

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

BID TABULATION

BID ID: 7632

APPROVAL DATE: November 13, 2018

ITEM(S) QUOTED: PIANOS (Including Piano Labs & Dollies)

DATE BIDS RECEIVED: October 22, 2018

CONTRACT PERIOD: From November 13, 2018 through October 08, 2019

RENEWAL(S): No renewal option.

COMMENTS: An * indicates an award.

Vendor Response Terms

Vendor Name	Response Terms	Response Payment Terms
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Gist Piano Company, Inc.

Willis Music Co.

net 30 Days after delivery

ITEM NO. 1 - Lab. piano, 8 stations (as per specifications). Please respond to following in the VENDOR RESPONSE ITEM NOTES field: State Warranty. 1 - 1.0000 Each Purchase, Estimated Quantity - 1 (5630655-2012276)

ITEM AWARD NOTES: Reject all bids. Vendors do not meet five (5) year parts and labor warranty bid specifications. Will rebid at a later date with revised specifications.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Willis Music Co.	Yamaha #LC4	26,110.0000

VENDOR REFERENCE NUMBER: LC4

RESPONSE ITEM PAYMENT TERMS: net 30 days from delivery

RESPONSE ITEM NOTES: item 1 lab same as Item 2 with 8 units lab controller and expansion pack with 1 advanced unit total cost \$26,110 warranty 1 year parts and labor cables 1 year parts and labor headphones limited 10 year warranty

Gist Piano Company, Inc.	Roland	28,600.0000
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VENDOR REFERENCE NUMBER: HP605 & HP601& CONT

RESPONSE ITEM PAYMENT TERMS: Net30 from delivery

RESPONSE ITEM NOTES: HP605 for the Teacher's station. We recommend with all units to purchase an iPad due to functionality and having far more capabilities of doing various things through apps on the iPad per your requests. We recommend HP601 for the student stations along with the purchase of an iPad per station. These pianos come with 5 year parts and 2 years labor warranties along with the remaining requests made regarding the warranties.GLC contoller

ITEM NO. 2 - Lab. piano, 16 stations (as per specifications). Please respond to following in the VENDOR RESPONSE ITEM NOTES field: State Warranty. 1 - 1.0000 Each Purchase, Estimated Quantity - 1 (5630655-2012277)

ITEM AWARD NOTES: Reject all bids. Vendors do not meet five (5) year parts and labor warranty bid specifications. Will rebid at a later date with revised specifications.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Willis Music Co.	Yamaha #LC4	38,190.0000

VENDOR REFERENCE NUMBER: LC4

RESPONSE ITEM NOTES: Item 2 lab, piano item 3, 16x item 4, The Yamaha LC4 Music Lab system provides music educators with an intuitive, flexible way to teach a musical instrument to a group of students — all together, in smaller groups, or one-on-one — from any location in the room. The LC4 comes with everything an 8-student lab needs to be set up with almost any electronic instrument in your group-teaching environment. - Convenient "Mega Group" feature for connecting up to 48 students with the press of a single button - Heavy-duty Yamaha CM500 Headset Microphones for listening and class communication - Intuitive installation and operation guides - PC/Mac inputs for each student, ideal for computer/music recording The LC4EXP is an expansion kit for the LC3+ or LC4 Music Lab System. The expansion kit includes everything required to add 8 more students to an existing LC3+ or LC4 lab: 1 expansion card 8 student headset/mics 8 IBX4 instrument interface boxes 8 Instrument cables 8 Lab connector cables LC4 controller \$3199.99 LC4 expansion kit \$1999.99 unlimited teacher training and support warranty 1 year parts and labor cables 1 year parts and labor headphones limited 10 year warranty free upgrades via website basic install included (basic installation is connecting piano units to student box and running cables to controller unit. no phishing and concealing of wire included. total price \$38,190

Gist Piano Company, Inc.	Roland	51,100.0000
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VENDOR REFERENCE NUMBER: HP605 & HP601& CONT

RESPONSE ITEM PAYMENT TERMS: Net 30 upon delivery

RESPONSE ITEM NOTES: HP605 and 16x HP601 units. Again, we recommend the use of iPads as you will get far more from the apps and learning when using apps such as Piano Partner 2. These units also have a 5 year parts two years labor warranty. We have also added the controller and expansion pack into this price for 16 stations.

ITEM NO. 3 - Piano, digital, advanced (as per specifications). Please respond to following in the **VENDOR RESPONSE ITEM NOTES** field: State Warranty. 1 - 1.0000 Each Purchase. Estimated Quantity - 1 (5630655-2012278)

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Gist Piano Company, Inc.	Roland	3,800.0000*

VENDOR REFERENCE NUMBER: HP 605

RESPONSE ITEM PAYMENT TERMS: NET30 upon delivery

RESPONSE ITEM NOTES: HP 605 10 year parts and 10 yea labor warranty. Suggest hard wiring MIDI. On all Roland pianos you always receive FREE setup, consultations and training.

Willis Music Co.	Yamaha #Clavinova CVP709	8,832.0000
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VENDOR REFERENCE NUMBER: Clavinova CVP709

RESPONSE ITEM NOTES: item 3 piano digital advanced Yamaha Clavinova CVP709 6 yr parts and labor Key Features Yamaha CFX and Bösendorfer Imperial piano samples bring two of the world's finest and most prominent concert grand pianos to your fingertips. NWX (Natural Wood X) keyboard action with escapement and synthetic ebony & ivory keytops utilize specially dried wood that was specifically chosen to give you the same response and feel as that of a grand piano keyboard. The color touch screen allows you to easily see the state of Voice and Style assignments and quickly access and adjust a wealth of features and settings. Linear Graded Hammers make for the smoothest playing experience from high to low by giving each key a unique weight. Key counterweights are used to adjust key balance, allowing the use of delicate pianissimo from anywhere on the key. Audio Styles feature audio recordings of drum and percussion parts played by top session players, for authentic groove and ambience. Follow Lights-orchestrated song files use Guide Lamps that illuminate over the right keys to teach you classic melodies at any tempo. You Are the Artist series software gives you the in-band experience to perform music by superstar artists like Adele, Coldplay and Taylor Swift! Super Articulation 2 (SA2) Voices allow the player to get realistic expressive nuances of non-keyboard instruments, such as a flute or guitar, both automatically and with the use of the two switches. Piano Room with Session Mode brings you back to the basics. Select a piano and choose the type of room you're in, and even invite a small ensemble along to play with you. USA Edition adds valuable content to your Clavinova CVP purchased in the USA, including Voices, Styles, Songs, Style Guides and much more. Record and play back performances in the popular, space-saving MP3 format. Conveniently share your music with friends and family online or burn a CD. Virtual Resonance Modeling (VRM) allows for vivid and richly-varied expression to reflect the limitless number of factors that create the sound of a concert grand piano. Style Recommender quickly finds suitable accompaniments based what you play on the keyboard. You can play the piano, pound out a drum beat or just tap a simple rhythm pattern on one key. The Clavinova narrows hundreds of Styles down to the eight best matches so you can start making music fast. Voice Guide is a spoken tour of the Clavinova panel, allowing you to press the buttons to learn about what they are and what they do. Pro-quality background singers put you center stage at your in-home Karaoke party. You sing a song and Yamaha's latest VH2 (Vocal Harmony 2) chip does the rest. Performance Assistant Technology (P.A.T.) lets you focus on playing the rhythms while the instrument worries about playing the right notes of MIDI songs. The Clavinova 5-year, in-home warranty means that if your Clavinova has a defect or malfunction, Yamaha will send a technician to your home to assess and repair your instrument. It's rare that this is necessary due to the high-quality standards of Yamaha! Final price including setup and delivery

ITEM NO. 4 - Piano, digital, basic (as per specifications). Please respond to following in the **VENDOR RESPONSE ITEM NOTES** field: State Warranty. 1 - 1.0000 Each Purchase. Estimated Quantity - 1 (5630655-2012279)

ITEM AWARD NOTES: Reject all bids. Vendors do not meet five (5) year parts and labor warranty bid specifications. Will rebid at a later date with revised specifications.

Note: * indicates a pending award.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Willis Music Co.	Yamaha #Clavinova CLP625	1,510.0000

VENDOR REFERENCE NUMBER: Clavinova CLP625

RESPONSE ITEM PAYMENT TERMS: net 30 days from delivery date

RESPONSE ITEM NOTES: item 4 basic digital piano Yamaha Corporation Clavinova CLP625 Key Features Yamaha CFX and Bösendorfer Imperial piano samples bring two of the world's finest and most prominent concert grand pianos to your fingertips. GH3X (Graded Hammer 3X) keyboard action with synthetic ebony & ivory keytops features three sensors and an escapement mechanism, creating a response and feel that is very much like that of a grand piano. Binaural CFX Sampling technology delivers a three-dimensional sound, which recreates the perspective of the player position through headphones. Key-off samples deliver the delicate change in sound the instant the damper falls back to the string. String Resonance recreates the sympathetic sounds of other strings resonating, just like the behavior of acoustic pianos. Damper Resonance DSP recreates the sound of the inside of a grand piano when the dampers are off the strings. Acoustic Optimizer physically adjusts the acoustic flow by using a special design and position within the instrument to control resonance and enrich the overall sound. Intelligent Acoustic Control (IAC) automatically adjusts the EQ of the built-in stereo speaker system to the player's setting, ensuring the richest tone at any volume level. Stereophonic Optimizer adjusts the spatial distribution of sound in the listener's headphones, creating the sensation that sound is coming directly from the piano, rather than from the headphones. The USB TO HOST port allows players to connect to and interact with a wide variety of educational, creative and entertaining musical applications on a computer or mobile device. 256-note polyphony allows you to play many notes simultaneously without any drop-outs The Clavinova 5-year, in-home warranty means that if your Clavinova has a defect or malfunction, Yamaha will send a technician to your home to assess and repair your instrument. It's rare that this is necessary due to the high-quality standards of Yamaha! 6 yr parts and labor warranty final price including set up and delivery \$1510.00

Gist Piano Company, Inc.	Roland	2,500.0000
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VENDOR REFERENCE NUMBER: HP601

RESPONSE ITEM PAYMENT TERMS: Net 30 upon delivery

RESPONSE ITEM NOTES: 5 year parts 2 years labor warranty. Midi USB access, Bluetooth as per all other pianos. Again, FREE DELIVERY/setup, training, headphones.

ITEM NO. 5 - LOT CODE: - 5-6 - Piano. professional studio type (as per specifications). Please respond to following in the VENDOR RESPONSE ITEM NOTES field: State Warranty. 1 - 1.0000 Each Purchase. Estimated Quantity - 1 (5630655-1706869)

LOT AWARD NOTES: Reject Willis Music Co. - Item No. 5 - sound board surface area is less than 2090 square inch, incomplete coverage for Lot Item Nos. 5-6. Awarded to Gist Piano Company, Inc. for complete coverage for Lot Item Nos. 5 thru 6.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Willis Music Co.	Yamaha #P22	4,797.0000

VENDOR REFERENCE NUMBER: P22

RESPONSE ITEM PAYMENT TERMS: net 30 Days from delivery

RESPONSE ITEM NOTES: number 5 Professional studio piano Manufacturer: Yamaha Corporation MFG part number : p22(have choice os satin ebony, satin oak, or satin walnut Specifications Key Surfaces Speaking Length of #1 bass string Hammer Weight in lbs. Soundboard Dimension Material Back Post Material V-Pro Plate Bridge Material Pinblock Material Tuning Pins Center Pedal Metal Action Rail Seasoned for Destination Keyboard Pedals Finishes Origin Hammer Weight Middle Pedal Dimensions Length Width Height Weight P22 P660 P22 P660 Specifications Key Surfaces White: Acrylic Resin; Black: Phenolic Resin - Speaking Length of #1 bass string 44.5" - Hammer Weight in lbs. 14 - Soundboard Dimension 2011 square inches - Material Spruce - Back Post Material

Note: * indicates a pending award.

Spruce Spruce V-Pro Plate Yes Yes Bridge Material Hard Maple Hard Maple Pinblock
Material Hard Maple Hard Maple Tuning Pins Cut Thread Cut thread Center Pedal Muffler
- Metal Action Rail Yes - Seasoned for Destination Yes Yes Keyboard 88 keys - Pedals
Soft Pedal, Muffler Pedal, Damper Pedal - Finishes Dark Oak (P22 DO), Satin American
Walnut (P22 SW), Satin Ebony (P22 SE) Queen Anne Brown Cherry, Sheraton
Mahogany Origin Indonesia - Hammer Weight - 14 lbs. Middle Pedal - Mute Dimensions
Length 24" 23" Width 60" 58" Height 45" 45" Weight 527 lbs. 520 lbs. disregard the
p660 final price including delivery 10 year warranty parts and labor

Gist Piano Company, Inc.	Baldwin	5,455.0000*
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VENDOR REFERENCE NUMBER: B-243

RESPONSE ITEM PAYMENT TERMS: Net30 upon delivery

RESPONSE ITEM NOTES: Warranty: 10 year parts 10 year labor. Meets all requested specifications Price includes delivery. comes in ebony satin or walnut satin

ITEM NO. 6 - LOT CODE: - 5-6 - Dolly/transporter for piano, professional studio type. DOLLY/TRANSPORTER MUST FIT ITEM NO. 5. 1 - 1.0000 Each Purchase. Estimated Quantity - 1 (4450241-1722442)

LOT AWARD NOTES: Reject Willis Music Co. - Item No. 5 - sound board surface area is less than 2090 square inch, incomplete coverage for Lot Item Nos. 5-6. Awarded to Gist Piano Company, Inc. for complete coverage for Lot Item Nos. 5 thru 6.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Gist Piano Company, Inc.	Jansen	314.0000*

VENDOR REFERENCE NUMBER: J4010

RESPONSE ITEM PAYMENT TERMS: Net 30 upon delivery

RESPONSE ITEM NOTES: Includes locking casters and FREE installation on the piano

Willis Music Co.	Schaff #4009	400.0000
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VENDOR REFERENCE NUMBER: 4009

RESPONSE ITEM NOTES: number 6 piano dolly Excellent for use in schools, show rooms, churches, etc., where upright pianos need to be moved about quickly and easily...Raises piano only 3/4" off the floor. Silent 2-1/2" hard rubber tired wheels protect the floor finish. Well designed for perfect balance...heavy frame construction for years of service. Inside dolly dimension 15-1/4", they measure 22-1/4" x 8-1/2", and are finished in black. includes professional installation

ITEM NO. 7 - LOT CODE: - 7-8 - Piano, standard studio type (as per specifications). Please respond to following in the VENDOR RESPONSE ITEM NOTES field: State Warranty. 1 - 1.0000 Each Purchase. Estimated Quantity - 1 (5630655-2012280)

LOT AWARD NOTES: Reject all bids for Lot Item Nos. 7-8. Vendors do not meet twelve (12) year parts and labor warranty bid specifications. Will rebid at a later date with revised specifications.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Gist Piano Company, Inc.	Baldwin	5,455.0000

VENDOR REFERENCE NUMBER: B-243

RESPONSE ITEM PAYMENT TERMS: NET30 upon delivery

RESPONSE ITEM NOTES: 10 year parts and 10 year labor warranty. Bid response meets all specifications. Price includes delivery. Available in Ebony Satin or Walnut Satin

Willis Music Co.	Yamaha #U3 Polished Ebony	10,478.0000
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VENDOR REFERENCE NUMBER: U3

RESPONSE ITEM NOTES: number 7 studio piano Specifications Speaking Length of #1 bass string Hammer Weight Soundboard Dimension Material Back Post Material V-Pro Plate Bridge Material Pinblock Material Tuning Pins Center Pedal Metal Action Rail Seasoned for Destination Soft-Close Fallboard Keyboard Number of Keys Pedals Finishes Dimensions Height Width Length Weight U1 U3 U1 U3 Specifications Speaking Length of #1 bass string

Note: * indicates a pending award.

46.8" 47.5" Hammer Weight 22 lbs. 22 lbs. Soundboard Dimension 2137 square inches
 2369 square inches Material Spruce Spruce Back Post Material Spruce Spruce V-Pro
 Plate Yes Yes Bridge Material Hard Maple Hard Maple Pinblock Material Hard Maple
 Hard Maple Tuning Pins Cut thread Cut thread Center Pedal Mute Mute Metal Action
 Rail Yes Yes Seasoned for Destination Yes Yes Soft-Close Fallboard Yes Yes
 Keyboard Number of Keys 88 keys - - 88 keys Pedals Soft Pedal, Mute Pedal, Damper
 Pedal Soft Pedal, Mute Pedal, Damper Pedal Finishes Polished Ebony, Satin Ebony,
 Satin American Walnut, Polished American Walnut, Polished White, Polished
 Mahogany Polished Ebony, Polished Mahogany Dimensions Height 48" 52" Width 60"
 60" Length 24" 26" Weight 502 lbs. 517 lbs. use the u3 data price includes delivery and
 setup on dollies *These prices are good for this bid request only. Shipping can take up
 to 3 weeks and then 1 extra week for prep and delivery.

ITEM NO. 8 - LOT CODE: - 7-8 - Dolly/transporter for piano. standard studio type. DOLLY/TRANSPORTER MUST FIT ITEM NO.
7. 1 - 1.0000 Each Purchase. Estimated Quantity - 1 (4450241-2012281)

LOT AWARD NOTES: Reject all bids for Lot Item Nos. 7-8. Vendors do not meet twelve (12) year parts and labor warranty
 bid specifications. Will rebid at a later date with revised specifications.

<u>VENDOR NAME</u>	<u>ITEM MANUFACTURER & PART NUMBER</u>	<u>UNIT PRICE (\$)</u>
Gist Piano Company, Inc.	Jansen	314.0000

VENDOR REFERENCE NUMBER: J4010

RESPONSE ITEM PAYMENT TERMS: NET 30 upon delivery

RESPONSE ITEM NOTES: Includes locking casters and FREE installation on piano

Willis Music Co.	Schaff #4009	400.0000
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VENDOR REFERENCE NUMBER: 4009

RESPONSE ITEM NOTES: number 6 piano dolly Excellent for use in schools, show rooms, churches, etc., where
 upright pianos need to be moved about quickly and easily...Raises piano only 3/4" off
 the floor. Silent 2-1/2" hard rubber tired wheels protect the floor finish. Well designed for
 perfect balance...heavy frame construction for years of service. Inside dolly dimension
 15-1/4", they measure 22-1/4" x 8-1/2", and are finished in black. includes professional
 installation

TOTAL BIDS - 5-6

<u>VENDOR NAME</u>	<u>TOTAL (\$)</u>	<u>AWARDED TOTAL (\$)</u>
Gist Piano Company, Inc.	5,769.00	5,769.00
Willis Music Co.	5,197.00	
		<hr/> \$5,769.00

TOTAL BIDS - 7-8

<u>VENDOR NAME</u>	<u>TOTAL (\$)</u>	<u>AWARDED TOTAL (\$)</u>
Gist Piano Company, Inc.	5,769.00	
Willis Music Co.	10,878.00	

Note: * indicates a pending award.

TOTAL BIDS

<u>VENDOR NAME</u>	<u>TOTAL (\$)</u>	<u>AWARDED TOTAL (\$)</u>
Gist Piano Company, Inc.	97,538.00	9,569.00
Willis Music Co.	90,717.00	
		<hr/> 9,569.00

Note: * indicates a pending award.