



### Agenda Item Details

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Meeting	Jun 13, 2017 - REGULAR SCHOOL BOARD MEETING
Category	Q. Finance - Consent
Subject	18. Request for Approval of Bid #2017-11, Catalog Percentage Discount - Music Equipment and Supplies
Access	Public
Type	Action (Consent)
Recommended Action	Approval of Bid #2017-11, Catalog Percentage Discount - Music Equipment and Supplies
Goals	GF-4 Maximize Resources

### Public Content

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#### Background Information:

This bid provides a wide range of music products for schools and departments based on product availability and quality from multiple vendors. As a matter of information, the bid document states that the District reserves the right to use others to perform work, provide services or deliver the same products as described herein when it is to the economic benefit of the District and the right to separately bid any work, products, or services as described herein when it is to the economic benefit of the District.

#### Educational Impact:

Provides a resource for schools and departments to obtain a variety of music items, which best meet the needs of students and staff.

#### Strategic Plan Impact:

Supports the District's Mission Statement by providing a variety of music equipment and supplies for teachers and support staff to help students master all academic standards.

#### Fiscal Impact:

Funding for purchases under this bid is included in the budget of schools and departments.

#### Recommendation:

Approval of Bid #2017-11, Catalog Percentage Discount - Music Equipment and Supplies, to all vendors on the attached summary for the period of July 1, 2017 through June 30, 2019.

#### Action Required:

Approval of the Superintendent's recommendation.

#### Drafted, reviewed and submitted by:

Patrick Snodgrass, CPSM, Director of Purchasing  
 Michael Degutis, Chief Financial Officer  
 Cathy Mittelstadt, Deputy Superintendent for Operations

Sincerely,  
**Tim Forson**  
 Superintendent of Schools

Bid #2017-11 Catalog Percentage Discount - Music Equipment and Supplies June 2017.pdf (2,129 KB)

## Administrative Content

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*Our adopted rules of Parliamentary Procedure, Robert's Rules, provide for a consent agenda listing several items for approval of the Board by a single motion. Most of the items listed under the consent agenda have gone through Board subcommittee review and recommendation. Documentation concerning these items has been provided to all Board members and the public in advance to assure an extensive and thorough review. Items may be removed from the consent agenda at the request of any board member.*

## Workflow

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Workflow      May 17, 2017 2:59 PM :: Submitted by Wendy Wilson. Routed to Wendy Wilson for approval.  
May 18, 2017 6:03 AM :: Approved by Wendy Wilson. Routed to Patrick Snodgrass for approval.  
May 18, 2017 11:01 AM :: Approved by Patrick Snodgrass. Routed to Gina Fallica for approval.  
May 18, 2017 11:09 AM :: Routed back to Wendy Wilson by Gina Fallica.  
May 18, 2017 11:13 AM :: Approved by Wendy Wilson. Routed to Patrick Snodgrass for approval.  
May 19, 2017 9:14 AM :: Approved by Patrick Snodgrass. Routed to Gina Fallica for approval.  
May 19, 2017 2:14 PM :: Approved by Gina Fallica. Routed to Mike Degutis for approval.  
May 30, 2017 9:11 AM :: Approved by Mike Degutis. Routed to Vicki Davenport for approval.  
May 30, 2017 10:22 AM :: Approved by Vicki Davenport. Routed to Cathy Mittelstadt for approval.  
Jun 1, 2017 9:21 AM :: Approved by Cathy Mittelstadt. Routed to Vicki Moody for approval.  
Jun 6, 2017 9:40 AM :: Approved by Vicki Moody. Routed to Tim Forson for approval.  
Jun 6, 2017 9:58 AM :: Final approval by Tim Forson

Last Modified by Tim Forson on June 6, 2017

Vendor	Vendor Quote #	Catalog Name	Percentage Discount	Discount Exceptions & Other Exceptions	Freight Terms & Exceptions	Contact Name, Telephone, Fax, Email
B & H foto & Electronics Corp	655681420	<a href="http://www.BandH.com">www.BandH.com</a>	0.2 - 25%	Kits bundles and gift cards are excluded from additional discounts. Manufacturer's unilateral prices will be 0% off. No installation.	Free, Prepaid & Included. Products weighing more than 70 lb. or requiring truck delivery will charged reasonable shipping.	Yaakov Baim (T) 212-239-7500 x7745 (F) 212-239-7509 <a href="mailto:YaakovB@bandh.com">YaakovB@bandh.com</a>
K & S Music	2017-11	RS Berkeley	55%	N/A		Ken Fragner (T) 908-790-0400 (F) 908-790-0407 <a href="mailto:KRF@kandsmusic.com">KRF@kandsmusic.com</a>
		K & S Music	5%			
		Casio	10%			
		Applied Microphone Technology	20%			
		Trophy Grover	5%			
School Outfitters	N/A	<a href="http://www.schooloutfitters.com">www.schooloutfitters.com</a>	2%	Volume discounts available. Call or email for quote to receive contracted prices.	Prepaid & Added to Invoice. Inside delivery, lift gate, installation, assembly, and removal of debris services available for additional charge.	Sales Department (T) 800-260-2776 (F) 800-494-1036 <a href="mailto:sales@schooloutfitters.com">sales@schooloutfitters.com</a>
Washington Music Center	N/A	Yamaha Percussion Marching Concepts	47%	Discounts listed are for inside front door or dock delivery only. Uncrating, setup and removal of debris not included.	\$75 minimum. Discounts listed are for inside front door or dock delivery. Uncrating, setup and removal of debris not included.	Melody O'Neil (T) 301-946-8808 (F) 301-946-0487 <a href="mailto:bids@chucklevins.com">bids@chucklevins.com</a>
		Yamaha Wind Instruments	47%			
		Conn Selmer Accessories	45%			
		Roland	27%			
		Fox Products	15%			
Wenger Corporation	N/A	Wenger Music Education Product Catalog-Current	5% or maximum qty break. Whichever is greater	Discount does not apply to freight/handling fees. Add 25% or less of product dollars to cover shipping/handling. Call Rep for pricing. Bigger volume discounts available and are calculated per project.	Prepaid & Added to Invoice. Freight and installation charges are calculated per project. Call Rep for pricing.	Cathy Hermel (T) 800-733-0393 x8646 (F) 507-774-8575 <a href="mailto:cathy.hermel@wengercorp.com">cathy.hermel@wengercorp.com</a>