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INDEPENDENT SCHOOL DISTRICT  
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**From:** Kristine Johnston  
Director of Purchasing

**Date:** September 13, 2016

**Re:** Stage Curtains  
Annual Contract #16-07-4959R-IB

The following bids were received and opened at 3:00 p.m., Thursday, August 11, 2016 as specified in documents concerning **Annual Contract #16-07-4959R-IB Stage Curtains**. The bids received are located on page 2-3.

**Recommendation:** This is a multi-award recommendation to establish a list of qualified vendors from which quotations for specific projects will be awarded on an "as-needed" basis. Quotations will be requested from the following vendors as indicated on pages 2-3.

Mainstage Theatrical Supply, Inc.  
National Stage Equipment Company  
Performing Arts Supply Co., Inc.  
Texas Scenic Company, Inc.

**Funding:** M & O Funds

**Estimated Expenditure:** \$45,000.00

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**Line 1 Stage Curtain, Fabric, Sewn, Charisma IFR Velour, 25 oz.**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>National Stage Equipment Company</u>	1	Yard	<u>\$26.59</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Yard	<u>\$32.90</u>
<u>Texas Scenic Company, Inc.</u>	1	Yard	<u>\$36.09</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Yard	<u>\$38.00</u>

**Line 2 Stage Curtain, Fabric, Sewn, Plateau IFR Velour, 13 oz.**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>National Stage Equipment Company</u>	1	Yard	<u>\$14.00</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Yard	<u>\$20.27</u>
<u>Texas Scenic Company, Inc.</u>	1	Yard	<u>\$23.48</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Yard	<u>\$25.50</u>

**Line 3 Cyclorama Curtain, 20 ft. (height) or less**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Yard	<u>\$71.95</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Yard	<u>\$72.50</u>
<u>Texas Scenic Company, Inc.</u>	1	Yard	<u>\$105.00</u>
<u>National Stage Equipment Company</u>	1	Yard	<u>\$106.87</u>

**Line 4 Cyclorama Curtain, 20.5 ft. - 25.0 ft. (height) or less**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Yard	<u>\$116.00</u>
<u>National Stage Equipment Company</u>	1	Yard	<u>\$140.00</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Yard	<u>\$142.00</u>
<u>Texas Scenic Company, Inc.</u>	1	Yard	<u>\$142.15</u>

**Line 5 Cyclorama Curtain, 25.5 ft. - 33.0 ft. (height) or less**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Yard	<u>\$177.00</u>
<u>National Stage Equipment Company</u>	1	Yard	<u>\$234.00</u>
<u>Texas Scenic Company, Inc.</u>	1	Yard	<u>\$235.00</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Yard	<u>\$251.00</u>

**Line 6 Sewing cost per yard, to include webbing, snaps, grommets or ties, for any other fabrics not specified in this document**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>National Stage Equipment Company</u>	1	Yard	<u>\$3.80</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Yard	<u>\$9.75</u>
<u>Texas Scenic Company, Inc.</u>	1	Yard	<u>\$9.85</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Yard	<u>\$15.00</u>

**Line 7 First day price for installation on existing hardware and debris removal**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Per Day	<u>\$520.00</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Per Day	<u>\$1,080.00</u>
<u>National Stage Equipment Company</u>	1	Per Day	<u>\$1,269.00</u>
<u>Texas Scenic Company, Inc.</u>	1	Per Day	<u>\$1,503.00</u>

**Line 8 Price for additional days following (after first day) installation on existing hardware and debris removal**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Per Day	<u>\$520.00</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Per Day	<u>\$545.00</u>
<u>National Stage Equipment Company</u>	1	Per Day	<u>\$776.00</u>
<u>Texas Scenic Company, Inc.</u>	1	Per Day	<u>\$1,409.00</u>

**Line 9 Fee for initial site measurement, list flat fee price or hourly rate**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Measurement	<u>\$0.00</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Measurement	<u>\$0.00</u>
<u>National Stage Equipment Company</u>	1	Measurement	<u>\$0.00</u>
<u>Texas Scenic Company, Inc.</u>	1	Measurement	<u>\$0.00</u>

**Line 10 Hourly rate for on-site repair**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Hour	<b><u>\$49.00</u></b>
<u>Texas Scenic Company, Inc.</u>	1	Hour	<b><u>\$50.00</u></b>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Hour	<b><u>\$85.00</u></b>
<u>National Stage Equipment Company</u>	1	Hour	<b><u>\$100.00</u></b>

**Line 11 Hourly rate to re-rope track**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Hour	<b><u>\$49.00</u></b>
<u>Texas Scenic Company, Inc.</u>	1	Hour	<b><u>\$50.00</u></b>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Hour	<b><u>\$65.00</u></b>
<u>National Stage Equipment Company</u>	1	Hour	<b><u>\$100.00</u></b>

**Line 12 Hourly rate for sewing repairs**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Performing Arts Supply Co., Inc.</u>	1	Hour	<b><u>\$49.00</u></b>
<u>Texas Scenic Company, Inc.</u>	1	Hour	<b><u>\$50.00</u></b>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Hour	<b><u>\$85.00</u></b>
<u>National Stage Equipment Company</u>	1	Hour	<b><u>\$100.00</u></b>

**Line 13 Hourly labor costs for hardware replacement or repair**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Texas Scenic Company, Inc.</u>	1	Hour	<b><u>\$50.00</u></b>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Hour	<b><u>\$83.00</u></b>
<u>National Stage Equipment Company</u>	1	Hour	<b><u>\$100.00</u></b>
<u>Performing Arts Supply Co., Inc.</u>	1	Hour	<b><u>\$120.00</u></b>

**Line 14 Percent of markup for hardware from published catalog list price**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>Percent</u>
<u>Mainstage Theatrical Supply, Inc.</u>	1	Markup	<b><u>-5</u></b>
<u>National Stage Equipment Company</u>	1	Markup	<b><u>35%</u></b>
<u>Performing Arts Supply Co., Inc.</u>	1	Markup	<b><u>0%</u></b>
<u>Texas Scenic Company, Inc.</u>	1	Markup	<b><u>10%</u></b>