

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

BID TABULATION

BID ID: 7769

APPROVAL DATE: October 15, 2019

ITEM(S) QUOTED: Music: K-12 Instruments, Supplies & ACCS. (%)

DATE BIDS RECEIVED: September 09, 2019

CONTRACT PERIOD: From November 01, 2019 through April 01, 2020

RENEWAL(S): A one-year renewal at the option of both parties.

COMMENTS: An * indicates an award.

Vendor Response Terms

Vendor Name	Response Terms	Response Payment Terms
Gist Piano Company, Inc.		NET 30
Interstate Music	Please See Cover Sheet	Net 30
K&S Music		Net 30
Korg USA Inc. DBA SoundTree		
Mel Owen Music. Inc.	Discounts given are off manufacturer's suggested retail price. We will honor sales and promotional prices when at greater discount.	2% 30, net 31
Music and Arts Centers	Delivery 15-30 days, depending on manufacturers' availability	Net/30
MUSIC IN MOTION, INC	*Bid number must be referenced on all Purchase Orders & Quote Requests to receive bid discount.	Net 30
NOTEWORTHY SHEET MUSIC	Samples available on request. Please see school pricing catalogue for product descriptions and pictures.	Net 30
Old Town Violins, LLC	Payment Terms: Net 30	
SHAR Products Company		net 30
Washington Music Center	21-45 Days Aro normally	Net 30

ITEM NO. 1 - All Classrooms: Supplies and Accessories. (4600500-2014396)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers, Music in Motion, Inc. and SHAR Products Company - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) music stands, metronome, tuner, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Korg USA Inc. DBA SoundTree	42.00 % *
CATEGORY NOTES: 42% off of MSRP of all KORG products	
Mel Owen Music, Inc.	35.00 % *
CATEGORY NOTES: Manhasset stand assembly included	
Old Town Violins, LLC	30.00 % *
CATEGORY NOTES:	
K&S Music	20.00 % *
CATEGORY NOTES:	
SHAR Products Company	10.00 %
CATEGORY NOTES: Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things4Strings or PinkyHold items, trade in or blemished items, or Best In Class instruments. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	
Washington Music Center	.00 %
CATEGORY NOTES: 0-60% off e-mail bids@chucklewins.com for best price	

ITEM NO. 2 - Concert/Marching Band: Wind Instruments. (4600500-2014397)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) clarinet, saxophone, trumpet, euphonium, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
K&S Music	50.00 %
CATEGORY NOTES: RS Berkeley Musical Instrument Catalog	
Mel Owen Music, Inc.	35.00 % *
CATEGORY NOTES:	
Interstate Music	.00 %

Note: * indicates a pending award.

CATEGORY NOTES:

Music and Arts Centers	.00 %
CATEGORY NOTES:	See explanation of on-line catalog discount attached
Washington Music Center	.00 %
CATEGORY NOTES:	0-60% off e-mail bids@chucklelevins.com for best price

ITEM NO. 3 - Concert/Marching Band: Wind Instrument Supplies and Accessories. (4600500-2014398)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) reed, ligature, mouthpiece, swab, snake, disinfectant, instrument stand, instrument case, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	30.00 % *
CATEGORY NOTES:	
K&S Music	25.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES:	Se explanation of on-line catalog discount attached
Washington Music Center	.00 %
CATEGORY NOTES:	0-40% off e-mail bids@chucklelevins.com for best price

ITEM NO. 4 - Concert/Marching Band: Large Percussion Instruments & Drums. (4600500-2014399)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) concert bass drum, marimba, chime, snare drum, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES:	See explanation of on-line catalog discount attached
MUSIC IN MOTION, INC	.00 %

Note: * indicates a pending award.

CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.

Washington Music Center .00 %

CATEGORY NOTES: 0-60% off e-mail bids@chucklevins.com for best price

ITEM NO. 5 - Concert/Marching Band: Small & Hand-Held Percussion Instruments. (4600500-2014400)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) tambourine, guiro, ratchet, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	30.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached.	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	
Washington Music Center	.00 %
CATEGORY NOTES: 0-40% off e-mail bids@chucklevins.com for best price	

ITEM NO. 6 - Concert/Marching Band: Percussion Supplies and Accessories. (4600500-2014401)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) case, stick, instrument stand, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	30.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	

Washington Music Center	.00 %
CATEGORY NOTES: 0-40% off e-mail bids@chucklevins.com for best price	

ITEM NO. 7 - Concert/Marching Band: Percussion Mallets. (4600500-2014402)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) xylophone mallet, timpani mallet, chime mallet, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	30.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	
Washington Music Center	.00 %
CATEGORY NOTES: 0-40% off e-mail bids@chucklevins.com for best price	

ITEM NO. 8 - Concert/Marching Band: Drum Heads. (4600500-2014403)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) snare drum head, timpani drum head, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discounts attached	
Washington Music Center	.00 %
CATEGORY NOTES: 0-40% off e-mail bids@chucklevins.com for best price	

Note: * indicates a pending award.

ITEM NO. 9 - General Music/Modern Band: Barred Instruments. (4600500-2014404)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable. There were no other bids received.

CATEGORY NOTES: The items required include (but are not limited to) soprano xylophone, bass bar, alto glockenspiel, tenor metallophone, chromatic add-on, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: see explanation of on-line catalog discount attached	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	
Washington Music Center	.00 %
CATEGORY NOTES: 0-60% off e-mail bids@chucklelevins.com for best price	

ITEM NO. 10 - General Music/Modern Band: Percussion Instruments. (4600500-2014405)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) djembe, tubano, bongo, cajon, conga, maraca, rhythm stick, triangle, clave, boomwhacker, shekere, bell, tambourine, frame drum, acoustic drum set, electric drum set, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	
Washington Music Center	.00 %
CATEGORY NOTES: 0-60% off e-mail bids@chucklelevins.com for best price	

Note: * indicates a pending award.

ITEM NO. 11 - General Music/Modern Band: Wind Instruments. (4600500-2014406)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) recorder, dood, toot, pbuzz, pbone, accordion, wind synthesizer, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	25.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	
Washington Music Center	.00 %
CATEGORY NOTES: 0-60% off e-mail bids@chucklevins.com for best price	

ITEM NO. 12 - General Music/Modern Band: String Instruments. (4600500-2014407)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and Music in Motion, Inc. - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) soprano ukulele, acoustic guitar, electric guitar, bass guitar, banjo, mandolin, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	30.00 % *
CATEGORY NOTES:	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free Shipping & Handling for items that qualify...*Heavy, oversized and Drop Ship items do not qualify for Free S/H.	

Note: * indicates a pending award.

CATEGORY NOTES: 0-60% off e-mail bids@chucklelevins.com for best price

ITEM NO. 13 - General Music/Modern Band: Amps and Sound Systems. (4600500-2014408)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) bass amp, guitar amp, mixer, rehearsal system, monitor, mic, sound system, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Korg USA Inc. DBA SoundTree	42.00 % *
CATEGORY NOTES: 42% off of MSRP of all KORG, VOX, Blackstar Amps and Sound Systems	
K&S Music	20.00 % *
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: see explanation of on-line catalog discount attached	
Washington Music Center	.00 %
CATEGORY NOTES: 0-40% off e-mail bids@chucklelevins.com for best price	

ITEM NO. 14 - General Music/Modern Band: Supplies and Accessories. (4600500-2014409)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) yarn mallet, tubing, rubber foot, pin, instrument string, cable, pedal, pick-up, direct box, strap, pick, instrument stand, mount, rack, bag, case, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Mel Owen Music. Inc.	25.00 % *
CATEGORY NOTES:	
K&S Music	20.00 % *
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
Washington Music Center	.00 %
CATEGORY NOTES: 0-50% off e-mail bids@chucklelevins.com for best price	

ITEM NO. 15 - Orchestra: String Instruments. (4600500-2014410)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and SHAR Products Company - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) violin, viola, cello, double bass, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
K&S Music	55.00 %
CATEGORY NOTES: Meisel, Erwin Otto, String instruments catalog	
NOTEWORTHY SHEET MUSIC	50.00 % *
CATEGORY NOTES: Please refer to "School Price Catalog" that has discounts from 50-66% already built in. We will honor a 50% discount or the school price discount, whichever is greater.	
Old Town Violins, LLC	50.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
SHAR Products Company	10.00 %
CATEGORY NOTES: Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things4Strings or PinkyHold items, trade in or blemished items, or Best In Class instruments. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
Washington Music Center	.00 %
CATEGORY NOTES: 0-60% off e-mail bids@chucklelevins.com for best price	

ITEM NO. 16 - Orchestra: Electric String Instruments. (4600500-2014411)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and SHAR Products Company - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) electric violin, electric viola, electric cello, electric bass, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
K&S Music	45.00 %
CATEGORY NOTES:	
Old Town Violins, LLC	30.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	20.00 % *
CATEGORY NOTES:	

SHAR Products Company	10.00 %
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CATEGORY NOTES: Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things4Strings or PinkyHold items, trade in or blemished items, or Best In Class instruments. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.

Interstate Music	.00 %
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CATEGORY NOTES:

Music and Arts Centers	.00 %
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CATEGORY NOTES: See explanation of on-line catalog discount attached

Washington Music Center	.00 %
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CATEGORY NOTES: 0-60% off e-mail bids@chucklelevins.com for best price

ITEM NO. 17 - Orchestra: String Instrument Bows. (4600500-2014412)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and SHAR Products Company - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) violin bow, viola bow, cello bow, bass bow, etc. The percentage of discount will apply to all like items in this category from your catalog.

VENDOR NAME

PERCENTAGE
OF DISCOUNT

Old Town Violins, LLC

33.00 % *

CATEGORY NOTES: We also offer a 'bow exchange' program for entry level bows. Instead of paying new price to replace entry level bows, swap them in for a very deep discount and get a new bow for less than cost of rehairing old bows.

Mel Owen Music, Inc.	30.00 % *
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CATEGORY NOTES:

K&S Music	25.00 %
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CATEGORY NOTES:

NOTEWORTHY SHEET MUSIC	22.00 % *
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CATEGORY NOTES: Please refer to "School Price Catalog" that has discounts from 22-58% already built in. We will honor a 22% discount or the school price discount, whichever is greater.

SHAR Products Company	10.00 %
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CATEGORY NOTES: Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things4Strings or PinkyHold items, trade in or blemished items, or Best In Class instruments. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.

Interstate Music	.00 %
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CATEGORY NOTES:

Music and Arts Centers	.00 %
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CATEGORY NOTES: See explanation of on-line catalog discount attached

Washington Music Center	.00 %
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CATEGORY NOTES: 0-60% off e-mail bids@chucklelevins.com for best price

Note: * indicates a pending award.

ITEM NO. 18 - Orchestra: String Instrument Supplies and Accessories. (4600500-2014413)

AWARD NOTES: Reject Interstate Music, Music and Arts Centers and SHAR Products Company - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) instrument string, rosin, shoulder rest, mute, rock stop, stool, rack, bag, case, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
NOTEWORTHY SHEET MUSIC	50.00 % *
CATEGORY NOTES: Please refer to "School Price Catalog" that has discounts from 50-66% already built in. We will honor a 50% discount or the school price discount, whichever is greater.	
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
K&S Music	30.00 %
CATEGORY NOTES:	
Old Town Violins, LLC	17.00 % *
CATEGORY NOTES:	
SHAR Products Company	10.00 %
CATEGORY NOTES: Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things4Strings or PinkyHold items, trade in or blemished items, or Best In Class instruments. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: See explanation of on-line catalog discount attached	
Washington Music Center	.00 %
CATEGORY NOTES: 0-60% off e-mail bids@chucklevins.com for best price	

ITEM NO. 19 - Pianos: Synthesizers. (4600500-2014414)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) keyboard synthesizers, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Korg USA Inc. DBA SoundTree	42.00 % *
CATEGORY NOTES: 42% off of MSRP of all KORG & Waldorf Synthesizers	
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %

Note: * indicates a pending award.

CATEGORY NOTES:

Music and Arts Centers	.00 %
CATEGORY NOTES:	See explanation of on-line catalog discount attached
Washington Music Center	.00 %
CATEGORY NOTES:	0-40% off e-mail bids@chucklelevins.com for best price

ITEM NO. 20 - Pianos: Digital Pianos. (4600500-2014415)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject K&S Music - incomplete coverage. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) basic digital piano, intermediate digital piano, advanced digital piano, portable digital piano, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Korg USA Inc. DBA SoundTree	42.00 % *
CATEGORY NOTES:	42% off of MSRP of all KORG Digital Pianos
Gist Piano Company, Inc.	25.00 % *
CATEGORY NOTES:	We recommend the Roland HP-702 in charcoal black (other finishes available upon request). Roland provides a 5 year parts and labor warranty. This piano also comes with a matching bench and headphones. This piano retails at \$2,799 with a 25% discount, this brings the piano to \$2,099.
K&S Music	20.00 %
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES:	See explanation of on-line catalog discount attached
Washington Music Center	.00 %
CATEGORY NOTES:	0-25% off e-mail bids@chucklelevins.com for best price

ITEM NO. 21 - Pianos: Acoustic Vertical Pianos. (4600500-2014416)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) spinet piano, console piano, studio piano, upright piano, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Gist Piano Company, Inc.	28.00 % *
CATEGORY NOTES:	The Baldwin B243 studio is a highly sought after piano. It is ideal for institutional usage. This piano comes in Ebony satin or Walnut satin. All of our pianos come with matching benches (included in price) Baldwin offers a ten year warranty. This particular piano has a bass sustain pedal AND a "practice bar" function for quiet playing, which lessens the sound when needed. The retail price on this piano is \$7,590. However,

Note: * indicates a pending award.

with your 28% discount, it brings the piano price to \$5,464.80.

Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: no bid	
Washington Music Center	.00 %
CATEGORY NOTES:	

ITEM NO. 22 - Pianos: Acoustic Grand Pianos. (4600500-2014417)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) baby grand piano, professional grand piano, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Gist Piano Company, Inc.	28.00 % *
CATEGORY NOTES: We recommend a Baldwin BP152. This particular piano is 5' in size and is in Ebony polish (Other finishes available). Baldwin pianos have sitka spruce soundboards and ribs from Alaska. The Baldwin piano has double-width casters and a slow close fallboard, which is great for a classroom setting. Baldwin provides a 10 year warranty (like all of the lines that we carry). The retail price on this piano is \$17,190. With your 28% discount, this brings the piano to \$12,376.80 (price includes the matching bench as well).	

Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES: no bid	
Washington Music Center	.00 %
CATEGORY NOTES:	

ITEM NO. 23 - Pianos: Digital Piano Labs. (4600500-2014418)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) eight station piano lab, sixteen station piano lab, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Korg USA Inc. DBA SoundTree	42.00 % *
CATEGORY NOTES: 42% off of MSRP	
Gist Piano Company, Inc.	25.00 % *
CATEGORY NOTES: For the eight station lab: We carry the Roland line which has weighted keys, Bluetooth MIDI, and behavior modeled sound. Retail price is \$36,400 but with your discount it will be \$27,300. This includes the following units: LX705 for the teacher unit and HP702 for the remaining 8 student stations. This includes all cables headphones, delivery and	

Note: * indicates a pending award.

setup. HP702 comes with a 5 year parts and labor warranty. The LX705 has a 10 year parts and labor warranty. The GLC1C (the lab controller) has a 5 year parts and labor warranty (included in this price). This also includes Roland's unlimited free training. For the sixteen station lab: Retail is \$66,500 but with the 25% discount, it comes to \$49,875. This will include 16 HP-702 units and one LX-705 as the teachers station and one GLC1C lab controller, and GLC1EXP for the expansion kit to take it to a 16 station lab. This includes 5 year parts and labor for the HP-702 and 10 year parts and labor warranty on the LX-705 and and a 5 year parts and labor warranty on the lab controller and the expansion kit. This all includes delivery, installation and setup. This also includes Roland's unlimited use of free training.

Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES:	See explanation of on-line catalog discount attached
Washington Music Center	.00 %
CATEGORY NOTES:	0-40% off e-mail bids@chucklevins.com for best price

ITEM NO. 24 - Pianos/Synthesizers: Supplies and Accessories. (4600500-2014419)

AWARD NOTES: Reject Interstate Music and Music and Arts Centers - shipping charges not acceptable per bid terms and conditions. Reject Washington Music Center - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) dolly, keyboard lock, bench, instrument stand, cover, case, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
Korg USA Inc. DBA SoundTree	42.00 % *
CATEGORY NOTES:	42% off of MSRP all KORG, Sequenz, and Stay synthesizer supplies and accessories
Gist Piano Company, Inc.	30.00 % *
CATEGORY NOTES:	For the Baldwin B243 (upright piano), the dolly would be a J4010 and retails at \$550. With the 30% discount, it brings the dolly to \$385, which includes shipping. For the Baldwin BP-152 (baby grand piano), the dolly with locking wheels would be a J6542 and retails at \$900 with the 30% discount, that brings the price to \$630, which includes shipping. A digital keyboard lock retails for \$140. However, with the 30% discount, it brings the price to \$98. Shipping included. An acoustic fallboard lock retails at \$130. However, with the 30% discount, it brings the price to \$91. Shipping included.
Mel Owen Music. Inc.	25.00 % *
CATEGORY NOTES:	
Interstate Music	.00 %
CATEGORY NOTES:	
Music and Arts Centers	.00 %
CATEGORY NOTES:	See explanation of on-line catalog discount attached.
Washington Music Center	.00 %
CATEGORY NOTES:	0-50% off e-mail bids@chucklevins.com for best price