



To: Matt Morgan
Assistant Superintendent of Support Services

From: Severin Castro
Director of Purchasing

Date: November 3, 2017

Re: Music Supplies
Annual Contract #17-12-4500

The following bids were received and opened at 3:00 p.m., Monday, October 16, 2017 as advertised and specified in documents concerning **Annual Contract #17-12-4500 Music Supplies**. The bids received are located on pages 2-5.

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

Recommendation: Alamo Music Center, Inc.
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)
Band Shoppe (Pearison, Inc.)
Bocal Majority Bassoon Camp, LLC
Conquest Sound, Inc.
CueBlue (CueBlue, LLC)
Delgado Guitars
Earlychildhood, LLC (Discount School Supply)
Firehouse Music
Fishburn Violin Shop
Fleming Instrument Repair (ER Fleming Enterprises, Inc.)
Forrests Music (John Goebel & Marilyn Day, Partners)
Fort Bend Music Center (Cochran & Floyd Ent., Inc.)
H&H Music (Universal Melody Services, LLC)
Interstate Music (Cascio Interstate Music, Inc.)
J.W. Pepper & Son, Inc.
Lakeshore Learning Materials (Lakeshore Equipment Company)
Lisle Violin Shop
Lone Star Percussion (ZNK Partners, LLC)
Luck's Music Library
Macie Publishing Company
Midwest Musical Imports (MSA Music, Inc.)
Mountain Edge Strings (Vio Strings, Inc.)
Music & Arts Center (Guitar Center)
Music in Motion, Inc.
Nuemman (Nuemman, LLC)
Peripole-Bergerault, Inc.
Romeo Music
Sam Ash Quikship Corp
School Outfitters (Schoolhouse Outfitters)
Shar Products Company
Southwest Strings
Steve Weiss Music, Inc.
Suzuki Music USA (Black Ruby Ventures, LLC)
Sweet Pipes, Inc.
Sweetwater Music Education Technology (Sweetwater Sound, Inc.)
Taylor Music, Inc.
The Tuba Exchange, Inc.
Tote Unlimited (Tote, Inc.)
Washington Music Center (Washington Music Sales Center, Inc.)
Wenger Corporation
West Music Company
Woodwind & Brasswind

Funding: Activity Funds, Grant Funds, M & O Funds

Estimated Expenditure: \$375,000.00

Contract Term: December 1, 2017 - November 31, 2018

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

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Alamo Music Center, Inc.</u>	<u>0-30</u>
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>0-1</u>
<u>Band Shoppe (Pearison, Inc.)</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>CueBlue (CueBlue, LLC)</u>	<u>0</u>
<u>Delgado Guitars</u>	<u>2</u>
<u>Earlychildhood, LLC (Discount School Supply)</u>	<u>0-18</u>
<u>Firehouse Music</u>	<u>10</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Fleming Instrument Repair (ER Fleming Enterprises, Inc.)</u>	<u>20</u>
<u>Forrests Music (John Goebel & Marilyn Day, Partners)</u>	<u>0</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent., Inc.)</u>	<u>10</u>
<u>H&H Music (Universal Melody Services, LLC)</u>	<u>0</u>
<u>Interstate Music (Cascio Interstate Music, Inc.)</u>	<u>0</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0</u>
<u>Lone Star Percussion (ZNK Partners, LLC)</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>0</u>
<u>Mountain Edge Strings (Vio Strings, Inc.)</u>	<u>10</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Romeo Music</u>	<u>1</u>
<u>Sam Ash Quikship Corp</u>	<u>15</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</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 (Black Ruby Ventures, LLC)</u>	<u>0</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology (Sweetwater Sound, Inc.)</u>	<u>0</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited (Tote, Inc.)</u>	<u>0</u>
<u>Washington Music Center (Washington Music Sales Center, Inc.)</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-10</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>

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

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Alamo Music Center, Inc.</u>	<u>0-30</u>
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>0-1</u>
<u>Band Shoppe (Pearison, Inc.)</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>CueBlue (CueBlue, LLC)</u>	<u>0</u>
<u>Delgado Guitars</u>	<u>5</u>
<u>Earlychildhood, LLC (Discount School Supply)</u>	<u>0-18</u>
<u>Firehouse Music</u>	<u>20</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Fleming Instrument Repair (ER Fleming Enterprises, Inc.)</u>	<u>20</u>
<u>Forrests Music (John Goebel & Marilyn Day, Partners)</u>	<u>0</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent., Inc.)</u>	<u>10</u>
<u>H&H Music (Universal Melody Services, LLC)</u>	<u>0</u>
<u>Interstate Music (Cascio Interstate Music, Inc.)</u>	<u>0</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0</u>
<u>Lone Star Percussion (ZNK Partners, LLC)</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>0</u>
<u>Mountain Edge Strings (Vio Strings, Inc.)</u>	<u>15</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Romeo Music</u>	<u>2</u>
<u>Sam Ash Quikship Corp</u>	<u>15</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</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 (Black Ruby Ventures, LLC)</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology (Sweetwater Sound, Inc.)</u>	<u>0</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited (Tote, Inc.)</u>	<u>0</u>
<u>Washington Music Center (Washington Music Sales Center, Inc.)</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-10</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>

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

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Alamo Music Center, Inc.</u>	<u>0-30</u>
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>0-1</u>
<u>Band Shoppe (Pearison, Inc.)</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>CueBlue (CueBlue, LLC)</u>	<u>0</u>
<u>Delgado Guitars</u>	<u>10</u>
<u>Earlychildhood, LLC (Discount School Supply)</u>	<u>0-18</u>
<u>Firehouse Music</u>	<u>25</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Fleming Instrument Repair (ER Fleming Enterprises, Inc.)</u>	<u>20</u>
<u>Forrests Music (John Goebel & Marilyn Day, Partners)</u>	<u>0</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent., Inc.)</u>	<u>10</u>
<u>H&H Music (Universal Melody Services, LLC)</u>	<u>0</u>
<u>Interstate Music (Cascio Interstate Music, Inc.)</u>	<u>0</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0</u>
<u>Lone Star Percussion (ZNK Partners, LLC)</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>0</u>
<u>Mountain Edge Strings (Vio Strings, Inc.)</u>	<u>15</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Nuemman (Nueman, LLC)</u>	<u>0</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp</u>	<u>15</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</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 (Black Ruby Ventures, LLC)</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology (Sweetwater Sound, Inc.)</u>	<u>0</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited (Tote, Inc.)</u>	<u>0</u>
<u>Washington Music Center (Washington Music Sales Center, Inc.)</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-10</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>

^a Line 4 Discounts for Purchases over \$1,000.00

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Alamo Music Center, Inc.</u>	<u>0-30</u>
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>0-1</u>
<u>Band Shoppe (Pearison, Inc.)</u>	<u>0</u>
<u>Bocal Majority Bassoon Camp, LLC</u>	<u>0</u>
<u>Conquest Sound, Inc.</u>	<u>0</u>
<u>CueBlue (CueBlue, LLC)</u>	<u>0</u>
<u>Delgado Guitars</u>	<u>15</u>
<u>Earlychildhood, LLC (Discount School Supply)</u>	<u>0-18</u>
<u>Firehouse Music</u>	<u>30</u>
<u>Fishburn Violin Shop</u>	<u>10</u>
<u>Fleming Instrument Repair (ER Fleming Enterprises, Inc.)</u>	<u>20</u>
<u>Forrests Music (John Goebel & Marilyn Day, Partners)</u>	<u>0</u>
<u>Fort Bend Music Center (Cochran & Floyd Ent., Inc.)</u>	<u>10</u>
<u>H&H Music (Universal Melody Services, LLC)</u>	<u>0</u>
<u>Interstate Music (Cascio Interstate Music, Inc.)</u>	<u>0</u>
<u>J.W. Pepper & Son, Inc.</u>	<u>0</u>
<u>Lakeshore Learning Materials (Lakeshore Equipment Company)</u>	<u>5</u>
<u>Lisle Violin Shop</u>	<u>0</u>
<u>Lone Star Percussion (ZNK Partners, LLC)</u>	<u>0</u>
<u>Luck's Music Library</u>	<u>0-10</u>
<u>Macie Publishing Company</u>	<u>0</u>
<u>Midwest Musical Imports (MSA Music, Inc.)</u>	<u>0</u>
<u>Mountain Edge Strings (Vio Strings, Inc.)</u>	<u>15</u>
<u>Music & Arts Center (Guitar Center)</u>	<u>0</u>
<u>Music in Motion, Inc.</u>	<u>6</u>
<u>Nuemman (Nuemman, LLC)</u>	<u>0</u>
<u>Peripole-Bergerault, Inc.</u>	<u>0-20</u>
<u>Romeo Music</u>	<u>3</u>
<u>Sam Ash Quikship Corp</u>	<u>15</u>
<u>School Outfitters (Schoolhouse Outfitters)</u>	<u>2</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 (Black Ruby Ventures, LLC)</u>	<u>10</u>
<u>Sweet Pipes, Inc.</u>	<u>0-10</u>
<u>Sweetwater Music Education Technology (Sweetwater Sound, Inc.)</u>	<u>0</u>
<u>Taylor Music, Inc.</u>	<u>0</u>
<u>The Tuba Exchange, Inc.</u>	<u>0</u>
<u>Tote Unlimited (Tote, Inc.)</u>	<u>0</u>
<u>Washington Music Center (Washington Music Sales Center, Inc.)</u>	<u>0-60</u>
<u>Wenger Corporation</u>	<u>5</u>
<u>West Music Company</u>	<u>0-10</u>
<u>Woodwind & Brasswind</u>	<u>0-3</u>