

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: BALANCE AWARD BID NO. 004-KK08 – MUSIC FURNITURE AND EQUIPMENT**

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

**LINK TO STRATEGIC FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY**

The purpose of this bid is to purchase, at firm unit prices, quantities, as may be required, of music furniture and equipment, for 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. Four (4) vendors responded to this advertised solicitation.

Items 18 through 22, and 32 were awarded by the Board for an estimated expenditure amount of \$319,000.

A comparison of similar items against the District's previous bid was completed, resulting in a savings of approximately \$644,780.

Fund Source  
0100 - General

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **BALANCE AWARD** Bid No. 004-KK08 – MUSIC FURNITURE AND EQUIPMENT, to purchase, at firm unit prices, quantities, as may be required, of music furniture and equipment, for various locations, during the term of the bid, effective October 13, 2010, through February 9, 2012, as follows:

1. HERTZ FURNITURE SYSTEMS, LLC  
95 MCKEE DRIVE  
MAHWAH, NJ 07430 ESTIMATE \$382,980  
OWNER: SAUL WAGNER, PRESIDENT

Low Price Meeting Specifications: Items 5, 7, 8, 9, 11, 13,  
14, 16 and 32.

- Item 5 - Cabinet, instrument storage @ \$1,327 each.
- Item 7 - Cabinet, instrument storage @ \$917 each.
- Item 8 - Cabinet, instrument storage @ \$1,012 each.
- Item 9 - Cabinet, instrument storage @ \$1,309 each.
- Item 11 - Cabinet, robe and uniform @ \$881 each.
- Item 13 - Cart @ \$266 each.
- Item 14 - Stand @ \$36 each.
- Item 16 - Rack, cello @ \$635 each.
- Item 32 - Balance of line off Randal products @ 32% discount.
- Item 32 - Balance of line off NPS products @ 34% discount.

2. JIM MELHART PIANO & ORGAN CO.  
D.B.A. MELHART MUSIC CENTER  
3325 N. 10 STREET  
MCALLEN, TX 78501 ESTIMATE \$951,260  
OWNER: JIM MELHART, PRESIDENT

Low Unit Price Meeting Specifications: Items 1 through 4, 6,  
12, 15, 17, 23, 24, 31 and 32.

- Item 1 - Cabinet, 100 slot @ \$1,190 each.
- Item 2 - Cabinet, 75 slot @ \$989 each.
- Item 3 - Cabinet, guitar @ \$1,340 each.
- Item 4 - Cabinet, instrument storage @ \$1,465 each.
- Item 6 - Cabinet, instrument storage @ \$1,485 each.
- Item 12 - Cabinet, instrument storage @ \$1,379 each.
- Item 15 - Rack, bass @ \$695 each.
- Item 17 - Rack, violin/viola @ \$680 each.
- Item 23 - Conductor's system @ \$1,520 each.
- Item 24 - Conductor's system @ \$1,520 each.
- Item 31 - Portable floor @ \$15,000 each.
- Item 32 - Balance of line @ 0-8% discount.

3. SCHOOL SPECIALTY INC  
100 PARAGON PARKWAY  
MANSFIELD, OH 44903 ESTIMATE \$69,156  
OWNER: DAVID VANDER ZANDEN, C.E.O.

Low Unit Price Meeting Specifications: Items 10 and 32.

Item 10 - Cabinet, instrument storage @ \$1,152.60 each.  
Item 32 - Balance of line @ 25% discount.

4. STAGERIGHT CORPORATION  
495 PIONEER PARKWAY  
CLARE, MI 48617 ESTIMATE \$52,925  
OWNER: O. DAVID ROGERS, C.E.O.

Low Unit Price Meeting Specifications: Item 29.

Item 29 - Acoustical shell @ \$1,825 each.

5. WENGER CORPORATION  
555 PARK DRIVE  
OWATONNA, MN 55060 ESTIMATE \$3,194,340  
OWNER: WILLIAM BEER, PRESIDENT/C.E.O.

Low Unit Price: Items 25 through 28, and 30.

Item 25 - Midi workstation @ \$1,264 each.  
Item 26 - Risers @ \$21,036 each.  
Item 27 - Risers @ \$1,130 each.  
Item 28 - Risers @ \$9,256 each.  
Item 30 - Back rail @ \$395 each.

6. Authorize Procurement Management Services to purchase up to the total estimated amount of \$4,650,661.

RHH/ae