

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD BID NO. 147-AA06 – MUSICAL INSTRUMENTS

The purpose of this bid, opened on April 26, 2001, 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 67 vendors sent bid forms or card notices of this advertised bid, 15 responded, with 15 bids meeting specifications (includes 5 bids meeting individual item specifications, but not all item specifications; not all vendors bid all items).

Identical prices were submitted on Item 28 – Marching Baritone, by Music Man, of West Palm Beach, Florida, and Washington Music Center, of Wheaton, Maryland. The recommendation reflects the award of this tie low bid item to Music Man, the Florida vendor, pursuant to Board Rule 6Gx13- 3C-1.061 – Identical Prices – Priorities For Award.

Identical prices were submitted on Item 30 – Mouthpiece, for items 3 and 27, by Interstate Music Supply, of New Berlin, Wisconsin, and West Manor Music, of Bronx, New York. The recommendation reflects the award of this tie low bid item to Interstate Music Supply, the vendor, who, 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.

Fund Source
0100 General

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 147-AA06 – 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 August 22, 2001, through August 21, 2002, as follows:

1. CARLTON MUSIC CENTER, INC.
P.O. BOX 1445
WINTER HAVEN, FL 33882-1445 ESTIMATE \$108,288.61
OWNER: GLEN CARLTON, PRESIDENT

Low Unit Price: Item 26.

Low Unit Price Meeting Specifications: Items 4, 16 and 17.

- Item 4 – Clarinet, Eb, Soprano @ \$798.89 each.
- Item 16 – Saxophone, Eb, Baritone @ \$2,797.89 each.
- Item 17 – Saxophone, Eb, Baritone with A key @ 3,095.89 each.
- Item 26 – Tuba, Bbb, Convertible @ \$2,189.89 each.

2. INTERSTATE MUSIC SUPPLY
13819 WEST NATIONAL AVENUE
NEW BERLIN, WI 53151 ESTIMATE \$160,199
OWNER: MIKE CASCIO, PRESIDENT

Low Unit Price: Item 22.

Low Unit Price Meeting Specifications: Items 1, 8, 11, 14, 15, 20, 21 and 25.

Tie Low Unit Price: Item 30.

- Item 1 – Baritone, Bb @ \$1,099 each.
- Item 8 – Euphonium @ \$ 1,378 each.
- Item 11 – Marching Mellophone @ \$733 each.
- Item 14 – Saxophone, Eb, Alto @ \$689 each.
- Item 15 – Saxophone, Bb, Tenor @ \$855 each.
- Item 20 – Trombone, Tenor @ \$338 each.
- Item 21 – Trombone, Bass, Bb/Eb @ \$1,669 each.
- Item 22 – Trombone, Bass, Bb/F @ \$1,208 each.
- Item 25 – Tuba, Bbb @ \$2,271 each.
- Item 30 – Mouthpiece, for items 3 and 27 @ \$49 each.

3. M AND M MUSIC, LTD.
P.O. BOX 2286
VALDOSTA, GA 31604 ESTIMATE \$75,956
OWNER: T.R. WARREN, PRESIDENT

Low Unit Price Meeting Specifications: Items 2 and 7.

Item 2 – Basson @ \$2,374 each.
Item 7 – English Horn @ \$4,153 each.

4. MUSIC MAN, INC.
2309 NORTH DIXIE HIGHWAY
P.O. BOX 8335
WEST PALM BEACH, FL 33407 ESTIMATE \$66,589
OWNER: DOROTHY D. JARVIS, PRESIDENT

Low Unit Price Meeting Specifications: Items 18 and 23.
Tie Low Unit Price Meeting Specifications: Item 28.

Item 18 – Sousaphone, BBb, with metal case @ \$3,799
each.
Item 23 – Trumpet, Bb @ \$337 each.
Item 28 – Marching Baritone @ \$1,079 each.

5. NATIONAL EDUCATIONAL MUSIC COMPANY
1181 U.S. ROUTE 22
MOUNTAINSIDE, NJ 07092 ESTIMATE \$80,894
OWNER: RAYMOND BENEDETTO, PRESIDENT

Low Unit Price Meeting Specifications: Items 9, 10 and
13.

Item 9 – Flute @ \$359 each.
Item 10 – French Horn, double @ \$1,463 each.
Item 13 – Piccolo @ \$829 each.

6. NICK RAIL MUSIC
2801 DE LA VINA STREET
SANTA BARBARA, CA 93105 ESTIMATE \$361.35
OWNER: NICK RAIL, C.E.O.

Low Unit Price: Items 43 and 46.

Item 43 – Mouthpiece, for items 21, 22 and 28 @
\$24.74 each.

Item 46 – Mouthpiece, for item 29 @ \$22.79 each.

7. NORTHEAST MUSIC, INC.
855 NEW LOUDON ROAD
LATHAM, NY 12110 ESTIMATE \$630
OWNER: JOHN BUTTO, PRESIDENT

Low Unit Price: Item 44 – Mouthpiece, for item 23 @
\$21 each.

8. SAM ASH MEGASTORES, LLC
5360 N.W. 167 STREET
MIAMI LAKES, FL 33014 ESTIMATE \$ 4,464.71
OWNER: JEROME ASH, CHAIRMAN

Low Unit Price: Items 32 through 34, and 36 through
41.

Item 32 – Mouthpiece, for item 4 @ \$44.43 each.

Item 33 – Mouthpiece, for item 5 @ \$77 each.

Item 34 – Mouthpiece, for item 6 @ \$105.73 each.

Item 36 – Mouthpiece, for item 14 @ \$56.91 each.

Item 37 – Mouthpiece, for item 15 @ \$67.71 each.

Item 38 – Mouthpiece, for item 14 @ \$52.77 each.

Item 39 – Mouthpiece, for item 15 @ \$58.82 each.

Item 40 – Mouthpiece, for items 16 and 17 @ \$104.43
each.

Item 41 – Mouthpiece, for items 16 and 17 @ \$103.40
each.

9. THE WOODWIND AND BRASSWIND
4004 TECHNOLOGY DRIVE
SOUTH BEND, IN 46628 ESTIMATE \$44,282.50
OWNER: DENNIS BAMBER, PRESIDENT

Low Unit Price: Items 31 and 42.

Low Unit Price Meeting Specifications: Items 24 and 29.

- Item 24 – Tuba, Bbb @ \$4,077 each.
Item 29 – Flugel Horn, Bb @ \$667 each.
Item 31 – Mouthpiece, for items 3 and 27 @ \$44 each.
Item 42 – Mouthpiece, for items 18 and 19 @ \$36.90
each.

10. WASHINGTON MUSIC CENTER, INC.
11151 VEIRS MILL ROAD
WHEATON, MD 20902 ESTIMATE \$54,186
OWNER: CHARLES L. LEVIN, PRESIDENT

Low Unit Price: Items 6 and 12.

Low Unit Price Meeting Specifications: Items 5 and 19.

- Item 5 – Clarinet, Bb, Bass @ \$975 each.
Item 6 – Clarinet, EEb, Contra-alto @ \$1,404 each.
Item 12 – Oboe @ \$1,409 each.
Item 19 – Sousaphone, Bbb with white case @ \$2,469
each.

11. WEST MANOR MUSIC
831 EAST GUNHILL ROAD
BRONX, NY 10467 ESTIMATE \$15,537.40
OWNER: ELLIOT ROSE

Low Unit Price: Items 3, 35 and 45.

Low Unit Price Meeting Specifications: Item 27.

- Item 3 – Clarinet, Bb, Soprano @ \$228.99 each.
Item 27 – Clarinet, Bb, Soprano @ \$399 each.
Item 35 – Mouthpiece, for item 8 @ \$19 each.
Item 45 – Mouthpiece, for items 24 and 26 @ \$35
each.

12. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$611,388.57.

RHH/mjf