

**APPROVED**

**PURCHASING AGENDA ITEM**

*Hernando County School Board*

**School Board Approved Meeting : April 23, 2019**

**Bid No:** 17-580-28 RN

**Bid Title:** Musical Instruments, Sheet Music, & Repairs

Recommend approval of this agenda item under the specific category checked below.

**Agenda Item Categories:**

- Lowest Bid(s)
- Request for Proposal(s)
- Low Bid(s) Meeting Specification
- Rejection/Cancellation \*
- Revised Award \*
- Renewal of Contract
- Sole Source \*
- Re-Award (partial/whole) \*
- Bid Termination \*
- Revisions/Amendments To Bid\*
- Bid Extension \*
- Emergency \*
- Piggyback/Cooperative
- Percentage Discounts Meeting Bid Specifications

**Bid Contract Period:** 05/08/19 to 05/07/20  N/A - One Time Purchase

**Contract Type:**

<input type="checkbox"/> Estimated Dollar Amount	<input type="checkbox"/> Firm, Fixed Dollar Amount	<input type="checkbox"/> Firm, Fixed Unit Prices	<input checked="" type="checkbox"/> Firm, Fixed Hourly Rates, Fees and/or Percentages
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**Renewal Options:**

No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
1	6-months	1 - year	

**\* Rationale/Reason**

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Bidders Electronically Downloaded From Public Purchase Website: Bids Received: No Bids: Late Bids: Rejected Bids:  N/A - Bids Not Required-Renewal

**Submitted By:** Joyce McIntyre **School(s):** District Wide  
**Title/Department:** Director of Finance & Purchasing

**Requested By:** John Morris **Department:** District Wide  
**Title/Department:** Supervisor of Secondary Programs

**Recommended award by vendor(s), description of item(s)/service(s) and prices: (see attached)**

**T/C 1728**

# **Musical Instruments, Sheet Music, and Repairs**

Bid #17-580-28

**MATERIALS, SUPPLIES, & EQUIPMENT**



**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

Quick Reference

<b>Category</b>	<b>Approved Vendors</b>
Musical Instruments, Supplies and Sheet Music	All About Music Lessons (V-44911) Bringe Music Center (V-38186) Gainesville Violin (V-47452) Heads House of Music (V-1630) Lone Star Percussion (V-38328) Music in Motion (V-4509) Romeo Music (V-49453) Shar Products Company (V-48048) Sweet Pipes (V-48047) Taylor Music (V-43905) Washington Music Center (V-49454) Wenger Corporation (V- 988) Woodwind & Brasswind, Inc. (V-9934)
Instrument Repair	All About Music Lessons (V-44911) Bringe Music Center (V-38186) Gainesville Violins (V-47452)

**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

Vendor	Vendor Quote No.	Catalog Name & Date	Percentage Discount Instruments	Percentage Discount Supplies	Percentage Discount Sheet Music	General Freight Terms & Exceptions	Quantity Discounts, Minimum Orders Exceptions	Visa™	Sampling Of Products Offered	Contact Name-Telephone, Fax Number E-Mail/Website
ALL ABOUT MUSIC LESSONS (V-44911)		Hal Leonard Halleonard.com  Alfred Music Publishing Alfredpublishing.com		15%	20%	Free Shipping	Call for Discounts	Yes	Sheet Music	Scott Tilson 352-683-3555 <a href="mailto:allaboutmusiclessons@yahoo.com">allaboutmusiclessons@yahoo.com</a>  <a href="http://www.allaboutmusiclessons.com">www.allaboutmusiclessons.com</a>
BRINGE MUSIC CENTER (V-38186)			N/A	30%	10%	Free Shipping		Yes	Sheet Music, Instruments and Repair	Lynn Weigand 727-822-3460 <a href="mailto:lweigand@bringemusic.com">lweigand@bringemusic.com</a>  <a href="http://www.bringemusic.com">www.bringemusic.com</a>
GAINESVILLE VIOLIN (V-47452)			10%	N/A	N/A	Shipping & Handling is 10%	No Minimum Order	Yes	Rental String Instruments, Instruments for Sale and Repair, Bow Sales, Accessories, Cases, Appraisals	Paul Tousignant 386-497-1844 <a href="mailto:customercare@gviolins.com">customercare@gviolins.com</a>  <a href="http://www.gviolins.com">www.gviolins.com</a>
HEADS HOUSE OF MUSIC (V-1630)			N/A	N/A	10%	Shipping & Handling is 5%		Yes	Sheet Music from all major domestic music publishers	Marian Thomas 800-783-8030 <a href="mailto:Headsmusic.marian@verizon.net">Headsmusic.marian@verizon.net</a>  <a href="http://www.headshouseofmusic.com">www.headshouseofmusic.com</a>

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LONE STAR PERCUSSION (V-38328)		Lonestarpercussion.com	5-60% Depending on Manufacturer  Contact Vendor for Quote	5-60% Depending on Manufacturer  Contact Vendor for Quote	5-60% Depending on Manufacturer  Contact Vendor for Quote	Standard UPS Rates Apply  Drop Ship Freight Cost Determined by Manufacturer		Prefer ACH	Percussion Instruments and Supplies, Sheet Music, PA Equipment	Robert Anderson 214-340-0835 <a href="mailto:schoolbids@lonestarpercussion.com">schoolbids@lonestarpercussion.com</a>  <a href="http://www.lonestarpercussion.com">www.lonestarpercussion.com</a>
MUSIC IN MOTION (V-4509)	CRM #1343	Music In Motion 2017	0%	0%	0%	Free Shipping and Handling  Does Not Apply to Heavy, Oversized or Drop Shipped Items  Call to Verify	\$25 Minimum Order  Must have Vendor Quote Number Clearly Printed on PO For Discount to Apply	Yes	Books/Audio, Trophies, Awards, Incentives, Posters, Games, Teaching/Classroom Aids, Music Equipment, Classroom Instruments, Creative Dramatics/Costumes, Gifts, CD's, DVD's, Software, Percussion Instruments, Music Therapy Tools, Kids Musical and Dramatic Play	Kristi Graham 800-445-0649  <a href="mailto:bids@musicmotion.com">bids@musicmotion.com</a>  <a href="http://www.musicmotion.com">www.musicmotion.com</a>
ROMEO MUSIC, LLC (V-49453)			10%	10%	10%	Free Shipping	Furniture, Racks and Shelving subject to addition shipping charge to be determined at	Yes		Jody Underwood 615-500-1533  <a href="mailto:jody@romeomusic.net">jody@romeomusic.net</a>  <a href="http://www.romeomusic.net">www.romeomusic.net</a>

**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

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							Purchase – Call for Pricing  Minimum Order \$100.00			
SHAR PRODUCTS COMPANY (V-48048)	17-580-28	Sharmusic.com  Shar Music General Catalog at Time of Purchase	10%	10%	20%	Free shipping on orders over \$50. Actual freight on orders under \$50. Possible \$150.00 lift gate fee for any freight shipments to a location without a loading dock. Please call on Bases and Cellos to see if this applies.	Suzuki Materials 25% off list price. Discount does not apply to Sherrard Racks Manhassetstandcart, Things4strings  Trade In Blemished or Best in Class Items	Yes	Musical instruments, shoulder rests, music books, string instruments, strings, music supplies, bows, rock stops, rosin, cases, sheet music, metro	Paula Leshkevich 866-742-7261  <a href="mailto:schools@sharmusic.com">schools@sharmusic.com</a>  <a href="http://www.sharmusic.com">www.sharmusic.com</a>
SWEET PIPES (V-48047)		Sweetpipes-Recorders Orff Instruments 2017-2017.com	10%	10%	10%	Free shipping On Orders of \$200 or More. Shipping for Orders of \$60.00 or Less \$7.95 Call for Pricing	5% on Aulos Recorders & Aulos Packages  No Discounts on Recorder w/Book Packages	Yes	Recorders, Orff Instruments, Children’s Hand Bells, Recorder Music Book, Bell Music	Laura Bergin 817-277-9922 <a href="mailto:sales@sweetpipes.com">sales@sweetpipes.com</a>  <a href="http://www.sweetpipes.com">www.sweetpipes.com</a>
TAYLOR MUSIC (V-43905)	17-580-28	Taylor Music Newsletters (5 per year)  Taylor Music Accessory Catalog	0%	0%	0%	Free shipping on orders over \$75.00 Excludes Furniture and Cases  Freight added on orders under \$75.00	Minimum Order \$75.00 Prices in catalogs and website are already discounted 0-70%. Call or email for	Yes – up to \$500.00	Band supplies, musical accessories, band instruments, percussion equipment	Mary McKinney 800-872-2263 <a href="mailto:mary@taylormusic.com">mary@taylormusic.com</a>  <a href="http://www.taylormusic.com">www.taylormusic.com</a>

**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

Vendor	Vendor Quote No.	Catalog Name & Date	Percentage Discount Instruments	Percentage Discount Supplies	Percentage Discount Sheet Music	General Freight Terms & Exceptions	Quantity Discounts, Minimum Orders Exceptions	Visa™	Sampling Of Products Offered	Contact Name-Telephone, Fax Number E-Mail/Website
							additional quantity discounts that may be available			
WASHINGTON MUSIC SALES CENTER (V-49454)		<a href="http://www.chucklebins.com">www.chucklebins.com</a>	10%	10%	5%	Free Shipping Minimum of \$75.00		Yes	Refer to Website	Melody O’Neil 301-929-2980 <a href="mailto:melodyo@chucklebins.com">melodyo@chucklebins.com</a> <a href="http://www.chucklebins.com">www.chucklebins.com</a>
WENGER CORPORATION (V-988)		Wenger Music Education Product Catalog	Na	5%	Na	Call for Exact Amount	5% or Maximum Quantity Break, Whichever is Greater. Plus 25% or Less to Cover Shipping and Handling per Order (Inside Delivery) Installation – Call Factory	Yes	Wenger Corporation Manufactures and Delivers High Products and Solutions for Music, Theater, Education, Performance and Athletic Equipment, Storage and Transport	Cathy Hermel 800-733-0393 ext. 8646 <a href="mailto:cathy.hermel@wengercorp.com">cathy.hermel@wengercorp.com</a> <a href="http://www.wengercorp.com">www.wengercorp.com</a>
WOODWIND & BRASSWIND, INC. (V-9934)	GS0314 201811 1	<a href="http://www.wbw.com">www.wbw.com</a> (Pre-Discount Prices)	3%	3%	10%	Call for pricing on Shipping & Handling	Accepts submission of specific lists for additional discounts  Minimum Orders: \$25.00	Yes	Musical Instruments, Musical Supplies, Musical Equipment, Sheet Music, Music Storage, Music Furniture	Gregory Spretnjak 800-346-4448 <a href="mailto:schools@wbw.com">schools@wbw.com</a> <a href="http://www.wbw.com">www.wbw.com</a>

**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

**Musical Instrument Repair**

**All About Music Lessons V-44911**

<b>TYPE OF INSTRUMENT</b>	<b>REPAIRS/SERVICE FIXED HOURLY RATE</b>
Woodwind Instruments	\$35.00/hour
Brass Instruments	\$35.00/hour
String Instruments	\$35.00/hour
Percussion Instruments	\$35.00/hour
Handbells	
Electric Guitars	\$35.00/hour
Electronic Keyboards	
Pianos	
Electrical Instruments	

**SPECIFY THE MANUFACTUERER'S PERCENTAGE DISCOUNT (-) OR MARK-UP (+) OFFERED FOR PARTS**

<b>Manufacturer</b>	<b>Discount</b>	<b>Mark-Up</b>
All Manufacturer's	20%	

Bidders experience in repair of musical instruments:	6 years
Warranty of Repairs (Minimum of 90 days)	120 days after completion of work



**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

**Bringe Music V-38186**

<b>TYPE OF INSTRUMENT</b>	<b>REPAIRS/SERVICE FIXED HOURLY RATE</b>
Woodwind Instruments	\$48.00/hr
Brass Instruments	\$48.00/hr
String Instruments	\$48.00/hr
Percussion Instruments	\$48.00/hr
Handbells	N/A
Electric Guitars	\$50.00
Electronic Keyboards	N/A
Pianos	N/A
Electrical Instruments	N/A

**SPECIFY THE MANUFACTURER'S PERCENTAGE DISCOUNT (-) OR MARK-UP (+) OFFERED FOR PARTS**

<b>Manufacturer</b>	<b>Discount</b>	<b>Mark-Up</b>
All Manufacturer's	30%	

Bidders experience in repair of musical instruments: Company since 1956-techs (combined)	80 years
Warranty of Repairs (Minimum of 90 days)	90 days after completion of work

**Musical Instruments, Sheet Music and Repairs – Bid #17-580-28**

**Gainesville Violins, Inc. (V-47452)**

<b>TYPE OF INSTRUMENT</b>	<b>REPAIRS/SERVICE FIXED HOURLY RATE</b>
Woodwind Instruments	N/A
Brass Instruments	N/A
String Instruments	\$50.00/hr
Percussion Instruments	N/A
Handbells	N/A
Electric Guitars	N/A
Electronic Keyboards	N/A
Pianos	N/A
Electrical Instruments	N/A

**SPECIFY THE MANUFACTUERER’S PERCENTAGE DISCOUNT (-) OR MARK-UP (+) OFFERED FOR**

<b>Manufacturer</b>	<b>Discount</b>	<b>Mark-Up</b>
All Manufacturer’s	10%	

Bidders experience in repair of musical instruments: Company since 1956-techs (combined)	6 years
Warranty of Repairs (Minimum of 90 days)	Lifetime