

Kirby Risk	Tri-State Lighting	Graybar Electric	CED/Superior Electric	WESCO
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USI STOCK NUMBER	GE Code	Lamp Description		Lamp Description	Philips Code	Annual Usage	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
		GE/SYLVANIA		Philips												
204029	33774	FC8T9/UTILITY/22W 8'	OR		39116	55	3.27	179.85	4.51	248.05	3.40	187.00	3.20	176.00	3.19	175.45
204036	15199	40A15 120-130	OR	40A15A	37398	264		-	0.63	166.32	0.50	132.00	0.52	137.28		
204041	14927	50PAR20/H/NSP10	OR	50PAR20/HAL/NSP9	22906	50	3.24	162.00		-	3.16	158.00	3.74	187.00	3.17	158.50
204074	72119	F31T8SPX41/U/ECO	OR	FB31T8/TL841/ALTO	22674	45	7.97	358.65	9.35	420.75	9.99	449.55	6.79	305.55	7.84	352.80
204076			OR	TL5C-55W/840	16592	10	19.67	196.70	15.95	159.50		-	22.68	226.80	20.18	201.80
204080	12203	FB34CW/6/EW ALTO 12PK	OR		37863	84	4.14	347.76	8.48	712.32	10.81	908.04	8.16	685.44	4.07	341.88
204081	33890	FC12T9/UTILITY/32W 12'	OR		39117	302	3.50	1,057.00	5.06	1,528.12	3.64	1,099.28	3.33	1,005.66	3.42	1,032.84
204095	33893	FC16T9/UTILITY/40W 16"	OR		39118	241	4.26	1,026.66	4.19	1,009.79	5.29	1,274.89	8.36	2,014.76	4.19	1,009.79
204099	20724	250BR40/4	OR		38932	45	2.40	108.00	17.74	798.30	6.81	306.45	4.34	195.30	2.36	106.20
204101	43828	MVR400/U	OR	MH400/U	34415	54	9.31	502.74	9.15	494.10	10.49	566.46	10.84	585.36	9.15	494.10
204103			OR	MP400BU PROTECTED ARC	13332	144	26.18	3,769.92	31.19	4,491.36	32.00	4,608.00	16.78	2,416.32	19.32	2,782.08
204118	41826	MVR1000/U	OR	MH1000/U	29826	120	23.49	2,818.80	21.72	2,606.40	23.08	2,769.60	20.58	2,469.60	23.10	2,772.00
204123	18275	100A/RS	OR	100A/RS/VS	27569	54	0.68	36.72	0.76	41.04	0.70	37.80	0.80	43.20	0.67	36.18
204145	47760	MVR175/U	OR	MH175/U	28733	96	9.80	940.80	9.04	867.84	11.32	1,086.72	9.74	935.04	9.63	924.48
204173	12870	F18DBX/SPX41/4P	OR	PL-C18W/841/4P/ALTO	38333	12	4.54	54.48	3.83	45.96	5.72	68.64	3.19	38.28	4.46	53.52
204174	12381	MHC100/U/MP/4K ALTO	OR	MHC100/U/MP/4K ALTO	36060	350	19.03	6,660.50	17.44	6,104.00	22.38	7,833.00	31.77	11,119.50	18.41	6,443.50
204179	35252	F26DBXT4/SPX41/2P	OR	PL-C26W/841/2P/ALTO	38324	24	4.33	103.92	3.83	91.92	4.81	115.44	2.88	69.12	4.25	102.00
204182	20447	F40/30BX/SPX41	OR	PL-L40W/841/RS/IS	30044	60	5.63	337.80	7.36	441.60	7.27	436.20	5.52	331.20	5.54	332.40
204186	42729	MVR250/U	OR	MH250/U	27484	150	9.31	1,396.50	9.03	1,354.50	12.45	1,867.50	10.20	1,530.00	9.15	1,372.50
204200	13803	F34/CW/RS/EW	OR	F34CW/RS/EW/ALTO	24470	138	1.18	162.84	1.49	205.62	3.45	476.10	1.76	242.88		
204202	15945	F25T8/SP41	OR	F25T8/TL741/ALTO	36829	510	3.78	1,927.80	2.75	1,402.50	2.96	1,509.60	2.99	1,524.90		
204209	18904	MVR400/U/ED28	OR	MH400/U/ED28	27862	144	15.26	2,197.44	14.77	2,126.88	22.92	3,300.48	12.73	1,833.12	14.91	2,147.04
204229	35236	F26DBX/SPX41/4P	OR	PL-C26W/841/4P/ALTO	38337	48	4.47	214.56	3.83	183.84	4.58	219.84	3.65	175.20	4.36	209.28
204276			***	PLC15MM/22W/827	20478	480	6.39	3,067.20	15.84	7,603.20		-		-	6.28	3,014.40
204279	11131	75PAR30L/H/FL25	OR	75PAR30L/HAL/NFL30	22943	330	3.56	1,174.80	4.52	1,491.60	15.41	5,085.30		-	3.50	1,155.00
204280	18902	MVR175/U/MED	OR	MH175/U/M	31358	45	12.59	566.55	8.45	380.25	16.08	723.60	13.00	585.00	12.38	557.10
204291	30038		OR	PL-C-13W/841/4P/ALTO		85		-	3.83	325.55	4.19	356.15	3.98	338.30	4.36	370.60
204301			***	PL-T32W/841/4P/ALTO	26872	110	5.81	639.10	6.02	662.20	4.88	536.80	5.67	623.70	5.72	629.20
204304	34381	F26TBX/SPX41/A/4P	OR	PL-26W/841/4P/ALTO	26825	154	5.06	779.24	5.83	897.82	5.65	870.10	4.38	674.52	4.97	765.38
204308			***	13W/14W CFL TWIST SPIRAL	15638	114	2.47	281.58	4.51	514.14	4.23	482.22	2.86	326.04	2.43	277.02
204314	12377	MXR70/U/MP/4K ALTO	OR	MHC70/U/MP/4K ALTO Protected Arc	36057	207	19.03	3,939.21	17.44	3,610.08	23.12	4,785.84	33.47	6,928.29	18.71	3,872.97
204318	12990	FLE25TBX/HPF/SPX27/SW	OR	EL/MDT-23W 120V Sprial	13715	36		-	7.37	265.32	3.35	120.60	4.64	167.04		
204323	31953	F50BX/1SPX41/RS	OR	PL-L50W/841/RS	34770	36	6.00	216.00	7.83	281.88	8.91	320.76	8.09	291.24	5.90	212.40
204328			OR	50W MR16GU10 TWISTLOCK 120V	20331	82		-	9.87	809.34	11.41	935.62	7.64	626.48	4.52	370.64
204334	20900	F50BX/SPX/41/RS	OR	PL-L50W/841/4P/RS	34770	50	6.00	300.00	7.83	391.50	11.41	570.50	8.09	404.50	5.90	295.00
204339	16952	F39/36BX/SPX41	OR	PL-L36W/841	34513	42	5.56	233.52	5.99	251.58	8.64	362.88	7.58	318.36	5.47	229.74
204344	41651	F13BX/E/841	OR	PL-S13/E/841	14685	100	1.70	170.00	1.33	133.00	5.24	524.00	1.09	109.00	1.71	171.00
204359			OR	F21WTS/841/ECO	23083	50	5.57	278.50	4.88	244.00	6.22	311.00	4.28	214.00	5.48	274.00
204362	39983	F28W/T5/835/ECOLUX	OR	F28/T5/841/ALTO	23086	60	5.64	338.40	4.49	269.40	5.67	340.20	4.45	267.00	5.54	332.40
204366			***	F54T5/841/HO ALTO	29083	143	4.70	672.10	4.84	692.12	5.68	812.24	4.52	646.36	4.62	660.66
204373			***	F54T5/850/HO/ALTO	13510	40	5.05	202.00	4.84	193.60	3.65	146.00	4.44	177.60	4.93	197.20
204375	72130	F32T8/25W/SPX41/ECO	OR	F32T8/ADV841/XEW/ALTO	13783	240	3.05	732.00	3.18	763.20	3.78	907.20	3.68	883.20	2.99	717.60
204376			***	F32T8/ADV841/6/XEW/ALTO	20423	280	7.72	2,161.60	5.10	1,428.00	8.99	2,517.20	10.19	2,853.20	7.59	2,125.20
204384			***	PL-T18W/35/4P	26820	1980	6.16	12,196.80	4.43	8,771.40	5.65	11,187.00	5.19	10,276.20	6.05	11,979.00
204389			***	EL/MDT-DIM-20W-6/1 120V Dimmable	74058	54		-	19.90	1,074.60		-	9.28	501.12	12.13	655.02
204392				175W MET HAL MS175/M/BU/PS PS	23249	30		-	25.40	762.00		-	25.43	762.90	16.25	487.50
204395				70W CDM70/T6/830 MASTER COLOR	22337	12		-	34.09	409.08	41.54	498.48	34.79	417.48	27.64	331.68
204398				E/LMDT-DI-15W	40737	20		-	20.30	406.00		-	7.95	159.00	12.62	252.40

204400	GE F32TBX/830/A/ECO CFL	OR	CFM32W/835 3500K	DAMAR 2062B	40	-	6.02	240.80	5.65	226.00	4.38	175.20	5.68	227.20	
204401		***	LED 7MR16/ENDURA/3000 12V	408773	32	23.21	742.72	26.79	857.28	-	29.90	956.80	21.25	680.00	
204407	MXR50/C/U/MED/O	OR	MH50/C/U/MED/O	36891	25	15.66	391.50	25.21	630.25	29.32	733.00	40.99	1,024.75	18.75	468.75
204408		OR	PL-L24W/841/4P	34508	50	6.87	343.50	5.99	299.50	7.61	380.50	6.71	335.50	6.18	309.00
204410		OR	CDM70/T6/942	28137	106	26.04	2,760.24	34.09	3,613.54	41.54	4,403.24	34.79	3,687.74	27.64	2,929.84
USI STOCK NUMBER	Ballast Description	MFG			Annual Usage	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
	CIRCLINE						-		-		-		-		-
202036	M240RSCH-120	H			70	27.77	1,943.90	22.67	1,586.90		-		-		-
	CORE & COIL						-		-		-		-		-
202067	71A5390-001D	A			2	40.00	80.00	40.55	66.60	43.82	87.64	39.06	78.12	40.30	80.60
202073	71A5570-001D	A			18	32.80	590.40	33.30	688.14	34.16	614.88	32.08	577.44	33.11	595.98
202061	71A5770-001D	A			24	37.60	902.40	38.23	972.96	51.43	1,234.32	36.82	883.68	38.00	912.00
202007	71A6071-001D	A			10	40.00	400.00	40.54	1,940.50	58.44	584.40	39.06	390.60	40.30	403.00
202008	79W6091-001	A			41	192.70	7,900.70	194.05	735.13	426.32	17,479.12	188.70	7,736.70	194.71	7,983.11
	SMARTMATE MULTIVOLT						-		-		-		-		-
202404	ICF-2S18-HI-LDK	A			30	17.64	529.20	17.93	1,970.70	24.32	729.60	17.27	518.10	17.82	534.60
202308	ICF-2S26-HI-LDK	A			55	17.64	970.20	17.93	485.65	22.15	1,218.25	17.27	949.85	17.82	980.10
	SIMPLY 5						-		-		-		-		-
202517	IDL-2T42-M5-LD-35M	A			6	64.64	387.84	65.69	57.90	39.32	235.92	63.30	379.80	65.30	391.80
	CENTIUM MULTIVOLT						-		-		-		-		-
202301	ICN2P32N 35I	A			51	8.69	443.19	8.83	2,551.53	10.81	551.31	8.51	434.01	8.78	447.78
202420	ICN4P32SC 35I	A			53	10.80	572.40	10.97	4,078.35	11.79	624.87	10.57	560.21	10.89	577.17
202003	ICN2S40N35I	A			40	9.50	380.00	9.65	2,840.00	13.88	555.20	9.28	371.20	9.56	382.40
202457	ICN2S54 35I	A			8	23.00	184.00	23.38	568.00	28.38	227.04	22.53	180.24	23.24	185.92
	DIMMING						-		-		-		-		-
202408	IZT2S26-M5-BS	A			2	49.22	98.44	50.03	116.96		-	48.20	96.40	49.73	99.46
202416	ECO-T832-277-3	LUT			16	74.00	1,184.00	76.95	158.40	95.91	1,534.56	72.16	1,154.56	75.68	1,210.88
202412	EC3DT4MWKU2S	LUT			12	68.45	821.40	71.00	170.16	89.70	1,076.40	67.01	804.12	70.27	843.24
202520	EC3DT442KU2S	LUT			2	68.45	136.90	71.00	-	89.70	179.40	67.01	134.02	70.27	140.54
202503	ECO-T554-277-2	LUT			2	74.00	148.00	76.95	-	103.50	207.00	72.16	144.32	75.68	151.36
202514	HDF226T435M	LGT			8	57.54	460.32	58.48	-	81.67	653.36	56.35	450.80	58.15	465.20
	OPTANIUM						-		-		-		-		-
202461	IOPA3P32SC35I	A			52	9.74	506.48	9.90	-	10.81	562.12	9.54	496.08	9.84	511.68
	PROGRAM START						-		-		-		-		-
202502	IOP4S32C 35I	A			Future	13.95		14.18		11.79		13.66		14.10	

MFG	A	Advance
	H	Howard
	LUT	Lutron
	LGT	Lightolier

Kirby Risk-Prices are good through 12-31-13. There will be a 5-7% increase from Phillips/Lutron at that time.

Tri-State pricing is not guaranteed through 6-30-14

See Original Spreadsheet Bid for Alternate Pricing

No Response from Ferguson Enterprises