



## Vendor Contacts and Ordering Instructions

All PEPPM orders should be faxed to PEPPM at **800-636-3779**

**Product Line:** Communications systems

### Introduction

Rauland-Borg specializes in telephony communications, intercom communications, paging, master clock and media management systems specifically designed for the k-12 market.

Rauland-Borg Corporation  
1802 W Central Road  
Mount Prospect, IL 60056

#### **Rauland Contact:**

Overall program Mark Whidden, Government Accounts and Contract Manager,  
[mark.whidden@rauland.com](mailto:mark.whidden@rauland.com)

Specific PO/Invoice # Eala Walker, Customer Service Manager, [Eala.Walker@Rauland.com](mailto:Eala.Walker@Rauland.com)

**Office Hours:** MON – FRI: 7:30am – 5:00pm Central Time Zone

**Phone:** (847) 590-7100

**Internet:** [www.rauland.com](http://www.rauland.com)

**Shipping:** Rauland-Borg Product shipped F.O.B. destination. Shipment 30-60 days after receipt of a confirmed PO.

**Payment:** Net 30 days from date of invoice

**Return Policy:** All returns subject to restocking fee and pre-authorization. Product must be of current manufacture. See Rauland-Borg's written return goods policy.

**E-Rate SPIN No:** Contact individual authorized Rauland-Borg Distributor for their number.

**Volume Discount:** Our posted PEPPM prices are for various quantities. You will see the same part number listed multiple times and the QTY listed are the price per item in that range.

Discounts for volume purchasing are listed so you can reference against your orders.

### Placing an Order via Fax:

1. Select your local authorized reseller or distributor (listed below.)
2. The selected authorized reseller or distributor (listed below) will help you identify product(s) and specific configuration to meet your needs.
3. Select one of the authorized resellers listed below and address the orders to:  
Rauland-Borg  
c/o (Selected Reseller Name)  
Reseller Address
4. Complete purchase orders include the following:
  - All quotes and orders should state "As per PEPPM 2010."
  - Vendor address information needs to be included in the orders:
    - a. Rauland Borg
    - b. c/o (Selected Reseller/Distributors Name)
    - c. Reseller/Distributor Address
  - School District:
    - a. Contact person
    - b. Bill To Address (Street/PO Box, City, ZIP)

- c. Ship To Address ( Street, City Zip)
  - d. Phone Number
  - e. FAX Number
  - f. E-mail Address (if it is available)
  - Purchase Order Number(s) Typically one purchase order per facility or project
5. Fax the completed order to PEPPM at **800-636-3779**. Once received:
    - a. Your order will be reviewed and edited by PEPPM Staff.
    - b. You will be contacted to make any necessary corrections.
    - c. Your order will be issued to the vendor within 24 hours during the business week after all (if any) corrections are made.
    - d. Your order will be archived for audit protection.
  6. Your order will be handled either by the Reseller directly or by Rauland–Borg for the listed Distributors.

## Placing an order Online:

Before placing an online order, make sure that your Ship-to Address has been entered by the individual in your organization that manages your Epylon information. Click on My Profile\_My Ship-to Addresses to view the addresses available on your account. If it is not listed, you must add it before creating the PO form. Ship-to Addresses are added under Accounts\_Ship-to Addresses.

1. Login to Epylon at [www.epylon.com](http://www.epylon.com).
2. Click on the Contracts tab.
  - a. Choose between a "line item" or "contracts" search.
  - b. Select **Rauland-Borg** from the Vendor (Awardee) list.
  - c. Click "Search."
3. Add selected line items to a List.
4. Assign a reseller to the item by using the checking the box next to the item and clicking the "Assign Distributor" button.
5. To request a volume price break, add items to a Spot Price Check form along with your desired quantity and a Response Due Date. The vendor will be notified of your request via email. Once they respond, you'll be notified and can view the response on Epylon. (After viewing a winning response, continue with the instructions that follow.)
6. Add selected items to a Purchase Order form.
7. Click "Submit" after entering a valid PO number and shipping address.
  - a. The PEPPM contract will automatically be referenced in your PO.
  - b. You will retain a copy of the sent purchase order in your Epylon account. A Printable Version is also available.
  - c. The order will immediately be viewable by the vendor.
  - d. Your order will be archived for audit support.

For any assistance using Epylon, contact [service@epylon.com](mailto:service@epylon.com) or call 888-211-7438.

## Reseller Listing

Orders may not be faxed directly to these resellers. All orders must be placed through the PEPPM fax number (800-636-3779)

The following companies are authorized distributors for systems and equipment manufactured by Rauland-Borg Corporation and are the only companies who can provide Factory Certified Technicians to install these systems in the listed states.

## Locating your authorized sales representative

If it is not clear to you who you should contact from the list below please use our online tool to notify your local distributor of your interest: <http://www.rauland.com/contactus.cfm>  
Please select potential customer and fill in the information completely as possible

Select one of the authorized resellers/dealers listed below and address the orders to:

### Authorized Rauland Borg Distributors & Reseller for PENNSYLVANIA

1. Distributor Name	<b>ASCC, INC.</b> 130 Wisconsin Ave. Cranberry Township, PA 16066
a. Contact Name	Jeff Behr
b. Phone Number	(724) 772-2722
c. E-Mail Address	<a href="mailto:JBehr@ascinc.com">JBehr@ascinc.com</a>
2. Distributor Name	<b>COMMUNICATION SYSTEMS, INC.</b> 415 North Third Street Allentown, PA 18102
a. Contact Name	Lisa Senderling
b. Phone Number	(610) 439-1600
c. E-Mail Address	<a href="mailto:lsenderling@systemsbycsi.com">lsenderling@systemsbycsi.com</a>
3. Distributor Name	<b>WFI Delaware</b> 1100 First State Blvd. First State Industrial Park Newport, DE 19804
a. Contact Name	Fred Thomas
b. Phone Number	(302) 992-7950
c. E-Mail Address	<a href="mailto:fredt@delmarvasystems.com">fredt@delmarvasystems.com</a>
4. Distributor Name	<b>SAGE TECHNOLOGY SOLUTIONS, INC.</b> 1040 West Main Street Mount Joy, PA 17552
a. Contact Name	Daniel Rohrer
b. Phone Number	(717) 653-6641
c. E-Mail Address	<a href="mailto:DRohrer@STSI-USA.com">DRohrer@STSI-USA.com</a>
5. Distributor Name	<b>Ronco Specialized Systems, Inc.</b> <b>84 Grand Island Boulevard, Tonawanda, NY 14150</b>
a. Contact Name	Scott Strassburg
b. Phone Number	716-879-8681
c. E-Mail Address	<a href="mailto:sstrassburg@ronco.net">sstrassburg@ronco.net</a>

### Authorized Rauland Borg Distributors for California

6. Distributor Name	<b>BRASSFIELD COMMUNICATIONS</b> 6281 Chalet Drive Commerce, CA 90040
a. Contact Name	Tony Brassfield
b. Phone Number	(562) 806-3325
c. E-Mail Address	<a href="mailto:tony.brassfield@brassfieldcommunications.com">tony.brassfield@brassfieldcommunications.com</a>
7. Distributor Name	<b>CENTRAL CALIFORNIA ELECTRONICS</b> 139 East Belmont Street Fresno, CA 93701
a. Contact Name	Jay A. Johnson
b. Phone Number	(559) 485-1254
c. E-Mail Address	<a href="mailto:jay@centralcalelectronics.com">jay@centralcalelectronics.com</a>
8. Distributor Name	<b>COMTEL SYSTEMS TECHNOLOGY, INC.</b>

	2433 De La Cruz Blvd. Santa Clara, CA
a. Contact Name	Rick Nielsen
b. Phone Number	(408) 980-1600
c. E-Mail Address	<a href="mailto:rickn@comtelsys.com">rickn@comtelsys.com</a>
9. Distributor Name	<b>CONSTRUCTION ELECTRONICS, INC.</b> 13715 Stowe Drive Poway, CA 92064
a. Contact Name	Matthew Evans
b. Phone Number	(858) 513-0200
c. E-Mail Address	<a href="mailto:evansm@c-e-i.com">evansm@c-e-i.com</a>
10. Distributor Name	<b>PACIFICOM</b> 330 North Wood Road-Suite L Camarillo, CA 93010
a. Contact Name	Glenn M. Vacca
b. Phone Number	(805) 987-1351
c. E-Mail Address	<a href="mailto:gvacca@pacificomusa.com">gvacca@pacificomusa.com</a>
11. Distributor Name	<b>QUALITY SOUND</b> P.O. Box 5501 Stockton, CA 95205
a. Contact Name	Marv Langford
b. Phone Number	(209) 948-2104
c. E-Mail Address	<a href="mailto:mlangford@qualitysound.net">mlangford@qualitysound.net</a>
12. Distributor Name	<b>TECH-TIME COMMUNICATIONS, INC</b> 5801 Norris Road Bakersfield, CA 93308
a. Contact Name	Jim Selfridge
b. Phone Number	(661) 397-0792
c. E-Mail Address	<a href="mailto:tcom@aol.com">tcom@aol.com</a>
13. Distributor Name	<b>THOMPSON ENGINEERING COMPANY</b> 2205 Fleetwood Drive Riverside, CA 92509
a. Contact Name	Adam Thompson
b. Phone Number	(951) 784-7270
c. E-Mail Address	<a href="mailto:athompson@thompsonsone.com">athompson@thompsonsone.com</a>
14. Distributor Name	<b>TITAN INTEGRATED SYSTEMS</b> 2211 East 69 <sup>th</sup> Street North Long Beach, CA 90805
a. Contact Name	John Conner
b. Phone Number	(562) 602-1750
c. E-Mail Address	<a href="mailto:john@titanla.com">john@titanla.com</a>

**Authorized Rauland Borg Distributors for Connecticut**

15. Distributor Name	<b>Fire Systems Inc.</b> 12 Oaks Business Park-Unit 305 West haven, CT 06516
a. Contact Name	Roy Yannes
b. Phone Number	(203) 934-8644
c. E-Mail Address	<a href="mailto:ryannes@firesystemsinc.com">ryannes@firesystemsinc.com</a>
16. Distributor Name	<b>TPC Associates, Inc.</b> 261 Pepe's Farm Road Milford, CT 06460
a. Contact Name	Tom Cafora III
b. Phone Number	(203) 878-1321
c. E-Mail Address	<a href="mailto:tcafora@tpcsystems.com">tcafora@tpcsystems.com</a>

**Authorized Rauland Borg Distributors for Delaware**

17. Distributor Name	<b>Delmarva Systems Corporation</b>
a. Contact Name	Fred Thomas
b. Phone Number	(302) 992-7950
c. E-Mail Address	<a href="mailto:Fred.thomas@wfinet.com">Fred.thomas@wfinet.com</a>

**Authorized Rauland Borg Distributors for ILLINOIS**

18. Distributor Name	<b>Audio Engineering</b> 5155 Torque Drive Loves Park, IL 61111
a. Contact Name	Mike Schindler
b. Phone Number	(815) 877-3755
c. E-Mail Address	<a href="mailto:mikes@audio-engineering.com">mikes@audio-engineering.com</a>

19. Distributor Name	<b>Barcom Electronics, Inc.</b> 923 North Belt West Swansea, IL 62226
a. Contact Name	John Bartle
b. Phone Number	(618) 227-3344
c. E-Mail Address	<a href="mailto:john@hemiman.com">john@hemiman.com</a>

20. Distributor Name	<b>BENNETT ELECTRONIC SERVICE CO., INC.</b> P.O. Box 12 Pontiac, IL 61764-0012
a. Contact Name	Steve Bennett
b. Phone Number	(815) 842-2380
c. E-Mail Address	<a href="mailto:steve@bennettelectronics.com">steve@bennettelectronics.com</a>

21. Distributor Name	<b>INTERSTATE ELECTRONICS COMPANY</b> 600 Joliet Road Willowbrook, IL 60527
a. Contact Name	Maxx Kanzler
b. Phone Number	(630) 789-8700
c. E-Mail Address	<a href="mailto:mkanzler@iecusa.com">mkanzler@iecusa.com</a>

22. Distributor Name	<b>MTC Systems</b> 1454 30 <sup>th</sup> St.-Suite 105 West Des Moines, IA 50266-1311
a. Contact Name	Mike Emerson
b. Phone Number	(515) 225-8484
c. E-Mail Address	<a href="mailto:Michael.emerson@mtcsystems.com">Michael.emerson@mtcsystems.com</a>

23. Distributor Name	<b>SOUND, INC.</b> 1550 Shore Road Naperville, IL 60563
a. Contact Name	Tom Court
b. Phone Number	(630) 369-2900
c. E-Mail Address	<a href="mailto:tcourt@soundinc.com">tcourt@soundinc.com</a>

**Authorized Rauland Borg Distributors for Maryland**

24. Distributor Name	<b>Baltimore Sound Engineering, Inc.</b> 6308 Blair Hill Lane Baltimore, MD 21209
a. Contact Name	Dave Soul
b. Phone Number	(410) 583-8900
c. E-Mail Address	<a href="mailto:David.soul@bseonline.com">David.soul@bseonline.com</a>

25. Distributor Name	<b>Corbett Technology Solutions, Inc.</b> 4200 Lafayette Center Drive-Suite T Chantilly, VA 20151
a. Contact Name	Christopher Corbett
b. Phone Number	(703) 631-3377
c. E-Mail Address	<a href="mailto:ccorbett@ctsi-usa.com">ccorbett@ctsi-usa.com</a>

26. Distributor Name	<b>Delmarva Systems Corporation (WFI Delaware)</b> 1100 First State Blvd. First State Industrial Park Newport, DE 19804
a. Contact Name	Fred Thomas
b. Phone Number	(302) 992-7950
c. E-Mail Address	<a href="mailto:Fred.thomas@wfinet.com">Fred.thomas@wfinet.com</a>

**Authorized Rauland Borg Distributors for New Jersey**

27. Distributor Name	<b>Open Systems Integrators, Inc.</b> 207D Woodward Road Manalapan, NJ 07726
a. Contact Name	Paul Facciolo
b. Phone Number	(732) 792-2112
c. E-Mail Address	<a href="mailto:paul@osicorp.net">paul@osicorp.net</a>

**Authorized Rauland Borg Distributors for OHIO**

28. Distributor Name	<b>COPP SYSTEMS INC.</b> 123 S Keowee Steet Dayton, OH 45402
a. Contact Name	Thomas J. Frericks Jr.
b. Phone Number	(937) 228-4188
c. E-Mail Address	<a href="mailto:tjf@copp.com">tjf@copp.com</a>

29. Distributor Name	<b>SOUND COM CORPORATION</b> 227 Depot Street Berea, OH 44017
a. Contact Name	Paul Fussner
b. Phone Number	(440) 234-2604
c. E-Mail Address	<a href="mailto:pfussner@soundcom.net">pfussner@soundcom.net</a>

30. Distributor Name	<b>SOUND COM CORPORATION – COLUMBUS</b> 4388 Tuller Road Dublin, OH 43017-5031
a. Contact Name	Paul Fussner
b. Phone Number	(614) 799-1920
c. E-Mail Address	<a href="mailto:pfussner@soundcom.net">Pfussner@soundcom.net</a>

31. * Reseller Name	<b>TORRENCE SOUND EQUIPMENT COMPANY</b> 29050 Glenwood Road Perrysburg, OH 43551
a. Contact Name	Duane Clark
b. Phone Number	(419) 666-0676
c. E-Mail Address	<a href="mailto:torrencese@aol.com">torrencese@aol.com</a>

**Authorized Rauland Borg Distributors for Virginia**

32. Distributor Name	<b>Ambassador Enterprises, Inc. (Roanoke)</b> 1231 Colonial Ft. Drive Montvale, VA 24122
a. Contact Name	Rick Arthur
b. Phone Number	(540) 947-5100
c. E-Mail Address	<a href="mailto:Rick.arthur@ae-systems.com">Rick.arthur@ae-systems.com</a>

33. Distributor Name	<b>Ambassador Enterprises, Inc. (Portsmouth)</b> P. O. Box 1258 Portsmouth, VA 23705
a. Contact Name	Randy Vaughan
b. Phone Number	(757) 393-2005
c. E-Mail Address	<a href="mailto:Randy.Vaughan@ae-systems.com">Randy.Vaughan@ae-systems.com</a>

34. Distributor Name	<b>Communications Specialists of VA, Inc.</b>
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- a. Contact Name
- b. Phone Number
- c. E-Mail Address

P O. Box 599 Mechanicsville, VA 23111
Ron Pusey
(804) 559-4479
<a href="mailto:ron.pusey@csisystems.net">ron.pusey@csisystems.net</a>

35. Distributor Name

- a. Contact Name
- b. Phone Number
- c. E-Mail Address

<b>Corbett Technology Solutions, Inc</b> 4200 Lafayette Center Dr. –Suite T Chantilly, VA 20151
Christopher Corbett
(703) 631-3377
<a href="mailto:ccorbett@ctsi-usa.com">ccorbett@ctsi-usa.com</a>

36. Distributor Name

- a. Contact Name
- b. Phone Number
- c. E-Mail Address

<b>Electronic Specialty Company</b> P O Box 400 Dunbar WV 25064
Shane Higgins
(304) 766-6277
<a href="mailto:ShaneHiggins@charter.net">ShaneHiggins@charter.net</a>

37. Distributor Name

- a. Contact Name
- b. Phone Number
- c. E-Mail Address

<b>Schick Corporation</b> 936 Corporate Lane Chesapeake, VA 23320-3641
Robert Schick Jr.
(757) 548-1940
<a href="mailto:rschick@schickcom.com">rschick@schickcom.com</a>