

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

BID TABULATION

BID ID: 7951

APPROVAL DATE: March 23, 2021

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

DATE BIDS RECEIVED: February 12, 2021

CONTRACT PERIOD: From April 02, 2021 through April 01, 2022

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
doo wop shop		30 Days Net
Gist Piano Company, Inc.		Net 30
K&S Music	Discounts on K&S Music Catalog and RS Berkeley Musical Instruments Catalogs	Net 30
Mel Owen Music. Inc.		Net 30
Music and Arts Centers		Payments: Net 30 Music & Arts accepts ACH payments and checks. All checks should be mailed to: Music & Arts Attn: Accounts Payable 5295 Westview Dr. Ste. 300 Frederick, MD 21703 ACH info available upon request
MUSIC IN MOTION, INC	*Free S&H for qualifying items. *Heavy/oversized/Drop Ship items Do Not qualify for Free S&H. **Bid number must be referenced on all PO's and Quote Requests to receive bid discount.	Net 30
NOTEWORTHY SHEET MUSIC	Please send all correspondence to Ray Weaver of Noteworthy Music, violiner1@hotmail.com.	Net 30 days.
Old Town Violins, LLC		NET 30
SHAR Products Company		
Washington Music Center	30-45 Days ARO	Net 30
WEST MUSIC	Orders and quotes must reference Bid # 7951. Delivery time for most items is 7-20 business days. Some manufacturers require longer. Discounts taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates.	Net 30 Days
Woodwind & Brasswind, Inc.	Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	Net 30

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

AWARD NOTES: Reject Music In Motion, Inc., Shar Products Company and West Music - shipping requirements not acceptable per bid Terms and Conditions.

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>
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
Old Town Violins, LLC	30.00 % *
CATEGORY NOTES:	
doo wop shop	20.00 % *
CATEGORY NOTES:	
K&S Music	20.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
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.
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES:	Excludes Gameplan materials, Wenger brand items, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES:	*Free S&H for qualifying items. *Heavy/oversized/Drop Ship items Do Not qualify for Free S&H.

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

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	45.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
doo wop shop	10.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES:	Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.
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:	
doo wop shop	20.00 % *
CATEGORY NOTES:	
K&S Music	20.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES:	Excludes Gameplan materials, Wenger brand items, band instruments, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

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:	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
doo wop shop	10.00 % *
CATEGORY NOTES:	
K&S Music	10.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	

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

AWARD NOTES: Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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:	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
K&S Music	15.00 % *

CATEGORY NOTES:

doo wop shop 10.00 % *

CATEGORY NOTES:

Music and Arts Centers 5.00 % *

CATEGORY NOTES:

WEST MUSIC 5.00 %

CATEGORY NOTES: Excludes concert and marching percussion instruments and equipment, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

Woodwind & Brasswind, Inc. 3.00 % *

CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES: Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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.

VENDOR NAME

Mel Owen Music. Inc.

PERCENTAGE
OF DISCOUNT

30.00 % *

CATEGORY NOTES:

doo wop shop 20.00 % *

CATEGORY NOTES:

Washington Music Center 20.00 % *

CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com

K&S Music 10.00 % *

CATEGORY NOTES:

Music and Arts Centers 5.00 % *

CATEGORY NOTES:

WEST MUSIC 5.00 %

CATEGORY NOTES: Excludes concert and marching percussion instruments and equipment, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

Woodwind & Brasswind, Inc. 3.00 % *

CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to

our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES: Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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:	
doo wop shop	20.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
K&S Music	15.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES: Excludes concert and marching percussion instruments and equipment, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	

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

AWARD NOTES: Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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:	
doo wop shop	20.00 % *
CATEGORY NOTES:	

Note: * indicates a pending award.

Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
K&S Music	5.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES: Excludes concert and marching percussion instruments and equipment, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	

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

AWARD NOTES:	Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.
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>
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price www.chucklevins.com	
K&S Music	15.00 % *
CATEGORY NOTES: Offering Discount on Suzuki and RhythmBand Instruments	
doo wop shop	10.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	10.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES: Excludes items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for	

Note: * indicates a pending award.

additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES:	Reject Music in Motion, Inc. and West Music - shipping requirements not acceptable per bid Terms and Conditions.	
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:		
Washington Music Center		20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
doo wop shop		10.00 % *
CATEGORY NOTES:		
Music and Arts Centers		5.00 % *
CATEGORY NOTES:		
WEST MUSIC		5.00 %
CATEGORY NOTES:	Excludes concert and marching percussion instruments and equipment, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.	
Woodwind & Brasswind, Inc.		3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	
MUSIC IN MOTION, INC		.00 %
CATEGORY NOTES:	*Free S&H for Qualifying items. *Heavy/oversized/Drop Ship items Do Not qualify for Free S&H.	

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

AWARD NOTES:	Reject Music in Motion, Inc. and West Music - shipping requirements not acceptable per bid Terms and Conditions.
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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:	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
doo wop shop	10.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES: Excludes band instruments and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES: Free S&H for Qualifying items.* *Heavy/oversized/Drop Ship items Do Not qualify for Free S&H.	

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

AWARD NOTES: Reject Music in Motion, Inc., Shar Products Company and West Music - shipping requirements not acceptable per bid Terms and Conditions.

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:	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price.	

Note: * indicates a pending award.

Old Town Violins, LLC	15.00 % *
CATEGORY NOTES:	
doo wop shop	10.00 % *
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.
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %
CATEGORY NOTES:	Excludes orchestra instruments and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES:	Free S&H* *qualifying items will be given Free S&H. *heavy/oversized/Drop Ship items do not qualify for Free S&H.

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

AWARD NOTES:	Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.
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>
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
doo wop shop	10.00 % *
CATEGORY NOTES:	
K&S Music	10.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
WEST MUSIC	5.00 %

Note: * indicates a pending award.

CATEGORY NOTES: Excludes items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

Woodwind & Brasswind, Inc. 3.00 % *

CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES: Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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:

doo wop shop	20.00 % *
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CATEGORY NOTES:

K&S Music	20.00 % *
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CATEGORY NOTES:

Washington Music Center	20.00 % *
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CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price.
www.chucklevins.com

Music and Arts Centers	5.00 % *
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CATEGORY NOTES:

WEST MUSIC	5.00 %
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CATEGORY NOTES: Excludes Gameplan materials, Wenger brand items, band instruments, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

Woodwind & Brasswind, Inc.	3.00 % *
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CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES: Reject SHAR Products Company - shipping requirements not acceptable per bid Terms and

Note: * indicates a pending award.

Conditions.

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>
NOTEWORTHY SHEET MUSIC	50.00 % *
CATEGORY NOTES: We will honor the discount price in the Baroque Violin Shop School Pricing Catalog for any item that lists a discount price that is greater than 50% off of retail. For items in the BVS Master Catalog that are not in the School Pricing Catalog, we offer a 50% discount.	
Old Town Violins, LLC	50.00 % *
CATEGORY NOTES:	
K&S Music	45.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
doo wop shop	20.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
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.	
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	

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

AWARD NOTES: Reject SHAR Products Company - shipping requirements not acceptable per bid Terms and Conditions.

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	20.00 % *
CATEGORY NOTES:	

Note: * indicates a pending award.

Mel Owen Music. Inc.	20.00 % *
CATEGORY NOTES:	
Old Town Violins, LLC	20.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
doo wop shop	10.00 % *
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.
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES:	Reject SHAR Products Company - shipping requirements not acceptable per bid Terms and Conditions.
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.
<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
NOTEWORTHY SHEET MUSIC	50.00 % *
CATEGORY NOTES:	We will honor the discount price in the Baroque Violin Shop School Pricing Catalog for any item that lists a discount price that is greater than 50% off of retail. For items in the BVS Master Catalog that are not in the School Pricing Catalog, we offer a 50% discount.
Old Town Violins, LLC	45.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	30.00 % *
CATEGORY NOTES:	
doo wop shop	20.00 % *
CATEGORY NOTES:	
K&S Music	20.00 % *
CATEGORY NOTES:	

Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
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.
Music and Arts Centers	5.00 % *
CATEGORY NOTES:	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES:	Reject SHAR Products Company and West Music - shipping requirements not acceptable per bid Terms and Conditions.
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:	We will honor the discount price in the Baroque Violin Shop School Pricing Catalog for any item that lists a discount price that is greater than 50% off of retail. For items in the BVS Master Catalog that are not in the School Pricing Catalog, we offer a 50% discount.
Old Town Violins, LLC	50.00 % *
CATEGORY NOTES:	
Mel Owen Music. Inc.	35.00 % *
CATEGORY NOTES:	
doo wop shop	20.00 % *
CATEGORY NOTES:	
K&S Music	20.00 % *
CATEGORY NOTES:	
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
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

Note: * indicates a pending award.

in or blemished items, or Best In Class instruments. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.

Music and Arts Centers	5.00 % *
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CATEGORY NOTES:

WEST MUSIC	5.00 %
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CATEGORY NOTES: Excludes Gameplan materials, Wenger brand items, orchestra instruments, and items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

Woodwind & Brasswind, Inc.	3.00 % *
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CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES: Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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.

VENDOR NAME

PERCENTAGE
OF DISCOUNT

Washington Music Center	20.00 % *
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CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com

doo wop shop	10.00 % *
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CATEGORY NOTES:

K&S Music	10.00 % *
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CATEGORY NOTES:

Music and Arts Centers	5.00 % *
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CATEGORY NOTES:

WEST MUSIC	5.00 %
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CATEGORY NOTES: Excludes items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.

Woodwind & Brasswind, Inc.	3.00 % *
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CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES: Reject Music and Arts Centers - exclusion of Yamaha Clavinovas from discount not acceptable.
Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.

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>
Gist Piano Company, Inc.	25.00 % *
CATEGORY NOTES: We recommend the Roland HP704 in charcoal black (other finishes may be ordered). Roland provides a 10 year warranty. This piano also comes with a matching bench and headphones. This piano retails at \$3,999.00 but with your discount the piano comes to \$3,000.	
Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	
doo wop shop	10.00 % *
CATEGORY NOTES:	
K&S Music	10.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 %
CATEGORY NOTES: Yamaha Clavinovas are excluded from this discount.	
WEST MUSIC	5.00 %
CATEGORY NOTES: Excludes items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.	
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES: Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.	

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

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: We recommend the Baldwin B243 studio piano which is a highly sought after piano and is ideal for institutional usage. This piano comes in Ebony Satin or Walnut Satin. All of our pianos comes with matching benches and we will also include free delivery. This piano comes with a 10 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 \$7,990 but with your discount,	

the piano comes to \$5,750.

Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	

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

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 the Baldwin BP152. This particular piano is 5' in size and is in Ebony Polish (other finishes are 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 \$24,325. With your 28% discount, that brings the piano to \$17,514.00 (price includes the matching bench and delivery).	

Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	

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

AWARD NOTES: Reject Music and Arts Centers - exclusion of Yamaha Clavinova from discount 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>
Gist Piano Company, Inc.	25.00 % *
CATEGORY NOTES: For the 8 station lab: We carry the Roland line, which has weighted keys, Bluetooth MIDI, and behavior modeled sound. Retail price is \$41,649.90 but with your discount, will be \$31,250.00. This includes the following units: LX706 for the teacher unit and HP704 for the remaining 8 student stations. This includes all cables, headphones, delivery, and setup. HP704 comes with a 10 year parts and labor warranty. The LX706 has a 10 year parts and labor warranty. This also includes Roland's unlimited FREE training. For the 16 station lab: retail is \$77,250.00 but with the 25% discount, it comes to \$57,950.00. This will include 16 HP704 units and one LX7056 as the teacher's station and one GLC1C lab controller (and GLC1EXP for the expansion kit to take it to a 16 station lab). This includes 10 year parts and labor for the HP704 and 10 year parts and labor warranty on the LX706. This all includes delivery and setup. This also includes Roland's unlimited use of FREE training.	

Washington Music Center	20.00 % *
CATEGORY NOTES: Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com	

doo wop shop	10.00 % *
CATEGORY NOTES:	

Music and Arts Centers	5.00 %
CATEGORY NOTES:	The Yamaha Clavinova is excluded from this discount.
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.

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

AWARD NOTES:	Reject Music and Arts Centers - exclusion of Yamaha Clavinovas from discount not acceptable. Reject West Music - shipping requirements not acceptable per bid Terms and Conditions.
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>
Washington Music Center	20.00 % *
CATEGORY NOTES:	Up to 20% off of List, E-mail bids@chucklevins.com for best price. www.chucklevins.com
doo wop shop	15.00 % *
CATEGORY NOTES:	
K&S Music	5.00 % *
CATEGORY NOTES:	
Music and Arts Centers	5.00 %
CATEGORY NOTES:	Yamaha Clavinovas are excluded from the discount.
WEST MUSIC	5.00 %
CATEGORY NOTES:	Excludes items sold as Used or Demo. Discount taken off current website prices (www.westmusic.com). Free shipping except on items with oversize shipping rates. Oversize shipping rates can be found with the items at www.westmusic.com.
Woodwind & Brasswind, Inc.	3.00 % *
CATEGORY NOTES:	Please refer to Catalog Discount Bid document in attachments for additional discounts available. 3% is the minimum discount for instruments and equipment, 10% is the minimum for printed materials. Additional discounts are often available by sending your list of items to our school service staff for a specific quotation. Please use our bid # GS02122021111 W BID# 7951 with any correspondence regarding this bid are quote requests.