

PURCHASING AGENDA ITEM

Hernando County School District

APPROVED

AGENDA #: 24-1788

School Board Approval Meeting:

October 24, 2023

Bid No. 23-580-31

**Bid Title: Musical Instruments, Sheet
music & Instrument Repair**

Recommend approval of this agenda item under the specific category below:

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input checked="" type="checkbox"/> Amendment to Bid | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Piggyback Cooperative | | | |

Bid Contract Period: 05/30/2023 through 05/29/2025

N/A – One Time Purchase

Amended: 10/24/2023 through 05/29/2025

Contract Type:

Estimated
Dollar Amount

Firm, Fixed
Dollar Amount

Firm, Fixed
Unit Prices

Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages

Renewal Options:

No. of Terms
Remaining
3

Length of
Each Term (month)

Length of
Each Term (year)
1

None

Rationale/Reason: 10/24/2023 – Contract amended to increase total estimated spending per fiscal year. Purchases will be made utilizing schools and departments approved budgets and any approved allocated funds.

**Bidders Electronically
Downloaded From Public
Purchase Website:** 55

Bids Received:
- 14 -

No Bids:
- 1 -

Late Bids:
- 0 -

Rejected Bids:
- 0 -

**N/A – Bids Not
Required:**

Submitted By: Jill Renihan
Executive Director of Business Services

School(s): District Wide

Requested By: For Use District Wide

Department(s): District Wide

Recommended award, description of items and prices: (See attached)

T/C CODE: 2331

Bid #23-580-31: Musical Instruments, Sheet Music & Instrument Repair

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
Alamo Music Center	n/a	Instruments: 20% Supplies: 20%	Free Shipping	n/a	Contact Vendor	Any exceptions and/or additional charges may apply on a case-by-case basis Delivery: 30-120 Day ARO	David Cleckler (210) 538-9521 schoolbids@alamomusic.com Warranty: Joe Hinojosa (210) 538-9521 schoolbids@alamomusic.com
All About Music Lessons, Inc.	n/a	Supplies: 10% Sheet Music: 10%	Free Shipping	n/a	Music Accessories, Sheet Music, Instruments.	Manufacturer's Warranty on Instruments Delivery: 7 Days ARO	Scott Tilson (352) 683-3555 allaboutmusiclessons@gmail.com
Head's House of Music	www.headshouseofmusic.com	Sheet Music: 10%	Shipping is 7% of order, minimum of \$10.00	Sheet Music: 10 copies – 10% No discounts on digital, self-published or import items	Sheet music for chorus, band, orchestra, piano/keyboard, and guitar	Delivery: 14 days ARO	Marian Thomas (813) 679-5029 headsmusic.accounts@verizon.net
J.W. Pepper & Son, Inc.	www.jwpepper.com	0%	\$3.99 - \$39.99 Charges based on order total	\$0 minimum order	Sheet music, music equipment, supplies, accessories	In stock items ship same day Pepper Guarantee - 100% satisfaction	Amber Loper (610) 232-1882 southern@jwpepper.com orders@jwpepper.com Warranty: satisfaction@jwpepper.com
Music In Motion, Inc.	www.musicinmotion.com	Instruments: 6% Supplies: 6% Sheet Music: 6%	Shipping & Handling added after discount Shipping & Handling is determined by total amount of order. Contract vendor for shipping quotes.	\$25.00 minimum order	Music education, classroom instruction items, teaching aids, audio, video, games, manipulatives, classroom instruments, movement & activity kits, rhythm kits, software, books, etc.	Delivery: 3-5 business days for in stock items Drop ship items may require 2 – 3 weeks for delivery	Customer Service Department (800) 445-0649 orders@musicmotion.com

Bid #23-580-31: Musical Instruments, Sheet Music & Instrument Repair

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
Music & Arts	www.musicarts.com Contact vendor for educator's log in credentials for discounted pricing	Instruments: 0% Supplies: 30% Sheet Music: 0% Balance of Line: 30%	Free Shipping on orders \$25 and over. Additional freight charges may apply	\$25.00 minimum order	Band & Orchestra Instruments, Combo Band Instruments, Digital Pianos & Keyboards, Orff Instruments, Accessories and Sheet Music, Guitars	Delivery: 7-10 Day ARO for in stock items Manufacturer's warranty applies	Richard Saez (352) 966-8282 richard.saez@musicarts.com
Romeo Music	www.romeomusic.net	Instruments: 12% Supplies: 11% Balance of line: 11%	Free Shipping on order over \$100.00 Speaker/furniture orders subject to freight at 10% of total order	\$100.00 minimum order	See website	Delivery: 5 days ARO Dependent on current stock	Jody Underwood (800) 466-1773 x 714 jody@romeomusic.net
Shar Products Company (dba Shar Music)	www.sharmusic.com	Instruments: 10% Supplies: 10% Sheet Music: 10% Balance of line: 10%	\$9.99 Flat Fee Free Shipping on Standard Order over \$45.00 Additional freight charges for oversized items and/or large orders	n/a	Franz Hoffmann instruments, Carlo Lamberti instruments, Bows by Fusion, Presto, Meinel, Glasser, CodaBow, etc. Strings from D'Addario, Thomastik, Pirastro, Jargar, etc. Xeros endpin anchors, Cases from Toshira, Heritage, Cushy, SuperLite, Bam, etc.	Delivery: 30 Days ARO for instruments, 7 Days ARO for Supplies and Sheet Music	Jonathan Peters (866) 742-7261 schools@sharmusic.com
Steve Weiss Music	www.steveweissmusic.com	Instruments: up to 60% Supplies: up to 60% Sheet Music: up to 60%	To be determined by weight and dimensions	n/a Sites are requested to request discounts on quotes via email at education@steveweissmusic.com	Percussion instruments and accessories	Delivery: 3 Days ARO	Nate Repp (888) 659-3477 education@steveweissmusic.com

Bid #23-580-31: Musical Instruments, Sheet Music & Instrument Repair

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
Sweet Pipes, LLC	Sweet Pipes www.sweetpipes.com	10% off all Yamaha, Camp, Da Capo, Recorders and neckstraps 10% off all Sweet Pipes Publications 5% off Aulos Recorders Request Quote for Sonor and Studio 49 Orff Instruments, Toca and Remo Percussion	\$0-\$29.99: \$9.45 \$30.00-\$74.99: 11.95 \$75.00 - \$149.99: \$14.95 \$150.00-\$249.99: 10% of order Over \$250.00 – 8% of order	n/a	General music products- recorders, recorder music, orff instruments, handbells, handbell music, handchimes, resonator bells, boomwhackers, and puppets, ukuleles, instructional supplies and materials	Delivery: 7-10 days ARO Unless it is ordered by the manufacturer Warranty is provided by the manufacturer	Billy Ferguson (817) 277-9922 sales@sweetpipes.com
Tate Music & Repair, LLC	Harris-Teller, Inc. Protec 2020 Jupiter Music Conn-Selmer Yamaha 24/7 www.tatemusic.com	Discounts vary depending on catalog – Range 10-20% Call for pricing	Free delivery depending on catalog – verify with vendor	n/a	Visit website	90 day warranty Call for pricing and items offered Offers multiple manufacturer's	Clint Tate (727) 506-5034 clint@tatemusicrepair.com
Taylor Music, Inc.	www.taylormusic.com Taylor Music Newsletter and Taylor Music Accessory Catalog Vendor Quote #23-580-31	Discounts: 0-60% - call for quote and quantity discounts	Free shipping on orders over \$99.00.	Call for further discounts	Band instruments, supplies and accessories, brass, woodwinds, percussion, concert band, marching band, jazz band, ec.	Standard Manufacturer's Warranty Delivery: 10 Days ARO for in stock items	Mary McKinney (800) 872-2263 mary@taylormusic.com

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
West Music	www.westmusic.com Vendor Quote #23-580-31	Instruments: 7% Supplies: 7% Sheet Music: 7% Balance of Line: 7%	Free standard ground shipping except on items with oversized shipping rates. Oversized shipping rates can be found with the items on www.westmusic.com	n/a \$0 Minimum Order	Orff instruments, records, tubanos, ukuleles, guitars, digital pianos, hand percussion, music books and games, music stands, music movement props	Standard Manufacturer's Warranty Delivery: 5-30 days ARO Some items may take longer due to manufacturer requirements	Beth Villhauer (800) 397-9378 bids@westmusic.com Customer Service (800) 397-9378 service@westmusic.com

A2D Solutions, LLC

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	
Brass Instruments	
String Instruments	
Percussion Instruments	\$85.00 / Hour
Handbells	
Electric Guitars	
Electronic Keyboards	
Pianos	
Electrical Instruments	
Other (Balance of Line)	

Additional Information: Repairs done on site - \$100.00 minimum

Estimates can be provided after detailed requests with pictures are sent, prior to on-site visit. Invoices can be paid online via a private web portal. Work is completed as schedule permits. In higher volume times, a month wait time can be expected.

We offer bar tuning, bar refinishing, frame replacement, gauge replacements.

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
Pearl/Adams	10%	
Yamaha	5%	
Ludwig/Musser	6%	
KHS – Majestic	5%	

Experience in repair of musical instruments	35 Years
Warranty of repairs	120 days after completion of work

Contact:

Chris Williams
 (229) 560-5018
chris@a2dslutions.org

All About Music Lessons, Inc.

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	\$40.00 / Hour
Brass Instruments	\$40.00 / Hour
String Instruments	\$40.00 / Hour
Percussion Instruments	\$40.00 / Hour
Handbells	n/a
Electric Guitars	\$40.00 / Hour
Electronic Keyboards	n/a
Pianos	n/a
Electrical Instruments	n/a
Other "Balance of Line"	n/a

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
All	10%	

Experience in repair of musical instruments	15 Years
Warranty of repairs	90 days after completion of work

Contact:

Scott Tilson
 (352) 683-3555
allaboutmusiclessons@gmail.com

Warranty Contact:

Same

Music & Arts

(Guitar Center Stores, Inc.)

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	\$76.50 / Hour
Brass Instruments	\$76.50 / Hour
String Instruments	\$76.50 / Hour
Percussion Instruments	\$76.50 / Hour
Handbells	\$76.50 / Hour
Electric Guitars	n/a
Electronic Keyboards	n/a
Pianos	n/a
Electrical Instruments	n/a
Other "Balance of Line"	\$76.50 / Hour

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
All	10%	

Experience in repair of musical instruments	85+ Years
Warranty of repairs	90 days after completion of work

Contact:

Richard Saez
 (352) 966-8282
richard.saez@musicarts.com

Warranty Contact:

Same

Tate Music & Repair, LLC

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	\$65.00 / Hour
Brass Instruments	\$65.00 / Hour
String Instruments	\$65.00 / Hour
Percussion Instruments	\$65.00 / Hour
Handbells	n/a
Electric Guitars	n/a
Electronic Keyboards	n/a
Pianos	n/a
Electrical Instruments	n/a
Other "Balance of Line"	n/a

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
n/a		

Experience in repair of musical instruments	42 years
Warranty of repairs	90 days after completion of work

Contact:

Clint Tate
 (727) 506-5034
clint@tatemusicrepair.com

Warranty Contact:

Same