

May 15, 2000

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD OF BID #167-ZZ06 MUSICAL INSTRUMENTS

The purpose of this bid, opened on March 14, 2000, is to establish a contract, to purchase, at firm unit prices, quantities, as may be required, of musical instruments, 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 94 vendors sent bid forms or card notices of this advertised bid, 19 responded, with 14 bids meeting specifications (not all vendors bid all items) and 5 no bids.

Identical prices were submitted on Item 21 - Trombone, bass Bb/Eb by Music Man, Inc., of West Palm Beach, Florida, and Washington Music Sales Center, Inc., of Wheaton, Maryland. The recommendation reflects the award of this tie low bid item to Music Man, Inc., the Florida vendor, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Fund Source
0100-General

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #167-ZZ06 - MUSICAL INSTRUMENTS, to purchase, at firm unit prices, quantities, as may be required, of musical instruments, for various schools, during the term of the bid, effective May 17, 2000, through May 16, 2001, as follows:

1. AMERICAN MUSIC, INC.
11759 CLEVELAND AVENUE, SUITE 30
FORT MYERS, FL 33907 ESTIMATE \$74,112
OWNER: ROBERT SCHEIWILLER, PRESIDENT

Low Unit Price: Items 2, 7, 33 and 37.
Item 2 - Bassoon @ \$2,192 each.

REPLACEMENT
G-106

Item 7 – English horn @ \$4,155 each.
Item 33 – Mouthpiece, item 5 @ \$73 each.
Item 37 – Mouthpiece, item 15 @ \$64 each.

2. INTERSTATE MUSIC SUPPLY
13819 WEST NATIONAL AVENUE
NEW BERLIN, WI 53151 ESTIMATE \$1,717
OWNER: MICHAEL CASCIO, PRESIDENT

Low Unit Price: Items 30, 34, 36, 42 and 46.

Item 30 – Mouthpiece, items 3 and 27 @ \$47 each.
Item 34 – Mouthpiece, item 6 @ \$98 each.
Item 36 – Mouthpiece, item 14 @ \$54 each.
Item 42 – Mouthpiece, items 18 and 19 @ \$35.75 each.
Item 46 – Mouthpiece, item 29 @ \$21.45 each.

3. MUSIC MAN, INC.
2309 NORTH DIXIE HIGHWAY
WEST PALM BEACH, FL 33407 ESTIMATE \$121,011
OWNER: DOROTHY JARVIS, PRESIDENT

Low Unit Price: Item 18.

Low Unit Price Meeting Specifications: Items 10, 17 and 19.

Tie Low Unit Price Meeting Specifications: Item 21.

Item 10 – French horn, double @ \$1,434 each.
Item 17 – Saxophone, Eb baritone @ \$2,960 each.
Item 18 – Sousaphone, BBb @ \$3,634 each.
Item 19 – Sousaphone, BBb @ \$2,469 each.
Item 21 – Trombone, bass Bb/Eb @ \$1,639 each.

4. NATIONAL EDUCATIONAL MUSIC COMPANY
1181 U.S. ROUTE 22, BOX 1130
MOUNTAINSIDE, NJ 07093 ESTIMATE \$5,986.94
OWNER: RAYMOND BENEDETTO, PRESIDENT

Low Unit Price: Items 22 and 29.

Item 22 – Trombone, bass Bb/F @ \$1,199.98 each.
Item 29 – Flugel horn, Bb @ \$596.75 each.

5. SAM ASH MEGASTORES, LLC
5360 N.W. 167 STREET
MIAMI LAKES, FL 33014 ESTIMATE \$214,281.36
OWNER: JEROME ASH, CHAIRMAN

Low Unit Price: Items 6, 14, 31, 35, 38, 39 and 41.
Low Unit Price Meeting Specifications: Items 9, 15, 20, 23,
24, 26, and 44.

Item 6 - Clarinet, Eeb, contract bass @ \$1,299.60 each.
Item 9 - Flute @ \$333.75 each.
Item 14 - Saxophone, Eb alto @ \$683.50 each.
Item 15 - Saxophone, Bb tenor @ \$841.50 each.
Item 20 - Trombone, tenor @ \$316.78 each.
Item 23 - Trumpet, Bb @ \$332.10 each.
Item 24 - Tuba, BBb @ \$4,410.98 each.
Item 26 - Tuba, BBb, convertible @ \$2,255 each.
Item 31 - Mouthpiece, items 3 and 27 @ \$42.25 each.
Item 35 - Mouthpiece, item 8 @ \$27.90 each.
Item 38 - Mouthpiece, item 14 @ \$52.95 each.
Item 39 - Mouthpiece, item 15 @ \$59.25 each.
Item 41 - Mouthpiece, items 16 and 17 @ \$103.90 each.
Item 44 - Mouthpiece, item 23 @ \$22.75 each.

6. STAR MUSIC COMPANY, INC.
1322 ASSEMBLY STREET
COLUMBIA, SC 29201 ESTIMATE \$6,704
OWNER: MANUEL LIFCHEZ

Low Unit Price Meeting Specifications: Item 13 - Piccolo @
\$838 each.

7. WASHINGTON MUSIC SALES CENTER, INC.
11151 VIERS MILL ROAD
WHEATON, MD 20902 ESTIMATE \$139,218
OWNER: CHARLES L. LEVIN, PRESIDENT

Low Unit Price: Items 4, 11 and 12.
Low Unit Price Meeting Specifications: Items 1, 5, 8, 25
and 28.

Item 1 - Baritone, Bb @ \$1,090 each.
Item 4 - Clarinet, Eb alto @ \$722 each.

Item 5 – Clarinet, Bb bass @ \$889 each.
Item 8 – Euphonium @ \$1,357 each.
Item 11 – Marching mellophone @ \$728 each.
Item 12 – Oboe @ \$1,347 each.
Item 25 – Tuba BBb @ \$2,219 each.
Item 28 – Marching baritone @ \$1,048 each.

8. WEST MANOR MUSIC
831 EAST GUNHILL ROAD
BRONX, NY 10467 ESTIMATE \$34,532
OWNER: ELLIOT ROSE

Low Unit Price: Item 3.
Low Unit Price Meeting Specifications: Item 16.

Item 3 – Clarinet, Bb soprano @ \$229 each.
Item 16 – Saxophone Eb, baritone @ \$2,599 each.

9. WHITTAKER MUSIC
2222 BELLFLOWER BOULEVARD
LONG BEACH, CA 90815 ESTIMATE \$692.39
OWNER: RON WHITTAKER, PRESIDENT

Low Unit Price: Items 32, 43 and 45.

Item 32 – Mouthpiece, item 4 @ \$38.43 each.
Item 43 – Mouthpiece, items 21, 22 and 28 @ \$28.37
each.
Item 45 – Mouthpiece, items 24 and 26 @ \$19.56 each.

10. THE WOODWIND AND THE BRASSWIND
4004 TECHNOLOGY DRIVE
SOUTH BEND, IN 46628-9772 ESTIMATE \$1,473
OWNER: DENNIS BAMBER, PRESIDENT

Low Unit Price: Items 27 and 40.

Item 27 – Clarinet Bb soprano @ \$399 each.
Item 40 – Mouthpiece, items 16 and 17 @ \$69 each.

11. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$599,727.69. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja