



**Gavin Newsom  
Mayor**

**Purchasing Division**

# **AWARD**

## **CONTRACT PROPOSAL 77520, ELECTRICAL MATERIALS, SUPPLIES, & FIXTURES.**

### **CONTRACTOR:**

**Maltby Electric Supply Co., Inc.  
336 – 7<sup>th</sup> Street  
San Francisco, CA 94103  
Telephone: 800-339-0668  
FAX: 415-863-5011  
Contact Person: Andrew Kawamura  
Vendor Number: 11714  
CBPO Number: BPSF00002048**

**F.O.B. Destination  
1%30, Net 31**

**AWARD**  
**ELECTRICAL MATERIALS, SUPPLIES & FIXTURES**  
For the Term March 1, 2004 Through February 28, 2006

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**1. CONTRACT TERM**

The contract period shall be for twenty-four (24) months. The initial term of this contract is the period from award execution date, approximately March 1, 2004, or the above stated term date whichever is later, through the last day of the month of a twenty-four consecutive month period.

**2. EMERGENCY - PRIORITY 1 SERVICE**

In case of an emergency that affects the San Francisco Bay Area, Contractor will give the City and County of San Francisco Priority 1 service. Contractor will make every good faith effort in attempting to deliver products or services using all modes of transportation available.

Contractor shall provide a 24-hour emergency telephone number of a company representative who is able to receive and process orders for immediate delivery or will call in the event of an emergency.

In addition, the Contractor shall charge fair and competitive prices for items and services ordered during an emergency and not covered under the awarded contract.

**3. SPECIFICATIONS**

All items covered under this contract proposal must fully comply with all applicable Federal, State and local laws, regulations, and ordinances, which govern the proper manufacture, transportation, and delivery of the products and services covered by this contract.

**4. DELIVERY**

Bidders must offer and contract on a no minimum order basis and may not assess any small order surcharges. All shipments of standard items shall be delivered within two working days of a properly tendered order. Non-standard items shall be delivered within 14 calendar days of a properly tendered order unless otherwise approved by the ordering department.

All shipments shall be made F.O.B. Destination to all City locations in and outside of the City and County of San Francisco and include all packaging and handling charges. All returns shall be made at the vendor's expense. **There shall be no restocking charges or payments for items ordered from this contract.**

**5. PRICE**

Bid price is to be a firm fixed discount off of the latest Traser Pro i2 third column pricing. The firm fixed discount shall be effective the life of the contract irrespective of change in manufacturer's price changes.

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**6. ORDERING**

Items to be furnished under this contract shall be ordered through a release from the appropriate Citywide Blanket Purchase Order by City departments during the effective period of the contract.

All invoices for payments shall show the Citywide Blanket Purchase Order number, complete description of item, quantity and contract price.

**7. EXCLUDED ITEMS**

All lamps, ballasts, Graybar and items covered by other existing City contracts are excluded from this contract.

**8. TRA-SER PRO i2 PROGRAM**

A condition of this contract is to make the Tra-Ser Pro i2 program and software available to all using City departments **at no charge within 30 days of the request**. Contractor shall maintain the Tra-Ser Pro i2 during the life of the contract and shall provide up dates, as they become available, at no charge to the City using departments. An adequate number of user manuals and tutorials to assure the smooth installation of the software shall be made available from the contractor at no charge.

Prices are a flat firm per cent discount off Tra-Ser's third column pricing for each the 400 plus manufacturers listed. The offered discounts off of Tra-Ser Pro i2 by the contractor are attached to this document, on contractor's letterhead, and are number pages 1 through 11.

**9. OFFICE OF CONTRACT ADMINISTRATION CONTACT**

Questions concerning this contract should be addressed to:

Tony Fiore, Senior Purchaser  
Office of Contract Administration, Purchasing Division  
1 Dr. Carlton B Goodlett Place, Room 430  
San Francisco, CA 94102

Telephone: 415.554.6714  
FAX: 415.554.6717  
Email: [tony.fiore@sfgov.org](mailto:tony.fiore@sfgov.org)



**MALTBY ELECTRIC SUPPLY CO., INC.**

- 336 Seventh Street San Francisco, CA 94103 415/863-5000 FAX 415/863-5011
- 1200 Holm Road Petaluma, CA 94952 707/778-8881 FAX 707/778-8156
- 1261 Andersen Drive San Rafael, CA 94901 415/453-8300 FAX 415/453-6702
- 1085 Horizon Drive Fairfield, CA 94533 707/423-9444 Fax 707/423-9433

**Maltby Bid Proposal for City and County of San Francisco  
Electrical Materials, Supplies & Fixtures Proposal # 77520**

<u>Vendor #</u>	<u>Vendor</u>	<u>Discount</u>
999999	MISC	Col3 - 20%
051141	3M12	Col3 - 35.5%
054007	3M10	Col3 - 35.5%
051138	3M0	Col3 - 35.5%
021200	3M1	Col3 - 35.5%
051128	3M11	Col3 - 35.5%
048011	3M2	Col3 - 35.5%
051111	3M3	Col3 - 35.5%
051135	3M5	Col3 - 35.5%
051115	3M6	Col3 - 35.5%
051125	3M7	Col3 - 35.5%
051144	3M8	Col3 - 35.5%
891040	3M9	Col3 - 35.5%
051131	3M4	Col3 - 30%
780730	A&G	Col3 - 30% ✓
047503	ACME	Col3 - 23%
781035	ACN	Col3 - 31% ✓
051411	ADA	Col3 - 15.5%
781063	ADALET	Col3 - 15.5%
022678	A-PST	Col3 - 25%
781087	ADV	Col3 - 62%
088193	AVP	Col3 - 20%
083162	AIR	Col3 - 25%
783429	A-M	Col3 - 25% ✓
649946	ALKCO	Col3 - 40%
085339	ALLIED	Col3 - 30%
781170	AS	Col3 - 50%
663061	ALP	Col3 - 30%
781197	ALPHA	Col3 - 20.5%
980120	AL WIRE	Col3 - 55%
782031	AMR	Col3 - 45%
662364	AMFI	Col3 - 50%
045131	AIW.	Col3 - 40%
781279	AIW	Col3 - 40%
027868	PWTR	Col3 - 20%
741149	AMP	Col3 - 20%
781339	AMPROBE	Col3 - 19%
714118	ANACON.	Col3 - 50%
781348	ANCHOR	Col3 - 22.5%
781381	APP	Col3 - 37.5%
045686	ALR	Col3 - 20%

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018997	ARL	Col3 - 31.5%
781431	A-H2	Col3 - 30%
765364	ATL	Col3 - 20%
781490	ATLITE	Col3 - 15%
707353	AUS	Col3 - 15% ✓
015164	BAU	Col3 - 20.5%
752560	BER	Col3 - 23.5%
070042	BERNZ	Col3 - 15.5%
786331	BIG-B	Col3 - 20%
028874	B&D CONST	Col3 - 18.5%
028877	B&D AUTO	Col3 - 18.5%
028872	B&D CONSUM	Col3 - 18.5%
030007	B&D FASTEN	Col3 - 18.5%
028876	B&D INDS	Col3 - 18.5%
028873	B&D POWER	Col3 - 20%
783786	BLKBRN	Col3 - 50%
782051	BENC	Col3 - 25%
781011	B-LINE	Col3 - 57% ✓
781720	BOWERS	Col3 - 60.5% ✓
662820	BRADY	Col3 - 10%
754473	BRADY1	Col3 - 10%
612973	BUI	Col3 - 15.5% ✓
781747	BRDGPORT	Col3 - 55%
016731	BRI-STAR	Col3 - 15%
780227	B-E	Col3 - 20%
029054	BRK	Col3 - 30%
026715	BROAN	Col3 - 20.5%
083618	ERD	Col3 - 10%
781786	BRYANT	Col3 - 31.5%
781789	BUCHANAN	Col3 - 20.5%
781810	BUR	Col3 - 40%
781812	BRNLY	Col3 - 15%
051712	BUSS	Col3 - 35.5% ✓
087115	BWF	Col3 - 40%
606818	CEW	Col3 - 20.5%
027418	CADET	Col3 - 20.5%
088700	CTX	Col3 - 55%
782172	CPP	Col3 - 60%
783238	CAPRI	Col3 - 25%
034481	CARLON	Col3 - 55%
791207	CARL	Col3 - 40% ✓

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079407	CRL	Col3 - 25.5%
786881	CARP	Col3 - 15%
728494	CAT	Col3 - 20.5%
025582	CHAN	Col3 - 20%
74812	CHRISTY	Col3 - 19.5%
786722	CHRMLOX	Col3 - 20%
786863	COB	Col3 - 15.5%
029892	CLM	Col3 - 25.5%
078531	COL	Col3 - 25%
678364	CSC	Col3 - 14%
681107	CPC	Col3 - 15%
980070	COND. & CAB.	Col3 - 50% ✓
980060	PLAS COND.	Col3 - 60%
980040	PVC COND.	Col3 - 51%
980030	AL COND	Col3 - 31.5%
980020	COND FTGS	Col3 - 50%
980050	FLEX COND.	Col3 - 40%
980010	CONDUIT	Col3 - 66%
781727	CNDX	Col3 - 12.5%
094925	CES	Col3 - 15%
660674	CON	Col3 - 15%
633914	CO	Col3 - 15%
037103	COOP	Col3 - 25%
662400	HALO	Col3 - 15.5%
662401	MET	Col3 - 28.5%
622696	LUM	Col3 - 22.5%
784216	CPS	Col3 - 20%
040893	CWD	Col3 - 35%
032664	CWD1	Col3 - 35%
980100	CU WIRE	Col3 - 55%
647881	CRF	Col3 - 20%
078254	CRC	Col3 - 27.5%
780354	CRS	Col3 - 20.5%
782274	CRS-H	Col3 - 15.5%
085937	CUL	Col3 - 30%
786246	CURTIS-TOL	Col3 - 20%
782116	C-H3	Col3 - 12.5%
786683	CHBUS	Col3 - 12.5%
786676	CHCPD	Col3 - 12.5%
782113	C-H1	Col3 - 15%
782114	C-H2	Col3 - 15%

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786679	CHDIS	Col3 - 15%
786849	C-H	Col3 - 15%
786680	CHDTT	Col3 - 20%
786678	CHMTR	Col3 - 12.5% ✓
786685	CHNUM	Col3 - 10%
786687	CHPNL	Col3 - 15.5%
786670	CHSWG	Col3 - 10%
786689	CHVEC	Col3 - 12.5%
734340	D_B	Col3 - 16.5%
782343	D-B	Col3 - 16.5%
720369	DAZOR	Col3 - 12.5%
785118	PIN	Col3 - 15% ✓
028875	DEWALT	Col3 - 16.5%
782490	DONGAN	Col3 - 15%
781002	DOTTIE	Col3 - 37.5%
782520	DUAL	Col3 - 17%
041333	DUR	Col3 - 10.5%
782553	DURAY	Col3 - 15%
706762	DURO-L	Col3 - 10.5%
071701	DYMO	Col3 - 15%
013627	EASY	Col3 - 12.5%
718205	EMC	Col3 - 10.5%
782634	EFSE	Col3 - 10.5%
793017	EDW2	Col3 - 15.5%
782640	EDW	Col3 - 20.5%
793016	EDW1	Col3 - 15.5%
687855	EGS	Col3 - 15%
633999	ELCO	Col3 - 10.5%
782673	E-FLEX	Col3 - 50%
646711	ESA	Col3 - 10.5% ✓
023386	E-LINE	Col3 - 50%
781052	EMC	Col3 - 18%
782683	EMERGI-LIT	Col3 - 17%
030844	EMERSON.	Col3 - 12.5%
780321	EPCO	Col3 - 10%
804325	ETR	Col3 - 10.5%
811706	ENVIRO	Col3 - 12.5%
782856	ERC	Col3 - 20%
782862	ERIC	Col3 - 10.5% ✓
780249	ETCON	Col3 - 15.5%
717678	EUR	Col3 - 10.5%

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039800	EV-REDY	Col3 - 20%
700251	EXCEL	Col3 - 12.5%
789597	FARADAY	Col3 - 15.5%
746071	FAS	Col3 - 20%
047569	SQD1	Col3 - 18%
782979	FED-SIG	Col3 - 15.5%
782985	FEEDRL	Col3 - 18%
782001	FRZ	Col3 - 20.5% ✓
663008	FIB	Col3 - 10.5%
685728	FIRO	Col3 - 10.5%
751928	F-PIERCE	Col3 - 15.5%
980130	FIX WIRE	Col3 - 50.5%
095969	FLK	Col3 - 15.5% ✓
032076	GB	Col3 - 15.5%
010151	GC	Col3 - 10.5%
043215	GCC	Col3 - 10.5%
783175	GE BUS	Col3 - 10.5%
783166	GE CONT	Col3 - 10.5% ✓
425095	GE CONTROL	Col3 - 10.5%
017018	GE CONTROL3	Col3 - 10.5%
783164	GE D E	Col3 - 10.5%
043168	GE LAMP	Col3 - 25%
662050	GE LTG	Col3 - 24.5%
783173	GE TFMR	Col3 - 10.5%
043180	GE W D	Col3 - 20.5%
662516	GLOBE	Col3 - 10.5%
990089	GRY WIRE	Not Required
990099	GRY COND	Not Required
980105	GRY CUWIRE	Not Required
980135	GRY CORD	Not Required
780079	GRY PVC	Not Required
784491	GRVS	Col3 - 10.5%
783310	GRN	Col3 - 18.5%
623980	HMND	Col3 - 10.5%
786607	HAZLUX	Col3 - 11.5%
089306	TYN	Col3 - 15.5%
640665	HINK	Col3 - 12.5%
785023	HMC	Col3 - 12.5%
783510	HOFF	Col3 - 10.5%
780221	HIP	Col3 - 10.5%
085267	HW	Col3 - 15.5% ✓

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784549	MICRO	Col3 - 15.5%
799385	HOW	Col3 - 20%
785988	HUB	Col3 - 20.5%
096359	HPS	Col3 - 11.5%
783585	HUBW	Col3 - 15.5% ✓
783608	HUNT	Col3 - 20%
049694	HUNTER	Col3 - 20.5%
783628	HYKON	Col3 - 20.5%
783250	IDEAL	Col3 - 24%
783669	ILSCO	Col3 - 32% ✓
783700	IND-T	Col3 - 10.5% ✓
078275	INT-MAT	Col3 - 30.5%
050201	IN-T	Col3 - 15.5%
622454	SES	Col3 - 15.5%
783643	ITE	Col3 - 15.5%
780261	NOLAN	Col3 - 10.5%
783795	JEFF	Col3 - 30%
785411	RMK	Col3 - 15.5%
749761	JOSLYN.	Col3 - 10.5%
783840	JOSLYN	Col3 - 10.5%
661209	JNO	Col3 - 21.5%
634830	KH	Col3 - 10.5%
784464	K&S	Col3 - 11.5% ✓
027041	KEST	Col3 - 15.5%
783927	KICH	Col3 - 10.5% ✓
038463	WST	Col3 - 10.5%
047871	KID2	Col3 - 15%
025417	KID1	Col3 - 15%
784908	KID3	Col3 - 15%
783936	KLRK	Col3 - 30%
093319	KING	Col3 - 15.5% ✓
719362	KSP	Col3 - 15.5%
092644	KLEIN	Col3 - 28% ✓
783972	KNOPP	Col3 - 15.5%
761083	LED	Col3 - 10.5%
781352	LEM	Col3 - 10.5%
082472	LENOX	Col3 - 46%
078477	LEV	Col3 - 40%
784149	LEW	Col3 - 15.5%
784170	L-A	Col3 - 10.5%
746504	L-G	Col3 - 15.5%

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784197	LOL	Col3 - 20%
786121	LLC	Col3 - 20%
786032	L-F	Col3 - 20%
783667	LINE-M	Col3 - 11.5% ✓
784231	LITH	Col3 - 27.5% ✓
079458	L-FSE	Col3 - 20.5%
728865	L-VIL	Col3 - 30%
078827	LPS	Col3 - 15.5%
027557	LUT	Col3 - 30.5%
049444	LUXO.	Col3 - 10.5%
698397	M&W	Col3 - 10.5%
975180	MORSE	Col3 - 20.5%
781023	MAC	Col3 - 10.5%
784297	MADISON	Col3 - 10.5%
038739	MAG	Col3 - 15.5% ✓
781939	MAG-C	Col3 - 11.5% ✓
722170	MBT	Col3 - 20.5%
088381	MAK	Col3 - 15.5%
789143	MHT	Col3 - 30%
020967	MC	Col3 - 15.5%
784337	M-THN	Col3 - 12.5%
071687	M-TIME	Col3 - 15.5%
098319	MLY	Col3 - 11.5%
030315	MLY-P	Col3 - 11.5%
685360	MLY-Q	Col3 - 11.5%
036283	MCGILL	Col3 - 15.5%
645113	MCKIN	Col3 - 20.5%
784485	MEPH	Col3 - 20.5%
639720	M-TAL	Col3 - 28%
670555	M-CO	Col3 - 20.5%
784550	MCR	Col3 - 12.5%
784555	M-CHN	Col3 - 10.5%
784564	M-WEST FTG	Col3 - 12.5%
784567	M-WEST P O	Col3 - 12.5%
784572	MILB	Col3 - 25%
045242	MILW	Col3 - 10.5%
784610	MINRLAC	Col3 - 30%
784619	MISNER	Col3 - 10.5%
786391	USE	Col3 - 10.5%
784651	MEC	Col3 - 10%
600170	MNO	Col3 - 20%



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601986	MOR	Col3 - 12.5%
010123	MUEL	Col3 - 15%
095327	MULB	Col3 - 20.5%
040892	MJR	Col3 - 10.5%
784731	MYERS	Col3 - 17.5%
044427	NCI	Col3 - 10.5%
732180	NOR	Col3 - 15%
662381	NSI	Col3 - 20%
784891	NUTONE	Col3 - 45% ✓
697453	NUV	Col3 - 10.5%
092026	OAS	Col3 - 10.5%
704508	OCAL	Col3 - 51%
046135	SYL LAMPS	Col3 - 62.5%
783126	OZ-G	Col3 - 45.5%
785191	SEC	Col3 - 15%
078341	PS1	Col3 - 15.5%
785007	P&S	Col3 - 37.5%
074983	PAND	Col3 - 16.5% ✓
784970	PANTH	Col3 - 10.5%
085129	PS2	Col3 - 15.5%
785037	P-U	Col3 - 15%
785055	PERF-L	Col3 - 50%
046677	PHIL	Col3 - 45%
695298	PLYM	Col3 - 15.5%
663112	PORC-P	Col3 - 12.5%
075352	PWF	Col3 - 21.5%
702316	P-STRUT	Col3 - 57.5%
086071	PREC	Col3 - 25.5%
720563	P-MULTI	Col3 - 10.5%
785235	PRES-M	Col3 - 15.5% ✓
785239	P&R	Col3 - 10.5%
662404	PRI	Col3 - 20.5%
785244	PECO	Col3 - 10.5%
705591	PEC	Col3 - 15.5%
785247	PROG	Col3 - 12.5%
662679	PROTO	Col3 - 18.5%
662037	QZT	Col3 - 10.5%
795510	GRL	Col3 - 10.5%
019813	RAB	Col3 - 15.5% ✓
050169	RACO	Col3 - 51.5%
078698	RAD	Col3 - 10.5%

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662520	RAM	Col3 - 18.5%
027014	RNG	Col3 - 10.5%
715629	RAY	Col3 - 10.5%
01280C	RAYOVAC	Col3 - 43.5%
021449	REC	Col3 - 10.5%
042269	R-DOT	Col3 - 40.5%
648671	REES	Col3 - 10.5%
785394	REGAL	Col3 - 66.5%
785399	RELI	Col3 - 10.5%
785401	RELTON	Col3 - 17.5%
043593	REM	Col3 - 10.5%
095691	RDG	Col3 - 12.5%
785465	RIT	Col3 - 10.5%
639889	RTL	Col3 - 15.5%
658964	RE	Col3 - 15.5%
785928	STAH	Col3 - 11.5%
784011	ROB-R	Col3 - 10.5%
785510	ROLR	Col3 - 10.5%
785592	GRVN	Col3 - 10.5%
980080	SCREWS	Col3 - 40.5%
785652	S-GULL	Col3 - 20.5%
723875	S-TEK	Col3 - 10.5%
661191	SEL-SW	Col3 - 15%
785994	SEPSCO	Col3 - 10.5%
753554	SHAM	Col3 - 45.5%
726585	SHA	Col3 - 15%
754554	S-A	Col3 - 10.5%
783087	FURN	Col3 - 10.5%
082847	SLO	Col3 - 10.5%
785752	SILVEY	Col3 - 15%
027029	S-KAR	Col3 - 15%
026991	SIM	Col3 - 15%
745918	SMP	Col3 - 10.5%
039725	SKIL	Col3 - 12.5%
834445	SNK	Col3 - 10.5%
783472	H-D	Col3 - 18.5%
785908	S-C	Col3 - 10.5%
785901	SQD	Col3 - 23.5%
072213	ST-LB	Col3 - 10.5%
076174	STAN	Col3 - 15.5%
084389	STAN1	Col3 - 15.5%

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**MALTBY ELECTRIC SUPPLY CO., INC.**

- 336 Seventh Street San Francisco, CA 94103 415/863-5000 FAX 415/863-5011
- 1200 Holm Road Petaluma, CA 94952 707/778-8881 FAX 707/778-8156
- 1261 Andersen Drive San Rafael, CA 94901 415/453-8300 FAX 415/453-6702
- 1085 Horizon Drive Fairfield, CA 94533 707/423-9444 Fax 707/423-9433

**Maltby Bid Proposal for City and County of San Francisco  
Electrical Materials, Supplies & Fixtures Proposal # 77520**

<u>Vendor #</u>	<u>Vendor</u>	<u>Discount</u>
733417	ZAG	Col3 - 15.5%
980021	BOX	Col3 - 50%
785991	STL-CTY	Col3 - 50%
662352	STW	Col3 - 10.5% ✓
730573	STI	Col3 - 10.5%
786034	STONCO	Col3 - 20%
098478	SBMP	Col3 - 10.5%
616013	S-STRUT	Col3 - 52.5%
051849	SLI.	Col3 - 15.5%
020206	SWIV	Col3 - 12.5%
786210	T&B	Col3 - 40.5%
772197	NUT	Col3 - 40.5%
708917	R&S.	Col3 - 20.5%
092326	TMAC	Col3 - 15.5%
738888	TECH	Col3 - 10.5%
786189	THEP	Col3 - 25.5%
718698	THIEL	Col3 - 12.5%
067396	MARR	Col3 - 12.5%
020389	THOMAS	Col3 - 12.5%
687744	TIF	Col3 - 15.5%
786231	TILD	Col3 - 15.5%
751338	TPZ	Col3 - 11.5%
786261	TORK	Col3 - 20.5%
686334	TPI	Col3 - 10.5% ✓
011009	TRN	Col3 - 12.5%
614395	TTT	Col3 - 12.5%
086839	TTD	Col3 - 20%
721365	TJN	Col3 - 10.5%
782006	U-P	Col3 - 10.5%
786358	UNION	Col3 - 30% ✓
786364	UNISTR	Col3 - 17.5%
761515	UNT	Col3 - 10.5%
053533	U-E	Col3 - 10.5%
768386	ULT	Col3 - 10.5%
786888	U-MFG	Col3 - 10.5%
042741	USI	Col3 - 10.5%
676566	UTL	Col3 - 10.5% ✓
786491	V-BAR	Col3 - 10.5%
010399	VICTOR	Col3 - 10.5%
782272	VIKING	Col3 - 10.5%
615119	SL	Col3 - 10.5%



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<u>Vendor #</u>	<u>Vendor</u>	<u>Discount</u>
786564	WALKER	Col3 - 26%
754182	WATT	Col3 - 22.5%
079567	WD-40	Col3 - 12.5% ✓
786631	WELL	Col3 - 12.5%
044459	WEN	Col3 - 10.5%
051751	WER	Col3 - 12.5%
092368	WES2	Col3 - 10.5%
024034	WES1	Col3 - 10.5%
030721	WES	Col3 - 10.5%
786710	W-R	Col3 - 10.5%
786725	WIEG	Col3 - 21.5%
641353	WG	Col3 - 12.5% ✓
605505	WLN	Col3 - 10.5%
786776	WM	Col3 - 26%
786788	WOOD	Col3 - 20%
037841	WRAP	Col3 - 10.5% ✓
782713	ZAL	Col3 - 10.5%