

**Appendix C, Pricing Index**  
**Graybar Electric Company, Inc.**  
**DIR-TSO-4359**

PRODUCT BRAND	DIR Customer Discount % off MSRP
AFL TELECOMMUNICATIONS LLC	21.00%
APC / SCHNEIDER ELECTRIC IT USA INC	35.00%
AVOCENT	2.00%
BELDEN WIRE AND CABLE	24.50%
BERK-TEK LLC / NEXANS	36.00%
B-LINE TELCOM	15.00%
CABLOFIL INC - All other	18.50%
CHATSWORTH PRODUCTS INC. / CHI	31.50%
COMMSCOPE	19.50%
CORNING INC.	54.00%
EATON COMMUNICATION PRODUCTS	32.50%
ENGENIUS TECHNOLOGIES INC.	9.50%
ERICO/Caddy	26.50%
FLUIDMESH NETWORKS	3.00%
GAI-TRONICS CORP	19.00%
GARRETT COM / BELDEN	5.00%
GENERAL CABLE	38.00%
GREAT LAKES CASE & CABINET CO.	17.50%
GREENLEE	14.00%
HIRSCHMANN USA / BELDEN	14.00%
HOFFMAN / PENTAIR	9.50%
JDSU / VIAVI	15.00%
LEVITON TELECOM	30.50%
LIEBERT / VERTIV	15.50%
MOHAWK WIRE & CABLE / BELDEN	36.50%
OBERON	14.00%
ORTRONICS	23.50%
PANDUIT CORP	30.00%
PRYSMIAN CABLE	19.00%
QUIKTRON, INC.	31.00%
RARITAN	15.00%
SERVER TECHNOLOGY INC.	24.00%
SIGNAMAX CONNECTIVITY SYSTEMS	17.50%
SNAKE TRAY	40.00%
SPECIFIED TECHNOLOGIES INC. / STI	9.00%
SUPERIOR ESSEX INTERNATIONAL LP	37.00%
TALK-A-PHONE	16.00%
THE SIEMON COMPANY	26.50%
TRIPP LITE MANUFACTURING COMPANY	26.00%
WIREMOLD	27.00%