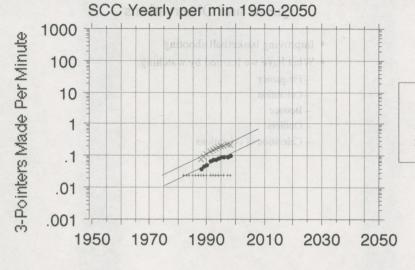
Sheet1

	AJGraf	SJGraf	KJGraf	SAGraf	starts	ends
Dpmin.prac.96.1					7 Ap 96	30 Jn 96
Dpmin.prac.96.2	76	47		113	30 Jn 96	17 Nv 96
Dpmin.prac.96.3	3			73	17 Nv 96	6 Ap 97
Dpmingame.96.1					7 Ap 96	30 Jn 96
Dpmin.game.96.2				9	30 Jn 96	17 Nv 96
Dpmin.game.96.3	21	0	28	31	17 Nv 96	6 Ap 97
Dpmin.prac.97.1	9			39	6 Ap 97	29 Jn 97
Dpmin.prac.97.2	60			86	29 Jn 97	16 Nv 97
Dpmin.prac.97.3	4				16 Nv 97	5 Ap 98
Dpmingame.97.1				5	6 Ap 97	29 Jn 97
Dpmin.game.97.2				11	29 Jn 97	16 Nv 97
Dpmin.game.97.3	27	20	0	22	16 Nv 97	5 Ap 98
Dpmin.prac.98.1	5			19	5 Ap 98	28 Jn 98
Dpmin.prac.98.2	56			77	28 Jn 98	15 Nv 98
Dpmin.prac.98.3	0	0	0 .	8	15 Nv 98	4 Ap 99
Dpmingame.98.1				10	5 Ap 98	28 Jn 98
Dpmin.game.98.2				10	28 Jn 98	15 Nv 98
Dpmin.game.98.3	23	16		50	15 Nv 98	4 Ap 99
Dpmin.prac.99.1	5	5		·10	4 Ap 99	27 Jn 99
Dpmin.prac.99.2	14	56		95	27 Jn 99	14 Nv 99
Dpmin.prac.99.3					14 Nv 99	2 Ap 00
Dpmingame.99.1				22	4 Ap 99	27 Jn 99
Dpmin.game.99.2				25	27 Jn 99	14 Nv 99
Dpmin.game.99.3					14 Nv 99	2 Ap 00
pre 96				421		•
Ypmin.prac	4				1950 c.e.	2050 c.e.
Ypmin.game	6	11	10	2	1950 c.e.	2050 c.e.
Mopmin.prac					1991 c.e.	2000 c.e.
Mopmin.game	1				1991 c.e.	2000 c.e.

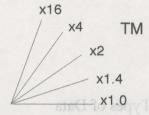
Div.1 Women Take Shots

per minute in games since 1981-82 (3-pt. began 87-88)

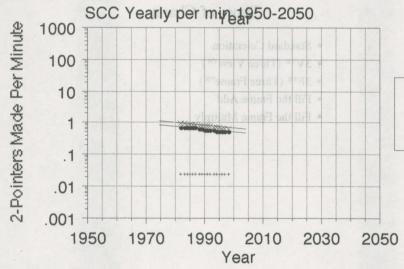
Basketball: The Official 1999 Women's Basketball Records Book, p.25.



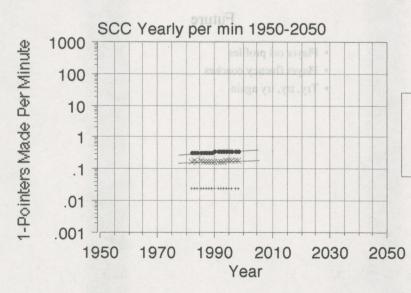
- Threes Made Per Min
- Floor
- Threes Missed Per Min



Standard Celeration per 5 yrs Celeration Fans are a trademark of Ogden R. Lindsley



- Twos Made Per Min
- Floor
- × Twos Missed Per Min



- FT Made Per Min
- Floor
- FT Missed Per Min

. Dell Curry

Charted by: The Graffer

International Precision Teaching Conference Provo, UT 3 November 1999

What We Have Learned About Shooting From Charting

Steve Graf

"The Graffer"

The Graffer@aol.com

Dept. of Psychology

Youngstown State University

Youngstown, OH 44555

Quests and Observations

- · Improving basketball shooting
- What have we learned by watching:
 - Frequency

per minute in games since 1981-82 (3-pt. began 87-88)

- Celeration
- Bounce
- Outliers
- Celeration of celerations

Types of Data

- Daily per minute data a sas and noticielo
- · Monthly per minute data
- · Yearly per minute data
- Hits to misses ratio

0809- Types of Charts 9 008

- Standard Celeration
- 3VTM (Three ViewTM)
- 3FTM (Three FrameTM)
- Fill the Frame Add
- · Fill the Frame Multiply

Cast of Shooters

- Kim Graf
- · Steve Kerr
- · Allison Graf
- Dell Curry
- · Steve Graf
- Mark Price
- · Steffi Graf
- · Jack Auman
- · Jeff Hornacek

Future

- Player cel profiles
- · Player fluency coaches
- · Try, try, try again

-Pointers Wade Per Minus

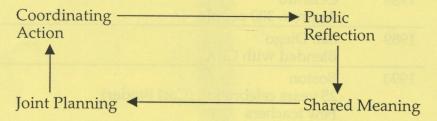
Charted by: The Graffer

Minutes from the Precision Teaching Conference Planning Committee Meeting March 3, 1999 Salt Lake Airport Hilton

1. Those in attendance:

Bruce Schroeder, ULRC
Tracy Stewart, ULRC
Cheryl Smith, ULRC
Maurine Newton, Valley Elementary
Melodie Bolli, Ephraim Elementary
Marie Sorensen, Ephraim Elementary
Deb Andrews, USOE
Donna Suter, USOE
Ken Reavis, USOE
Rich West, Utah State University
Elizabeth Haughton, Haughton Learning Center
Ray Beck, Sopris West
Peggy Anderson, Frenchtown Elementary
Claudia McDade, Jacksonville State University
Steve Graf, Youngstown State

2. Purpose of the meeting was to look at the past, present and future of Precision Teaching:



The group introduced themselves, sharing the who, where, and why they were there and their PT history.

Consensus: Don't want PT to go the way of the opaque projector.

3. Bruce had everyone do a "think and write" activity to share conference facts, dates, locations and significant people. This information was put on a timeline around the room:

1976 First PT Conference in Montana
All expenses paid/by invitation
PT Leadership/Practioners/Researchers
Focus on past/present/future
Worked hard/played hard!
1st "Chart Shares"

	Og Lindsley, Eric Haughton, Owen White
1978	Montana
1981	Montana – small conference/by invite
1981	Orlando Open Opportunity to meet people from across country
1982	Orlando Open
1983	Orlando
1984	Park City, Utah Learning Resource Center Largest conference Gave door prizes Open CSPD \$ used Approx. 600 people Stephanie Bates Cracker barrel sessions/"wine & cheese"
1985	Seattle, WA
1986	Jackson Hole, WY Open Blended with DI UT bus to conference
1988	Orlando Approx. 300 people
1989	San Diego Blended with CBA
1990	Boston 25 years celebration (Carl Binder) Few teachers 1st year sBen Bronze Academy students
1992	Park City, UT Creation of Standard Celeration Society Approx. 400 people
1993	Salt Lake City Teachers left 4:30/5:00 – reduced collaboration Approx. 350 participated Levels of expertise
1996	Seattle, WA Ben Bronze/Morningside students 2 purposes of conference – location -large teacherw -small "PT Club" Visited Morningside Pre-training session Advertising critical!!

1997 Hartford
Small group
Dinner and celebration (Bea B.)
Visited Ben Bronze
Lots of meals together

4. The group shared PT moments (past):

<u>Elizabeth Haughton:</u> She said that the quality of the presentations changed with the addition of the Utah group because they practiced their presentations before they came. That changed their confidence.

Melodie Bolli: She was asked to do a training at Boston. She said that the ULRC taught her and Marie Sorenson how to do a good presentation and that we need to consider training for the future.

<u>Claudia McDade:</u> She said that Og has always done a keynote or been a speaker at the conferences. She said that there wasn't a time that she has heard him and wasn't challenged to do something or be better. Og has always involved with conferences. He taught her how to do good handouts.

<u>Bruce Schroeder:</u> Orlando 1988 was his first conference. He wandered into a session with Steve Graf (Lone Ranger) and it was an altering moment on charting.

<u>Ken Reavis:</u> There have been spinoffs of ways that PT has affected our lives. He learned lots of ways of charting.

<u>Claudia McDade:</u> She remembered bringing her big Machintosh computer to share data. She said it is much easier now with laptops.

<u>Peggy Anderson:</u> The social aspect is important. She felt that the conferences were ways to meet people and talk about things one-on-one. The bonding kept people together and formed good relationships. When people go home during the evening hours of the conference they miss these opportunities to get to know fellow conference participants.

Ken Reavis: The PT group has a great sense of humor and they are gadget oriented.

<u>Claudia McDade:</u> She talked about data shares. She said when you make "data share" fun, it is a good way to build in learning.

<u>Bruce Schroeder:</u> He said that chart share was fun. When he learned about the process, he wanted to share at the next conference...so he charted.

Ken Reavis: He said that PT influence has reached into the business world.

<u>Elizabeth Haughton:</u> She said that the business world understands measurement with charts. They look at data.

Bruce Schroeder: He looked at ways to collect data; at different charts.

<u>Claudia McDade:</u> She said they have had someone from the US Department of Education come and listen in. She said there is a need to get involved politically.

Marie Sorensen: She said she thought she knew a lot until she went to the conference. She learned there was a lot more and that intrigued her. She thinks that teachers need (PT) foundation and need to build on that.

<u>Claudia McDade:</u> She had a teacher teach reading using PT. The teacher was scared to see the results because it would measure her effectiveness, but that the teacher was very successful.

Marie Sorensen: She said she used charts with students with disabilities.

<u>Claudia McDade:</u> She said that we need to "blur the lines". We need a mechanism in the conference to have a cross-pollination of ideas.

<u>Deb Andrews:</u> She said she went away from the Jackson Hole Conference in awe of conference and the people she was able to see. She found out they were human (crazy). She had a chance to see overall picture and came home "jazzed."

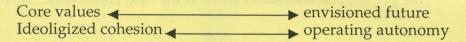
<u>Bruce Schroeder:</u> There is a sense of humor that comes through. There was a presenter whose overhead went off, but he went on as if it was on (quirky participants).

Ray Beck: He said he had done a chart share as to the projection of special education vs. general education students.

5. Present: One of the goals today is to look at the conference structure. Bruce shared some insights from the book <u>Built to Last</u> by Jim Collins. The author looked at successful visionary companies.

Ying/Yang symbol: preserve the core/stimulate progress

From the book, we learn that visionary companies are very aware of their core values, but then they can change anything else (shared meaning = core values). Joint planning is "stimulate progress".



BHAG = Big Hairy Audacious Goals

6. <u>Some core values of PT</u>: (based on brainstorming)

Data based decisions

High frequency High expectations High celerations

Practice

Repeated practice Opportunities to

respond Channels Fluency

Curriculum slices

Clarity THE chart Child knows best Self-management

Clearly stated pinpoints (with

appropriate aim)

True learning/true mastery

Timings Retention

Inners and outers

Team (cooperative learning)

Standard format

Trends
Predictions
Fair pairs

Marketing (from Core Values List condensed down by consensus of group):

a. Fluency/high frequency

b. Standard chart

c. Data-based decisions

d. Clearly stated pinpoints/appropriate aims

e. Tied: high celerations

learning channels child knows best

The group decided that the top five should be:

f. chart-based decisions

g. fluency

h. clearly stated pinpoints/appropriate aims (pinpoints and channels)

i. frequency

j. ?

From the book <u>Designs for Excellence in Education</u> there are 7 parts (core values) to PT:

1. Student knows best

2. Rate of response as universal measure

- 3. Standard chart display used to study performance patterns
- 4. Emphasis on direct measurement/continuous monitoring5. Use of descriptive and functional definitions of behavior

6. Emphasis on building behavior

7. Analytic investigation of impact of influences on individual behavior

7. PT Applications/Opportunities:

- Functional assessment deprogram assessment
- Instructional assessment
- Basic skill deficits
- Life applications (personal applications)
- Projections/forecasting
- Accountability (legal) data
- Corporate applications (business)
- Charter schools
- Social skill training
- Diagnostics
- Internet applications www (quality control)
- Home schools
- Distance learning
- Pay for competence
- State legislators
- Move from teacher-centered model to learner-centered model
- Partnerships with influential business people
- Higher education
- Comprehensive school reform
- Funding opportunities (grants)

Richard West announced that USU just received approval from the Utah State Legislature for funding of "Center for Schools of the Future". It will be housed in the college of education but will have active demonstrations off campus in partnerships (10-15/year) with school districts. The idea for this school came from Jack Anderson (columnist-Washington editor of Parade Magazine) who wanted to leave a legacy and provide information that might change the world. It is proposed that the project be sort of a "TV Guide" for the internet (have support from software company to provide internet access); they will "adapt best practices". The focus will be on the state of Utah, with national influence. They will support local leadership with partnerships across the state. They will provide initial funding to help meet problems. They will help write grants to get additional funding. They are interested in bringing up reading scores across the state (using PT). They want to look at practices that are not effective and want to provide support for programs that are already in place and are effective.

8. Conference Structure: Need to think of NEEDS and the MARKET out there.

Bruce had everyone do a "think and write" activity: What are the structures, events, people, etc. that will help to pull the conference event together? The results were listed under:

Conference Structures:

Options for longer strands (training for beginners)

Trainings vs. breakouts; beginning and advanced strands

Session on coaching/training mentors/etc.

Traditional preconference workshops for beginners

• Crackerbarrel sessions (tables with topics on each table) – anything that fosters talking

Practitioner strand where teachers present – "hands on" focus

Structured time to share

Create conversation hour (channel for participants to talk)

Session(s) which address follow-up issues (USOE, ULRC)

Core values vs. core myths – principles (elements) or laws of PT

Conference website (Dave Feeny?)

Prior information

Handouts

Techno support

• Internet portal (Rich West or Intel) – preconference training

 General meeting with PT "grandparents" (dinner party) with charts as placemats

Internet training/instructional design/preconference

Bring in business aspect (leaders)

Thank you for educational support

Promote the "idea of infusion"

Reed Lyon – expert on reading – keynote?

• Appeal to broader market; address the major "pains" in education (reading, writing and math)

Don Carnine/C. Mercer of "Great Leaps"

 Create non-mafia/cult free sessions Todd Resley – study/language

• Behavior - Hill Walker, etc.

Give core values/expectations to speakers

Print out conference summary each day

 Panel groups on topics with lines blurred Several levels represented and giving input on topic

Og - principle keynote

Principal/superintendent marketing

Learning and accountability

• Leave with a "certificate" – meet certain standards and perform at that level

How big to we want the conference?) Website comes closest What happens from this conference?) to this concern

Proceedings journal from past conferences.

"Mentor" groups – participants paired up with someone knowledgeable PT Social Hour – informal session to share information

Conversation hours

Identify "PT Parents"/"PT Family" – way to build sense of belonging to group

Topical tables at lunch – provide opportunities for dialoguing (build lunch cost into the cost of the conference)

Activity involving kids – have kids work on skills statewide – can funnel to the conference – Olympiad (marketing opportunity) – could tie into governor's initiative

Publicity – name presenters from outside the field – generates publicity Strand – things parents can do to help children; leave with a packet of stuff they can use.

Solicit support from legislative session – in line with accountability. "Education Standing Committee" elicit the support of Jackie Leavitt

Logistic suggestions:

Shuttle cost from airport to Provo – see if deal is possible Check with airline (Delta) to see if deal possible

Instead of vendors, have session where those who have books/material/etc. sit at tables and "promote" their products. This is a way for people to promote their product/program and more personal.

Marketing:

- List 5 core values/myths of PT
- Post of website (market through list serve)
- Brochure and create compelling benefits
- De-emphasize PT aspects
- Identify outcomes for teachers and market
- Hit Utah schools <u>hard</u> many times
- Accountability
- Market to specific niches
- Promote at other conferences
- Data-based presentations
- Values/elements/outcomes get retention
- Fluency = accuracy + speed should be "automatic"

Suggestions:

"Do you have children who have problems learning basic skills?" good approach for soliciting attendance.
Tell conference attendees the outcomes/list benefits of conference

- solicit aid of Mountain Plains Regional Center
- solicit aid of Principals Academy through Rosemary Barrons
- find out about adding handout to the ABA conference materials

9. Identified Actions:

- f. get out request for proposals and information about the conference
- g. summarize and distribute identified core values
- h. contact people identified and see about availability and cost
- i. time frames/structures conference format
- j. Requests for presenters need to go out soon (colleges are out by April so need to be out before that)
- k. Og usually presents (expenses paid by PT funds-Peggy Anderson)



A PROJECT FUNDED THROUGH THE UTAH STATE OFFICE OF EDUCATION TO THE UTAH SPECIAL EDUCATION CONSORTIUM FOR A COMPREHENSIVE SYSTEM OF PERSONNEL DEVELOPMENT

February 16, 1999

Stephen Graf Youngstown State 7779 Lee Run Road Poland, OH 44514-2510

Dear Steve,

Greetings! We are excited that you are able to join us on March 3rd to help plan for the 14th Annual International Precision Teaching Conference. Your knowledge and expertise will help in our efforts to plan for a successful conference. The morning will be a symposium devoted to celebrating the history and past conference successes of precision teaching around the country. Come prepared with past conference experiences and highlights that you can share! We will utilize the afternoon by translating our precision teaching "vision" into reality for our next conference.

Our meeting will be held at the Salt Lake Airport Hilton from 9-4 p.m. A room has been reserved in your name for the evening of March 2^{nd} . The hotel offers a complimentary shuttle service from the airport 24 hours a day. A courtesy phone is available at the airport to inform the hotel staff of your arrival. If your arrival permits, we would like to invite you to be our guest for dinner that evening at 7:00 p.m. This would be a time for you to relax and catch up informally with your colleagues from around the country (RSVP, please).

As you are aware, the Utah Planning Committee will be reimbursing you for the cost of this trip. When convenient, please submit your travel expenses to us and we will see that you are promptly reimbursed.

Again, thank you for taking time out of your schedule to join us. We look forward to seeing you! If you have any questions, please to don't hesitate to phone.

Sincerely

Tracy Stewart, Conference Coordinator

Bruce Schroeder, ULRC Project Coordinator



A PROJECT FUNDED THROUGH THE UTAH STATE OFFICE OF EDUCATION TO THE UTAH SPECIAL EDUCATION CONSORTIUM FOR A COMPREHENSIVE SYSTEM OF PERSONNEL DEVELOPMENT

March 25, 1999

Steve Graf Youngstown State 7779 Lee Run Road Poland, OH 44514-2510

Dear Steve,

Thank you once again for participating in our conference planning session earlier this month. Realizing how busy your schedule is, I appreciate the time you took to join us in this effort. The information that was shared and gathered will be invaluable as we start to solidify plans for our upcoming conference in November. I am confident that with all our wonderful ideas this will be one of the best conferences yet!

Enclosed, you will find minutes from our Wednesday planning session. Please take a few minutes to review them for accuracy and contact me if you feel any changes need to be made. Additionally, I have included an updated PT Conference Planning Committee roster for your information.

I look forward to working and corresponding with you as the planning for the $14^{\rm th}$ International Precision Teaching Conference continues!

Sincerely,

Track Stewart

PT Conference Coordinator



A PROJECT FUNDED THROUGH THE UIAH STATE OFFICE OF EDUCATION TO THE UTAH SPECIAL EDUCATION CONSORTIUM FOR A COMPREHENSIVE SYSTEM OF PERSONNEL DEVELOPMENT

September 13, 1999

Stephen A. Graf Youngstown State University 7779 Lee Run Road Poland, OH 44514-2510

Dear Stephen,

Congratulations! Your proposal has been accepted for inclusion in the program of the 14th International Precision Teaching Conference to be held November 4-6th, 1999.

We are sending this letter to you, the lead presenter listed on your proposal. If you have one or more co-presenters, please share this information with them.

To accommodate the conference program, minor changes may have been made to your title or abstract. Please review the enclosed *Presenter Confirmation Form* for accuracy and contact us prior to October 15th if you would like any changes. Your presentation will be on Friday, November 5th, or Saturday morning, November 6th. The final schedule, listing all times and locations, will be available for you upon your arrival at the hotel. If you can't for some reason accept our invitation to present at the conference, please let us know as soon as possible, but not later than **October** 8th.

Exhibit hours will be on Friday from 1-4 p.m. and on Saturday from 8-11 a.m. If you have materials you would be interested in displaying at the exhibit, please contact us.

Please be aware that all presenters are required to register for the conference. A conference brochure and registration form is enclosed for your convenience. We would like to offer you a \$25 dollar discount off your conference registration as a thank you for being willing to present and share your expertise. This discount can be found on the registration form.

Thank you for your fine submission. We look forward to hosting you in Utah! If you have any questions about the conference, please feel free to contact Tracy Stewart or Michael Herbert at the Utah Learning Resource Center, (801) 272-3431.

Sincerely,

The Conference Committee



A PROJECT FUNDED THROUGH THE UTAH STATE OFFICE OF EDUCATION TO THE UTAH SPECIAL EDUCATION CONSORTIUM FOR A COMPREHENSIVE SYSTEM OF PERSONNEL DEVELOPMENT

October 6, 1999

Steve Graf 7779 Lee Run Road Poland, OH 44514-2510

Dear Steve,

Thank you for agreeing to do a Cracker Barrel session at the 14th International Precision Teaching Conference next month. The Cracker Barrel will be on Friday, November 5th, from 4:00-6:00 p.m., and will be a unique opportunity for conference attendees to talk with experts and leaders about specific methods, curriculum strategies, and key issues. As we discussed via email, your topic of discussion will be "An Introduction to SAFMEDS – A Key Fluency Tool."

The Cracker Barrel session will involve informal, round-table discussions accompanied by cheese, crackers and other delicacies. Each table is hosted by an expert (you!) prepared to discuss a special topic of current interest. The Cracker Barrel includes four 20-minute sessions, with a short break before and between sessions.

Any materials that would support your presentation are optional. However, if you would like to prepare a few handouts, we would be happy to copy them for you. We would need to receive them by <u>October 22, 1999</u> in order to do this.

Thank you for your willingness to participate in this innovative conference approach and for taking the opportunity to help "chart the course for the future" with precision teaching. Please don't hesitate to phone if you have any questions. See you soon!

Sincerely,

Tracy Stewart

Conference Coordinator



A PROJECT FUNDED THROUGH THE UTAH STATE OFFICE OF EDUCATION TO THE UTAH SPECIAL EDUCATION CONSORTIUM FOR A COMPREHENSIVE SYSTEM OF PERSONNEL DEVELOPMENT

October 12, 1999

Stephen Graf 7779 Lee Run Road Poland, OH 44514-2510

Dear Stephen,

As you are aware, time for the 14th International Precision Teaching Conference is drawing near! I am writing to provide you with specific information that should prove helpful as you plan your presentation for our conference this year.

The conference will be held November 4th, 5th, and 6th 1999 at the Provo Marriott (101 West 100 North) in Provo, Utah. The conference will run from 7 a.m. to 9 p.m. on Thursday and Friday and from 7:30 a.m. to 1:30 p.m. on Saturday. There will be many exciting sessions and activities to choose from.

We will have a special presenter table set up in the conference center lobby. Please check at this table when you arrive so that we may provide you with a conference packet and answer any questions you might have. For your convenience, we will have a presenter's lounge available for your use. You may use this lounge to prepare for your presentation as well as store any handouts or materials you will be using during your session.

Specific information regarding your session is as follows:

Title dascrons or a year ps	What We Have Learned About Shooting From Charting
Date	Friday, November 5 th , 1999
Time	10:30-11:45 a.m.
Audio Visual Equipment	OH projector/screen; TV and Monitor; LCD Plate or Proxima
Potential Number of	60
Participants (for handouts)	

On behalf of the conference planning committee, I would like to extend an invitation to you to join us at the social in the Presidential Suite on Friday at 6:30 p.m. Please consider this a small token of our appreciation for your efforts in helping us make this year's conference a success.

We are looking forward to your participation in our conference! Please feel free to contact me if you have questions or if I can be of assistance in any other way.

Sincerely, mornismon regarding your session is as follows

Conference Coor may use this lounge to prepare for your presentation as well as store any Luck Stemart and malerials you will be using during your session.

Conference Coordinator

12-5-99

hlear Steve, Just a note to thank you for all your support and help with the PT Conference Il appreciate all you did to help make the conference a huge success. I have heard wonderful feedback on both your breakout and cracker harrel sessions; thanh for sharing your expertise with us. Thank you!

ULRC Utah Learning Resource Center

"Precision Teaching: Charting the Course Toward the 21st Century"



14th International Precision

Teaching Conference

November 4-6, 1999

Provo Marriott Hotel •101 West 100 North • Provo, Utah

Presenter Confirmation Form

Presenter(s) Information
Name: Stephen A. Graf
Address: Youngstown State University, 7779 Lee Run Road
City: Poland State/Zip: OH, 44514-2510
Telephone: Office 330-757-8431 Home
Email Address: <zerobros@aol.com< td=""></zerobros@aol.com<>
Additional Presenter(s):
Title of Presentation: What We Have Learned About Shooting From Charting
Type and Length of Session: Concurrent Breakout; 75 minutes.
Abstract of Presentation (3 to 5 Sentences): How can the use of Standard Cel

Abstract of Presentation (3 to 5 Sentences): How can the use of Standard Celeration Charting lead to basketball shooting skill? Several case histories document the development of both basic skill and fluency levels of shooting performance. Tactical considerations include types of drills and problems encountered. Charts presented show frequency, celeration, bounce, jump-turn combination and outlier data.

Equipment Request:

\perp	Overhead projector and screen
	Microphone (\$50 rental fee*)
X	VCR/TV (\$200 rental fee*) Flipchart (\$25 rental fee*)
X	Other: LCD Plate

^{*} indicates additional charge to ULRC for this item, please request only if equipment is essential to presentation