

November 23, 1999

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD OF BID #077-ZZ06 - MUSICAL INSTRUMENTS AND RELATED EQUIPMENT, CATALOG DISCOUNT

The purpose of this bid, opened on October 21, 1999, is to establish a contract, to purchase, at firm educational discounts, quantities, as may be required, of musical instruments and related equipment, for various schools. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 145 vendors sent bid forms or card notices of this advertised bid, 19 responded, with 8 bids meeting specifications (not all vendors bid all items), 1 non-responsive bid (vendor requires payment within 30 days and penalty of 1-1/2% per day beyond this period) and 10 no bids.

Inasmuch as no bids were received for Item 2 - American Drum, Item 5 - Brannen, Item 23 - Lulecto, Item 25 - Olds and Item 26 - Powell, the recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 -- Bidding Process -- Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

Fund Source
0100-General

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #077-ZZ06 - MUSICAL INSTRUMENTS AND RELATED EQUIPMENT, CATALOG DISCOUNT, to purchase, at firm educational discounts, quantities, as may be required, of musical instruments and related equipment, for various schools, during the term of the bid, effective December 8, 1999, through December 7, 2000, as follows:

1. ALL COUNTY MUSIC, INC.
8136 WEST UNIVERSITY DRIVE
TAMARAC, FL 33321
OWNER: FREDERICK R. SCHIFF, PRESIDENT

Best Firm Percentage Discount: Items 1, 3, 6, 17, 22, 32, 33 and 39.

- Item 1 – Amati @ 40% discount.
- Item 3 – Armstrong @ 45% discount.
- Item 6 – Buffet @ 45% discount.
- Item 17 – King @ 40% discount.
- Item 22 – Ludwig @ 38% discount.
- Item 32 – Selmer @ 40% discount.
- Item 33 – Schreiber @ 40% discount.
- Item 39 – Yamaha (band/orchestra) @ 38% discount.

2. BOBB'S PIANO SALES & SERVICE, INC.
2512 S.W. 30 AVENUE
HALLANDALE, FL 33009
OWNER: ROBERT MESSINGSCHLAGER, PRESIDENT

Best Firm Percentage Discount: Item 16.
Only Firm Percentage Markup Received: Item 29.

- Item 16 – Kawai @ 47% discount.
- Item 29 – Roland (CK division) @ 25% markup.

3. KEYBOARD WORLD
941 NORTH MILITARY TRAIL
WEST PALM BEACH, FL 33415
OWNER: JERRY REPKA, GENERAL MANAGER

Best Firm Percentage Discount: Items 19, 20, 30, 31, 34, 37, 38 and 40.
Best Firm Percentage Discount Meeting Specifications: Item 7.
Only Firm Percentage Markup Received: Item 36.

- Item 7 – Casio @ 42.51% discount.
- Item 19 – Kurzweil @ 38.5% discount.
- Item 20 – Latin Percussion @ 45.5% discount.
- Item 30 – Roland (MI division) @ 38.5% discount.
- Item 31 – Sabian @ 56.5% discount.
- Item 34 – Technics @ 20.5% discount.
- Item 36 – Wenger @ 18% markup.
- Item 37 – Winston @ 45.5% discount.

discount.
% discount.

Department of Schools
November 8, 1999

November 23, 1999

Chief Financial Officer

**OFF BID #078-ZZ06 – PHYSICAL EDUCATION/ATHLETIC
EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT**

– Yamaha (Piano)

The bid, opened on October 21, 1999, is to establish a contract, to provide educational discounts, quantities, as may be required, of physical education equipment and supplies, for various locations. This is a term bid contract. The Board may purchase quantities, as may be required, at the discretion of the Board. The bidder is not obligated to purchase any guaranteed amount. Of 74 bids or card notices of this advertised bid, 26 responded, with 10 specifications, 1 non-responsive bid (vendor restricted term of bid)

Specifications:

M/WBE Eligibility
Hispanic Male

Amount.

at The School Board of Miami-Dade County, Florida, **AWARD**
**OFF BID #078-ZZ06 – PHYSICAL EDUCATION/ATHLETIC
EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT**, to purchase, at firm educational discounts, quantities, as may be required, of physical education/athletic equipment and supplies, for various locations, during the term of the bid, effective November 8, 1999, through December 7, 2000, as follows:

3, 10, 12, 13, 15,

- Item 1 – Percent discount off catalogs or price lists using purchase orders.
- Item 2 – Percent discount off catalog or price lists using credit cards.

ADVANCED FITNESS EQUIPMENT
1181 SOUTH ROGERS CIRCLE, #29
BOCA RATON, FL 33487
OWNERS: DAVE MCMANUS

- Item 1 - @ 0 -10% discount.
- Item 2 - @ 0 -10% discount.

12. MAJESTIC SALES
20 PEQUOT TRAIL
WESTPORT, CT 06880
OWNER: MELVIN ZIMMERS, PARTNER
- Item 1 - @ 8% discount.
Item 2 - @ 8% discount.
13. MIAMI SPRINGS CYCLERY
157 WESTWARD DRIVE
MIAMI SPRINGS, FL 33166
OWNER: CARLOS J. PUERTO, PRESIDENT
- Item 1 - @ 0 -15% discount.
Item 2 - @ 0 -15% discount.
14. PHARMED GROUP CORPORATION
3075 N.W. 107 AVENUE
MIAMI, FL 33172
OWNER: JORGE DE CESPEDES, PRESIDENT (HM)
- Item 1 - @ 8% discount.
Item 2 - @ 6% discount.
15. PROPHET CORPORATION
D/B/A GOPHER SPORT
P.O. BOX 998
OWATONNA, MN 55060-0998
OWNER: JOEL C. JENNINGS, PRESIDENT
- Item 1 - @ 15% discount.
Item 2 - @ 15% discount.
16. PYRAMID SCHOOL PRODUCTS
6510 NORTH 54 STREET
TAMPA, FL 33610-1994
OWNER: LAWRENCE A. MILLER, PRESIDENT
- Item 1 - @ 25% discount.
Item 2 - @ 25% discount.