

**APPENDIX C PRICING INDEX
DIR-TSO-2671
GRAYBAR ELECTRIC COMPANY, INC.**

Manufacturer/Product Line/Product Category	Customer Discount % off MSRP
Hardware	
3M Telecom (All Other)	25.75%
3M Telecom (Diagnostic and Locating and Marking Products)	11.00%
AFL (Noyes and Outside Plant)	15.00%
AFL	28.75%
Allen-Tell	26.00%
American Polywater	8.00%
American Power Conversion (Excluding Netbotz)	36.00%
Belden Premise Cabling Products	35.00%
Berk-Tek All Other	40.00%
Berk-Tek Fiber Optic Cable	28.75%
Cablofil	36.00%
Chatsworth Products	34.00%
Commscope	41.00%
Cooper B-Line (Ladder Rack and Runway)	14.75%
Cooper B-Line (Cabinets and all other)	32.75%
Corning Cable Systems (Excludes Test Equipment)	32.00%
Corning Cable Systems (Test Equipment)	16.75%
CORTELCO / VERTICAL COMMUNICATION (All Other)	37.00%
CORTELCO/VERTICAL COMMUNICATION (Odessy Sys)	22.00%
CORTELCO/VERTICAL COMMUNICATION (Aries Dig All Other)	22.00%
CORTELCO/VERTICAL COMMUNICATION (Compass)	44.00%
CORTELCO/VERTICAL COMMUNICATION (ITT Telcom)	22.00%
CORTELCO/VERTICAL COMMUNICATION (Multi Feature All other)	22.00%
CORTELCO/VERTICAL COMMUNICATION (MultiFeature Call-ID)	37.00%
CORTELCO/VERTICAL COMMUNICATION (MultiFeature Centurian)	37.00%
CORTELCO/VERTICAL COMMUNICATION (MultiFeature ISDN Sets)	50.00%
CORTELCO/VERTICAL COMMUNICATION (MultiFeature Tribute Sets)	37.00%
CORTELCO/VERTICAL COMMUNICATION (MultiFeature Voyage Sets)	37.00%
CORTELCO/VERTICAL COMMUNICATION (Single Line All Other)	39.00%
CORTELCO/VERTICAL COMMUNICATION (Single Line Conference P	50.00%
CORTELCO/VERTICAL COMMUNICATION (Aries Dig Drp Ship)	10.00%
CORTELCO/VERTICAL COMMUNICATION (Corsair)	22.00%
Emerson Liebert NX 40-200 KVA, APM, Npower	25.00%
Emerson Liebert (All Other)	32.00%
Endot Innerduct	19.00%
Fluke Networks (DTX, DSP, Omniscanner, Access, Simplfibr)	18.00%
Fluke Networks (High end Testers, Optiview, Net Flow, Gold Support)	15.00%
Fluke Networks Tools and Accessories	8.00%
General Cable	44.00%
Greatlakes Case and Cabinet	23.75%
Hoffman	46.75%
Leviton JBL Products	19.00%
Leviton Telco (all other)	37.25%
Liebert NX 40-200 KVA, APM Npower	25.00%
Liebert (All Other)	32.00%

