

Atlas Sound				X	X	X	X	X	X	X	X	X	X	
All Items	Percentage off MSRP	8%												
Aruba								X	X	X	X	X		
All items except Support/M	Percentage off MSRP	15%												
Percent Off List	Percentage off MSRP	5%												
Ashly Audio				X		X	X		X	X	X	X		
All Items	Percentage off MSRP	24%												
Atlona				X	X	X	X	X	X	X	X	X	X	
All Items	Percentage off MSRP	10%												
Audio Visual Furniture								X			X	X		X
All Items	Percentage off MSRP	15%												
Audix				X						X	X	X		
All Items	Percentage off MSRP	6%												
Avaya				X						X	X	X		
All items	Cost Plus	17%												
AV Pro Edge				X	X	X	X			X	X	X		
All Items	Percentage off MSRP	15%												
Aver				X	X	X					X	X		X
All Items	Percentage off MSRP	10%												
Avocor				X	X	X					X	X		
Interactive Displays	Percentage off MSRP	20%												
Warranties	Percentage off MSRP	10%												
Bandwitch				X						X	X	X		
All Items	Percentage off MSRP	9%												
Balance Box								X			X	X		X
All Items	Percentage off MSRP	10%												
Barco				X	X				X		X	X	X	
Projectors	Percentage off MSRP	25%												
Clickshare Products	Percentage off MSRP	15%												
Behringer				X				X		X	X	X		
All Items	Percentage off MSRP	5%												
Belden								X			X	X		X
All Items	Cost Plus	16%												
Belkin								X			X	X		
All Items	Percentage off MSRP	10%												
Biamp Systems				X		X	X	X	X	X	X	X		
All Items	Percentage off MSRP	30%												
Black Box				X	X			X	X		X	X	X	
All Items	Percentage off MSRP	5%												
Black Magic				X	X	X	X	X			X	X		
All Items	Percentage off MSRP	10%												
Blonder Tongue				X	X	X	X	X		X	X	X		
All Items	Percentage off MSRP	10%												
Bluescape				X					X		X	X		

All Items	Percentage off MSRP	5%											
Bogen Communications			X				X	X	X	X		X	
All Items	Percentage off MSRP	10%											
Bosch			X	X	X		X				X	X	
All Items	Percentage off MSRP	10%											
Bose			X								X	X	
All Items	Percentage off MSRP	10%											
Brightsign			X	X			X				X	X	X
All Items	Percentage off MSRP	5%											
BTX								X			X	X	
All Items	Percentage off MSRP	15%											
Cables to Go / C2G			X	X			X	X			X	X	
All Items	Percentage off MSRP	25%											
Calero			X							X	X	X	
All Items	Percentage off MSRP	6%											
Call Cabinet			X							X	X	X	
All Items	Percentage off MSRP	5%											
Cambridge Audio			X								X	X	
All Items	Percentage off MSRP	15%											
Canon Pro line			X	X			X	X			X	X	
All Items	Percentage off MSRP	5%											
Catch box			X						X		X	X	
All Items	Percentage off MSRP	5%											
Chief											X	X	X
All Items	Percentage off MSRP	35%											
Christie			X	X							X	X	
All Items	Percentage off MSRP	20%											
Cisco			X	X	X		X	X	X	X	X	X	X
Equipment	Percentage off MSRP	25%											
Maintenance		8%											
ClearOne			X					X		X	X	X	
All Items	Percentage off MSRP	15%											
Clear-Com			X					X		X	X	X	
All Items	Percentage off MSRP	10%											
Clartouch				X							X	X	
Pro Series Displays	Percentage off MSRP	10%											
Prosumer / Residential Disp	Percentage off MSRP	5%											
Comprehensive			X	X			X	X			X	X	
All Items	Percentage off MSRP	15%											
Contemporary Research			X	X	X		X	X	X		X	X	
All Items	Percentage off MSRP	15%											
COVID								X			X	X	
All Items	Percentage off MSRP	10%											
Crestron			X	X	X		X	X	X	X	X	X	X

Crestron Flex Units	Cost Plus	12%											
All Other Items	Percentage off MSRP	41%											
Computer Comforts													
All Items	Percentage off MSRP	10%						X			X	X	X
Crown			X								X	X	
All Items	Percentage off MSRP	30%											
Daktronics				X	X	X	X				X	X	
Video Walls	Percentage off MSRP	15%											
DVS Analytis			X								X	X	
All Items	Percentage off MSRP	6%											
Da-lite				X							X	X	X
All Items	Percentage off MSRP	22%											
Dell				X							X	X	
All Items	Cost Plus	16%											
Denon			X	X							X	X	
All Items	Percentage off MSRP	12%											
Digital Projections				X		X			X		X	X	
All Items	Percentage off MSRP	15%											
Display Devices													
All Items	Cost Plus	16%						X			X	X	X
Draper				X							X	X	X
All Items	Percentage off MSRP	22%											
DTEN			X	X	X				X	X	X	X	X
All Items	Percentage off MSRP	5%											
DVS Analytis			X	X	X	X	X	X	X	X	X	X	X
All Items	Percentage off MSRP	6%											
Electrovoice			X							X	X	X	
All Items	Percentage off MSRP	5%											
Elevate			X	X	X	X	X	X			X	X	
Hardware	Percentage off MSRP	3%											
Software	Percentage off MSRP	3%											
Elo				X	X	X					X	X	X
All Items	Percentage off MSRP	10%											
Elmo				X	X	X			X		X	X	
All Items	Percentage off MSRP	15%											
Genelec			X						X		X	X	
All Items	Percentage off MSRP	5%											
Epiphan			X	X		X	X				X	X	
All Items	Cost Plus	16%											
Ergotron									X	X	X	X	X
All Items	Percentage off MSRP	10%											
Epson				X	X	X					X	X	
Projectors (Discount using Brig	Percentage off MSRP	15%											
Evoko			X	X					X		X	X	X

All Items	Cost Plus	16%						X			X	X		X
Exact Furniture								X			X	X		X
All Items	Percentage off MSRP	15%												
Extreme Networks			X	X		X	X			X	X	X		
All Items	Percentage off MSRP	5%												
Extron			X	X	X	X	X	X	X	X	X	X	X	
All Items	Percentage off MSRP	41%												
FSR			X	X	X	X	X	X			X	X		X
All Items	Percentage off MSRP	10%												
Formetco				X	X	X	X				X	X	X	X
All Items	Percentage off MSRP	6%												
Forum Furniture								X			X	X		X
All Items	Percentage off MSRP	15%												
Furman								X			X	X		
All Items	Percentage off MSRP	20%												
Gefen			X	X	X	X	X	X	X	X	X	X	X	
All Items	Percentage off MSRP	5%												
Genesys			X							X	X	X		
All Items	Percentage off MSRP	7%												
Hovercam			X	X		X			X		X	X		
All Items	Cost Plus	16%												
Huddly			X	X		X			X		X	X		
All Items	Percentage off MSRP	10%												
Infocus			X	X	X				X		X	X		
All Items	Percentage off MSRP	15%												
Inogene			X	X	X	X	X	X			X	X	X	
All Items	Percentage off MSRP	5%												
Innovox			X		X	X				X	X	X		
All Items	Cost Plus	16%												
Intrado										X	X	X		
All Items	Percentage off MSRP	7%												
IR Prognosis										X	X	X		
All Items	Percentage off MSRP	12%												
ITS Solutions			X	X	X			X		X	X	X		
Pro Services	Percentage off MSRP	5%												
Data Center	Percentage off MSRP	15%												
Battery and Power	Percentage off MSRP	20%												
Cooling	Percentage off MSRP	5%												
IVS (Integrated Video Services)			X	X	X	X	X	X	X	X	X	X		X
Hardware	Percentage off MSRP	5%												
Software	Percentage off MSRP	5%												
Jabra			X								X	X		
Headsets	Cost Plus	21%												
Just Add Power						X	X				X	X		

Ring Central										X	X	X		
All Items	Percentage off MSRP	9%	X											
Salamader														
All Items	Percentage off MSRP	10%							X			X	X	X
Samsung			X	X			X	X				X	X	X
Pro Series Displays	Percentage off MSRP	18%												
Prosumer / Residential Disp	Percentage off MSRP	5%												
Screen Beam			X	X	X	X				X		X	X	
All Items	Percentage off MSRP	10%												
Sennheiser			X	X	X	X				X		X	X	
All Items	Percentage off MSRP	15%												
Sharp			X	X	X	X				X		X	X	
Projectors	Percentage off MSRP	15%												
Pro Series Displays	Percentage off MSRP	10%												
Prosumer / Residential Disp	Percentage off MSRP	5%												
Shure			X		X	X	X					X	X	
All Items	Percentage off MSRP	25%												
SingleWire			X							X		X	X	
All Items	Percentage off MSRP	6%												
Smart			X	X	X	X				X		X	X	X
All Items	Cost Plus	16%												
Sony			X	X	X	X	X	X				X	X	
Projectors	Percentage off MSRP	27%												
Pro Series Displays	Percentage off MSRP	20%												
Prosumer / Residential Disp	Percentage off MSRP	5%												
Cameras	Percentage off MSRP	20%												
All other accessories	Percentage off MSRP	5%												
Soundcraft			X									X	X	
All Items	Percentage off MSRP	15%												
Sound Control Technologies			X	X	X	X	X					X	X	X
All Items	Percentage off MSRP	8%												
Spectralink			X							X		X	X	
All Items	Percentage off MSRP	4%												
Spectrum Furniture								X				X	X	X
All Items	Percentage off MSRP	25%												
Spectrum VOIP			X							X		X	X	
All Items	Percentage off MSRP	12%												
Startech			X	X				X				X	X	X
All Items	Percentage off MSRP	15%												
Steelcase			X	X	X	X	X	X				X	X	X
All Items	Percentage off MSRP	3%												
Stewart Audio			X									X	X	
All Items	Percentage off MSRP	15%												
Studer			X									X	X	

Freight may apply in the following instances:

Rush or overnight delivery.

Oversized items (including DIM weight), which includes orders greater than 100 pounds.

Custom products which include orders requiring staging, pre-configuration/pre-assembly, or custom installation according to members specification.

Freight charges estimated at time of quotation

Custom products are not returnable.



AVI-SPL Professional Services	Zone 1	Zone 2	Zone 3	Per Hour
Project Management	\$141.67	\$155.83	\$177.08	Per Hour
Project Coordination	\$96.67	\$106.33	\$120.83	Per Hour
A/V Design / Engineering	\$150.00	\$165.00	\$187.50	Per Hour
CAD	\$86.67	\$95.33	\$108.33	Per Hour
Programming	\$150.00	\$165.00	\$187.50	Per Hour
Commissioning	\$120.00	\$132.00	\$150.00	Per Hour
Tech Installation / Tech Shop	\$105.00	\$110.00	\$140.00	Per Hour
Unified Communications Design, Consulting & Implementation	162.00	\$175.00	\$183.00	Per Hour
Union/Subcontractor/Prevailing Wage Installation	Varies by state and municipality custom line item			
Managed Services Onsite and Remote	Custom Quote Minimum 5% off discount			
AVI-SPL Symphony	Custom Quote Minimum 5% off discount			
A/V Support	Custom Quote Minimum 5% off discount			
Elite Advantage	Custom Quote Minimum 5% off discount			
Elite	Custom Quote Minimum 5% off discount			
Phone Support	Custom Quote Minimum 5% off discount			
VNOC	Custom Quote Minimum 5% off discount			

Rates shown are calculated and billed during normal business hours M-F 8AM - 5PM.

Any work performed outside of these times will be billed as overtime hours

Zone 1: All other states not listed in other Zones
Zone 2: Washington DC, Minnesota, Pennsylvania, Texas & Wisconsin
Zone 3: Alaska, California, Hawaii, Massachusetts, New York & Washington