

Douglas Cable Advisory Committee  
Douglas Municipal Center  
Agenda  
Monday October 20, 2014

- **Call to order:**
- **Financials:**
- **Correspondence:**
- **Charter Encryption:**
- **Meeting Minutes:**
- **Coordinator Review:**
- **Coordinator's Report:**
- **Equipment:**
- **Other Business:**  
Open session for topics not reasonably anticipated 48 hours in advance of meeting.
- **Next Meeting:**
- **Adjourn:**

FOR 2015 03

	ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	MTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
-----							
695 CABLE ADVISORY COMMITTEE							
-----							
2836951 CABLE ADVISORY REVOLVING FUND							
-----							
2836951 51110 F/T WAGES	0	.00	6,214.86	2,129.76	.00	-6,214.86	100.0%
2836951 51200 P/T Wages	0	.00	1,634.15	708.15	.00	-1,634.15	100.0%
2836951 52400 REPAIRS AND MAINT AG	0	.00	170.90	.00	.00	-170.90	100.0%
2836951 55800 OTHER SUPPLIES	0	.00	566.84	.00	.00	-566.84	100.0%
TOTAL CABLE ADVISORY REVOLVING	0	.00	8,586.75	2,837.91	.00	-8,586.75	100.0%
TOTAL CABLE ADVISORY COMMITTEE	0	.00	8,586.75	2,837.91	.00	-8,586.75	100.0%



# MASS ACCESS

August 11, 2014

Dear MassAccess Members and all Friends of MyMassTV,

Since we first put together the program sharing server, MyMassTV in 2009, it has become everything we envisioned and more.

Literally hundreds of shows have been uploaded and shared at access centers across the Commonwealth, and downloaded to air on your channels.

We thank you all for adopting and utilizing this program sharing server, because without your content, it wouldn't be the great benefit that it is to access centers and communities throughout Massachusetts.

MassAccess originally purchased a server that was housed by the Telvue Corporation but like most things computer related we are now going to be moving to the "cloud."

Through Telvue Corp. we will be moving MyMassTV to their "Connect" system. The new system will be called the Mass Media Exchange or MMX. This move will be a huge upgrade over the current system and will benefit our members in many ways. Here's a sample of some benefits:

- Accepts virtually any video format.
- Browser-based uploads make this platform accessible from any Internet connection.
- Automatic cloud-based transcoding will save stations a lot of time and effort.
- Seamlessly and automatically handles HD and SD workflows.
- Enhanced reporting, search, and e-mail notifications will make it easier to discover great programming.
- Program previews and viewing will be available through the browser interface.

We plan to transition over to the Telvue Connect platform in the next few weeks and hope to be fully operational in early September.

Telvue is assisting us in making the transition by transferring your login credentials and transferring over some of the recent and popular programs from the old system.

They will also be holding several webinars on how to use the new system and will be available for technical assistance. We are planning to have several regional meetings to demonstrate the new system.

MassAccess will continue to make this service available to our current, paid members and to a limited amount of agencies and individuals who join MassAccess as an "uploading member."

Please check your membership status to be sure that you do not miss out on joining us in unlimited upload and download privileges.

Best Regards,

*The MassAccess Board*

MASSACCESS  
23 Needham Street  
Newton, MA 02461  
[massaccess.org](http://massaccess.org)



## CABLE ADVISORY COMMITTEE

# Memo

**To:** Board of Selectmen  
**From:** Mitch Cohen, Chair, Cable Advisory Committee  
**Date:** September 19, 2014  
**Re:** Charter digital transition update

At your most recent meeting, I provided the Board with information regarding Charter's upcoming "Digital transition." In summary, Charter is eliminating all unencrypted channels from their system, and providing only digital encrypted signals. The result is all customers will require a digital converter box for each television, which must be rented from Charter at additional cost.

Charter provided a letter to customers in their notice to the Town, which is common for their notices. This letter stated customers would receive two converter boxes at no cost for two years. That information was relayed to your Board, to the Cable Committee, and to the public.

We immediately began receiving complaints from Charter customers of an inconsistency in requesting these converters. I communicated this to our representative at Charter, Tom Cohan. He informed us then that Charter was providing converter boxes based on four "tiers" of service. This differed substantially from their original letter to us. The tiers as recently reported are:

- Limited Basic Customer with NO equipment: 2 free boxes for 2 years
- Limited Basic Customer with 1 box already; 1 free box for 2 years
- Expanded Basic Customer: 2 free boxes for 1 year
- Digital Customer: 1 free box for 1 year

Additionally they informed us that "More than 90% of our customers are already Digital customers using one or more digital boxes."

The result is very different than the expectation developed from their first letter. Most customers will only be receiving one box for one year. It appears customers are being penalized for having begun the digital transition earlier than others. This decision is worthy of discussion.

After speaking with many residents, the above breakdown appears to be consistent with that customers are receiving both in their letters from Charter and when calling to order these boxes.

Based on my review, it appears that Charter made a significant error in how they reported this transition to the Town. If the above breakdown had been provided with the original letter, much confusion could have been avoided. While one could see the situation many ways, I ultimately believe this was a Charter communications failure and not an intent to mislead.

Significant related questions have been raised regarding Charter's digital transition. To answer those questions your Chairman and I have requested Tom Cohan to attend your September 23rd meeting. I have not yet received confirmation of his attendance. In either case I will be attending your meeting.

Please let me know if you have any questions, or if there's anything additional either Mr. Cohan or I can prepare for your meeting.



529 Linwood Avenue  
Whitinsville, MA  
01588

Tuesday, October 14, 2014

Pat Aldrich  
Douglas Cable Access  
Municipal Center  
29 Depot Street  
Douglas, MA 01516

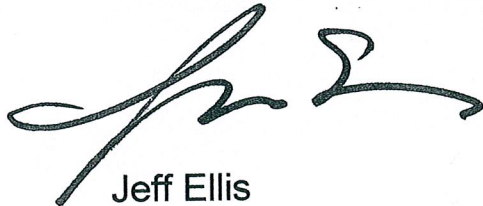
Pat,

Please find enclosed the door chip belonging to Douglas Cable Access.

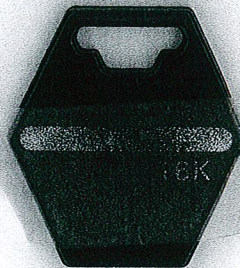
I'd like to express my sincere apologies for the meeting I missed. I hope you and the Cable Advisory Committee will forgive my mistake, and that it hasn't caused too much of a problem.

I'd also like to thank you for the opportunity of working with you. You were always pleasant and professional, which made a job that was often tedious much easier to come to. I certainly hope that my mistake has not caused you any undue hassle.

Wishing you continued success,



Jeff Ellis





## PAYROLL CHANGE NOTICE

Please enter the following change(s) in your records to take effect on:

10/16/14

Employee Name: Jeffrey Ellis

Department: Cable

Reason for Change(s)

Please check all applicable boxes.

☐ New Employee

☐ Rehired

☐ Promotion

☐ Demotion

☐ Transfer

☐ Merit Increase

☐ Union Scale

☐ Probationary Period Completed

☐ Length of Service Increase

☐ Re-evaluation of Existing Job

☒ Resignation

☐ Retirement

☐ Layoff

☐ Discharge

Leave of absence from: \_\_\_\_\_ to: \_\_\_\_\_

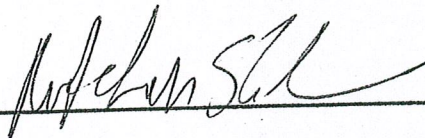
Other (explain):

Employee resigned via letter 2014-10-16

	From	To
Department	Cable	
Classification	MS-0	
Step		
Rate		

Change Authorized by:

Department Head:



Date: OCT 17, 2014

Town Administrator:

Date: \_\_\_\_\_



## CABLE ADVISORY COMMITTEE

# Memo

**To:** Capital Improvement Committee  
**From:** Mitch Cohen, Chair, Cable Advisory Committee  
**Date:** October 21, 2014  
**Re:** Cable "PEG" Funding

I've been asked to research an answer to a question, best summarized as "Why can't we use the money we get from Charter for anything we want, instead of only using it for Cable-related needs?"

This question is raised now and then in many towns. I've heard the general answer "Because it's the law" so many times I took that as fact, without researching the background. To further answer your question I've discussed this item with the Town's Special Counsel for Cable-related issues, Attorney Bill Solomon. Attorney Solomon was appointed as Special Counsel by the Board of Selectmen, and has negotiated over 100 Cable licenses for cities and towns in Massachusetts, including the most recent license signed last year between Douglas and Charter Communications.

I am attaching documents sent to me by Attorney Solomon. This memo is to serve as an overview of that information.

There is a statutory fee paid by Charter to the Town of fifty cents per subscriber, per year. There are no restrictions to that revenue. Some towns appropriate that revenue to Cable operations, or to a specific use of Cable operations such as legal/negotiation expenses. The Town has never done this, and these fees go to the General Fund for general appropriations. The most recent figures I have show 2383 subscribers, or \$1191.50.

The more substantive revenue is negotiated as part of the license renewal process, which is typically once each ten years. This is broken into two components, "PEG Access Equipment/Facilities Funding" (capital) and "PEG Access Annual Support" (operating). PEG is an acronym for Public, Education, and Government, the three channels provided to the Town under federal law (which the Cable Companies cannot decline to provide). The PEG funding is to support the facilities and operation of those three channels.

Attorney Solomon provides a generic letter covering answers to the question regarding funding usage and limitations. The letter references Comcast, as most of Massachusetts is Comcast territory (as we will soon be). The letter also references section 6 of some other license; our funding is covered in section 8 (mostly 8.3) of our license. In short, the funds are only to be used for expenses related to the PEG channels.

Section 8.3 (a) of our license states *The Licensee shall provide PEG Access equipment and facilities funding to the Town or its designee to be used for the support of the production of PEG programming (the "PEG Access Capital Funding").*

Section 8.3 (b) states *The Licensee shall provide payments to the Town or its designee to be used to support ongoing operations of PEG Access operations and programming (the "PEG Access Support"). Such payment shall be used by the Town or its designee for personnel, operating and other related expenses incurred in connection with PEG access programming and/or operations.*

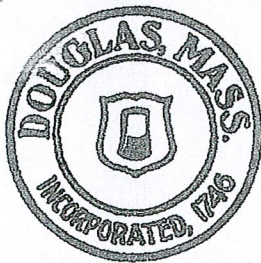


I take a simple approach in understanding this funding and the limitations on its use. Douglas subscribers to Charter pay this money as part of their cable bill, currently \$1.61 per subscriber per month. It's basically an itemized cost for those three cable channels. I wish all channels were broken down this way on the bill. Wouldn't it be nice to know how much you're paying for all the channels you'll never watch?

If a Town were able to use this revenue for unrelated purposes, the cost to the subscriber would no longer be a fee for those three channels. It would then be a general-purpose tax imposed by the Selectmen only on cable subscribers.

I hope this information is helpful. Please let me know if you have any questions.





# TOWN OF DOUGLAS

Michael D. Hughes, *Chairman*  
Kevin D. Morse, *Vice Chairman*  
Timothy P. Bonin  
Keith F. Brown  
Harold R. Davis

OFFICE OF THE SELECTMEN  
29 Depot Street • Douglas, MA 01516  
508-476-4000  
Fax: 508-476-1070  
TTY 508-476-1619

Michael J. Guzinski  
Town Administrator

Suzanne L. Kane  
Administrative Assistant

September 30, 2014

Mr. Thomas Cohan  
Director, Government Relations  
New England/NY  
Charter Communications  
95 Higgins Street  
Worcester, MA 01606

Certified Mail #: 7011 0470 0001 0765 9453

**RE: Charter – Digital Conversion/Encryption**

Dear Mr. Cohan,

The Douglas Board of Selectmen has discussed Charter's digital transition during its last two meetings. Their concerns have reached a point where Charter's participation is necessary for the Board to fully understand all of the issues related to the ongoing digital transition. Our next meeting is scheduled for 7:00pm on Tuesday, October 7, 2014. We plan to continue our discussions on this matter at that meeting.

The Board's concerns primarily involve Charter's intent to "scramble" or "encrypt" all channels, including "Basic Cable" and PEG channels. This will require all subscribers to rent, from Charter, converter boxes for all televisions in their house. Charter's current offer of 1-2 boxes for 1-2 years still carries a notable cost increase for many subscribers short-term, and a hefty cost increase over the long-term. Thus far we have not been able to identify any advantage to the customer to justify this added expense.

The Board is not opposed to the elimination of analog signals. While this alone will cause material inconvenience and added expense to many subscribers, it is consistent with changes made by many other broadcasters.

The Board is also concerned about the communication provided to the Town in advance of the transition. Substantive details regarding customer classification and converter offers were not provided in a timely manner.



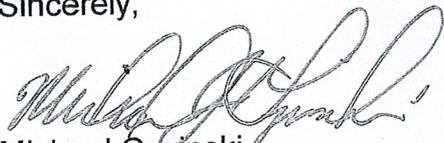
The Board believes it would be in everyone's best interest to postpone Charter's "digital conversion" until such time as the Board has heard all information and has had the opportunity to ask questions of Charter's representatives so that they can deliberate this important matter.

We hope that your participation at our meeting on October 7th will provide sufficient information for the Board to fully understand the implications of this transition.

Please confirm you will be in attendance at our meeting on October 7, 2014, at 7:00pm. Please also confirm that Charter will not be implementing the "digital conversion" on that same date as previously indicated. We recommend a delay of at least thirty days, pending further discussion.

Thank you very much for your consideration in this important matter.

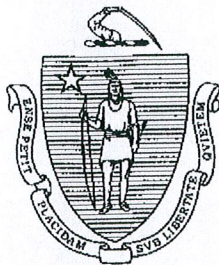
Sincerely,



Michael Guzinski  
Town Administrator

CC: Honorable Elizabeth Warren, U.S. Senator  
Honorable Edward Markey, U.S. Senator  
Congressman James McGovern  
Senator Richard Moore  
Representative Ryan Fattman  
Massachusetts Department of Telecommunications and Cable  
Douglas Board of Selectmen  
✓ Douglas Cable Advisory Committee





*The Commonwealth of Massachusetts*

**MASSACHUSETTS SENATE**

OFFICE OF THE PRESIDENT PRO TEMPORE

**SENATOR RICHARD T. MOORE**

PRESIDENT PRO TEMPORE

Worcester and Norfolk District

STATE HOUSE, ROOM 111

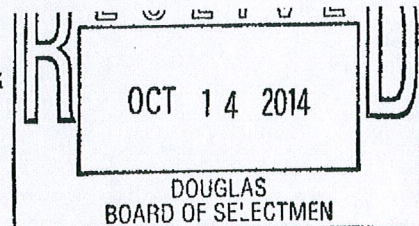
BOSTON, MA 02133-1053

TEL. (617) 722-1420

FAX (617) 722-1944

RICHARD.MOORE@MASENATE.GOV

WWW.MASENATE.GOV



cc: Cable

Vice Chairman

SENATE COMMITTEE ON  
ETHICS AND RULES

SENATE COMMITTEE ON  
BILLS IN THIRD READING

October 7, 2014

Honorable Martha Coakley  
Attorney General of the Commonwealth  
One Ashburton Place  
Boston, MA 02108-1518

Dear Attorney General Coakley:

I am writing in response to a recent letter I received from the Douglas Town Administrator expressing concerns from local residents and the Board of Selectmen regarding recent changes to cable system encryption.

As you may already be aware, a decision by the Federal Communications Commission (FCC) on December 10, 2012 permitted cable operators to encrypt their services which would allow operators to activate, deactivate, or expand services remotely thereby alleviating the need for technicians to travel to the homes of consumers. Cable operators, including Charter Communications, are thereby authorized to encrypt their services and require their customers to have either a set-top box or a CableCARD for each television to continue service.

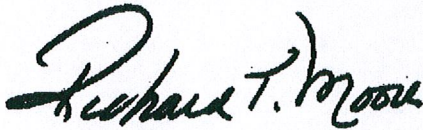
The FCC recognizes that consumers who only use the basic service without a set-top box may be negatively impacted by the new requirement. As such, I am writing on behalf of customers in the Charter Communications service area who are now being forced to purchase specific equipment for continued access to cable service. Seniors and other individuals with basic cable service are now burdened with additional expenses as a result of the cable system encryption. I find this to be grossly unfair to consumers and would appreciate your office reviewing the legality of the changes with regard to the failure of Charter Communications to adequately notify the Town of Douglas and the Town's residents of the significant changes to cable service.

For your review, please find the enclosed copy of the letter from the Douglas Town Administrator which provides further detail about this matter.



Thank you in advance for your time and attention to this matter. I am hopeful that by reviewing these concerns, residents of Douglas, as well as other communities in our Commonwealth, will be protected from falling victim to insufficiently publicized increases in cable charges. If you have any questions relative to this request, please do not hesitate to contact me directly.

Sincerely,

A handwritten signature in black ink, reading "Richard T. Moore". The signature is fluid and cursive, with the first name "Richard" and last name "Moore" clearly legible.

**RICHARD T. MOORE**  
Senate President Pro Tempore

Enclosure

CC: Board of Selectmen, Town of Douglas  
Mr. Michael Guzinski, Douglas Town Administrator





Mitch Cohen <mcohen@proactiveinteractive.com>

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## Charter Access at DHS

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**Donna Sousa** <dsousa@douglasps.net>

Thu, Oct 23, 2014 at 12:51 PM

To: "Mitchell S. Cohen" <mcohen@proactiveinteractive.com>, "Cohan, Tom P" <Tom.Cohan@charter.com>

Exactly what is Charters responsibility for Cable access at the High School? The Tech delivered a box which would only work in the Head End room when connected to the cable coming directly into the building. It will not work on any of our connections within the building. I was told by the Tech who came to set it up that our signal within the building over the Coax is not strong enough. There are amps at various points within the building that need to be adjusted. Is this Charters responsibility or are we on our own here?

This change by Charter has rendered the Media Master system useless for distributing cable channels through the Elementary and Middle School. It has made it impossible for us to view broadcasts from anywhere in our High School. I really did not need to have this aggravation added to my To Do list.

Donna Sousa  
Technology Director  
Douglas Public Schools  
[dsousa@douglasps.net](mailto:dsousa@douglasps.net)  
Phone 508-476-4125  
Cell 508-414-5629  
Fax 508-476-7431

All email messages are subject to public access and disclosure through the provisions of the public records law. G. L. c. 66, § 10.



**Douglas Cable Advisory Committee**

**Douglas Municipal Center**

**Meeting Minutes**

**Monday September 8, 2014**

Mitch Cohen called the meeting to order at 7:05pm

**Attendance:**

**Committee:** Mitch Cohen, Tom Devlin, Bob Werme

**Excused Absence:** Chris Menn

**Unexcused Absence:** Mike Belleville

**Staff:** Pat Aldrich

1. **Financials:** Thru 7/14: F/T Wages: MTD: \$1,973.70, P/T Wages: MTD: \$510.35, Repairs and Maintenance: MTD: \$85.45, Other Supplies: MTD: \$86.19, Total MTD: \$2,655.69. Thru 8/14: F/T Wages: MTD: \$2,111.40, P/T Wages: MTD: \$415.65, Repairs and Maintenance: MTD: \$85.45, Other Supplies: MTD: \$480.65, Total MTD: \$3,093.15. YTD: \$5,748.84. There was an issue on the reports where an extra line item was throwing off the number, Pat was asked to clarify with Jeanne.
2. **Correspondence:** Legal notice from T&G, Bylaw change: "Member of appointed boards who miss (4) consecutive meetings unexcused are considered to have resigned", Charter billing statement - "Broadcast TV" surcharge line item raise, Charter channel lineup change - going "all-digital" with information about the transition. PEG Channel changes: Public from channel 11 - 191, Government from channel 12 - 192, and Education from 13 - 194. Mitch was going to ask if we could have 193 so it remains sequential. Some discussion of the details. Mitch asked Pat to create a page on the Town website with the information for residents.
3. **Meeting Minutes:** 7/21/14: Tom motioned to accept as presented, Bob 2nd, unanimous favor. Pat updated the Committee on the Google Drive space situation from that meeting.
4. **Coordinator Review:** Next Meeting, all members were not present.
5. **Coordinator's Report:** Pat submitted July & August 2014 meetings report, as well as a public submissions list of programs on the Public channel. Pat detailed the Public Events and Recordings to date. A Tumblr blog has been set up for general updates, as well as Digital Video Fundamentals course info. Upcoming conferences were submitted for consideration, but they were out of state, so the policy is unclear. Mitch said he would have a discussion with Mike G. about it, but Pat could attend a day at the NH conference and a News Director's meeting at Arlington Access. Pat submitted a recommendation to upgrade the Douglas High School meeting room recording equipment: (6) Shure VP64 Microphones \$431.82,



(6) table stands and microphone clips \$66.00, Gooseneck podium mic \$87.78, SCM-810 Automated mixer \$1,230.63, Hosa 8-Channel snake \$83.93 for a total of \$1,900.18. Some discussion about possible additions to this list.

6. **Equipment:** Tom motioned not to exceed \$2,500.00 for Douglas High School Meeting Room 208 audio equipment in order to improve the quality of broadcast and recordings, Bob 2nd, unanimous favor.
7. **Other Business:** Pat gave a quick update on the Octoberfest 2014 setup plans.
8. **Next Meeting:** October 20, 2014
9. **Adjourn:** Bob motioned to adjourn at 8:00pm, Tom 2nd, unanimous favor.



## Octoberfest 2014 Summary

(3) Cameras (1 per stage) running all day, captured all live performances.  
Will be cut up individually and shared on YouTube/Broadcast

The Douglas Cable Booth handed out Charter Chapsticks and had a monitor running with public videos all day long, answering questions and giving out tri-fold brochures and business cards with contact info.



(3) Recording Assistants (1) for (6.5) hours (2) for a single (5) hour shift.  
Bounced them around to allow for some breaks and movement. Pat (10)

Mat Ofcarcik put together an hour interview show on his own, has already aired on Broadcast.

Total recorded: 751 Minutes (12.5 hours)  
Total staff hours: 26.5 hours  
Total spent: \$337.13

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**Monthly Meetings Report: September 2014**

**Octoberfest Report: 2014**

**Town Website Additions: [douglasma.org/cable](http://douglasma.org/cable)**

- o "Public Videos" Page added, removes need for external "Tumblr" blog.
- o Easy to "follow" Twitter and Facebook buttons off main page.

**New Public Submissions:**

- o Central MA Shine (Sr. Healthcare) Program

**Public Events & Recordings:**

- o KidMissing 8, shot & uploaded. Sent DVD to Milford TV for broadcast.
- o Green Screen Tutorial while setting up for KidMissing 8
- o Octoberfest Entertainment has begun editing and broadcasting.
- o Ribbon Cutting 10/18/14

**New and Exciting:**

Lower Third Titles added to meeting replays on Govt. Broadcast. (192)

**Marlborough Broadcasting Tech Expo 10/30 - Free**

**Issues:**

*Call from:*

Heywood Landing Apartment Complex - since digital transition, they have had very wonky service, audio issues, channel freezing. After many attempts to have Charter fix the problem, maintenance has reported no Charter attempts to fix the incoming feed. Need help.



Date	Day	Time	Meeting	Room	Staff	Paid	Canc	Wages	Notes		
9/2	TUE	7pm	ConCom	COM	they do					MON	5
9/2	TUE	7pm	Octoberfest	KIT	Sarah Guimond	0	1	\$0.00	LNC	TUE	12
9/2	TUE	7pm	Sewer	SEW	Arthur Griffin	0	1	\$0.00	LNC	WED	4
9/3	WED	7pm	SC	DHS	they do	0	0	\$0.00		THU	6
9/3	WED	7pm	ZBA	COM	Sarah Guimond	1	0	\$45.25		FRI	2
9/4	THU	7pm	Cultural	KIT	Kay Bowen	1	0	\$45.25			
9/4/20	THU	7pm	Sewer	SEW	Arthur Griffin	1	0	\$49.45		TIME	
9/5	FRI	9am	Historical	COM	Jeff Ellis	0	0	\$0.00	No Show	9am-12noon	1
9/8	MON	7pm	Cable	COM	Pat	0	0	\$0.00		12noon-5pm	1
9/8	MON	7pm	EDC	KIT	Angie Coe	1	0	\$49.45		6pm-7pm	26
9/9	TUE	7pm	BOS	RES	Sarah Guimond	1	0	\$45.25			
9/10	WED	7pm	PB	COM	Tess Werme	1	0	\$49.45		ROOM	
9/11	THU	7pm	OGSDC	COM	Kay Bowen	1	0	\$45.25		BOH	1
9/11	THU	7pm	SSSC	DHS	They do	0	0	\$0.00		COM	13
9/12/21	FRI	7pm	Octoberfest	COM	Arthur Griffin	1	1	\$49.45	No Quorum	RES	4
9/15/21	MON	615pm	Aging	SR	Tess Werme	1	0	\$49.45		SEW	1
9/15/21	MON	7pm	ConCom	COM	they do	0	0	\$0.00		KIT	4
9/16/21	TUE	7pm	Octoberfest	COM	Sarah Guimond	1	0	\$45.25		DHS	2
9/17	WED	7pm	Building	COM	Tess Werme	1	0	\$49.45		SEL	1
9/18/21	THU	10am	Capital	COM	Jeff Ellis	1	0	\$45.25		SR	1
9/18	THU	7pm	SBC	RES	Kay Bowen	1	0	\$45.25			
9/23	TUE	530pm	Recreation	DFS	Jeff Ellis	0	1	\$0.00	No Show	STAFF	
9/23	TUE	7pm	BOS	RES	Sarah Guimond	1	0	\$45.25		Recorded	18
9/23	TUE	7pm	Library	SEL	Tess Werme	0	1	\$0.00	No Quorum	Not R/Paid	1
9/23	TUE	7pm	Octoberfest	KIT	Pat	0	0	\$0.00	Pat Dld	Don't Do	4
9/23	TUE	7pm	PB	COM	Angie Coe	1	0	\$49.45		Cancelled	6
9/29	MON	6pm	BOH	BOH	Tess Werme	1	0	\$49.45		MEETINGS	29
9/30	TUE	7pm	Cemetery	RES	Sarah Guimond	1	0	\$45.25			
9/30	TUE	7pm	Octoberfest	COM	Arthur Griffin	1	0	\$49.45			
						Paid	Canc	Wages			
						14	5	\$852.30			



Items to order for School Committee meeting room (High School C208)									
7	Shure VP64 Microphones (includes A57F clip)	\$71.97	\$503.79	SHVP64A					
7	10' XLR cables (mic to snake)	\$19.50	\$136.50	KOM5010					
7	Mic stand	\$12.99	\$90.93	ULJSDMS50					
1	Shure SCM-810 automated mixer	\$1,230.63	\$1,230.63	SHSCM810					
1	Shure SCM-810 to XLR connector kit	\$218.03	\$218.03	SHRKC800					
1	Hosa 50' snake (8 XLR, no return)	\$84.99	\$84.99	HOSFB8X050					
	Alt: 50' snake w/4 TRS (1/4") return (for amp?)	\$148.69	\$0.00	HOSFB8X4P50Q					Back-ordered
1	50' 1/4" to single RCA (Shure to switchbox)	\$34.95	\$34.95	COCPPMRM50					
1	1.5' RCA to RCA (current amp input)	\$3.95	\$3.95	PEC2R2R1.5					
1	RCA switchbox	\$16.95	\$16.95	SISVS14					
1	Carry bag - TBD once items in hand								
			\$2,320.72						

\$2,320.72



**FREE EXPEDITED SHIPPING ON THIS ORDER****MY CART**[CONTINUE SHOPPING](#)[BEGIN CHECKOUT](#)☐ Select All[Remove](#)[Move to List](#)

Quantity

Price



Accessories

**Sony 64GB SDXC Class 10 UHS-1 Memory Card**

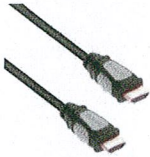
B&amp;H #SOSD64GBU1Q • Mfr #SF64UX/TQN

Free Expedited Shipping ⓘ

\$66.95 x

Item Total: **\$401.70**

Accessories

**Pearstone High-Speed HDMI to HDMI Cable with Ethernet - Black, 3' (0.9 m)**

B&amp;H #PEHDA103 • Mfr #HDA-103

Free Expedited Shipping on Orders over \$49 ⓘ

\$5.99 x

Item Total: **\$5.99**

Accessories

**KanexPro High Resolution HDMI Cable With Built-in Signal Booster - 25' (7.6)**

B&amp;H #KAHDMI25FTCL • Mfr #HD25FTCL314

Free Expedited Shipping on Orders over \$49 ⓘ

\$24.50 x

Item Total: **\$73.50**

Accessories

**Atomos Ninja Blade 5" HDMI On-Camera Monitor & Recorder**

B&amp;H #ATNB5M • Mfr #ATOMNJB001

Free Expedited Shipping ⓘ

\$995.00 x

**Square Trade Protection plan:**☐ 2 Year Drops & Spills **\$137.99**☐ 3 Year Drops & Spills **\$187.99**[Compare all options](#)Item Total: **\$995.00**



**Angelbird 240GB AVpro Internal Solid State Drive**

B&amp;H #ANAV6PRO240 • Mfr #AV6PRO240

1

\$499.99 x

Free Expedited Shipping ⓘ

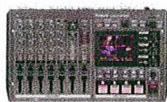
**Square Trade Protection plan:**☐ 2 Year Protection plan \$39.00☐ 3 Year Protection plan \$62.00[Compare all options](#)**Item Total: \$499.99****Sony PXW-X70 Professional XDCAM Compact Camcorder**

B&amp;H #SOPXWX70 • Mfr #PXW-X70

3

\$2,299.00 x

Free Expedited Shipping ⓘ

**Square Trade Protection plan:**☐ 2 Year Drops & Spills \$257.99☐ 3 Year Drops & Spills \$297.99☐ 3 Year Protection plan \$239.99[Compare all options](#)*Look @ Shotgun mics.***Item Total: \$6,897.00****Roland VR-3EX SD/HD A/V Mixer with USB Streaming**

B&amp;H #ROVR3EX • Mfr #VR-3EX

1

\$2,195.00 x

Free Expedited Shipping ⓘ

**Important Notice!**

Estimated arrival at B&H is 7-14 business days. An authorization for this product will be processed upon placing the order. You will be charged for this item at the time of Shipment.

**International Orders\*****Square Trade Protection plan:**☐ 2 Year Protection plan \$109.99☐ 3 Year Protection plan \$179.99[Compare all options](#)**Item Total: \$2,195.00****CALCULATE SHIPPING & TAX***\$ 11,068.18*





Mitch Cohen <mcohen@proactiveinteractive.com>

## Douglas Municipal Resource Room

Douglas Cable <cable@douglasma.org>  
To: Mitchell Cohen <mcohen@proactiveinteractive.com>

Tue, Oct 23, 2014 at 3:30 PM

FYI - what do you think?

Begin forwarded message:

**From:** "Gary Pink" <gpink@isgboston.com>  
**Subject:** RE: Douglas Municipal Resource Room  
**Date:** October 23, 2014 at 3:08:05 PM EDT  
**To:** "Douglas Cable" <cable@douglasma.org>

Hi Pat,

The price B&H is quote it well below my cost on the cameras so it looks like I will have to pass on this project.

Please let me know if there is anything we can work on in the future.

Thank You!

Gary Pink  
Account Executive/Systems Engineer  
Integrated Solutions Group  
858 Providence Highway  
Norwood, MA 02062  
781-769-7810 Office  
781-349-8823 Direct



**From:** Douglas Cable [mailto:cable@douglasma.org]  
**Sent:** Thursday, October 23, 2014 1:20 PM  
**To:** Gary Pink  
**Subject:** Re: Douglas Municipal Resource Room

Hi Gary -

Thanks so much for getting back to me on this, just a quick question about the Sony EVI-D90w in general, it's looking like the price has come down a bit on those, according to BnH:

[http://www.bhphotovideo.com/c/product/882070-REG/Sony\\_evi\\_d90\\_w\\_EVI\\_D90\\_PTZ\\_Camera\\_White.html](http://www.bhphotovideo.com/c/product/882070-REG/Sony_evi_d90_w_EVI_D90_PTZ_Camera_White.html)

New price: \$919.00 (quote has it at \$1,037.50)

Any chance you can reflect this and re-quote me? Otherwise it's looking good!

Thanks  
Pat

On Oct 22, 2014, at 6:43 PM, Gary Pink <gpink@isgboston.com> wrote:

Hi Pat,

Thanks for reaching out to me!

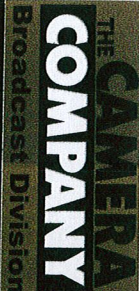
I have attached a proposal for 3 EVI-D90w along with 3 new mounts. The old mounts "might" work but the manufacturer specs 2 different mounts for the 90 and 100 so its probably better to replace the mount to be sure. The old cables will work fine with the new cameras.

I included labor to remove the old cameras, remove the old mounts and replace the mounts and cameras and test the system.

Please let me know if you have any questions.

Thank You,  
Gary Pink  
Account Executive/Systems Engineer  
Integrated Solutions Group





**Prepared for:**  
**Town of Douglas**  
29 Depot Street  
Douglas, MA 01516

Qty	Model	Description	Notes	Price	Ext
3	EVID-90	Sony White Single CCD P/T/Z Cameras		\$ 1,037.50	\$ 3,112.50
3	535-2000-236W	Vaddio Wall Mount for EVID-90 White		\$ 60.00	\$ 180.00
					\$ -
					\$ -
					\$ -
1	Labor	Mounting of 3 cameras and testing		\$ 500.00	\$ 500.00
1	CCP	Cables, Connectors, Parts		\$ 25.00	\$ 25.00
1	Shipping	Estimate Incoming Freight Costs		\$ 40.00	\$ 40.00
		All hardware is covered by manufacturers warranty. The Camera Company will handle all manufactures warranty issues including picking up equipment, installing loaner gear and replacing repair equipment for the manufacturers warranty period. The Camera Company warrants all of it workmanship (cabling) for the lifetime of system. We also offer loaner equipment as needed and as available for the lifetime of the system.			
1	Warranty				
<b>TOTAL</b>					\$ 3,857.50
Quotation Valid For: 30 Days					
Terms: Net 30					
Quotation date: 10/22/2014					
FOB: S&H prepaid and added to invoice.					

\$ 3,857.50