

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 2, 2016

Re: Audio Visual and Theatrical Equipment and Supplies
Annual Contract #16-10-5031

The following bids were received and opened at 3:00 p.m., Wednesday, November 2, 2016 as advertised and specified in documents concerning **Annual Contract #16-10-5031 Audio Visual and Theatrical Equipment and Supplies**. The bids received are located on pages 2-5.

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

Recommendation:	<p>A V Pro, Inc. Adorama, Inc. Advanced Graphics Al's Formal Wear Audio Resource Group Audio Visual Aids Corp. Aves Audio Visual Systems, Inc. B&H Photo-Video-Pro-Audio Batts Audio, Video & Lighting BMI Supply Call One, Inc. Camcor, Inc. Cerebellum Corporation Congress Network Corporation CXtec Data Projections, Inc. EDCO - Education Consultants, Inc. Fastenation, Inc. Filly's Career Apparel Firehouse Music Ford Audio Video Frankel Costume Co., Inc. Freestyle Photographic Supplies Full Compass Systems, Ltd. Graybar H&H Music Ludlam Dramatics McCormick's Enterprises, Inc. Melhart Music Center Music in Motion, Inc. Network Cabling Services, Inc.</p>	<p>Norcostco, Inc. Nuemman Nutech Industries, Inc. PCPC Direct, Ltd. Percussion Center Performing Arts Supply Co., Inc. Prime Systems Professional Audio and Video Pyramid School Products QA Systems, Inc. Relamplt Romeo Music School Outfitters School Specialty SCHOOLSin Scott Electric Southern Importers Stagelight, Inc. Sweetwater Music Education Technology Tamis Corporation Techland Texas Scenic Company, Inc. The Library Store, Inc. Tote Unlimited Tri State Camera Troxell Communications, Inc. Valiant National AV Supply Visual Techniques, Inc. VSC, Inc. Wenger Corporation Woodwind & Brasswind</p>
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Funding: Activity Funds, Bond Funds, Grant Funds, M & O Funds

Estimated Expenditure: \$950,000.00

^a Line 1 \$0.00 - \$100.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>A V Pro, Inc.</u>	<u>0</u>
<u>Adorama, Inc.</u>	<u>5</u>
<u>Advanced Graphics</u>	<u>0-5</u>
<u>Al's Formal Wear</u>	<u>20</u>
<u>Audio Resource Group</u>	<u>20</u>
<u>Audio Visual Aids Corp.</u>	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	<u>8-30</u>
<u>B&H Photo-Video-Pro-Audio</u>	<u>1</u>
<u>Batts Audio, Video & Lighting</u>	<u>0</u>
<u>BMI Supply</u>	<u>0</u>
<u>Call One, Inc.</u>	<u>1</u>
<u>Camcor, Inc.</u>	<u>0-3</u>
<u>Cerebellum Corporation</u>	<u>0-20</u>
<u>Congress Network Corporation</u>	<u>0</u>
<u>CXtec</u>	<u>10</u>
<u>Data Projections, Inc.</u>	<u>0</u>
<u>EDCO - Education Consultants, Inc.</u>	<u>0</u>
<u>Fastenation, Inc.</u>	<u>0</u>
<u>Filly's Career Apparel</u>	<u>8-18</u>
<u>Firehouse Music</u>	<u>25</u>
<u>Ford Audio Video</u>	<u>10-30</u>
<u>Frankel Costume Co., Inc.</u>	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	<u>0-25</u>
<u>Graybar</u>	<u>0</u>
<u>H&H Music</u>	<u>0</u>
<u>Ludlam Dramatics</u>	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>5</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Network Cabling Services, Inc.</u>	<u>10</u>
<u>Norcostco, Inc.</u>	<u>0-25</u>
<u>Nuemman</u>	<u>0</u>
<u>Nutech Industries, Inc.</u>	<u>2</u>
<u>PCPC Direct, Ltd.</u>	<u>50</u>
<u>Percussion Center</u>	<u>20</u>
<u>Performing Arts Supply Co., Inc.</u>	<u>0</u>
<u>Prime Systems</u>	<u>5</u>
<u>Professional Audio and Video</u>	<u>0-25</u>
<u>Pyramid School Products</u>	<u>15</u>
<u>QA Systems, Inc.</u>	<u>10</u>
<u>RelampIt</u>	<u>0</u>
<u>Romeo Music</u>	<u>1</u>
<u>School Outfitters</u>	<u>2</u>
<u>School Specialty</u>	<u>12-35</u>
<u>SCHOOLSin</u>	<u>5</u>
<u>Scott Electric</u>	<u>10</u>
<u>Southern Importers</u>	<u>0</u>
<u>Stagelight, Inc.</u>	<u>5-15</u>
<u>Sweetwater Music Education Technology</u>	<u>0</u>
<u>Tamis Corporation</u>	<u>10</u>
<u>Techland</u>	<u>20</u>
<u>Texas Scenic Company, Inc.</u>	<u>0</u>
<u>The Library Store, Inc.</u>	<u>0-30</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Tri State Camera</u>	<u>2</u>
<u>Troxell Communications, Inc.</u>	<u>5-70</u>
<u>Valiant National AV Supply</u>	<u>5</u>
<u>Visual Techniques, Inc.</u>	<u>0</u>
<u>VSC, Inc.</u>	<u>5</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>

^a Line 2 \$101.00 - \$500.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>A V Pro, Inc.</u>	<u>0</u>
<u>Adorama, Inc.</u>	<u>5</u>
<u>Advanced Graphics</u>	<u>0-5</u>
<u>Al's Formal Wear</u>	<u>20</u>
<u>Audio Resource Group</u>	<u>20</u>
<u>Audio Visual Aids Corp.</u>	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	<u>8-30</u>
<u>B&H Photo-Video-Pro-Audio</u>	<u>1</u>
<u>Batts Audio, Video & Lighting</u>	<u>0</u>
<u>BMI Supply</u>	<u>0</u>
<u>Call One, Inc.</u>	<u>1</u>
<u>Camcor, Inc.</u>	<u>0-3</u>
<u>Cerebellum Corporation</u>	<u>0-20</u>
<u>Congress Network Corporation</u>	<u>0</u>
<u>CXtec</u>	<u>10</u>
<u>Data Projections, Inc.</u>	<u>0</u>
<u>EDCO - Education Consultants, Inc.</u>	<u>0</u>
<u>Fastenation, Inc.</u>	<u>5</u>
<u>Filly's Career Apparel</u>	<u>8-18</u>
<u>Firehouse Music</u>	<u>30</u>
<u>Ford Audio Video</u>	<u>10-30</u>
<u>Frankel Costume Co., Inc.</u>	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	<u>0-30</u>
<u>Graybar</u>	<u>0</u>
<u>H&H Music</u>	<u>0</u>
<u>Ludlam Dramatics</u>	<u>0</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>7</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Network Cabling Services, Inc.</u>	<u>12</u>
<u>Norcostco, Inc.</u>	<u>0-25</u>
<u>Nuemman</u>	<u>0</u>
<u>Nutech Industries, Inc.</u>	<u>2</u>
<u>PCPC Direct, Ltd.</u>	<u>50</u>
<u>Percussion Center</u>	<u>25</u>
<u>Performing Arts Supply Co., Inc.</u>	<u>0</u>
<u>Prime Systems</u>	<u>5</u>
<u>Professional Audio and Video</u>	<u>0-25</u>
<u>Pyramid School Products</u>	<u>20</u>
<u>QA Systems, Inc.</u>	<u>10</u>
<u>RelampIt</u>	<u>0</u>
<u>Romeo Music</u>	<u>2</u>
<u>School Outfitters</u>	<u>2</u>
<u>School Specialty</u>	<u>12-35</u>
<u>SCHOOLSin</u>	<u>5</u>
<u>Scott Electric</u>	<u>10</u>
<u>Southern Importers</u>	<u>0</u>
<u>Stagelight, Inc.</u>	<u>5-15</u>
<u>Sweetwater Music Education Technology</u>	<u>0</u>
<u>Tamis Corporation</u>	<u>15</u>
<u>Techland</u>	<u>20</u>
<u>Texas Scenic Company, Inc.</u>	<u>0</u>
<u>The Library Store, Inc.</u>	<u>0-30</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Tri State Camera</u>	<u>2</u>
<u>Troxell Communications, Inc.</u>	<u>5-70</u>
<u>Valiant National AV Supply</u>	<u>5</u>
<u>Visual Techniques, Inc.</u>	<u>0</u>
<u>VSC, Inc.</u>	<u>7</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>

^a Line 3 \$501.00 - \$1,000.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>A V Pro, Inc.</u>	<u>0</u>
<u>Adorama, Inc.</u>	<u>55</u>
<u>Advanced Graphics</u>	<u>0-5</u>
<u>Al's Formal Wear</u>	<u>20</u>
<u>Audio Resource Group</u>	<u>20</u>
<u>Audio Visual Aids Corp.</u>	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	<u>8-30</u>
<u>B&H Photo-Video-Pro-Audio</u>	<u>1</u>
<u>Batts Audio, Video & Lighting</u>	<u>0</u>
<u>BMI Supply</u>	<u>0</u>
<u>Call One, Inc.</u>	<u>1</u>
<u>Camcor, Inc.</u>	<u>0-3</u>
<u>Cerebellum Corporation</u>	<u>0-20</u>
<u>Congress Network Corporation</u>	<u>0</u>
<u>CXtec</u>	<u>10</u>
<u>Data Projections, Inc.</u>	<u>0</u>
<u>EDCO - Education Consultants, Inc.</u>	<u>0</u>
<u>Fastenation, Inc.</u>	<u>5</u>
<u>Filly's Career Apparel</u>	<u>8-18</u>
<u>Firehouse Music</u>	<u>32</u>
<u>Ford Audio Video</u>	<u>10-30</u>
<u>Frankel Costume Co., Inc.</u>	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	<u>0-30</u>
<u>Graybar</u>	<u>0</u>
<u>H&H Music</u>	<u>0</u>
<u>Ludlam Dramatics</u>	<u>5</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>9</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Network Cabling Services, Inc.</u>	<u>14</u>
<u>Norcostco, Inc.</u>	<u>0-25</u>
<u>Nuemman</u>	<u>0</u>
<u>Nutech Industries, Inc.</u>	<u>2</u>
<u>PCPC Direct, Ltd.</u>	<u>50</u>
<u>Percussion Center</u>	<u>25</u>
<u>Performing Arts Supply Co., Inc.</u>	<u>0</u>
<u>Prime Systems</u>	<u>5</u>
<u>Professional Audio and Video</u>	<u>0-25</u>
<u>Pyramid School Products</u>	<u>25</u>
<u>QA Systems, Inc.</u>	<u>10</u>
<u>RelampIt</u>	<u>35</u>
<u>Romeo Music</u>	<u>3</u>
<u>School Outfitters</u>	<u>2</u>
<u>School Specialty</u>	<u>12-35</u>
<u>SCHOOLSin</u>	<u>5</u>
<u>Scott Electric</u>	<u>10</u>
<u>Southern Importers</u>	<u>0</u>
<u>Stagelight, Inc.</u>	<u>5-15</u>
<u>Sweetwater Music Education Technology</u>	<u>0</u>
<u>Tamis Corporation</u>	<u>20</u>
<u>Techland</u>	<u>20</u>
<u>Texas Scenic Company, Inc.</u>	<u>0</u>
<u>The Library Store, Inc.</u>	<u>0-30</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Tri State Camera</u>	<u>2</u>
<u>Troxell Communications, Inc.</u>	<u>5-70</u>
<u>Valiant National AV Supply</u>	<u>5</u>
<u>Visual Techniques, Inc.</u>	<u>0</u>
<u>VSC, Inc.</u>	<u>10</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>

^a Line 4 Over \$1,000.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>A V Pro, Inc.</u>	<u>0</u>
<u>Adorama, Inc.</u>	<u>5</u>
<u>Advanced Graphics</u>	<u>0-5</u>
<u>Al's Formal Wear</u>	<u>20</u>
<u>Audio Resource Group</u>	<u>20</u>
<u>Audio Visual Aids Corp.</u>	<u>0</u>
<u>Aves Audio Visual Systems, Inc.</u>	<u>8-30</u>
<u>B&H Photo-Video-Pro-Audio</u>	<u>1</u>
<u>Batts Audio, Video & Lighting</u>	<u>0</u>
<u>BMI Supply</u>	<u>0</u>
<u>Call One, Inc.</u>	<u>1</u>
<u>Camcor, Inc.</u>	<u>0-3</u>
<u>Cerebellum Corporation</u>	<u>0-20</u>
<u>Congress Network Corporation</u>	<u>0</u>
<u>CXtec</u>	<u>10</u>
<u>Data Projections, Inc.</u>	<u>0</u>
<u>EDCO - Education Consultants, Inc.</u>	<u>0</u>
<u>Fastenation, Inc.</u>	<u>10</u>
<u>Filly's Career Apparel</u>	<u>8-18</u>
<u>Firehouse Music</u>	<u>35</u>
<u>Ford Audio Video</u>	<u>10-30</u>
<u>Frankel Costume Co., Inc.</u>	<u>0-15</u>
<u>Freestyle Photographic Supplies</u>	<u>0</u>
<u>Full Compass Systems, Ltd.</u>	<u>0-30</u>
<u>Graybar</u>	<u>1</u>
<u>H&H Music</u>	<u>0</u>
<u>Ludlam Dramatics</u>	<u>15</u>
<u>McCormick's Enterprises, Inc.</u>	<u>0</u>
<u>Melhart Music Center</u>	<u>12</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Network Cabling Services, Inc.</u>	<u>16</u>
<u>Norcostco, Inc.</u>	<u>0-25</u>
<u>Nuemman</u>	<u>0</u>
<u>Nutech Industries, Inc.</u>	<u>5</u>
<u>PCPC Direct, Ltd.</u>	<u>50</u>
<u>Percussion Center</u>	<u>30</u>
<u>Performing Arts Supply Co., Inc.</u>	<u>10</u>
<u>Prime Systems</u>	<u>5</u>
<u>Professional Audio and Video</u>	<u>0-25</u>
<u>Pyramid School Products</u>	<u>30</u>
<u>QA Systems, Inc.</u>	<u>10</u>
<u>RelampIt</u>	<u>35</u>
<u>Romeo Music</u>	<u>3</u>
<u>School Outfitters</u>	<u>2</u>
<u>School Specialty</u>	<u>12-35</u>
<u>SCHOOLSin</u>	<u>5</u>
<u>Scott Electric</u>	<u>10</u>
<u>Southern Importers</u>	<u>0</u>
<u>Stagelight, Inc.</u>	<u>5-20</u>
<u>Sweetwater Music Education Technology</u>	<u>0</u>
<u>Tamis Corporation</u>	<u>30</u>
<u>Techland</u>	<u>20</u>
<u>Texas Scenic Company, Inc.</u>	<u>0</u>
<u>The Library Store, Inc.</u>	<u>0-30</u>
<u>Tote Unlimited</u>	<u>0</u>
<u>Tri State Camera</u>	<u>2</u>
<u>Troxell Communications, Inc.</u>	<u>5-70</u>
<u>Valiant National AV Supply</u>	<u>5</u>
<u>Visual Techniques, Inc.</u>	<u>0</u>
<u>VSC, Inc.</u>	<u>12</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>