

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID #054-AA06 – MUSICAL INSTRUMENTS AND RELATED EQUIPMENT, CATALOG DISCOUNT/MARKUP**

The purpose of this bid, opened on November 28, 2000, is to establish a contract, to purchase, at firm educational discounts/markups, 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 discount/markup bid, but is not obligated to purchase any guaranteed amount. Of 67 vendors sent bid forms or card notices of this advertised bid, 22 responded, with 12 bids meeting specifications, 2 non-responsive bids (vendor did not include freight in discount/markup, vendor did not bid using the manufacturer's price list, not all vendors bid all items) and 8 no bids.

Identical discounts were submitted on Item 26 by Interstate Music Supply, of New Berlin, Wisconsin, and Washington Music Center, Inc., of Wheaton, Maryland. The recommendation reflects the award of this tie low bid item to Washington Music Center, Inc., the vendor, who, because of better discounts receives a larger award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 - - Identical Prices – Priorities For Award.

No bids were received for Item 14 – International strings, Item 18 – Klaus Mueller, Item 19 – Kohler and Campbell, Item 25 – Mannette Steel Drum, Item 27 – Olds, Item 37 – Tropical Hammer, Item 39 – Weber, and Item 45 – Yamaha (Piano division). 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 #054-AA06 – MUSICAL INSTRUMENTS AND RELATED EQUIPMENT, CATALOG DISCOUNT/MARKUP, to purchase, at firm educational discounts/markups, quantities, as may be required, of musical instruments and related equipment, for various schools, during the term of the bid, effective February 14, 2001, through February 13, 2002, as follows:

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

Best Firm Percentage Discount:  
Item 35 – Schreiber @ 45% discount.

2. B & H PHOTO-VIDEO, INC.  
420 NINTH AVENUE  
NEW YORK, N.Y. 10001  
OWNER: HERMAN SCHREIBER

Best Firm Percentage Discount: Items 20, 21 and 42.

Item 20 – Korg @ 34% discount.  
Item 21 – Kurzweil @ 40% discount.  
Item 42 – Yamaha (Pro-audio division) @ 28% discount.

3. BOBB'S PIANO SALES AND 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 31.

Item 16 – Kawai @ 47% discount.  
Item 31 – Roland (CK division) @ 20% markup.

4. ESAU PRODUCTS, INC.  
1107 WEST 24 AVENUE  
HUTCHINSON, KS 67502  
OWNER: LEROY ESAU, PRESIDENT

Best Firm Percentage Markup: Item 46 – Young Chang  
@ 10% markup.

5. INTERSTATE MUSIC SUPPLY  
13819 WEST NATIONAL AVENUE  
NEW BERLIN, WI 53151  
OWNER: MICHAEL CASCIO, PRESIDENT

Best Firm Percentage Discount: Items 1, 4, 7, 10, 41 and  
43.

Best Firm Percentage Discount Meeting Specifications:  
Items 9, 24 and 38.

- Item 1 – Amati @ 51% discount.  
Item 4 – Blessing @ 51% discount.  
Item 7 – Emerson @ 45% discount.  
Item 9 – Fox @ 42% discount.  
Item 10 – Gemeinhardt @ 50% discount.  
Item 24 – Ludwig @ 42% discount.  
Item 38 – Vito @ 45% discount.  
Item 41 – Winston @ 51% discount.  
Item 43 – Yamaha (Band-orchestra division) @ 45%  
discount.

6. KEYBOARD WORLD  
941 NORTH MILITARY TRAIL  
WEST PALM BEACH, FL 33415  
OWNER: MARLENE REPKA, PRESIDENT

Best Firm Percentage Discount/Markup: Items 6, 22, 29,  
32 and 44.

Only Firm Percentage Discount Received: Item 36.

Best Firm Percentage Discount Meeting Specifications:  
Item 13.

Item 6 – Casio @ 42.7% discount.  
Item 13 – Humes and Berg @ 20.7% discount.  
23% markup (Furniture).  
Item 22 – Latin Percussion @ 45.7% discount.  
Item 29 – Premier @ 56.7% discount.  
Item 32 – Roland (MI division) @ 38.7% discount.  
Item 36 – Technics @ 20.7% discount.  
Item 44 – Yamaha (electronics division) @ 38.7%  
discount.

7. MUSIC ARTS ENTERPRISES, INC.  
3301 DAVIE BOULEVARD  
FORT LAUDERDALE, FL 33312  
OWNER: KENNETH KATZ, PRESIDENT

Only Firm Percentage Discount Received:  
Item 30 – Protector @ 31% discount.

8. PANMAN INTERNATIONAL  
P.O. BOX 523782  
MIAMI, FL 33152-3782  
OWNER: COLIN CLARKE, MARKETING DIRECTOR

Only Firm Percentage Discount Received: Item 28 – Pan  
Man International @ 15% discount.

9. WASHINGTON MUSIC SALES CENTER, INC.  
11151 VIERS MILL ROAD  
WHEATON, MD 30902-2597  
OWNER: CHARLES L. LEVIN, PRESIDENT

Best Firm Percentage Discount: Items 2, 3, 5, 8, 12, 23,  
33, 34 and 47.

Best Firm Percentage Discount Meeting Specifications:  
Item 17.

Tie Firm Percentage Discount: Item 26.

Only Firm Percentage Discount Received: Item 11.

Item 2 – Armstrong @ 51% discount.  
Item 3 – Bach @ 50% discount (student).  
43% discount (professional).  
Item 5 – Buffet @ 47% discount.

Item 8 – Engelhardt @ 53% discount.  
Item 11 – Haynes @ 6% discount.  
Item 12 – Holton Farkas @ 43% discount.  
Item 17 – King @ 45% discount.  
Item 23 – Leblanc @ 42% discount.  
Item 26 – Musser @ 42% discount.  
Item 33 – Sabian @ 57% discount.  
Item 34 – Selmer @ 50% discount (student).  
43% (professional).  
Item 47 – Zildjian @ 60% discount.

10. WENGER CORPORATION  
555 PARK DRIVE  
OWATONNA, MN 55060  
OWNER: JERRY A. WENGER

Best Firm Percentage Markup Meeting Specifications:  
Item 40 – Wenger @ 15% markup.

11. WHITTAKER MUSIC  
2222 BELLFLOWER BOULEVARD  
LONG BEACH, CA 90815  
OWNER: KEVIN M. MULVEY, VICE PRESIDENT

Best Firm Percentage Discount: Items 15 – Jupiter @  
40% discount.

12. Reject Items 14, 18, 19, 25, 27, 37, 39 and 45.

Item 14 – International Strings.  
Item 18 – Klaus Mueller.  
Item 19 – Kohler and Campbell.  
Item 25 – Mannette steel drum.  
Item 27 – Olds.  
Item 37 – Tropical Hammer.  
Item 39 – Weber.  
Item 45 – Yamaha (Piano Division).

13. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$553,846.23. The award shall be made subject to the resolution of bid protests, if any.