

CYPRESS FAIRBANKS

INDEPENDENT SCHOOL DISTRICT

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To: Matt Morgan
Assistant Superintendent of Support Services

From: Kristine Johnston
Director of Purchasing

Date: December 4, 2015

Re: Audio Visual and Theatrical Equipment and Supplies
Annual Contract #15-10-4580

The following bids were received and opened at 3:00 p.m., Wednesday, November 18, 2015 as advertised and specified in documents concerning **Annual Contract #15-10-4580 Audio Visual and Theatrical Equipment and Supplies**. The bids received are located on pages 2-5.

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

Recommendation:	<p>ACP Direct Adorama, Inc. Advantage USA Reeds & Supplies AFP Industries, Inc. Alamo Music Center, Inc. Al's Formal Wear Audio Visual Aids Corp. Aves Audio Visual Systems, Inc. Batteries Plus Call One, Inc. Calloway House Camcor, Inc. Cerebellum Corporation Custom Cable Connection DGS Educational Products Ford Audio Video Frankel Costume Co., Inc. Freestyle Photographic Supplies Full Compass Systems, Ltd. Globe Office Products Graybar H&H Music Hancock Fabrics Komputer+ Peripherals, Inc. Lisle Violin Shop Ludlam Dramatics Markertek Video Supply McCormick's Enterprises, Inc. MI Technologies Music & Arts Center Music in Motion, Inc.</p>	<p>Music Spirit USA National Stage Equipment Company Norcostco, Inc. Noslar T. I., Inc. Performing Arts Supply Co., Inc. Perlmutter Purchasing Power Plank Road Publishing Prime Systems Pro SVL, Inc. ProComputing Corporation Pyramid School Products Romeo Music School Outfitters School Specialty Scott Electric Southern Importers Stagelight, Inc. Summit Integration Systems Sweetwater Music Education Technology Techland Texas Scenic Company, Inc. The Tamis Corporation Tipton Global Sales & Services, Inc. Tri State Camera Valiant National AV Supply VSA, Inc. VSC, Inc. Wenger Corporation Weston Woods Studios, Inc. Winterguard Tarps Woodwind & Brasswind</p>
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Funding: Activity Funds, Bond Funds, Grant Funds, M & O Funds

Estimated Expenditure: \$750,000.00

Line 1 \$0.00 - \$100.00

SUPPLIER	QTY	UOM	PERCENT OFF
<u>ACP Direct</u>	1	Percent Off	<u>0</u>
<u>Adorama, Inc.</u>	1	Percent Off	<u>3</u>
<u>Advantage USA Reeds & Supplies</u>	1	Percent Off	<u>0</u>
<u>AFP Industries, Inc.</u>	1	Percent Off	<u>5</u>
<u>Alamo Music Center, Inc.</u>	1	Percent Off	<u>0-30</u>
<u>Al's Formal Wear</u>	1	Percent Off	<u>20</u>
<u>Audio Visual Aids Corp.</u>	1	Percent Off	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	1	Percent Off	<u>10-75</u>
<u>Batteries Plus</u>	1	Percent Off	<u>0-10</u>
<u>Call One, Inc.</u>	1	Percent Off	<u>0</u>
<u>Calloway House</u>	1	Percent Off	<u>0</u>
<u>Camcor, Inc.</u>	1	Percent Off	<u>0-3</u>
<u>Cerebellum Corporation</u>	1	Percent Off	<u>0-20</u>
<u>Custom Cable Connection</u>	1	Percent Off	<u>15</u>
<u>DGS Educational Products</u>	1	Percent Off	<u>5</u>
<u>Ford Audio Video</u>	1	Percent Off	<u>10</u>
<u>Frankel Costume Co., Inc.</u>	1	Percent Off	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	1	Percent Off	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	1	Percent Off	<u>5-30</u>
<u>Globe Office Products</u>	1	Percent Off	<u>20</u>
<u>Graybar</u>	1	Percent Off	<u>0</u>
<u>H&H Music</u>	1	Percent Off	<u>0</u>
<u>Hancock Fabrics</u>	1	Percent Off	<u>0</u>
<u>Komputer+ Peripherals, Inc.</u>	1	Percent Off	<u>5</u>
<u>Lisle Violin Shop</u>	1	Percent Off	<u>0</u>
<u>Ludlam Dramatics</u>	1	Percent Off	<u>0</u>
<u>Markertek Video Supply</u>	1	Percent Off	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	1	Percent Off	<u>0</u>
<u>MI Technologies</u>	1	Percent Off	<u>0</u>
<u>Music & Arts Center</u>	1	Percent Off	<u>0</u>
<u>Music in Motion, Inc.</u>	1	Percent Off	<u>0-6</u>
<u>Music Spirit USA</u>	1	Percent Off	<u>0</u>
<u>National Stage Equipment Company</u>	1	Percent Off	<u>0</u>
<u>Norcostco, Inc.</u>	1	Percent Off	<u>0</u>
<u>Noslar T. I., Inc</u>	1	Percent Off	<u>10</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Percent Off	<u>0</u>
<u>Perlmutter Purchasing Power</u>	1	Percent Off	<u>0</u>
<u>Plank Road Publishing</u>	1	Percent Off	<u>0</u>
<u>Prime Systems</u>	1	Percent Off	<u>10</u>
<u>Pro SVL, Inc.</u>	1	Percent Off	<u>10</u>
<u>ProComputing Corporation</u>	1	Percent Off	<u>0-2</u>
<u>Pyramid School Products</u>	1	Percent Off	<u>0-20</u>
<u>Romeo Music</u>	1	Percent Off	<u>1</u>
<u>School Outfitters</u>	1	Percent Off	<u>0-2</u>
<u>School Specialty</u>	1	Percent Off	<u>0-35</u>
<u>Scott Electric</u>	1	Percent Off	<u>0-10</u>
<u>Southern Importers</u>	1	Percent Off	<u>0</u>
<u>Stagelight, Inc.</u>	1	Percent Off	<u>5</u>
<u>Summit Integration Systems</u>	1	Percent Off	<u>0.5-40</u>
<u>Sweetwater Music Education Technology</u>	1	Percent Off	<u>0</u>
<u>Techland</u>	1	Percent Off	<u>10</u>
<u>Texas Scenic Company, Inc.</u>	1	Percent Off	<u>0</u>
<u>The Tamis Corporation</u>	1	Percent Off	<u>10</u>
<u>Tipton Global Sales & Services, Inc.</u>	1	Percent Off	<u>10</u>
<u>Tri State Camera</u>	1	Percent Off	<u>2</u>
<u>VSA, Inc.</u>	1	Percent Off	<u>0-75</u>
<u>VSC, Inc.</u>	1	Percent Off	<u>0</u>
<u>Wenger Corporation</u>	1	Percent Off	<u>5</u>
<u>Weston Woods Studios, Inc.</u>	1	Percent Off	<u>0</u>
<u>Winterguard Tarps</u>	1	Percent Off	<u>0</u>
<u>Woodwind & Brasswind</u>	1	Percent Off	<u>0-3</u>

Line 2 \$101.00 - \$500.00

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
<u>ACP Direct</u>	1	Percent Off	<u>0</u>
<u>Adorama, Inc.</u>	1	Percent Off	<u>3</u>
<u>Advantage USA Reeds & Supplies</u>	1	Percent Off	<u>0</u>
<u>AFP Industries, Inc.</u>	1	Percent Off	<u>10</u>
<u>Alamo Music Center, Inc.</u>	1	Percent Off	<u>0-30</u>
<u>Al's Formal Wear</u>	1	Percent Off	<u>20</u>
<u>Audio Visual Aids Corp.</u>	1	Percent Off	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	1	Percent Off	<u>10-75</u>
<u>Batteries Plus</u>	1	Percent Off	<u>0-15</u>
<u>Call One, Inc.</u>	1	Percent Off	<u>5</u>
<u>Calloway House</u>	1	Percent Off	<u>0</u>
<u>Camcor, Inc.</u>	1	Percent Off	<u>0-3</u>
<u>Cerebellum Corporation</u>	1	Percent Off	<u>0-20</u>
<u>Custom Cable Connection</u>	1	Percent Off	<u>15</u>
<u>DGS Educational Products</u>	1	Percent Off	<u>10</u>
<u>Ford Audio Video</u>	1	Percent Off	<u>10</u>
<u>Frankel Costume Co., Inc.</u>	1	Percent Off	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	1	Percent Off	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	1	Percent Off	<u>10-30</u>
<u>Globe Office Products</u>	1	Percent Off	<u>20</u>
<u>Graybar</u>	1	Percent Off	<u>0</u>
<u>H&H Music</u>	1	Percent Off	<u>0</u>
<u>Hancock Fabrics</u>	1	Percent Off	<u>0</u>
<u>Komputer+ Peripherals, Inc.</u>	1	Percent Off	<u>10</u>
<u>Lisle Violin Shop</u>	1	Percent Off	<u>0</u>
<u>Ludlam Dramatics</u>	1	Percent Off	<u>0</u>
<u>Markertek Video Supply</u>	1	Percent Off	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	1	Percent Off	<u>0</u>
<u>MI Technologies</u>	1	Percent Off	<u>0</u>
<u>Music & Arts Center</u>	1	Percent Off	<u>0</u>
<u>Music in Motion, Inc.</u>	1	Percent Off	<u>0-6</u>
<u>Music Spirit USA</u>	1	Percent Off	<u>0</u>
<u>National Stage Equipment Company</u>	1	Percent Off	<u>0</u>
<u>Norcostco, Inc.</u>	1	Percent Off	<u>0</u>
<u>Noslar T. I., Inc</u>	1	Percent Off	<u>15</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Percent Off	<u>0</u>
<u>Perlmutter Purchasing Power</u>	1	Percent Off	<u>5</u>
<u>Plank Road Publishing</u>	1	Percent Off	<u>0</u>
<u>Prime Systems</u>	1	Percent Off	<u>10</u>
<u>Pro SVL, Inc.</u>	1	Percent Off	<u>11</u>
<u>ProComputing Corporation</u>	1	Percent Off	<u>0-2</u>
<u>Pyramid School Products</u>	1	Percent Off	<u>0-25</u>
<u>Romeo Music</u>	1	Percent Off	<u>2</u>
<u>School Outfitters</u>	1	Percent Off	<u>0-2</u>
<u>School Specialty</u>	1	Percent Off	<u>0-35</u>
<u>Scott Electric</u>	1	Percent Off	<u>0-10</u>
<u>Southern Importers</u>	1	Percent Off	<u>0</u>
<u>Stagelight, Inc.</u>	1	Percent Off	<u>5</u>
<u>Summit Integration Systems</u>	1	Percent Off	<u>0.5-40</u>
<u>Sweetwater Music Education Technology</u>	1	Percent Off	<u>0</u>
<u>Techland</u>	1	Percent Off	<u>10</u>
<u>Texas Scenic Company, Inc.</u>	1	Percent Off	<u>0</u>
<u>The Tamis Corporation</u>	1	Percent Off	<u>15</u>
<u>Tipton Global Sales & Services, Inc.</u>	1	Percent Off	<u>10</u>
<u>Tri State Camera</u>	1	Percent Off	<u>2</u>
<u>Valiant National AV Supply</u>	1	Percent Off	<u>5</u>
<u>VSA, Inc.</u>	1	Percent Off	<u>0-75</u>
<u>VSC, Inc.</u>	1	Percent Off	<u>0</u>
<u>Wenger Corporation</u>	1	Percent Off	<u>5</u>
<u>Weston Woods Studios, Inc.</u>	1	Percent Off	<u>0</u>
<u>Winterguard Tarps</u>	1	Percent Off	<u>0</u>
<u>Woodwind & Brasswind</u>	1	Percent Off	<u>0-3</u>

Line 3 \$501.00 - \$1,000.00

Supplier	QTY	UOM	Percent Off
<u>ACP Direct</u>	1	Percent Off	<u>0</u>
<u>Adorama, Inc.</u>	1	Percent Off	<u>3</u>
<u>Advantage USA Reeds & Supplies</u>	1	Percent Off	<u>0</u>
<u>AFP Industries, Inc.</u>	1	Percent Off	<u>12</u>
<u>Alamo Music Center, Inc.</u>	1	Percent Off	<u>0-30</u>
<u>Al's Formal Wear</u>	1	Percent Off	<u>20</u>
<u>Audio Visual Aids Corp.</u>	1	Percent Off	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	1	Percent Off	<u>10-75</u>
<u>Batteries Plus</u>	1	Percent Off	<u>0-20</u>
<u>Call One, Inc.</u>	1	Percent Off	<u>5</u>
<u>Calloway House</u>	1	Percent Off	<u>0</u>
<u>Camcor, Inc.</u>	1	Percent Off	<u>0-3</u>
<u>Cerebellum Corporation</u>	1	Percent Off	<u>0-20</u>
<u>Custom Cable Connection</u>	1	Percent Off	<u>15</u>
<u>DGS Educational Products</u>	1	Percent Off	<u>15</u>
<u>Ford Audio Video</u>	1	Percent Off	<u>10</u>
<u>Frankel Costume Co., Inc.</u>	1	Percent Off	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	1	Percent Off	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	1	Percent Off	<u>10-30</u>
<u>Globe Office Products</u>	1	Percent Off	<u>20</u>
<u>Graybar</u>	1	Percent Off	<u>0</u>
<u>H&H Music</u>	1	Percent Off	<u>0</u>
<u>Hancock Fabrics</u>	1	Percent Off	<u>0</u>
<u>Komputer+ Peripherals, Inc.</u>	1	Percent Off	<u>15</u>
<u>Lisle Violin Shop</u>	1	Percent Off	<u>0</u>
<u>Ludlam Dramatics</u>	1	Percent Off	<u>0</u>
<u>Markertek Video Supply</u>	1	Percent Off	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	1	Percent Off	<u>0</u>
<u>MI Technologies</u>	1	Percent Off	<u>0</u>
<u>Music & Arts Center</u>	1	Percent Off	<u>0</u>
<u>Music in Motion, Inc.</u>	1	Percent Off	<u>0-6</u>
<u>Music Spirit USA</u>	1	Percent Off	<u>0</u>
<u>National Stage Equipment Company</u>	1	Percent Off	<u>0</u>
<u>Norcostco, Inc.</u>	1	Percent Off	<u>0</u>
<u>Noslar T. I., Inc</u>	1	Percent Off	<u>15</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Percent Off	<u>0</u>
<u>Perlmutter Purchasing Power</u>	1	Percent Off	<u>10</u>
<u>Plank Road Publishing</u>	1	Percent Off	<u>0</u>
<u>Prime Systems</u>	1	Percent Off	<u>10</u>
<u>Pro SVL, Inc.</u>	1	Percent Off	<u>12</u>
<u>ProComputing Corporation</u>	1	Percent Off	<u>0-2</u>
<u>Pyramid School Products</u>	1	Percent Off	<u>0-30</u>
<u>Romeo Music</u>	1	Percent Off	<u>3</u>
<u>School Outfitters</u>	1	Percent Off	<u>0-2</u>
<u>School Specialty</u>	1	Percent Off	<u>0-35</u>
<u>Scott Electric</u>	1	Percent Off	<u>0-10</u>
<u>Southern Importers</u>	1	Percent Off	<u>0</u>
<u>Stagelight, Inc.</u>	1	Percent Off	<u>5</u>
<u>Summit Integration Systems</u>	1	Percent Off	<u>0.5-40</u>
<u>Sweetwater Music Education Technology</u>	1	Percent Off	<u>0</u>
<u>Techland</u>	1	Percent Off	<u>10</u>
<u>Texas Scenic Company, Inc.</u>	1	Percent Off	<u>0</u>
<u>The Tamis Corporation</u>	1	Percent Off	<u>20</u>
<u>Tipton Global Sales & Services, Inc.</u>	1	Percent Off	<u>10</u>
<u>Tri State Camera</u>	1	Percent Off	<u>3</u>
<u>Valiant National AV Supply</u>	1	Percent Off	<u>5</u>
<u>VSA, Inc.</u>	1	Percent Off	<u>0-75</u>
<u>VSC, Inc.</u>	1	Percent Off	<u>0</u>
<u>Wenger Corporation</u>	1	Percent Off	<u>5</u>
<u>Weston Woods Studios, Inc.</u>	1	Percent Off	<u>0</u>
<u>Winterguard Tarps</u>	1	Percent Off	<u>0</u>
<u>Woodwind & Brasswind</u>	1	Percent Off	<u>0-3</u>

Line 4 Over \$1,000.00

Supplier	QTY	UOM	Percent Off
<u>ACP Direct</u>	1	Percent Off	<u>0</u>
<u>Adorama, Inc.</u>	1	Percent Off	<u>3</u>
<u>Advantage USA Reeds & Supplies</u>	1	Percent Off	<u>0</u>
<u>AFP Industries, Inc.</u>	1	Percent Off	<u>15</u>
<u>Alamo Music Center, Inc.</u>	1	Percent Off	<u>0-30</u>
<u>Al's Formal Wear</u>	1	Percent Off	<u>20</u>
<u>Audio Visual Aids Corp.</u>	1	Percent Off	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	1	Percent Off	<u>10-75</u>
<u>Batteries Plus</u>	1	Percent Off	<u>0-25</u>
<u>Call One, Inc.</u>	1	Percent Off	<u>8</u>
<u>Calloway House</u>	1	Percent Off	<u>0</u>
<u>Camcor, Inc.</u>	1	Percent Off	<u>0-3</u>
<u>Cerebellum Corporation</u>	1	Percent Off	<u>0-20</u>
<u>Custom Cable Connection</u>	1	Percent Off	<u>15</u>
<u>DGS Educational Products</u>	1	Percent Off	<u>20</u>
<u>Ford Audio Video</u>	1	Percent Off	<u>10</u>
<u>Frankel Costume Co., Inc.</u>	1	Percent Off	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	1	Percent Off	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	1	Percent Off	<u>10-30</u>
<u>Globe Office Products</u>	1	Percent Off	<u>25</u>
<u>Graybar</u>	1	Percent Off	<u>1</u>
<u>H&H Music</u>	1	Percent Off	<u>0</u>
<u>Hancock Fabrics</u>	1	Percent Off	<u>0</u>
<u>Komputer+ Peripherals, Inc.</u>	1	Percent Off	<u>20</u>
<u>Lisle Violin Shop</u>	1	Percent Off	<u>0</u>
<u>Ludlam Dramatics</u>	1	Percent Off	<u>0</u>
<u>Markertek Video Supply</u>	1	Percent Off	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	1	Percent Off	<u>0</u>
<u>MI Technologies</u>	1	Percent Off	<u>0</u>
<u>Music & Arts Center</u>	1	Percent Off	<u>0</u>
<u>Music in Motion, Inc.</u>	1	Percent Off	<u>0-6</u>
<u>Music Spirit USA</u>	1	Percent Off	<u>0</u>
<u>National Stage Equipment Company</u>	1	Percent Off	<u>0</u>
<u>Norcostco, Inc.</u>	1	Percent Off	<u>0</u>
<u>Noslar T. I., Inc</u>	1	Percent Off	<u>15</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Percent Off	<u>10</u>
<u>Perlmutter Purchasing Power</u>	1	Percent Off	<u>10</u>
<u>Plank Road Publishing</u>	1	Percent Off	<u>0</u>
<u>Prime Systems</u>	1	Percent Off	<u>10</u>
<u>Pro SVL, Inc.</u>	1	Percent Off	<u>13</u>
<u>ProComputing Corporation</u>	1	Percent Off	<u>0-2</u>
<u>Pyramid School Products</u>	1	Percent Off	<u>0-35</u>
<u>Romeo Music</u>	1	Percent Off	<u>3</u>
<u>School Outfitters</u>	1	Percent Off	<u>0-2</u>
<u>School Specialty</u>	1	Percent Off	<u>0-35</u>
<u>Scott Electric</u>	1	Percent Off	<u>0-10</u>
<u>Southern Importers</u>	1	Percent Off	<u>0</u>
<u>Stagelight, Inc.</u>	1	Percent Off	<u>5</u>
<u>Summit Integration Systems</u>	1	Percent Off	<u>0.5-40</u>
<u>Sweetwater Music Education Technology</u>	1	Percent Off	<u>0</u>
<u>Techland</u>	1	Percent Off	<u>10</u>
<u>Texas Scenic Company, Inc.</u>	1	Percent Off	<u>0</u>
<u>The Tamis Corporation</u>	1	Percent Off	<u>30</u>
<u>Tipton Global Sales & Services, Inc.</u>	1	Percent Off	<u>10</u>
<u>Tri State Camera</u>	1	Percent Off	<u>3</u>
<u>Valiant National AV Supply</u>	1	Percent Off	<u>5</u>
<u>VSA, Inc.</u>	1	Percent Off	<u>0-75</u>
<u>VSC, Inc.</u>	1	Percent Off	<u>0</u>
<u>Wenger Corporation</u>	1	Percent Off	<u>5</u>
<u>Weston Woods Studios, Inc.</u>	1	Percent Off	<u>10</u>
<u>Winterguard Tarps</u>	1	Percent Off	<u>0</u>
<u>Woodwind & Brasswind</u>	1	Percent Off	<u>0-3</u>