

STUDENT TECHNOLOGY  
GRANT PROPOSAL # 2015.008  
2014 - 2015

5-27678

TRACY BROWN: ACCEPTED \_\_\_\_\_

OPPOSED:  \_\_\_\_\_

COMMENTS:

\_\_\_\_\_

SIGNATURE: Tracy B

DATE: 12/4/14

HEATH FITTS: ACCEPTED \_\_\_\_\_

OPPOSED: \_\_\_\_\_

COMMENTS:

\_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

SHAWN PARR: ACCEPTED \_\_\_\_\_

OPPOSED: \_\_\_\_\_

COMMENTS:

\_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

CHRIS PARISH: ACCEPTED \_\_\_\_\_

OPPOSED: \_\_\_\_\_

COMMENTS:

\_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

BRANDON CRAIG: ACCEPTED \_\_\_\_\_

OPPOSED: \_\_\_\_\_

COMMENTS:

\_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

RON WRIGHT: ACCEPTED \_\_\_\_\_

OPPOSED:  \_\_\_\_\_

COMMENTS:

\_\_\_\_\_

SIGNATURE: Ron Wright

DATE: 12.9.14

2015.008  
Priority # 7

Student Technology Fee  
Grant Proposal Request Form  
Fiscal Year 2014-15  
Northwestern State University of Louisiana

**ALL BLANKS MUST BE FILLED COMPLETELY**

Prepared by: Brett Garfinkel

For: Theatre & Dance

Department/Unit: Theatre & Dance

College: CAPA

Campus: Natchitoches

Which NSTEP Goals/Objectives does this project meet? 1,2,3,6,7,8 & 9

Requested equipment will be located/installed/housed? Building 25 Room 100-Stage & 112

Does the department requesting funding receive lab fees? (circle one) YES/NO

Are department property policies and procedures in place for requested equipment? YES

Which individual will be responsible for property control of the requested equipment?

Signature: 

Date: December 1, 2014

Proposal Requested Amount: \$23,052.42

Budget Attached (circle one): YES/NO

Proposal delivered to Student Technology located in Watson Library, Room 113. Date 12/1/14

**The proposal must include all specifications, description, model number, quotation, cost, state contract number, and vendor for each item. If the proposal does not include all requested information, it will be returned.**

1. Describe target audience.

-Theatre & Dance majors and minors as well as all students that take non-major dance classes are the primary target audience. Students will be able to use the new floors in performances, classes, rehearsals and any other artistic creations for their own projects. (Approximately 300 students)

- Secondary target audience would be the entire student population as well as the community. Any person that comes to a performance or an event in A.A.Fredericks will benefit from the new dance floors in classes, performances and presentations. (Approximately 8,000 students as well as 10,000 people from the community and tourists especially for the Gala performances)

-The third target audience would be student groups, organizations and the entire NSU

student community using the dance studio and A.A.Fredericks:

- The Dazzlers (20)
- Student Theatre Organization (50)
- Athletes taking summer workshop in dance (50)
- Any students who reserve the space through EMS for numerous school functions
- Lady of the Bracelet
- Fraternities and Sororities such as Tri Sigma
- Space used for recruitment
- Thespian Workshop
- Summer Camps such as Band Camp, Theatre Camp & Dance Camp
- Community Outreach
- Guest Artists
- Students in the audience
- Any department, group or organization that uses A.A.Fredericks for any type of event, ceremony or performance

-The new floors will be used in the following classes:

DAN 1700	Beginning Ballet Technique
DAN 2700	Intermediate Ballet Technique
DAN 3700	Advanced Ballet Technique
DAN 1300	Beginning Jazz Technique
DAN 1510	Intermediate Jazz Dance
DAN 2510	Advanced Jazz Dance
DAN 1740	Beginning Modern Dance
DAN 1540	Intermediate Modern Dance
DAN 3740	Advanced Modern Dance
DAN 1140	Modern Dance Technique
DAN 1570	Beginning Tap Technique
DAN 1550	Intermediate Tap Dance
DAN 2550	Advanced Tap Dance
DAN 2590	Composition I
DAN 3590	Composition II
DAN 4100	Senior Concert
DAN 2400	Ballet Company
DAN 2440	Modern Dance Ensemble
DAN 2410	Jazz Dance Ensemble
DAN 1180	Dance Line
DAN 3070	Theatrical Dance
DAN 3080	Dance Staging
DAN 3550	Tap Dance Repertory
DAN 4500	Workshop in Dance
DAN 4800	Practicum in Dance

2. Describe project/initiative for which you are requesting funds.

To upgrade, update and enhance the quality of the facility/working space environment to further benefit the growth of the students. To offer a new option in the look of the floor, hazer machine and intelligent lights to be used for performance, training, education, promotion and marketing materials in the school of creative and performing arts.

3. State measurable objectives that will be used to determine the impact/effectiveness of the

project.

1. Improve the Theatre & Dance curriculum, and the technology available to them.
2. Bolster our recruiting prospects by having the most up to date technology that is being used and innovated in the professional field.
3. Improve our students' education, broaden their production experience, and make our students more competitive in the job market by using a more professional floor with an option of two colors.

4. Indicate how each project objective will be evaluated.

The objectives listed above will be evaluated in these ways:

- By the equipment's use in the classroom.
- Students utilizing the space for classes, rehearsals and other school related functions.
- By the quality of work present in their choreography & performance.
- By the quality of professional posters used and created.
- By the number of prospective students interested in the technology being used in conjunction with Theatre & Dance.

5. If funded, which NSTEP <http://www.nsula.edu/nstep/NSTEP.pdf> objective(s) will this funding of this project advance? How will funding of the project advance the University and College/unit technology plan?

1. Improve access to technology by students, faculty, and staff at Northwestern State University – This equipment will give students, faculty and staff access to current and new technology.
2. Provide classrooms with updated technology and multimedia – This technology and equipment will be used for 41 courses, rehearsals, majors & minors in Theatre & Dance.
3. To upgrade laboratories with modern technology – It will give faculty & students the opportunity to be more creative with their designs. The floor will also upgrade the level of performances and training.
6. Provide a system for maintenance, upgrade, user training, and support of technology that will extend into the future – By updating the floor on the stage and in the studio it will insure safety for all students as well as increasing their ability to work professionally.
7. To encourage technology initiative by faculty, staff and students – By having new floors the possibilities are endless for the kind of art & performances that can be created. The sky is the limit.
8. To encourage innovation and research – Students are being given a new safe and sound environment to work in.

9. To maintain support of hardware and software upgrades, new hardware and software for specialized functions, and training technical support personnel – The new equipment will offer fresh opportunities for students to create endless possibilities of artistic work through many different mediums.

A new dance floor for the stage and in the studio will provide safety in training in a professional environment. The new hazer machines and lights would be able to take all productions to the next level professionalism. The CAPA department will be creating a professional standard of excellence. The new technology will aid in keeping the university and department up to date on current hardware and software.

6. Provide a justification for funding of this project. Estimate the number of student that will be served per academic year and in what ways. Please indicate also any unique needs of the target group.

Currently the dance floor that is presently on stage and in the studio is worn down to the point where students are injuring themselves due to the slick surface and abnormal wear pattern. It also does not look professional and polished the way we would expect are productions to look. The hazer machines that are currently used are outdated and do not fill the stage the way new technology as advanced on newer machines. The moving lights that we currently use are the first intelligent lights that could be purchased. These new lights offer many new advances in technology that would give us to many new opportunities in design and technology.

Approximate number of students served per academic year:

- 18 students/course with 31 courses = 558
- Majors & Minors in the department = 120
- The Dazzlers = 20
- Student Theatre Organization = 50
- Athletes taking summer workshop in dance = 50
- Any students who reserve the space through EMS for numerous school functions = 50
- Lady of the Bracelet = 50
- Fraternities and Sororities such as Tri Sigma = 100
- Space used for recruitment = 200
- Thespian Workshop = 300
- Summer Camps such as Band Camp, Theatre Camp & Dance Camp = 700
- Community Outreach = 50-100
- Guest Artists = 10
- Students in the audience 5,000/production, 6 productions/year = 30,000
- Students in the audience for other events = 3,000

7. List those individuals who will be responsible for the implementation of the project/initiative and indicate their demonstrated abilities to accomplish the objectives of the project.

Brett Garfinkel – Assistant Professor of Dance – Will teach numerous classes in the studio as well as oversee students working on their own work.

Kirstin Riehl – Director of Dance – Will teach numerous classes in the studio as well as oversee students working on their own work.

J. Lillian Gray – Adjunct Professor of Technical Theatre – Will help install the new floors, hazer machines & lights.

Philip Kidd – Associate Professor of Scenic Design – Will help install the new floors, hazer machines & lights..

All faculty members hold terminal degrees in Dance and Theatre or Art, which certifies their

competency.

8. Describe any personnel (technical or otherwise) required to support the project/initiative.

No additional personnel are needed for this project.

9. Provide a schedule for implementation and evaluation.

March 2015 – Order Equipment

May/June 2015 – Install Equipment

June 2015 – Equipment is ready for use in all classes, rehearsals, events & performances

Evaluation:

- Students using the new equipment for classes will be observed through their course work throughout the semester
- Students using the equipment for any productions will be assisted and monitored
- Students using the equipment for design work will be guided and mentored during the process.

10. Estimate the expected life of hardware and software. Explain any anticipated equipment/software upgrades during the next five years.

The flooring has a 10-15 year lifespan.

The hazer machines have a 20-year lifespan.

The lights have a 20-year lifespan.

11. Explain in detail a plan and policy that will be in place to ensure property security/controls for any equipment received through a Student Technology Fee.

If you are requesting equipment that will be either/or checkout to students or moved within the department, you must provide a checkout/loan policy.

The flooring once installed is kept in a locked studio. The performance floor is kept in a locked storage area in the basement of A.A.Fredericks. The hazer machines and lights will be kept in the lighting cage in A.A.Fredericks, which is locked at all times.

12. Does the department that is requesting equipment receive lab fees? If so, please provide a justification for requesting funds from tech fee funds over using lab fees from your department.

The Theatre & Dance Department receives lab fees, but they are used for cleaning supplies, bars, music, videos, exercise bands and equipment. There is not enough money in fees to cover the equipments being covered for in this grant application. The project provides equipment with a specialized function and fulfills the goals of NSTEP objective 9.

13. Attach a detailed budget. Budget 1 includes just the floor, Budget 2 includes the floor & hazer machines, Budget 3 includes the floor, hazer machines & new lights.

Budget 1		
Items for purchase with grant money	Description	Cost
8 rolls of marley – Stage Space 50 x 50	Harlequin – Reversible floor 15 Meter (6'6x49'2) (\$735.13/roll)	\$5,881.04
Shipping & Handling		\$514.35
Studio Space 19'7 x 40'5 (Room 112)	Cascade Floor 12.5 Meter (6'6x41')	\$1,284.84
	Cascade Floor 25 Meter (6'6x82'2)	\$2,570.11
Shipping & Handling		\$348.08
	Total	\$10,598.42

Budget 2		
Items for purchase with grant money	Description	Cost
8 rolls of marley – Stage Space 50 x 50	Harlequin – Reversible floor 15 Meter (6'6x49'2) (\$735.13/roll)	\$5,881.04
Shipping & Handling		\$514.35
Studio Space 19'7 x 40'5 (Room 112)	Cascade Floor 12.5 Meter (6'6x41')	\$1,284.84
	Cascade Floor 25 Meter (6'6x82'2)	\$2,570.11
Shipping & Handling		\$348.08
19-0VHAZER2	Rosco V-Hazer Haze Machines	\$2,050.00
10-OVHF040	2, 4L Bottles of Hazer Fluid	\$100.00
Shipping		\$115.00
	Total	\$12,863.42

Budget 3		
Items for purchase with grant money	Description	Cost
8 rolls of marley – Stage Space 50 x 50	Harlequin – Reversible floor 15 Meter (6'6x49'2) (\$735.13/roll)	\$5,881.04
Shipping & Handling		\$514.35
Studio Space 19'7 x 40'5 (Room 112)	Cascade Floor 12.5 Meter (6'6x41')	\$1,284.84
	Cascade Floor 25 Meter (6'6x82'2)	\$2,570.11
Shipping & Handling		\$348.08
19-0VHAZER2	Rosco V-Hazer Haze Machines	\$2,050.00
10-OVHF040	2, 4L Bottles of Hazer Fluid	\$100.00
Shipping		\$115.00
2 Special Order Varilites	Phillips Varilite VL550 Wash, 230V, Standard Dichro*Tune Color System, Includes Lamp & stipple Lens (NSP), #20.9683.0001	\$9,948.00
ER005010	5 Pin 50' DMX Cable M-F	\$159.00
1MLB	Clamp/Coupler Mega Coupler, Black	\$76.00
EFBBSC	Safety Cable Black w/Snaphook	\$6.00
	Total	\$23,052.42

14. Attach two (2) letters of support for the project from the following individuals: the requesting department's Dean, the appropriate Vice President or for student request, the SGA

President from the requesting campus.





# NORTHWESTERN STATE

College of Arts, Letters, Graduate Studies and Research  
Office of the Dean

101 Roy Hall  
Natchitoches, LA 71497  
O 318.357.4330  
F 318.357.4255  
liberalarts.nsula.edu

November 30, 2014

The Graduate  
School  
(318) 357-5851

Louisiana  
Scholars' College  
318-357-4577

School of  
Creative and  
Performing Arts  
318-357-4522

Department of  
Criminal Justice,  
History and  
Social Sciences  
318-357-6967

Department of  
Social Work  
318-357-5493

Department of  
Language and  
Communication  
318-357-6272

Department of  
Psychology  
318-357-6594

Dear Student Technology Grant Committee:

Please consider the dance faculty's proposal to equip A.A. Fredericks and the dance studio with new flooring, hazer machines and new intelligent lights. The stage and studio's current floor is unsafe and is causing students to injure themselves. The current hazer machines that are used are out of date and not affective. The current intelligent lights are the first model that were ever sold, there have been numerous advances in technology since then. The entire student body and the Theatre and Dance Department will greatly benefit from the upgrade as well as numerous other student organizations and community outreach that use the studio as well as anyone that comes to see a production in A.A. Fredericks. Students in the classroom and on stage will use this equipment. Non-theatre majors will also have the opportunity to use this equipment through technique classes and the popular summer camps that use the studio and stage. This new flooring and hazer machines for the stage will take all productions in A.A. Fredericks to the next level of professionalism and will help in our efforts to recruit new students.

Several NSTEP Objectives are fulfilled through this proposal:

- Objective 1. To improve access to technology by students, faculty, and staff at Northwestern State University.
- Objective 2. To provide classrooms with updated technology and multimedia.
- Objective 3. To upgrade laboratories with modern technology.
- Objective 6. Provide a system for maintenance, upgrade, user training, and support of technology that will extend into the future
- Objective 7. To encourage technology initiatives by faculty, staff, and students
- Objective 8. To encourage innovation and research.
- Objective 9. To maintenance support of hardware and software upgrades, new hardware and software for specialized functions, training for technical support personnel.

The Theatre Department's current lab fees are dedicated to other studio necessities such as cleaning material, music, dvds and workout equipment, so Objective 9's goal to upgrade hardware for specialized functions is particularly appropriate.

Sincerely,

Steven G. Horton, Ph.D.  
Vice Provost and Dean  
Professor of Education

November 30, 2014

Dear Student Technology Grant Committee:

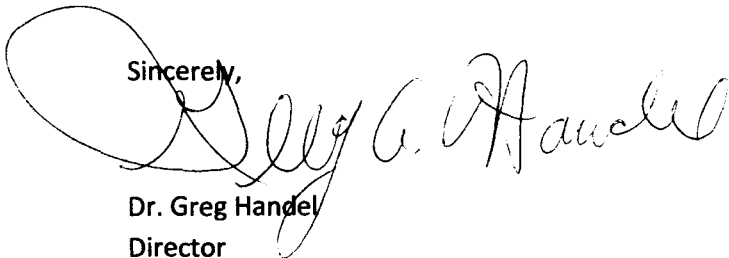
The School of Creative and Performing Arts is dedicated to training artists of the next generation and constantly strives to improve the education that is available to its students. In order to maintain these goals funding for this grant application will help ensure that we continue to provide the experiences that our students need.

Over the past several years, a great deal has been invested in strengthening the Theatre and Dance program at NSU; even with our current financial situation the program continues to grow. Funding for this grant will be a strong indicator of our continued support of the Theatre and Dance program and recognition of the quality of work it produces.

Please consider the dance faculty's proposal to equip NSU's A.A. Fredericks with new flooring for the theater and studio, new hazer machines and new intelligent lights. The theater and studio's current floor is unsafe and is causing to students to injure themselves and does not look professional and up to date. The hazer machines that are currently used are out of date and not the most affective. The current intelligent lights are the first model that were ever sold, there have been numerous advances in technology since then. The Theatre and Dance Department as well as any group using A.A. Fredericks will greatly benefit from the upgrade as well as numerous other student organizations and community outreach that use the theatre and studio. This equipment will be used by students both, in the classroom, and to create work for NSU's productions as well as student projects. Non-theatre majors will have the opportunity to use this equipment through Celebration of Dance, Dance Technique classes and the popular summer camps that use the studio.

Thank you for your consideration of this grant application and your continued support of the NSU Theatre and Dance program. Should you have any questions concerning the support of this grant application please do not hesitate to contact me

Sincerely,



Dr. Greg Handel  
Director

School of Creative and Performing Arts

American Harlequin Corporation  
 1531 Glen Avenue  
 Moorestown, NJ 08057  
 Phone: (800) 642-6440 Fax: (856) 231-4403



**HARLEQUIN**

**QUOTE**

Date	Quote #
09/25/13	AHCQ17000

**Sold To:** Northwestern State University  
 Brett Garfinkel  
 CAPA Theatre & Dance  
 150 Central Ave.  
 Natchitoches, LA 71457

**Phone:** (318)357-5788  
**Fax:**

**Ship To:** Northwestern State University  
 Brett Garfinkel  
 CAPA Theatre & Dance  
 150 Central Ave.  
 Natchitoches, LA 71457

**Phone:** (318)357-5788  
**Fax:**

Terms	Rep	P.O. #	Ship Via
Prepay	Ann La Greca		Best Way

Qty	Description	Unit Price	Ext. Price
	<b>For a stage measuring 50' x 50':</b>		
8	Reversible floor 15 Meter (6'6 x 49'2) - Black/White	\$735.13	\$5,881.04
	<b>Coverage will be 52'5 x 49'2</b>		
<del>4</del>	<del>Case clear pvc tape (beige hue) 24 rolls</del>	<del>\$345.60</del>	<del>\$345.60</del>
	<i>Not Needed</i>		
1	Shipping & Handling (non taxable)	\$514.35	\$514.35
		<b>SubTotal</b>	<b>\$6,740.99</b>
		<b>Sales Tax</b>	<b>\$0.00</b>
		<b>Total</b>	<b>\$6,740.99</b>

ALL CUTTING IS DONE BY THE CUSTOMER.

FREIGHT CHARGES PROVIDE DELIVERY TO A COMMERCIAL ADDRESS/FRONT CURB ONLY, WITH A LIFTGATE; INSIDE DELIVERY AND OTHER SERVICES COST EXTRA. DELIVERY TIME IS ESTIMATED TO BE 5-8 BUSINESS DAYS.

Ann La Greca  
 Account Executive  
 alagreca@harlequinfloors.com

This price quote is guaranteed for a period of 14 days. Quote is based upon room or stage dimensions provided by the client. American Harlequin is not responsible for erroneous measurements provided by the client. Quoted material is based upon industry standard layout and other options are possible. Harlequin warrants that its products are free of manufacturing defects. After delivery no returned items will be accepted by our warehouse without a Return Merchandise Authorization number (RMA). A 25% restocking fee applies to all returned merchandise.

American Harlequin Corporation  
 1531 Glen Avenue  
 Moorestown, NJ 08057  
 Phone: (800) 642-6440 Fax: (856) 231-4403



**HARLEQUIN**

**QUOTE**

Date	Quote #
09/25/13	AHCQ17002

**Sold To:** Northwestern State University  
 Brett Garfinkel  
 CAPA Theatre & Dance  
 150 Central Ave.  
 Natchitoches, LA 71457

**Phone:** (318)357-5788  
**Fax:**

**Ship To:** Northwestern State University  
 Brett Garfinkel  
 CAPA Theatre & Dance  
 150 Central Ave.  
 Natchitoches, LA 71457

**Phone:** (318)357-5788  
**Fax:**

Terms	Rep	P.O. #	Ship Via
Prepay	Ann La Greca		Best Way

Qty	Description	Unit Price	Ext. Price
	<b>For a tap room measuring 19'7 x 40'5</b>		
1	Cascade floor 12.5 Meter (6'6 x 41')	\$1,284.84	\$1,284.84
1	Cascade floor 25 Meter (6'6 x 82'2)	\$2,570.11	\$2,570.11
	<b>You will need to cut the 25 Meter roll in HALF; 3 EQUAL lengths covers 19'7 x 41'</b>		
<del>4</del>	<del>One roll clear pvc tape 2" x 108'</del>	<del>\$16.00</del>	<del>\$64.00</del>
	<i>Not Needed</i>		
1	Shipping & Handling (non taxable)	\$348.08	\$348.08
		<b>SubTotal</b>	<b>\$4,267.03</b>
		<b>Sales Tax</b>	<b>\$0.00</b>
		<b>Total</b>	<b>\$4,267.03</b>

ALL CUTTING IS DONE BY THE CUSTOMER.

FREIGHT CHARGES PROVIDE DELIVERY TO A COMMERCIAL ADDRESS/FRONT CURB ONLY, WITH A LIFTGATE; INSIDE DELIVERY AND OTHER SERVICES COST EXT RA. DELIVERY TIME IS ESTIMATED TO BE 5-8 BUSINESS DAYS.

Ann La Greca  
 Account Executive  
 alagreca@harlequinfloors.com

This price quote is guaranteed for a period of 14 days. Quote is based upon room or stage dimensions provided by the client. American Harlequin is not responsible for erroneous measurements provided by the client. Quoted material is based upon industry standard layout and other options are possible. Harlequin warrants that its products are free of manufacturing defects. After delivery no returned items will be accepted by our warehouse without a Return Merchandise Authorization number (RMA). A 25% restocking fee applies to all returned merchandise.



*Serving the Entertainment Industry*

571 Queensbury Avenue  
 Queensbury, NY 12804-7613  
 Toll Free: 1-800-836-0524  
 Phone: 518-793-6706  
 Fax: 518-793-6181

<b>Quotation</b>		
<b>Date</b> Nov 18, 2014	<b>Quote Number</b> QT033492	Page 1 of 1
<b>To:</b> Brett Garfinkel <b>Phone:</b> 318-357-5788 <b>EMAIL:</b> garfinkelb@nsula.edu		

<b>Sold To:</b> Northwestern State University Creative & Perfm Arts Business Affairs-Accounts Payable P.O. Box 5685 Natchitoches, LA 71457	<b>Ship To:</b> Northwestern State University Brett Garfinkel CAPA Building/Theatre Dept. 150 Central Ave. Natchitoches, LA 71457 garfinkelb@nsula.edu
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<b>Reference</b>	<b>PO Number</b> TBD	<b>Customer No.</b> S140023	<b>Salesperson</b> MR	<b>Quote Date</b> Nov 18, 2014	<b>Ship Via</b> FXGND	<b>Terms</b> N30
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Qty. Ord.	Item Number	Description	Unit Price	UOM	Extended Price
2	19-0VHAZER	Rosco V-Hazer Haze Machine	1,025.00	Each	2,050.00
2	19-0VHF040	Rosco V-Hazer Fluid, 4L	50.00	Each	100.00
	SHIP	Shipping			115.00

<b>Comments:</b>  CK  All pricing is F.O.B. origin. Pricing is good for 30 days. All transportation charges are additional unless otherwise noted. If you have any questions please feel free to contact us at 1-800-836-0524	<table border="1"> <tr> <td style="text-align: right;"><b>Included Tax</b></td> <td style="text-align: right;">0.00</td> </tr> <tr> <td style="text-align: right;"><b>Subtotal</b></td> <td style="text-align: right;">2,265.00</td> </tr> <tr> <td style="text-align: right;"><b>Total sales tax</b></td> <td style="text-align: right;">0.00</td> </tr> <tr> <td style="text-align: right;"><b>Total quote</b></td> <td style="text-align: right;"><b>2,265.00</b></td> </tr> </table>	<b>Included Tax</b>	0.00	<b>Subtotal</b>	2,265.00	<b>Total sales tax</b>	0.00	<b>Total quote</b>	<b>2,265.00</b>
<b>Included Tax</b>	0.00								
<b>Subtotal</b>	2,265.00								
<b>Total sales tax</b>	0.00								
<b>Total quote</b>	<b>2,265.00</b>								



8053 Potranco Road | San Antonio, TX 78251-2915  
 Phone: 800-292-7490 | Office: 210-684-0091  
 Fax: 210-684-4557 | www.texasscenic.com



**Price Quotation**

Date: 20-Nov-14  
 Quote to: Northwestern State University  
 Natchitoches, Louisiana  
 Lillian Gray  
 Email: grayje@nsula.edu  
 Phone: 318-357-2567  
 Fax:

By: *C. Rodriguez*  
 Phone: 210-684-0091, ext 2956  
 Email: [c.rodriquez@texasscenic.com](mailto:c.rodriquez@texasscenic.com)  
 Fax: 210-684-4557

This price quotation is valid for 60 days from date noted above. Please note installation is not included in the quotation. All orders are subject to Texas Scenic Terms & Conditions (see attached). Freight charges are subject to change due to package and dimensional weight.

Sales Person	Ship Via	Account No.	Terms
C. Rodriguez	Ground	14085	Net 30

TSC Item Number	Description	QTY	Price	Extended Price
Special Order	Phillips Varilite VL550 Wash, 120V or 230V, Standard Dichro*Tune Color System, Includes Lamp (must specify lamp type when ordering) and Stipple Lens (NSP), #20.9683.0001	2	\$ 4,974.00	\$ 9,948.00
ER005010	5 PIN 50' DMX CABLE M-F	3	\$ 53.00	\$ 159.00
IMLB	CLAMP/COUPLER MEGA COUPLER, BLACK	4	\$ 19.00	\$ 76.00
EFBBSC	SAFETY CABLE BLACK W/SNAPHOOK	2	\$ 3.00	\$ 6.00

Freight: Included  
 Subtotal: \$ 10,189.00  
 Sales Tax\*: EXEMPT  
 TOTAL Due: \$ 10,189.00

**Special Instructions:**

*\*If you are a tax exempt organization, please fax/email a copy of your exemption form to your salesperson.*