


  
**CYPRESS FAIRBANKS**
  
 INDEPENDENT SCHOOL DISTRICT
   
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**To:** Matt Morgan  
 Assistant Superintendent of Support Services

**From:** Kristine Johnston  
 Director of Purchasing

**Date:** November 4, 2016

**Re:** Music Supplies  
 Annual Contract #16-09-5007

The following bids were received and opened at 3:00 p.m., Wednesday, October 19, 2016 as advertised and specified in documents concerning **Annual Contract #16-09-5007 Music Supplies**. The bids received are located on pages 2-4.

<sup>a</sup> Award contracts to each of the vendors listed at the discount noted.

<b>Recommendation:</b>	<b>B&amp;H Photo-Video-Pro-Audio          Band Shoppe          Bocal Majority Bassoon Camp, LLC          Conquest Sound, Inc.          Firehouse Music          Fishburn Violin Shop          Forrests Music          Fort Bend Music Center          H&amp;H Music          J.W. Pepper &amp; Son, Inc.          Lisle Violin Shop          Lone Star Percussion          Luck's Music Library          Macie Publishing Company          McCormick's Enterprises, Inc.          Midwest Musical Imports          Music &amp; Arts Center          Music in Motion, Inc.          Percussion Center          Peripole-Bergerault, Inc.</b>	<b>RBC Music Co., Inc.          ReedGeek          Rhythm Band Instruments, LLC          Romeo Music          Sam Ash Quikship Corp.          Shar Products Company          Southwest Strings          Steve Weiss Music, Inc.          Suzuki Music USA          Sweet Pipes, Inc.          Sweetwater Music Education Technology          Taylor Music, Inc.          Terra Nova Violins, LLC          The Tuba Exchange, Inc.          Tote Unlimited          Washington Music Center          Wenger Corporation          West Music Company          Woodwind &amp; Brasswind</b>
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**Funding:** Activity Funds, M & O Funds

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

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

<u>Supplier</u>	<u>Percent Off</u>
<u>B&amp;H Photo-Video-Pro-Audio</u>	<u>0-1</u>
<u>Band Shoppe</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Firehouse Music</u>	<u>25</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Forrests Music</u>	<u>0</u>
<u>Fort Bend Music Center</u>	<u>10</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Midwest Musical Imports</u>	<u>0</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Percussion Center</u>	<u>40</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>RBC Music Co Inc</u>	<u>0</u>
<u>ReedGeek</u>	<u>5</u>
<u>Rhythm Band Instruments, LLC</u>	<u>10</u>
<u>Romeo Music</u>	<u>1</u>
<u>Sam Ash Quikship Corp</u>	<u>0-63</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southwest Strings</u>	<u>10</u>
<u>Steve Weiss Music, Inc.</u>	<u>0-60</u>
<u>Suzuki Music USA</u>	<u>0</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology</u>	<u>0</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>Terra Nova Violins LLC</u>	<u>10-50</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-8</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>B&amp;H Photo-Video-Pro-Audio</u>	<u>0-1</u>
<u>Band Shoppe</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Firehouse Music</u>	<u>25</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Forrests Music</u>	<u>0</u>
<u>Fort Bend Music Center</u>	<u>10</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Midwest Musical Imports</u>	<u>0</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Percussion Center</u>	<u>40</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>RBC Music Co Inc</u>	<u>0</u>
<u>ReedGeek</u>	<u>10</u>
<u>Rhythm Band Instruments, LLC</u>	<u>10</u>
<u>Romeo Music</u>	<u>2</u>

**Line 2 Discount for Purchases in the amount of \$101.00 - \$500.00 (continued)**

<u>Supplier</u>	<u>Percent Off</u>
<u>Sam Ash Quikship Corp</u>	<u>0-63</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southwest Strings</u>	<u>10</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</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>Terra Nova Violins LLC</u>	<u>10-50</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-8</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>B&amp;H Photo-Video-Pro-Audio</u>	<u>0-1</u>
<u>Band Shoppe</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Firehouse Music</u>	<u>28</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Forrests Music</u>	<u>0</u>
<u>Fort Bend Music Center</u>	<u>15</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Midwest Musical Imports</u>	<u>1</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Percussion Center</u>	<u>40</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>RBC Music Co Inc</u>	<u>0</u>
<u>ReedGeek</u>	<u>15</u>
<u>Rhythm Band Instruments, LLC</u>	<u>10</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp</u>	<u>0-63</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southwest Strings</u>	<u>10</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</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>Terra Nova Violins LLC</u>	<u>10-50</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-8</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>B&amp;H Photo-Video-Pro-Audio</u>	<u>0-1</u>
<u>Band Shoppe</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>Firehouse Music</u>	<u>30</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Forrests Music</u>	<u>0</u>

**Line 4 Discount for Purchases over \$1,000.00 (continued)**

<u>Supplier</u>	<u>Percent Off</u>
<u>Fort Bend Music Center</u>	<u>15</u>
<u>H&amp;H Music</u>	<u>0</u>
<u>J.W. Pepper &amp; Son, Inc.</u>	<u>0</u>
<u>Lisle Violin Shop</u>	<u>0-20</u>
<u>Lone Star Percussion</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Midwest Musical Imports</u>	<u>1</u>
<u>Music &amp; Arts Center</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Percussion Center</u>	<u>40</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>RBC Music Co Inc</u>	<u>0</u>
<u>ReedGeek</u>	<u>20</u>
<u>Rhythm Band Instruments, LLC</u>	<u>10</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp</u>	<u>0-63</u>
<u>Shar Products Company</u>	<u>0-10</u>
<u>Southwest Strings</u>	<u>10</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</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>Terra Nova Violins LLC</u>	<u>10-50</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Washington Music Center</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-8</u>
<u>Woodwind &amp; Brasswind</u>	<u>3</u>