

August 24, 2005

Business Operations  
Ofelia San Pedro, Deputy Superintendent

**SUBJECT: BALANCE AWARD BID NO. 039-EE08 - MUSICAL INSTRUMENTS**

**COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

The purpose of this bid, opened on March 24, 2005, is to purchase, at firm unit prices, quantities, as may be required, of musical instruments, for the Division of Life Skills and Special Projects and various locations. 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 121 vendors sent bid forms or card notices of this advertised bid, 17 responded, with 14 regular bids, 2 no bids and 1 non-responsive bid.

Identical prices were submitted on Item 67 - stand, concert bells, by National Educational Music Company, of Mountainside, New Jersey and Sam Ash® Music Corporation, of Hicksville, New York. The recommendation reflects the award of this item to Sam Ash® Music Corporation, because of lower prices, receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities for Award.

Inasmuch as the originator has indicated the need to change the specifications for Item 23 - Trombone, tenor, the recommendation reflects the item be rejected to permit rebidding using revised specifications.

Items 8, 10, 12, 16, 22, 33 through 39, 42, 43, 44, 46 through 61, 63, 64, 65, 71, 72, 73, 74, 76, 78, 80, 81, 83, 92 through 95 and 97 were awarded at the Board meeting of August 17, 2005 for an estimated expenditure amount of \$343,636.67.

The District's bid was benchmarked against the current bid awarded by The School Board of Palm Beach County, Florida, and results indicated that the District will receive better pricing.

Fund Source  
0100 - General

M/WBE Eligibility  
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **BALANCE AWARD** Bid No. 039-EE08 - **MUSICAL INSTRUMENTS**, to purchase, at firm unit prices, quantities, as may be required, of musical instruments, for the Division of Life Skills and Special Projects and various locations, during the term of the bid, effective September 7, 2005, through August 16, 2006, as follows:

1. **INTERSTATE MUSIC**  
13819 WEST NATIONAL AVENUE  
NEW BERLIN, WI 53151 ESTIMATE \$118,248.50  
OWNER: MICHAEL CASCIO, PRESIDENT

Low Unit Price: Items 2 and 3.

Item 2 - Bassoon @ \$2,808 each.  
Item 3 - Bassoon @ \$2,964 each.

2. **KEYBOARD WORLD**  
1360 ST. CHARLES AVENUE  
ROSLYN, PA 19001 ESTIMATE \$55,666  
OWNER: MARLENE REPKA, PRESIDENT

Low Unit Price: Items 62 and 69.

Total Low Bid: Items 84 through 86, and 87 through 91.

Item 62 - Drum set @ \$414 each.  
Item 69 - Granite blocks @ \$169 each.  
Item 84 - Snare @ \$394 each.  
Item 85 - Quads 8", 10", 12" and 13" @ \$734 each.  
Item 86 - Quads 10", 11", 12", 13" and 14" @ \$784 each.  
Item 87 - Bass drum 14"x20" @ \$349 each.  
Item 88 - Bass drum 14"x22" @ \$381 each.  
Item 89 - Bass drum 14"x24" @ \$424 each.  
Item 90 - Bass drum 14"x26" @ \$451 each.  
Item 91 - Bass drum 14"x28" @ \$498 each.

3. MUSIC MAN, INC.  
2309 NORTH DIXIE HIGHWAY  
WEST PALM BEACH, FL 33407 ESTIMATE \$161,379  
OWNER: DOROTHY JARVIS, PRESIDENT

Low Unit Price: Items 4, 18, 29, 66 and 68.

- Item 4 - Clarinet, Eb Alto @ \$899 each.
- Item 18 - Saxophone @ \$950 each.
- Item 29 - Tuba, convertible @ \$3,419 each.
- Item 66 - Orchestra bells @ \$699 each.
- Item 68 - Xylophone @ \$1,510 each.

4. NATIONAL EDUCATIONAL MUSIC COMPANY  
1181 U.S. ROUTE 22, BOX 1130  
MOUNTAINSIDE, NJ 07092 ESTIMATE \$194,406.87  
OWNER: RAYMOND BENEDETTO, PRESIDENT

Low Unit Price: Items 5, 7, 9, 13, 15, 19, 20, 21, 30, 32 and 45.

- Item 5 - Clarinet, Bb soprano @ \$237.28 each.
- Item 7 - Clarinet, Bb bass @ \$982 each.
- Item 9 - Clarinet, EEb @ \$1,628 each.
- Item 13 - French horn @ \$1,385 each.
- Item 15 - Oboe @ \$1,534 each.
- Item 19 - Saxophone, Eb @ \$2,758 each.
- Item 20 - Saxophone, low key @ \$2,758 each.
- Item 21 - Sousaphone, BBb @ \$3,146 each.
- Item 30 - Clarinet @ \$359.48 each.
- Item 32 - Flugel horn @ \$611 each.
- Item 45 - Mouthpiece @ \$35.89 each.

5. NORTHEAST MUSIC INC.  
885 NEW LOUDON ROAD  
LATHAM, NY 12110 ESTIMATE \$48,506  
OWNER: JOHN BUTTO, PRESIDENT

Low Unit Price: Items 17 and 26.

- Item 17 - Saxophone @ \$742 each.
- Item 26 - Trumpet, Bb @ \$370 each.

6. PERIPOLE-BERGERAULT, INC.  
1270 WILBUR ST. SE  
SALEM, OR 97302 ESTIMATE \$4,690.80  
OWNER: ANDREW PERRY, PRESIDENT

Low Unit Price: Items 79 and 82.

Item 79 - Conga @ \$200 each.  
Item 82 - Bongos @ \$190.90 each.

7. SAM ASH® MUSIC CORPORATION  
278 DUFFY AVENUE  
P.O. BOX 9047  
HICKSVILLE, NY 11802 ESTIMATE \$205,103.81  
OWNER: PAUL J. ASH, PRESIDENT

Low Unit Price: Items 1, 6, 14, 24, 27, 28, 31, 40, 41,  
46, 67, 70, 77 and 98.

Item 1 - Baritone, Bb @ \$907 each.  
Item 6 - Clarinet, Eb soprano @ \$563 each.  
Item 14 - Marching Mellophone @ \$712 each.  
Item 24 - Trombone @ \$1,907 each.  
Item 27 - Tuba @ \$4,227 each.  
Item 28 - Tuba @ \$2,261 each.  
Item 31 - Marching baritone @ \$997 each.  
Item 40 - Mouthpiece @ \$65.40 each.  
Item 41 - Mouthpiece @ \$61.70 each.  
Item 46 - Mouthpiece @ \$28.58 each.  
Item 67 - Stand, bells @ \$41.79 each.  
Item 70 - Cymbal, pair 18" @ \$199.90 each.  
Item 77 - Tambourine @ \$14.60 each.  
Item 98 - Guitar @ \$128 each.

8. THE TUBA EXCHANGE, INC.  
1825 CHAPEL HILL ROAD  
DURHAM, NC 27707 ESTIMATE \$21,185  
OWNER: VINCENT SIMONETTI, PRESIDENT

Low Unit Price: Items 11 and 25.

Item 11 - Euphonium @ \$1,451 each.  
Item 25 - Trombone, Bb/F @ \$1,335 each.

9. Reject Item 23 - Trombone, tenor.
10. Authorize Procurement Management Services to purchase up to the total estimated amount of \$809,394.94.

OSP/lja