

# CYPRESS FAIRBANKS

INDEPENDENT SCHOOL DISTRICT

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**To:** Matt Morgan  
Assistant Superintendent of Support Services

**From:** Kristine Johnston  
Director of Purchasing

**Date:** October 30, 2015

**Re:** Music Supplies  
Annual Contract #15-09-4549

The following bids were received and opened at 3:00 p.m., Tuesday, October 13, 2015 as advertised and specified in documents concerning **Annual Contract #15-09-4549 Music Supplies**. The bids received are located on pages 2-5.

Award contracts to each of the vendors listed at the discount noted.

<p><b>Recommendation:</b> Advantage USA Reeds &amp; Supplies Bandmans Blue Ribbon Styles Bocal Majority Bassoon Camp, LLC Carolyn Nussbaum Music Company Conquest Sound, Inc. Dancing Drum Earlychildhood, LLC/Discount School Supply Firehouse Music Fishburn Violin Shop FJM, Inc. Fleming Instrument Repair Forrests Music Forshey Piano Company Fort Bend Music Center Georgie Girl Costumes H&amp;H Music Hammond Design Harmonious Designs, LLC J.W. Pepper &amp; Son, Inc. Lakeshore Learning Materials Lisle Violin Shop Lone Star Percussion Luck's Music Library McCormick's Enterprises, Inc. Melhart Music Center MG Double Reed Supply &amp; Repair</p>	<p>Music &amp; Arts Center Music in Motion, Inc. National Educational Music Company Pender's Music Company Percussion Center Peripole-Bergerault, Inc. Plank Road Publishing RBC Music Co., Inc. ReedGeek RhythmBee, Inc. Romeo Music Sam Ash Quikship Corp. Shar Products Company Southeastern Performance Apparel Steve Weiss Music, Inc. Suzuki Music USA Sweet Pipes, Inc. Sweetwater Music Education Technology Terra Nova Violins, LLC The Music Rack The String and Horn Shop, Inc. The Tuba Exchange, Inc. Tote Unlimited Washington Music Center Wenger Corporation Winterguard Tarps Woodwind &amp; Brasswind</p>
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**Funding:** Activity Funds, Grant Funds, M & O Funds

**Estimated Expenditure:** \$350,000.00

Line 1 Discount for Purchases in the amount of \$0.00 - \$100.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Advantage USA Reeds &amp; Supplies</u>	<u>0</u>
<u>Bandmans</u>	<u>0</u>
<u>Blue Ribbon Styles</u>	<u>0-5</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Carolyn Nussbaum Music Company</u>	<u>0-10</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Dancing Drum</u>	<u>0</u>
<u>Earlychildhood, LLC/Discount School Supply</u>	<u>16</u>
<u>Firehouse Music</u>	<u>20</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>FJM, Inc.</u>	<u>0</u>
<u>Fleming Instrument Repair</u>	<u>0-20</u>
<u>Forrests Music</u>	<u>0</u>
<u>Forshey Piano Company</u>	<u>20</u>
<u>Fort Bend Music Center</u>	<u>0</u>
<u>Georgie Girl Costumes</u>	<u>0</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>Hammond Design</u>	<u>0</u>
<u>Harmonious Designs, LLC</u>	<u>0</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>5-60</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>0</u>
<u>MG Double Reed Supply &amp; Repair</u>	<u>0</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>National Educational Music Company</u>	<u>0</u>
<u>Pender's Music Company</u>	<u>10</u>
<u>Percussion Center</u>	<u>20</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Plank Road Publishing</u>	<u>0</u>
<u>RBC Music Co., Inc.</u>	<u>10</u>
<u>ReedGeek</u>	<u>0</u>
<u>RhythmBee, Inc.</u>	<u>0</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp.</u>	<u>0-70</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southeastern Performance Apparel</u>	<u>0</u>
<u>Steve Weiss Music, Inc.</u>	<u>0-60</u>
<u>Suzuki Music USA</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology</u>	<u>0-10</u>
<u>Terra Nova Violins, LLC</u>	<u>10</u>
<u>The Music Rack</u>	<u>12</u>
<u>The String and Horn Shop, Inc.</u>	<u>20</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Winterguard Tarps</u>	<u>0</u>
<u>Woodwind &amp; Brasswind</u>	<u>3</u>

Line 2 Discount for Purchases in the amount of \$101.00 - \$500.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Advantage USA Reeds &amp; Supplies</u>	<u>0</u>
<u>Bandmans</u>	<u>0</u>
<u>Blue Ribbon Styles</u>	<u>0-5</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Carolyn Nussbaum Music Company</u>	<u>0-10</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Dancing Drum</u>	<u>0</u>
<u>Earlychildhood, LLC/Discount School Supply</u>	<u>16</u>
<u>Firehouse Music</u>	<u>25</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>FJM, Inc.</u>	<u>0</u>
<u>Fleming Instrument Repair</u>	<u>0-20</u>
<u>Forrests Music</u>	<u>0</u>
<u>Forshey Piano Company</u>	<u>20</u>
<u>Fort Bend Music Center</u>	<u>0</u>
<u>Georgie Girl Costumes</u>	<u>0</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>Hammond Design</u>	<u>0</u>
<u>Harmonious Designs, LLC</u>	<u>0-16.66</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>5-60</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>0</u>
<u>MG Double Reed Supply &amp; Repair</u>	<u>5</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>National Educational Music Company</u>	<u>0</u>
<u>Pender's Music Company</u>	<u>10</u>
<u>Percussion Center</u>	<u>20</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Plank Road Publishing</u>	<u>0</u>
<u>RBC Music Co., Inc.</u>	<u>10</u>
<u>ReedGeek</u>	<u>0</u>
<u>RhythmBee, Inc.</u>	<u>0</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp.</u>	<u>0-70</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southeastern Performance Apparel</u>	<u>0</u>
<u>Steve Weiss Music, Inc.</u>	<u>0-60</u>
<u>Suzuki Music USA</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology</u>	<u>0-10</u>
<u>Terra Nova Violins, LLC</u>	<u>10</u>
<u>The Music Rack</u>	<u>12</u>
<u>The String and Horn Shop, Inc.</u>	<u>20</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Winterguard Tarps</u>	<u>0</u>
<u>Woodwind &amp; Brasswind</u>	<u>3</u>

**Line 3 Discount for Purchases in the amount of \$501.00 - \$1,000.00**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Advantage USA Reeds &amp; Supplies</u>	<u>0</u>
<u>Bandmans</u>	<u>0</u>
<u>Blue Ribbon Styles</u>	<u>0-5</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Carolyn Nussbaum Music Company</u>	<u>0-20</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Dancing Drum</u>	<u>0</u>
<u>Earlychildhood, LLC/Discount School Supply</u>	<u>16</u>
<u>Firehouse Music</u>	<u>28</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>FJM, Inc.</u>	<u>0</u>
<u>Fleming Instrument Repair</u>	<u>0-20</u>
<u>Forrests Music</u>	<u>0</u>
<u>Forshey Piano Company</u>	<u>20</u>
<u>Fort Bend Music Center</u>	<u>0</u>
<u>Georgie Girl Costumes</u>	<u>0</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>Hammond Design</u>	<u>0</u>
<u>Harmonious Designs, LLC</u>	<u>0-16.66</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>5-60</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>0-2</u>
<u>MG Double Reed Supply &amp; Repair</u>	<u>5</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>National Educational Music Company</u>	<u>0</u>
<u>Pender's Music Company</u>	<u>10</u>
<u>Percussion Center</u>	<u>20</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Plank Road Publishing</u>	<u>0</u>
<u>RBC Music Co., Inc.</u>	<u>10</u>
<u>ReedGeek</u>	<u>2.5</u>
<u>RhythmBee, Inc.</u>	<u>10</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp.</u>	<u>0-70</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southeastern Performance Apparel</u>	<u>0</u>
<u>Steve Weiss Music, Inc.</u>	<u>0-60</u>
<u>Suzuki Music USA</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology</u>	<u>0-10</u>
<u>Terra Nova Violins, LLC</u>	<u>10</u>
<u>The Music Rack</u>	<u>12</u>
<u>The String and Horn Shop, Inc.</u>	<u>20</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Winterguard Tarps</u>	<u>0</u>
<u>Woodwind &amp; Brasswind</u>	<u>3</u>

Line 4 Discount for Purchases over \$1,000.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Advantage USA Reeds &amp; Supplies</u>	<u>0</u>
<u>Bandmans</u>	<u>0</u>
<u>Blue Ribbon Styles</u>	<u>0-5</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Carolyn Nussbaum Music Company</u>	<u>0-20</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Dancing Drum</u>	<u>0</u>
<u>Earlychildhood, LLC/Discount School Supply</u>	<u>16</u>
<u>Firehouse Music</u>	<u>30</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>FJM, Inc.</u>	<u>0</u>
<u>Fleming Instrument Repair</u>	<u>0-20</u>
<u>Forrests Music</u>	<u>0</u>
<u>Forshey Piano Company</u>	<u>20</u>
<u>Fort Bend Music Center</u>	<u>0</u>
<u>Georgie Girl Costumes</u>	<u>0</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>Hammond Design</u>	<u>0</u>
<u>Harmonious Designs, LLC</u>	<u>0-16.66</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>5-60</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>0-3</u>
<u>MG Double Reed Supply &amp; Repair</u>	<u>5</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>National Educational Music Company</u>	<u>0</u>
<u>Pender's Music Company</u>	<u>10</u>
<u>Percussion Center</u>	<u>20</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Plank Road Publishing</u>	<u>0</u>
<u>RBC Music Co., Inc.</u>	<u>10</u>
<u>ReedGeek</u>	<u>5</u>
<u>RhythmBee, Inc.</u>	<u>15</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp.</u>	<u>0-70</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southeastern Performance Apparel</u>	<u>0</u>
<u>Steve Weiss Music, Inc.</u>	<u>0-60</u>
<u>Suzuki Music USA</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology</u>	<u>0-10</u>
<u>Terra Nova Violins, LLC</u>	<u>10</u>
<u>The Music Rack</u>	<u>12</u>
<u>The String and Horn Shop, Inc.</u>	<u>20</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Winterguard Tarps</u>	<u>0</u>
<u>Woodwind &amp; Brasswind</u>	<u>3</u>