

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID NO. 084-BB08 - MUSICAL INSTRUMENTS AND
RELATED EQUIPMENT CATALOG DISCOUNT**

The purpose of this bid, opened on March 5, 2002, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of musical instruments and related equipment, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the discount bid, but is not obligated to purchase any guaranteed amount. Of 89 vendors sent bid forms or card notices of this advertised bid, 14 responded, with 10 bids meeting specifications (not all vendors bid all items), 3 non-responsive bids (vendor did not initial change, no manual signature and vendor qualified bid by changing terms and conditions), and 1 no bid.

Identical discounts were submitted on Item 1 - Amati, 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 tie, low-bid item to Sam Ash Music Corporation, of Hicksville, New York, the vendor who, because of higher discounts, receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Identical discounts were submitted on Item 4 - Blessing, by Interstate Music Supply, of New Berlin, Wisconsin, and National Educational Music Company, of Mountainside, New Jersey. The recommendation reflects the award of this tie, low-bid item to Interstate Music Supply, of New Berlin, Wisconsin, the vendor who, because of higher discounts, receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Identical discounts were submitted on Item 20 - Korg, by Interstate Music Supply, of New Berlin, Wisconsin, and Sam Ash Music Corporation, of Hicksville, New York. The recommendation reflects the award of this tie, low-bid item to Interstate Music Supply, of New Berlin, Wisconsin, the vendor who, because of higher discounts, receives a large dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Identical discounts were submitted on Item 21 - Kurzweil, by Interstate Music Supply, of New Berlin, Wisconsin, and Sam Ash Music Corporation, of Hicksville, New York. The recommendation reflects the award of this tie, low-bid item to Interstate Music Supply, of New Berlin, Wisconsin, the vendor who, because of higher discounts, receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Identical discounts were submitted on Item 33 - Sabian, by Sam Ash Music Corporation, of Hicksville, New York, and Washington Music Sales Center, Inc., of Wheaton, Maryland. The recommendation reflects the award of this tie, low-bid item to Sam Ash Music Corporation, of Hicksville, New York, the vendor who, because of higher discounts, receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Awards.

Identical discounts were submitted on Item 47 - Zildjian, by Interstate Music Supply, of New Berlin, Wisconsin, and Washington Music Sales Center, Inc., of Wheaton, Maryland. The recommendations reflects the award of this tie, low-bid item to Interstate Music Supply, of New Berlin, Wisconsin, the vendor who, because of higher discounts receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

No bids or bids meeting specifications were received for Item 18 - Klaus Mueller, Item 25 - Mannette steel drum, Item 28 - Panman International, Item 37 - Tropical Hammer, Item 39 - Weber, Item 40 - Wenger and Item 46 - Young Chang. 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 No. 084-BB08 - MUSICAL INSTRUMENTS AND RELATED EQUIPMENT CATALOG DISCOUNT, to purchase, at firm discounts, quantities, as may be required, of musical instruments and related equipment, for various locations, during the term of the bid, effective May 15, 2002, through October 31, 2003, as follows:

PRIMARY

1. BOBB'S PIANO SALES & SERVICE, INC.
2512 S.W. 30 AVENUE
HALLANDALE, FL 33009
OWNER: ROBERT D. MESSINGSCHLAGER, PRESIDENT

Item 16 - Kawai @ 47% discount.

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

Item 1 - Amati @ 53% discount.

Item 4 - Blessing @ 50% discount.

Item 9 - Fox @ 42% discount.

Item 10 - Gemeinhardt @ 55% discount.

Item 20 - Korg @ 35% discount.

Item 22 - Latin Percussion @ 50% discount.

Item 26 - Musser @ 42% discount.

Item 30 - Protector @ 50% discount.

Item 33 - Sabian @ 55% discount.

Item 35 - Schreiber @ 40% discount.

Item 41 - Winston @ 52% discount.

Item 42 - Yamaha (Pro-Audio Division) @ 40% discount.

Item 44 - Yamaha (Electric Division) @ 40% discount.

3. KEYBOARD WORLD
4201 WESTGATE AVENUE, A-3
WEST PALM BEACH, FL 33409
OWNER: MARLENE REPKA, PRESIDENT

Item 21 - Kurzweil @ 38.7% discount.

Item 29 - Premier @ 47.7% discount.

Item 29 - Premier @ 39.7% discount.

Item 32 - Roland (MI Division) @ 38.7% discount.

Item 47 - Zildjian @ 59.7% discount.

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

Item 14 - International Strings @ 55% discount.
Item 27 - Olds @ 50% discount.

5. PIANOS PLUS, INC.
11771 SOUTH DIXIE HIGHWAY
MIAMI, FL 33156
OWNER: JOHN B. ROSE, PRESIDENT

Item 19 - Kohler & Campbell @ 30% discount.
Item 31 - Roland (CK Division) @ 30% discount.
Item 36 - Technics @ 30% discount.

6. SAM ASH MUSIC CORPORATION
P.O. BOX 9047
HICKSVILLE, NY 11802-9047
OWNER: PAUL J. ASH, PRESIDENT/DIRECTOR

Item 6 - Casio @ 45% discount.
Item 13 - Humes and Berg @ 35% discount.
Item 45 - Yamaha (Piano Division) @ 35% discount.

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

Item 2 - Armstrong @ 52% discount.
Item 3 - Bach @ 50% discount.
Item 5 - Buffet @ 50% discount.
Item 7 - Emerson @ 50% discount.
Item 8 - Engelhardt @ 52% discount.
Item 11 - Haynes @ 10% discount.
Item 12 - Holton Farkas @ 52% discount.
Item 15 - Jupiter @ 53% discount.
Item 17 - King @ 52% discount.
Item 23 - LeBlanc @ 50% discount.

Item 24 - Ludwig @ 50% discount.
Item 34 - Selmer @ 52% discount.
Item 38 - Vito @ 53% discount.
Item 43 - Yamaha (Band-Orchestra Division)
@ 51% discount.

SECONDARY

8. COLUMBUS PRO PERCUSSION, INC.
5052 NORTH HIGH STREET
COLUMBUS, OH 43214
OWNER: JAMES RUPP, PRESIDENT

Item 13 - Humes and Berg @ 30% discount.
Item 26 - Musser @ 40% discount.
Item 30 - Protector @ 45% discount.
Item 43 - Yamaha (Band-Orchestra Division)
@ 45% discount.

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

Item 3 - Bach @ 42% discount.
Item 5 - Buffet @ 42% discount.
Item 6 - Casio @ 41% discount.
Item 8 - Engelhardt @ 50% discount.
Item 12 - Holton Farkas @ 45% discount.
Item 14 - International Strings @ 50% discount.
Item 15 - Jupiter @ 45% discount.
Item 21 - Kurzweil @ 35% discount.
Item 23 - LeBlanc @ 40% discount.
Item 24 - Ludwig @ 43% discount.
Item 27 - Olds @ 40% discount.
Item 32 - Roland (MI Division) @ 35% discount.
Item 34 - Selmer @ 45% discount.
Item 38 - Vito @ 42% discount.
Item 47 - Zildjian @ 55% discount.

10. KEYBOARD WORLD
4201 WESTGATE AVENUE, A-3
WEST PALM BEACH, FL 33409
OWNER: MARLENE REPKA, PRESIDENT
- Item 22 - Latin Percussion @ 45.7% discount.
Item 44 - Yamaha (Electronic Division) @ 38.5% discount.
11. NATIONAL EDUCATIONAL MUSIC COMPANY
1181 U. S. ROUTE 22, BOX 1130
MOUNTAINSIDE, NJ 07092
OWNER: RAYMOND BENEDETTO, PRESIDENT
- Item 4 - Blessing @ 50% discount.
Item 7 - Emerson @ 37% discount.
Item 35 - Schreiber @ 35% discount.
Item 41 - Winston @ 50% discount.
12. SAM ASH MUSIC CORPORATION
P.O. BOX 9047
HICKSVILLE, NY 11802-9047
OWNER: PAUL J. ASH, PRESIDENT/DIRECTOR
- Item 1 - Amati @ 45% discount.
Item 2 - Armstrong @ 42% discount.
Item 16 - Kawai @ 25% discount.
Item 17 - King @ 35% discount.
Item 20 - Korg @ 35% discount.
Item 33 - Sabian @ 53% discount.
Item 36 - Technics @ 20% discount.
Item 42 - Yamaha (Pro-Audio Division) @ 35% discount.
13. WASHINGTON MUSIC SALES CENTER, INC.
11151 VIERS MILL ROAD
WHEATON, MD 20902
OWNER: CHARLES L. LEVIN, PRESIDENT
- Item 9 - Fox @ 41% discount.
Item 10 - Gemeinhardt @ 53% discount.

14. Reject Items 18, 25, 28, 37, 39, 40 and 46.

Item 18 - Klaus Mueller.

Item 25 - Mannette Steel Drum.

Item 28 - Panman International.

Item 37 - Tropical Hammer.

Item 39 - Weber.

Item 40 - Wenger.

Item 46 - Young Chang.

15. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$256,933.92

RHH/lja