - INCANDESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 86%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (t) in the User Price column.

Number & Date of Price Schedule: PS-100-U; 08/15/2011  
Title of applicable Lowest Price Column: User Price  
Guaranteed Delivery: 1-5 Days A/R/O

(continued)

**CONTRACTOR & MANUFACTURER, LOT II (Items #1-6): PHILIPS LIGHTING CO. (To be supplied by distributors - Please see \*NOTE after Item #6) (Cont'd)**

**ITEM 6 - EXCLUDED LAMPS**

(Shall include all lamps listed in manufacturer's "excluded lamps" price list schedule)

\*Discount from tendered Manufacturer's Current Published Price Schedule: 60%

Discount applies to all Catalog items considered to fall in this same category.

Number & Date of Price Schedule: PS-100-U; 08/15/2011

Title of applicable Lowest Price Column: User Price

Guaranteed Delivery: 1-5 Days A/R/O

\*NOTE: Philips Lighting Co. will utilize a network of distributors and has these companies process and fulfill all orders on their behalf.

Therefore, we are hereby notifying all contract users of the following procedure when ordering any Philips lamps:

All purchase orders intended for Philips can now be placed and addressed in care of (c/o) the nearest Philips Lighting distributor (example: Philips Lighting Co., c/o ABC Company). Please note that Philips Lighting Company's Federal Identification Number (133429115) **must** appear on the purchase order. Thus, included is a list of authorized distributors who will honor the prices on the contract award and will process, ship, bill and receive payment for all orders received.

**List of the Philips Lighting Company Lamps meeting the New York State enhanced efficiency specifications.**

**Compact Fluorescent Lamps**

**Deco Twister EL/md T11**  
**Deco Twister EL/md T13**  
**Deco Twister EL/md T18**  
**Deco Twister EL/md T23**  
**Deco Twister EL/md T27**  
**Deco Twister EL/md T32**  
**Deco Twister EL/md T27 4000K**  
**Universal SLS 14 ALTO**  
**Marathon Table EL/T34**  
**Reflection Flood EL/A R20**  
**Reflection Flood EL/A R30**  
**Reflection Flood EL/A R40**  
**Reflection Flood EL/A PAR38**  
**Reflection Flood EL/A PAR38 2 Piece**  
**Reflection Flood EL/A R30 DIM**  
**Reflection Flood EL/A PAR38 DIM**  
**Soft White & EL/SWP 9**  
**Soft White & EL/SWP 14**  
**Soft White & EL/SWP 20**  
**Vanity Globe EL/A 9 G25**  
**Outdoor EL/014**  
**Outdoor EL/019**

(continued)

**CONTRACTOR & MANUFACTURER, LOT II (Items #1-6): PHILIPS LIGHTING CO. (To be supplied by distributors - Please see \*NOTE after Item #6) (Cont'd)**

**List of the Philips Lighting Company Lamps meeting the New York State enhanced efficiency specifications.**

**Fluorescent Lamps**

**ALTO Series**

- F32T8**
- F34T12**
- F96T8**
- F96T12**
- FB32T8**
- FB34T12**
- F32T8 Long Life**
- F32T8 High Lumen**
- F32T8 Energy Saving**
- Energy Advantage T8 Long Life 28 Watt**
- Energy Advantage T8 Long Life 30 Watt**
- F32T8 High Color Rendering**
- FB32T8 Energy Saving**

<b>Authorized Distributors for Philips Lighting Company</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
Aetna Lighting	535 South Broadway	Hicksville	NY	11801	516-931-4400	516-931-2223	Rich Curtin
AG Electrical Supply	2751 Grand Avenue	Bellmore	NY	11710	516-221-2209	516-221-3156	Pete Ray
American Electric Supply	776 Albany Street	Schenectady	NY	12307	518-377-8500	518-346-1327	Darrell Spraragen
Askco Electric Supply	14 Cooper Street	Glens Falls	NY	12801	518-798-9503	518-798-9641	Jeff Roberts
Avon-Wesco #7545	60 Hoffman Avenue	Hauppauge	NY	11788	631-582-4770	631-582-1030	Ken Moskowitz
Benfield Electric Supply	25 Lafayette Avenue	White Plains	NY	10603	914-948-6660	914-993-0558	Frank DeMasi
Benfield Electric Supply	12 North Airmont Rd.	Suffern	NY	10901	845-368-3500	845-369-3981	Reno Macchiarola
Benfield Electric Supply	Route 311, P.O. Box 441	Patterson	NY	12563	845-878-2000	845-878-2044	Michelle Sweene
Benfield Electric Supply	708-12 133 <sup>rd</sup> Street	Bronx	NY	10454	718-706-8600	718-706-8665	Rich Franco
Booth Electric Supply	60 Liberty Street	Batavia	NY	14020	585-343-4500	585-343-5923	Terry Schurr
Booth Electric Supply	520 N. Meadow Street	Ithaca	NY	14850	607-272-6161	607-275-0109	Jack Mckittrick
Booth Electric Supply	75 East North Street	Geneva	NY	14456	607-789-4505	315-789-4761	Sean Unce
Booth Electric Supply	7330 Hammondsport Road	Bath	NY	14810	607-776-5223	607-776-7911	Tom Swarhout
Booth Electric Supply	101 East Second St.	Elmira	NY	14902	607-733-9188	607-733-9377	Glen Van Wormer
Bulbtronics, Inc.	25 Banfi Plaza	Farmingdale	NY	11735	631-249-2272	631-249-6066	Barbara Kaplan

(continued)

<b>Authorized Distributors for Philips Lighting Company (Cont'd)</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
Carstens Electric	1002 Castleton Ave.	Staten Island	NY	10310	718-448-2310	212-273-3063	Godfrey Carstens
Champlain Valley Electric	Hammond Lane	Plattsburgh	NY	12901	518-561-8585	518-561-2998	Paul Murray
City Electric Co.	504 West Genessee St. P.O. Box 1018	Syracuse	NY	13201	315-474-7841	315-474-7838	Richard Andrella
City Electric Co.	212 Farrier Ave.	Oneida	NY	13421	315-361-4149	315-361-9650	Jim Stock
City Electric Co.	27 West Utica St.	Oswego	NY	13126	315-343-2739	315-343-3016	John Honan
City Electric Co.	23763 NYS Route 12	Watertown	NY	13601	315-782-0704	315-782-1183	Gary Parker
City Electric Co.	1110 Champlain St.	Ogdensburg	NY	13669	315-361-4149	315-361-9650	Jim Stock
City Electric Co.	1186 ½ Erie Blvd. West	Rome	NY	13440	315-337-0283	315-337-0529	Doug Scott
Duplex Electric	95 Seaview Blvd.	Port Washington	NY	11050	516-625-8181	516-625-8154	Joe Casalino
Edward Joy Electric	905 Canal St.	Syracuse	NY	13217	315-474-3361	315-479-8804	Gary Ingersall
GoodMart, LLC d/b/a GoodMart Lighting & Electrical Supply	232 Madison Ave., Suite 405	New York City,	NY	10016	212-792-0210 ext. 3001	212-208-2480	Willie Huggins
Greenvale Electric	385 Glen Cove Rd.	Greenvale	NY	11548	516-671-1440	516-674-4074	Ron Barshop
Harris Supply	36 Central Place	Wellesville	NY	14895	800-626-1660	585-593-5184	Rich Barie
LB Electric Supply Co.	5202 New Utrecht Ave.	Brooklyn	NY	11219	718-435-4700	718-854-5080	Lisa Lifton
Liberty-Wesco #7579	326 Rockaway Ave.	Brooklyn	NY	11212	718-342-5790	718-498-1455	Stephen Mayer
Lite Concepts	540 Nepperhan Avenue Suite 200	Yonkers	NY	10701	914-966-3281	914-966-3288	Greg Aery
MSC Industrial Supply	75 Maxess Road	Melville	NY	11747	585-272-0860	585-272-1245	John Mingst
Maynards Electric Supply	3445 Winton Place #107	Rochester	NY	14623	585-272-0860	585-272-1245	Kim Kline
Maynards Electric Supply	123 North Clark Street	Olean	NY	14760	716-373-2811	716-373-3647	Tom Hall
Maynards Electric Supply	135 Seneca Street	Hornell	NY	14843	607-324-6153	607-324-1607	Tim Hall
Maynards Electric Supply	1776 Clinton Ave. North	Rochester	NY	14621	716-266-6060	716-266-6408	Nick Lopuchowycz
Maynards Electric Supply	411 West 3 <sup>rd</sup> St.	Jamestown	NY	14701	716-664-6460	716-488-1126	Pete Seca
Michaels Electrical Supply	456 Merrick Rd.	Lynbrook	NY	11563	516-593-7200	516-612-6057	Jeff Birnbaum
Monarch Electric Company	33 Comac Loop Unit #6	Ronkonkoma	NY	11779	631-467-2222	631-467-2299	Barbara Barbo
Monarch Electric Company	589 North Avenue	New Rochelle	NY	10801	914-632-0144	914-632-6692	Eugene DiCaprio
Regency Lighting	330 Washington Ave. - Suite 330B	Carlstadt	NJ	07072	800-284-2024	800-763-7636	Roger Dann
Revco Electric Supply	360 County Route 39A	Southampton	NY	11968	631-283-3600	631-283-6326	Rick Chapman
Schwing Electrical	122 Allen Blvd.	Farmingdale	NY	11735	516-391-3330	516-420-1545	Joe Wright
Schwing Electrical	550 East Main Street	Riverhead	NY	11901	516-727-1155	516-727-0180	Bob Dunigan
Schwing Electrical	631 County RD. #39	Southampton	NY	11968	631-287-4411	631-287-4543	Sam Grant
Schwing Electrical	445 Westbury Blvd.	Uniondale	NY	11553	516-292-2255	516-292-2350	James Ohm
The Bulb Man	2207 Elmwood Avenue	Buffalo	NY	14216	716-875-2852	716-875-9764	Michael Kowalski

(continued)

<b>Authorized Distributors for Philips Lighting Company (Cont'd)</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
Thorpe Electric Supply	27 Washington Avenue	Rensselaer	NY	12144	518-462-5496	518-462-3891	Jim Cirilli
Troy Light Company	85 Congress Street	Troy	NY	12180	518-274-6931	518-274-6943	Jack Casey
Turtle & Hughes	1900 Lower Rd.	Linden	NJ	07036	732-574-3600	732-574-3723	Pete Landers
United Electric Power	230 Duffy Ave.	Hicksville	NY	11801	888-708-6483	888-618-6483	Jerry DiCunzolo
Wolberg Electric Supply	35 Industrial Park Rd.	Albany	NY	12206	518-489-8451	518-489-4335	Glenn Nelson
WESCO #1350	331 Mill Street	Poughkeepsie	NY	12601	845-452-9000	845-452-4720	Bob Jordy
WESCO #1338	424 Commerce Road	Vestal	NY	13850	607-729-1561	607-770-1679	Jackie Felton
WESCO #1344	120 Galleria Drive	Cheektowaga	NY	14225	716-684-7300	716-684-7310	John Lovelace
WESCO #1336	6581 Townline Road	Syracuse	NY	13201	315-454-5500	315-463-0326	Bob Hoose
WESCO #1339	1523 Mt. Read Blvd.	Rochester	NY	14606	585-458-1100	585-458-0864	Ken Gleason
WESCO #1341	465 Newell Street	Watertown	NY	13601	315-788-7700	315-788-0908	Calvin Johnson
Zeller Electric	1000 University Ave.	Rochester	NY	14607	585-254-8840	585-254-0982	John Finter

(continued)

**CONTRACTOR, LOT III (Items #1-6): OSRAM SYLVANIA PRODUCTS, INC. (To be supplied by distributors - Please see \*NOTE after Item #6)**

**LOT III: OSRAM SYLVANIA PRODUCTS, INC.**

**ITEM 1 - COMPACT FLUORESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 85.96%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (.) in the Suggested User Price Column.

Number & Date of Price Schedule: 11-3-C; 09/1/2011

Title of applicable Lowest Price Column: Suggested User Price

Guaranteed Delivery: 10 Days A/R/O

**ITEM 2 - FLUORESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 89.10%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (.) in the Suggested User Price Column.

Number & Date of Price Schedule: 11-3-C; 09/1/2011

Title of applicable Lowest Price Column: Suggested User Price

Guaranteed Delivery: 10 Days A/R/O

**ITEM 3 - TUNGSTEN HALOGEN LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 81.66%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (.) in the Suggested User Price Column.

Number & Date of Price Schedule: 11-3-C; 09/1/2011

Title of applicable Lowest Price Column: Suggested User Price

Guaranteed Delivery: 10 Days A/R/O

**ITEM 4 - HIGH INTENSITY DISCHARGE LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 90.40%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (.) in the Suggested User Price Column.

Number & Date of Price Schedule: 11-3-C; 09/1/2011

Title of applicable Lowest Price Column: Suggested User Price

Guaranteed Delivery: 10 Days A/R/O

**ITEM 5 - INCANDESCENT LAMPS**

\*Discount from tendered Manufacturer's Current Published Price Schedule: 87.13%

Discount applies to all Catalog items considered to fall in this same category, except for excluded items that are indicated with a (.) in the Suggested User Price Column.

Number & Date of Price Schedule: 11-3-C; 09/1/2011

Title of applicable Lowest Price Column: Suggested User Price

Guaranteed Delivery: 10 Days A/R/O

(continued)

**CONTRACTOR, LOT III (Items #1-6): OSRAM SYLVANIA PRODUCTS, INC. (To be supplied by distributors - Please see \*NOTE after Item #6) (Cont'd)**

**ITEM 6 - EXCLUDED LAMPS**

(Includes all lamps listed manufacturer's "excluded lamps" price list schedule)

**ITEM 6 ONLY:**

NO AWARD - See Lots I and II

\*NOTE: Osram Sylvania Products, Inc. will utilize a network of distributors and has these companies process and fulfill all orders on their behalf.

Therefore, we are hereby notifying all contract users of the following procedure when ordering any Osram Sylvania lamps:

All purchase orders intended for Osram Sylvania Products, Inc. can now be placed and addressed in care of (c/o) the nearest Lighting distributor (example: Osram Sylvania Products, Inc., c/o ABC Company). Please note that Osram Sylvania Products, Inc. Federal Identification Number (043349012) **must** appear on the purchase order. Thus, included is a list of authorized distributors who will honor the prices on the contract award and will process, ship, bill and receive payment for all orders received.

**List of Osram Sylvania Products, Inc. Lamps meeting the New York State enhanced efficiency specifications.**

**Compact Fluorescent Lamps**

**DULUX EL Series**

**DULUX S, DULUX D, D/E, DULUX L, DULUX T, T/E, T/E/IN**

**Fluorescent Lamps**

**All OCTRON**

**OCTRON 800, 800XP, 800XPS**

**PENTRON/ECO, PENTRON HO/ECO**

**FB34/SS/ECO**

**F40/ECO and F34/SS/ECO**

**F96T12ECO and F96T12/SS/ECO**

<b>Authorized Distributors for Osram Sylvania Products, Inc.</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
AAI	70 Wright Circle	Auburn	NY	13021	800-333-0519	315-255-2889	Joe Fantasia ext 205
AAI	6500 New Venture Gear Dr.	Syracuse	NY	13057	800-333-0519	315-437-6374	Joe Corbin ext 204
AAI	161 North Jensen Rd.	Vestal	NY	13850	800-333-0519	617-644-9041	Karl Newman
Aery Lighting	540 Nepperhan Ave. Suite 200	Yonkers	NY	10701	914-966-3267	914-966-3268	Greg Aery
AG Electrical Supply, Inc.	2751 Grand Ave.	Bellemore	NY	11710	516-221-2209	516-221-3166	Pete Ray
American Paper & Supply	10 Industrial Road	Carlstadt	NJ	07072	201-939-4200	201-393-8668	Jonathon Shapiro
Anderson Electric	910 Factory Outlet Blvd.	Niagra Falls	NY	14304	716-283-2040	716-283-5176	Tom Bodie

(continued)

<b>Authorized Distributors for Osram Sylvania Products, Inc. (Cont'd)</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
Bloomfield Electric Supply	5873 Big Tree Rd.	Lakeville	NY	14480	585-346-3005	585-346-2118	Jeff Hritz
Bulbtronics	45 Banfi Plaza	Farmingdale	NY	11735	800-654-8542	631-249-6066	Shellie Siegel
CCS Wholesaler	71-37 73 <sup>rd</sup> St.	Glendale	NY	11385	631-513-9500	212-461-7703	Michael Gilberg
CED/Twin State	258 Broadway #1	Saranac Lk.	NY	12983	518-891-2402	518-891-2562	Tom Catillaz
Continental Lighting	268-04 Hillside Ave.	Floral Park	NY	11011	800-560-1466	800-560-6343	David Hartman
Cooper Electric Supply	38 South Plank Rd.	Newburgh	NY	12550	845-562-1575	845-562-5300	Tom McEwen
Cooper Electric Supply	100 Grassland Rd.	Elmsford	NY	10523	914-347-6300	914-347-6390	Gary Riolo
Cooper Electric Supply	2200 Jericho Tpke.	Garden City	NY	11040	516-747-8800	516-741-2501	Gio Hernandez
Cooper Electric Supply	43 W 24 <sup>th</sup> St. 4 <sup>th</sup> Fl.	New York	NY	10010	212-414-0303	212-414-2796	Rob Lane
Country Line Electric	5059 East Main St.	Batavia	NY	14021	585-343-3448	585-343-8616	Greg Merrill
Country Line Electric	31 Church St.	Silver Springs	NY	14550	585-493-2524	585-493-2849	Bill Massett
Denny Electric	7 Pearl St.	Wellsboro	PA	16901	570-724-2333	570-724-5557	Ray Rowland
Dependable	1465 65 <sup>th</sup> St.	Brooklyn	NY	11219	718-331-6200	718-331-6161	Glen Testa
DF Lighting	126 Cedarhurst Ave.	Cedarhurst	NY	11516	516-569-1705	516-569-1707	Doug Flank
Duke Supply	1 Bay Avenue	Oyster Bay	NY	11771	516-624-7518	516-624-8160	Peter Johnson
Dunn Electric	76 Robinson Street	Binghamton	NY	13901	607-771-9434	607-771-9439	Thomas Dunn
Friedman Electric	245 Cecil A Malone Drive	Ithaca	NY	14850	607-256-7700	607-256-7708	Ben Teitelbaum
Friedman Electric	610 West Pine St.	Athens	PA	18810	570-882-9640	570-888-1420	Jim Behrman
Friedman Electric	1321 Wyoming Ave.	Exeter	PA	18640	570-654-3371	570-655-6194	John Miller
Glens Falls Electric	2-6 Country Club Rd.	Queensbury	NY	12804	518-792-5867	518-792-3765	Ed Hodgkins
Greenvale Electrical Supply	385 Glen Cove Rd.	Greenvale	NY	11548	516-671-1440	516-674-4074	Ron Barshop ext 228
Gexpro	4 Stanley Circle	Latham	NY	12110	518-389-3049	518-389-3001	David Thomson
Gexpro	330 South Service Road	Melville	NY	11747	631-755-4994	631-755-4924	Brain Hicks
Gexpro	6460 Deere Road	Syracuse	NY	13206	315-431-2276	315-438-3113	Christopher Child
Gexpro	320 North Jensen Road	Vestal	NY	13850	607-763-8651	607-729-0021	Ted Hrnecireck
Hite Company	3153 State Rte. 417	Olean	NY	14760	716-373-0963	716-373-0966	Sean Crosson
Horizon Solutions	4 Access Rd.	Albany	NY	12205	518-452-6904	518-452-6911	Scott Secor
Horizon Solutions	2005 Brighton-Henrietta Townline Rd.	Rochester	NY	14623	585-475-1600	585-272-0087	Bill Desreochers
Horizon Solutions	1300 College Ave.	Elmira	NY	14902	607-733-6591	607-733-2273	Joe Raniewicz
Jewel Electric	455 3 <sup>rd</sup> St.	Jersey City	NY	07302	201-653-1613	201-653-5470	Denis Vogel
Kovalsky-Carr Electric	208 St. Paul Street	Rochester	NY	14604	585-325-1950	585-546-6904	Larry Kovalsky
LA Woolley, Inc	620 Tift Street	Buffalo	NY	14220	716-821-1200	716-821-1208	Dave Woolley
Lighting & Supplies	744 Clinton St.	Brooklyn	NY	11232	718-768-7000	718-768-0970	Nina Yeret
Litemor/HD Supply	175 Thopkins Ave.	Pleasantville	NY	12803	800-252-2852	866-484-2852	Scott Levinson
Louis Shiffman Electric	542 Wortman Ave.	Brooklyn	NY	11208	718-441-4200	718-849-9618	Sal Defalco
Michaels Electrical	465 Merrick Rd.	Lynbrook	NY	11563	516-593-7200	516-593-7249	Jeff Birnbaum

(continued)

<b>Authorized Distributors for Osram Sylvania Products, Inc. (Cont'd)</b>							
<b>Vendor Name</b>	<b>Address</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone #</b>	<b>Fax #</b>	<b>Contact Person</b>
Mid Island Electric	59 Mall Rd.	Commack	NY	11725	877-324-4242	877-324-2636	Pat Kelly
Mid Island Electric	54-15 48 <sup>th</sup> St.	Maspeth	NY	11378	877-324-4242	877-324-2636	Pat Kelly
National Maint. Supplies	82 Cantiague Rock Rd.	Westbury	NY	15909	516-338-6639	516-338-6678	Richard Cuccia
Public Electric	794 So. Broadway	Hicksville	NY	11801	516-433-4242	516-433-1866	Larry Sackman
Queen Capital Group	2481 Hilton Drive, Suite 4	Gainesville	GA	30501	770-532-0046	770-532-0041	Regina Williams
Quermbach Electric	215 Genesee St.	Buffalo	NY	14203	716-856-6644	716-856-6644	Phil Schillaci
Red Hook Electric	67 E. Market St.	Red Hook	NY	12571	845-758-6858	845-758-5669	Nick Haddad
Regency Lighting	330 Washington Ave., Unit 330B	Carlstadt	NJ	07072	800-284-2024	201-804-9814	Roger Dann
Revco Electric	360 Rt. 39 A	Southampton	NY	11968	631-283-3600	631-283-6326	Rick Chapman
Schaedler Yesco	3982 Paxton St.	Harrisburgh	PA	17111	800-998-1621	717-397-5833	Rodger Hatfield
Schmidt Wholesale	Old Route 17 West	Monticello	NY	12701	845-794-5900	845-794-6412	Liz Mott
Shanor Electric	285 Hinman Ave.	Buffalo	NY	14216	716-876-0711	716-876-5844	Paul Sommers
Sheraden Lighting	1617 63 <sup>rd</sup> St.	Brooklyn	NY	11204	718-259-6480	718-259-4015	Joe Carlucci
Swift Electrical Supply	26 Prospect St.	Nanuet	NY	10954	800-724-4655	845-624-0512	Pat O'Brien
Swift Electrical Supply	134 South Lexington Ave.	White Plains	NY	10606	914-428-1900	914-428-2249	Pat O'Brien
Swift Electrical Supply	100 Hollister Rd.	Teterboro	NJ	07608	201-462-0900	201-462-0132	Anthony DePeri
Ulster Electric	9-19 Cornell St.	Kingston	NY	12401	845-331-5653	845-331-3198	Preston Woolheater
Unalite Electric	58-18 37 <sup>th</sup> Ave.	Woodside	NY	14304	718-898-5100	718-898-7957	Mike Kelly
Warren Electric	31 Adams St.	Troy	NY	12180	518-272-0700	518-272-1560	Mike McEniry
Warren Electric	281 Dix Ave.	Queensbury	NY	12804	518-793-0274	518-793-7929	Scott Pauquette
Warren Electric	120 Henry St.	Saratoga Springs	NY	12866	518-587-8855	518-587-5025	Neil Hepner
Warren Electric	369 S. Main St.	Gloversville	NY	12078	518-725-3139	518-725-2057	Al Alfini
Warren Electric	327 Cornelia St.	Plattsburgh	NY	12901	518-563-2852	518-563-6820	Don Katzfey

**REQUEST FOR CHANGE:**

Any request by the agency or contractor regarding changes in any part of the contract must be made in writing to the Office of General Services, New York State Procurement, prior to effectuation.

**CONTRACT PAYMENTS:**

Payments cannot be processed by State facilities until the contract products have been delivered in satisfactory condition or services have been satisfactorily performed. Payment will be based on any invoice used in the supplier's normal course of business. However, such invoice must contain sufficient data including but not limited to contract number, description of product or service, quantity, unit and price per unit as well as federal identification number.

State facilities are required to forward properly completed vouchers to the Office of the State Comptroller for audit and payment. All facilities are urged to process every completed voucher expeditiously giving particular attention to those involving cash discounts for prompt payment.

If the contract terms indicate political subdivisions and others authorized by law are allowed to participate, those entities are required to make payments directly to the contractor. Prior to processing such payment, the contractor may be required to complete the ordering non-State agency's own voucher form.

See "Contract Billings" in Appendix B, OGS General Specifications.

**ELECTRONIC PAYMENTS:**

The Office of the State Comptroller (OSC) offers an "electronic payment" option in lieu of issuing checks. To obtain an electronic payment authorization form visit the OSC website at [www.osc.state.ny.us](http://www.osc.state.ny.us) or contact them by e-mail at [epunit@osc.state.ny.us](mailto:epunit@osc.state.ny.us) or by phone at 518-474-4032.

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**PRICE LIST UPDATES:**

Percent discounts quoted shall remain the same or better for the entire period of the contract. Referenced manufacturer's nationally published price lists may be updated whenever issued by the manufacturer in the normal manner. New products added to the manufacturer's catalogue will be accepted when they are introduced. For both price list updates and new products, the contractor shall send two copies to the OGS Purchasing Officer. New pricing will not be effective until published by OGS. It is the contractor's responsibility to inform OGS in a timely manner of these changes.

**NON-STATE AGENCIES PARTICIPATION IN CENTRALIZED CONTRACTS:**

New York State political subdivisions and others authorized by New York State law may participate in these contracts. These include, but are not limited to local governments, public authorities, public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations. See "Participation in Centralized Contracts" in Appendix B, OGS General Specifications. For purchase orders issued by the Port Authority of New York and New Jersey (or any other authorized entity that may have delivery locations adjacent to New York State), the terms of the "Price" clause shall be modified to include delivery to locations adjacent to New York State.

Upon request, all eligible non-State agencies must furnish contractors with the proper tax exemption certificates and documentation certifying eligibility to use State contracts. A list of categories of eligible entities is available on the OGS web site ([www.ogs.ny.gov](http://www.ogs.ny.gov)). Click on "For Government-Contracts and Purchasing," then "About Procurement," then "Non-State Agency Legal References." Questions regarding an organization's eligibility to purchase from New York State Contracts may also be directed to OGS New York State Procurement's Customer Services at 518-474-6717.

**INCLUSION OF NEW LAMP PRODUCTS:**

Contractor shall offer all lamps that are listed in the price list of the manufacturer, in each of the item sections, and shall offer any additional lamps that may be manufactured or perfected and sold by the contractor during the life of the contract at comparable discounts.

In the event new lamps are announced during the contract period, contractor agrees to furnish in duplicate any catalog amendment showing net prices at which new lamps may be purchased. These new items placed on the market during the agreement period are to be offered at corresponding discount comparable to that already extended on the items previously offered.

**EXTENSION OF USE:**

This contract may be extended to additional States or governmental jurisdictions upon mutual written agreement between New York State (the lead contracting State) and the contractor. Political subdivisions and other authorized entities within each participating State or governmental jurisdiction may also participate in any resultant contract if such State normally allows participation by such entities. New York State reserves the right to negotiate additional discounts based on any increased volume generated by such extensions.

**MINIMUM ORDER:**

Minimum order is \$100.00.

**CANCELLATION FOR CONVENIENCE**

The State of New York retains the right to cancel this contract, in whole or in part without reason provided that the Contractor is given at least sixty (60) days notice of its intent to cancel. This provision should not be understood as waiving the State's right to terminate the contract for cause or stop work immediately for unsatisfactory work, but is supplementary to that provision. Any such cancellation shall have no effect on existing Agency agreements, which are subject to the same 60 day discretionary cancellation or cancellation for cause by the respective user Agencies.

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**DELIVERY:**

Delivery is expressed in number of calendar days required to make delivery after receipt of a purchase order.

Product is required as soon as possible and guaranteed delivery may be considered in making award.

Delivery shall be made in accordance with instructions on Purchase Order from each agency. If there is a discrepancy between the purchase order and what is listed on the contract, it is the contractor's obligation to seek clarification from the ordering agency and, if applicable, from the Office of General Services, New York State Procurement.

**NOTE:**

Where new fluorescent fixtures are purchased, the state reserves the right to buy lamps for such fixtures directly from the fixture contractor, and not under this contract.

**CONTRACT PERIOD AND RENEWALS:**

Discounts quoted are to be firm for the entire period of the contract. Discount reduction will not be allowed and is specifically excluded from the terms and conditions of this contract award. Price decreases or discount increases are permitted at any time. The State shall receive full benefit of all manufacturer's price schedule decreases effective on the date of the manufacturer's general public announcement.

If mutually agreed between the New York State Procurement and the contractor, the contract may be renewed under the same terms and conditions for additional period(s) not to exceed a total contract term of five (5) years.

**SHORT TERM EXTENSION:**

In the event the replacement contract has not been issued, any contract let and awarded hereunder by the State, may be extended unilaterally by the State for an additional period of up to one month upon notice to the contractor with the same terms and conditions as the original contract including, but not limited to, quantities (prorated for such one month extension), prices, and delivery requirements. With the concurrence of the contractor, the extension may be for a period of up to three months in lieu of one month. However, this extension terminates should the replacement contract be issued in the interim.

**BILLING:**

All orders will be placed directly by the ordering agency and such agencies and/or political subdivisions shall be billed unless specifically noted otherwise on agency order.

**WARRANTIES:**

See "Warranties" in Appendix B, OGS General Specifications.

**RESERVATION:**

The State reserves the right to negotiate lower pricing, or to advertise for bids, any unanticipated excessive purchase. An "unanticipated excessive purchase" is defined as an unexpected order for a contract product(s) totaling more than \$30,000.00.

**PRICE SHEETS AND CATALOGS:**

Contractor shall be required to furnish, without charge, catalog and price lists identical to those accepted with their bid, including any changes (additions, deletions, etc.) pursuant to the contract, to authorized users which request them. Catalogs and price lists provided must reflect all products excluded from the resultant contract either through the omission of those portions or by obvious indications within the catalogs and price lists.

Catalogs and price lists may be furnished in either hard-copy or electronic format. If available in both formats, they shall be furnished in the format preferred by the requesting authorized user. Upon request the contractor shall assist authorized users in the use of catalogs and price lists.

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**REPORT OF CONTRACT PURCHASES:**

Contractor shall furnish a report containing both state agency and authorized non-state agency contract purchases by the fifteenth of the month following the end of each six month period. In addition to contractor direct sales, contractor shall submit sales information for all resellers, dealers, distributors or other authorized distribution channels, where such contract sales are provided by other than the contractor. Contractors shall verify if each alternate vendor is a NYS Certified Minority (MBE) or Women (WBE) Owned Businesses. Contractors shall verify such status through the Empire State Development Minority and Women Owned Businesses Database web site at: <http://205.232.252.35/>.

A separate report shall be provided in the following format for each authorized distribution channel. The sales report form is forwarded to each contractor at time of award for completion in accordance with the contract terms and conditions:

<u>Item/ SubItem Number</u>	<u>Product or Catalog Number</u>	<u>Product/ Service Description</u>	<u>Total Quantity Shipped to State Agencies</u>	<u>Total Quantity Shipped to Authorized Non-State Agencies</u>	<u>Total \$ Value</u>
					\$
				Grand Total	\$

The report is to be submitted to the Office of General Services, New York State Procurement, Tower Bldg., Empire State Plaza, Albany, NY 12242, to the attention of the individual shown on the front page of the Contract Award Notification and shall reference the Group Number, the Award Number, Contract Number, sales period, and contractor's (or other authorized agent) name.

The outlined sales report is the minimum information required. Additional related sales information, such as monthly reports, and/or detailed user purchases may be required and must be supplied upon request.

**"OGS OR LESS" GUIDELINES APPLY TO THIS CONTRACT:**

Purchases of the products included in the Invitation For Bids and related Contract Award Notification are subject to the "OGS or Less" provisions of Section 163.3.a.v., Article XI, of the New York State Finance Law. This means that State agencies can purchase products from sources other than the contractor provided that such products are substantially similar in form, function or utility to the products herein and are:

1. lower in price  
-and/or-
2. available under terms which are more economically efficient to the State agency (e.g. delivery terms, warranty terms, etc.).

Agencies are reminded that they must provide the State contractor an opportunity to match the non-contract savings at least two business days prior to purchase. In addition, purchases made under "OGS or Less" flexibility must meet all requirements of law including, but not limited to, advertising in the New York State Contract Reporter, prior approval of the Comptroller's Office and competitive bidding of requirements exceeding the discretionary bid limit. State agencies should refer to Procurement Council Bulletin "OGS or Less Purchases" for complete procedural and reporting requirements.

**DIESEL EMISSION REDUCTION ACT OF 2006 (NEW REQUIREMENT OF LAW):**

On February 12, 2007 the Diesel Emissions Reduction Act took effect as law (the "Law"). Pursuant to new §19-0323 of the N.Y. Environmental Conservation Law ("NYECL") it is now a requirement that heavy duty diesel vehicles in excess of 8,500 pounds use the best available retrofit technology ("BART") and ultra low sulfur diesel fuel ("ULSD"). The requirement of the Law applies to all vehicles owned, operated by or on behalf of, or leased by State agencies and State or regional public authorities. They need to be operated exclusively on ULSD by February 12, 2007. It also requires that such vehicles owned, operated by or on behalf of, or leased by State agencies and State or regional public authorities with more than half of its governing body appointed by the Governor utilize BART.

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DIESEL EMISSION REDUCTION ACT OF 2006 (NEW REQUIREMENT OF LAW): (Cont'd)

As a contract vendor the Law may be applicable to vehicles used by contract vendors "on behalf of" State agencies and public authorities. Thirty-three percent (33%) of affected vehicles must have BART by December 31, 2008, sixty-six percent (66%) by December 31, 2009 and one-hundred percent (100%) by December 31, 2010. The Law provides a list of exempted vehicles. Regulations currently being drafted will provide further guidance as to the effects of the Law on contract vendors using heavy duty diesel vehicles on behalf of the State. The Law also permits waivers of ULSD and BART under limited circumstances at the discretion of the Commissioner of Environmental Conservation. The Law will also require reporting from State agencies and from contract vendors in affected contracts.

Therefore, the bidder hereby certifies and warrants that all heavy duty vehicles, as defined in NYECL §19-0323, to be used under this contract, will comply with the specifications and provisions of NYECL §19-0323, and any regulations promulgated pursuant thereto, which requires the use of BART and ULSD, unless specifically waived by NYSDEC. Qualification and application for a waiver under this Law will be the responsibility of the bidder.

PERFORMANCE REQUIREMENTS:

1. **ORDERS** - Contractor shall be capable of accepting orders manually, via facsimile, and (if available) via a fully functional and operational personal computer web based ordering system. All orders (manual, fax, electronic) shall reference requisition and/or purchase order number as required.
2. **CUSTOMER SUPPORT** - The contractor shall provide toll-free telephone support/assistance at no extra charge to all customer agencies interested in ordering.
3. **CUSTOMER SERVICE** - The contractor shall provide a sufficient number of employees who are knowledgeable and responsive to customer needs and who can effectively service the contract. The contractor shall also designate a customer service representative for State contract customers.
4. **SALE FLYERS** – At the contractor's option, sale catalogs and flyers based on the awarded catalog, that offer further price reductions and/or new products, may be offered to customers. Prior approval by OGS will be required. Also, at the contractor's option, catalogs/price lists developed for a specific customer's specialized requirements may be offered. Again, prior approval by OGS will be required.
5. **DISCREPANCIES** - The contractor shall resolve all order and invoice discrepancies (e.g., shortages, breakages, etc.) within five business days from notification.
6. **PRODUCT RETURNS, PROBLEM PRODUCT** - Products returned because of quality problems, duplicated shipments, damage, etc., shall be picked up by the contractor within ten business days after notification, with no restocking charge, and shall be replaced with specified products or the agency shall be credited/refunded for the full purchase price.
7. **PRODUCT RETURNS, AGENCY ERROR** - Products ordered in error by agencies must be returned for credit within fifteen business days of receipt. Standard stock products must be in resalable condition (original container, unused). The contractor may charge a restocking fee--not to exceed fifteen percent--for product returns due to agency error.
8. **SUBSTITUTIONS** - Unauthorized substitutions are not acceptable. Substitutions shall require prior approval by the ordering agency.

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**LAMP RECYCLING:**

**With respect to safe environmental recycling of all lamps, the State shall comply with the US Environmental Protection Agency's "Green Lights Program" (also part of the Energy Star program), which requires all lamps to be recycled rather than disposed of in the normal waste stream. All contractors will be required to assist agencies by setting up collection and container take-back programs to facilitate the safe removal of lamps for recycling.**

**OVERLAPPING CONTRACT ITEMS:**

Products/services available in this contract may also be available from other New York State contracts. Agencies should select the most cost effective procurement alternative that meets their program requirements and maintain a procurement record documenting the basis for the selection.

**PSG's DISPUTE RESOLUTION POLICY:**

It is the policy of the Office of General Services' New York State Procurement (PSG) to provide vendors with an opportunity to administratively resolve disputes, complaints or inquiries related to PSG bid solicitations or contract awards. PSG encourages vendors to seek resolution of disputes through consultation with PSG staff. All such matters will be accorded impartial and timely consideration. Interested parties may also file formal written disputes. A copy of PSG's Dispute Resolution Procedures for Vendors may be obtained by contacting the person shown on the front of this document or through the OGS website ([www.ogs.ny.gov](http://www.ogs.ny.gov)).

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**State of New York  
Office of General Services  
NEW YORK STATE PROCUREMENT  
Contract Performance Report**

Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve our contract award, where appropriate. **Comments should include those of the product’s end user.**

**Contract No.:** \_\_\_\_\_ **Contractor:** \_\_\_\_\_

**Describe Product\* Provided (Include Item No., if available):** \_\_\_\_\_

**\*Note:** “**Product**” is defined as a deliverable under any Bid or Contract, which may include commodities (including printing), services and/or technology. The term “Product” includes Licensed Software.

	Excellent	Good	Acceptable	Unacceptable
• Product meets your needs				
• Product meets contract specifications				
• Pricing				

**CONTRACTOR**

	Excellent	Good	Acceptable	Unacceptable
• Timeliness of delivery				
• Completeness of order (fill rate)				
• Responsiveness to inquiries				
• Employee courtesy				
• Problem resolution				

Comments: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_ (over)

Agency: \_\_\_\_\_ Prepared by: \_\_\_\_\_

Address: \_\_\_\_\_ Title: \_\_\_\_\_

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Phone: \_\_\_\_\_

\_\_\_\_\_ E-mail: \_\_\_\_\_

**Please detach or photocopy this form & return by FAX to 518/474-2437 or mail to:**

OGS NEW YORK STATE PROCUREMENT  
 Customer Services, 38th Floor  
 Corning 2<sup>nd</sup> Tower - Empire State Plaza  
 Albany, New York 12242  
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