



*Quality Learning and Superior Performance for All*

# PURCHASING DEPARTMENT

441 Canton Highway Cumming, GA 30040  
Phone: 770-781-6603 Fax: 770-888-0222

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March 30, 2021

Woodwind & Brasswind, Inc.  
P O Box 7479  
Westlake Village, CA 91359-7479  
Attn: Gregory Spretnjak

Dear Mr. Spretnjak,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

It is your responsibility to provide new catalogs to each school by July 1, 2021 and prior to any catalog update. Each school should receive two catalogs, one addressed to the Bookkeeper and the other addressed to Faculty. In addition, one copy each should be sent to: Trey Tryan, Purchasing Coordinator at 441 Canton Highway, Cumming GA 30040.

**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses



Website Discount and/or Woodwind & Brasswind Master Catalog

**OUR BID # GS05152020111**

**YOUR BID # B20-11**

**Music & Band**

**Fixed Percentage Catalog Discount**

**Music Instruments, Supplies, Equipment and Accessories 3%**

**Sheet Music Printed Materials 10%**

**Discounts may be taken from [www.wwbw.com](http://www.wwbw.com) Online pricing**

OR

Submit your product list (or shopping cart) to the Woodwind & Brasswind Bid Department [schools@wwbw.com](mailto:schools@wwbw.com) or fax to 800-266-5962 for *additional discounts* that may be available and your maximum discounted pricing quotation.

Items not found on web can be requested with submission of your list. Please refer to our bid # with any pricing request.

**Payments and Pricing**

- All invoice terms are Net 30.
- Procurement and credit cards are accepted for a call-in order; to obtain the discount.
- Our website is available for printing shopping carts and wish lists for your convenience.
- All orders from this quote must reference this discount with "Catalog Bid %"

**Shipping**

- Free standard ground shipping using a common ground carrier is included in the price. All products are shipped with dock delivery.

**Service**

- Our school department is available Monday through Friday from 9AM to 6PM EST.
- Standard Manufacturer's warranties apply. We will facilitate the warranty repairs through our school services department.
- On site visits, service and instrument repairs are not available; however parts and supplies are available on many models.

Sincerely,

A handwritten signature in blue ink, appearing to read "Gregory Spretnjak", is written over the typed name and title.

Gregory Spretnjak, Bids Manager  
Woodwind & Brasswind Inc.

Bid Department, School Sales and Customer Service  
School Service Department Hotline  
Bid Requests & Purchase Order Submittals  
E-mail contact  
Mailing Address

[www.wwbw.com](http://www.wwbw.com)  
800-346-4448  
800-266-5962 FAX  
[schools@wwbw.com](mailto:schools@wwbw.com)  
PO Box 7479  
Westlake Village, CA 91359

- **Big Creek Elementary** - 1994 Peachtree Parkway, Cumming GA 30041
- **Brandywine Elementary** - 175 Martin Drive, Alpharetta, GA 30004
- **Brookwood Elementary** - 2980 Vaughan Drive, Cumming, Georgia 30041
- **Chattahoochee Elementary** - 2800 Holtzclaw Road, Cumming, Georgia 30041
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- **Coal Mountain Elementary** - 3455 Coal Mountain Drive, Cumming, Georgia 30028
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Phone: 770-781-6603 Fax: 770-888-0222

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March 30, 2021

West Music Company  
1212 5<sup>th</sup> Street  
P O Box 5521  
Coralville, IA 52241  
Attn: Stephanie Adams

Dear Ms. Adams,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

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**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses



March 12, 2021

**Bid Reference: B20-11**

Discounts being offered:

8% Discount + Free Shipping

Exceptions:

- 1) Discounts will be taken off our current website pricing: [www.westmusic.com](http://www.westmusic.com)
  - a. *Catalog included with original bid submission is updated and re-released yearly. Prices in the catalog are subject to change at any time, without notice. Our website will always list our most accurate list of available items and their prices.*
- 2) No discounts on Wenger brand items
- 3) No discounts on Gameplan materials
- 4) No discounts on items sold as USED and DEMO
- 5) No discounts on Band/Orchestra Instruments
- 6) No discounts on Concert and Marching Percussion
- 7) West Music does not provide Samples of products
- 8) Free shipping except on items with an oversize shipping rate. Oversize shipping rates can be found listed with the item on our website: [www.westmusic.com](http://www.westmusic.com)
- 9) Delivery on most items will be within 30 days ARO. Some items require more lead time due to manufacturer requirements.
- 10) All orders must clearly reference "Bid# B20-11" to receive the discount and free shipping.

*Stephanie Adams*

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Stephanie Adams  
Assistant Bid Coordinator

- **Big Creek Elementary** - 1994 Peachtree Parkway, Cumming GA 30041
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Phone: 770-781-6603 Fax: 770-888-0222

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March 30, 2021

Wenger Corporation  
555 Park Drive  
Owatonna, MN 55060  
Attn: Julie Evers

Dear Ms. Evers,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

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**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses



**Forsyth County School System**  
**B20-11 Music & Band Equipment Discounts**

**7% discount off current catalog price. Any special promotions in effect will be honored.**

**Best quantity discounts will be given on the following products**

- Music Posture Chairs
- Music Stands

**StageTek Staging & Seated Risers for Choral/Band/Orchestra & Accessories**

**Tourmaster & Signature Standing Choral Risers**

**Ultra-Stor & Acousti-Cabinets for Instrument Storage**

**Music Library System**

- 10% discount

**NOTE: Shipping/Handling and Installation Charges (if requested) will be added.**



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441 Canton Highway Cumming, GA 30040  
Phone: 770-781-6603 Fax: 770-888-0222

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March 30, 2021

Washington Music Center  
11151 Veirs Mill Road  
Wheaton, MD 20902  
Attn: Mandy Fried

Dear Ms. Fried,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

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Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses

FORSYTH COUNTY SCHOOL SYSTEM  
Purchasing Department

3.0 BID FORM

All bidders are required to submit a separate form detailing any and all discount information under this bid. Provide detailed information regarding discounts your company is offering. Below is a list that includes but is not limited to categories FCS will be evaluating and considering for the purposes of awarding a contract under this bid. Be sure to address discounts, shipping details, exclusions and any pertinent information to be considered.

1. Percentage discount offered from a catalog 0-60% FLASHDRIVE
2. Website discounts offered
3. Category Discounts N/A 0-60% WWW.CHUCKLEVINNS.COM
4. Manufacturer Discounts N/A
5. Store Discounts N/A
6. Shipping Offerings FREE FOR ALL ORDERS OVER \$500
7. Percentage Discounts over cost N/A
8. Special services offered N/A
9. Exclusions N/A

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Phone: 770-781-6603 Fax: 770-888-0222

---

March 30, 2021

Steinway Piano Galleries  
5950 North Point Pkwy, Ste. 130  
Alpharetta, GA 30326-3116  
Attn: Thomas Olsen

Dear Mr. Olsen,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

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Sincerely:

Brad Richardson  
Director of Procurement Services

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**Terms and Conditions**

**Forsyth County Schools Bid B20-11  
Music and Band Equipment Discounts**

Submitted March 11, 2021

- Steinway Piano Galleries provides new upright and grand pianos from Steinway & Sons, Boston, and Essex; and new digital pianos from Roland.
- We sell piano labs (digital and acoustic) for group piano lessons and group music classes to efficiently teach multiple students at once.
- The products covered in this bid are included on the attached product list.
- **A purchase discount of 20% off MSRP is available exclusively for Forsyth County Schools for the contract term of July 1, 2021 to June 30, 2022.**
- Delivery, set up, one (1) on-site tuning, and matching bench are all included in the purchase price.
- All invoice terms are Net 30 days.
- All new pianos are sold with manufacturer warranties.
- On site visits, service and instrument repairs are available through our service department by calling 770-777-1300.
- Piano dollies and covers may be special ordered. Pricing upon request.

**Contact:** Tom Olsen, Institutional/Education Specialist, Steinway Piano Galleries

**Phone:** (O) 770-777-1300, (M) 770-826-8636

**Purchase Orders:** [tolsen@steinwaypianogalleries.com](mailto:tolsen@steinwaypianogalleries.com)

**Address:** Steinway Piano Galleries, 5950 North Point Pkwy, Alpharetta, GA 30022

**Website:** <http://www.steinwaypianogalleries.com>

2020-2021 Steinway Piano Galleries | Institutional Product List

Brand	Type	Model	Size	Finish*	MSRP incl delivery, BEFORE discount*	Model Specifications and Photos
Steinway	Grand	S	5'1"	Ebony Polish	\$78,300.00	<a href="http://steinway.com/pianos/steinway/grand/model-s">http://steinway.com/pianos/steinway/grand/model-s</a>
Steinway	Grand	M	5'7"	Ebony Polish	\$82,900.00	<a href="http://steinway.com/pianos/steinway/grand/model-m">http://steinway.com/pianos/steinway/grand/model-m</a>
Steinway	Grand	O	5'10"	Ebony Polish	\$90,600.00	<a href="http://steinway.com/pianos/steinway/grand/model-o">http://steinway.com/pianos/steinway/grand/model-o</a>
Steinway	Grand	A	6'2"	Ebony Polish	\$104,100.00	<a href="http://steinway.com/pianos/steinway/grand/model-a">http://steinway.com/pianos/steinway/grand/model-a</a>
Steinway	Grand	B	7'	Ebony Polish	\$118,300.00	<a href="http://steinway.com/pianos/steinway/grand/model-b">http://steinway.com/pianos/steinway/grand/model-b</a>
Steinway	Grand	D	9'	Ebony Polish	\$185,600.00	<a href="http://steinway.com/pianos/steinway/grand/model-d">http://steinway.com/pianos/steinway/grand/model-d</a>
Steinway	Upright	1098	46"	Ebony Satin	\$38,000.00	<a href="http://steinway.com/pianos/steinway/upright/professional-model-1098">http://steinway.com/pianos/steinway/upright/professional-model-1098</a>
Steinway	Upright	K52	52"	Ebony Satin	\$43,800.00	<a href="http://steinway.com/pianos/steinway/upright/professional-k52">http://steinway.com/pianos/steinway/upright/professional-k52</a>
Boston	Grand	GP-156 PE II	5'1"	Ebony Polish	\$26,800.00	<a href="http://steinway.com/pianos/boston/grand/gp-156-pe">http://steinway.com/pianos/boston/grand/gp-156-pe</a>
Boston	Grand	GP-163 PE II	5'4"	Ebony Polish	\$31,400.00	<a href="http://steinway.com/pianos/boston/grand/gp-163-pe">http://steinway.com/pianos/boston/grand/gp-163-pe</a>
Boston	Grand	GP-178 PE II	5'10"	Ebony Polish	\$36,100.00	<a href="http://steinway.com/pianos/boston/grand/gp-178-pe">http://steinway.com/pianos/boston/grand/gp-178-pe</a>
Boston	Grand	GP-193 PE II	6'4"	Ebony Polish	\$45,700.00	<a href="http://steinway.com/pianos/boston/grand/gp-193-pe">http://steinway.com/pianos/boston/grand/gp-193-pe</a>
Boston	Grand	GP-215 PE II	7'1"	Ebony Polish	\$58,600.00	<a href="http://steinway.com/pianos/boston/grand/gp-215-pe">http://steinway.com/pianos/boston/grand/gp-215-pe</a>
Boston	Upright	UP-118S PE	46"	Black Oak	\$9,900.00	<a href="http://steinway.com/pianos/boston/upright/up-118s-pe">http://steinway.com/pianos/boston/upright/up-118s-pe</a>
Boston	Upright	UP-118E PE	46"	Ebony Polish	\$14,300.00	<a href="http://steinway.com/pianos/boston/upright/up-118e-pe">http://steinway.com/pianos/boston/upright/up-118e-pe</a>

Boston	Upright	UP-126 PE	49"	Ebony Polish	\$16,700.00	<a href="http://steinway.com/pianos/boston/upright/up-126-pe">http://steinway.com/pianos/boston/upright/up-126-pe</a>
Boston	Upright	UP-132 PE	52"	Ebony Polish	\$17,600.00	<a href="http://steinway.com/pianos/boston/upright/up-132e-pe">http://steinway.com/pianos/boston/upright/up-132e-pe</a>
Essex	Grand	EGP-155C	5'1"	Ebony Polish	\$16,800.00	<a href="http://steinway.com/pianos/essex/grand/egp-155">http://steinway.com/pianos/essex/grand/egp-155</a>
Essex	Grand	EGP-173C	5'8"	Ebony Polish	\$20,120.00	<a href="http://steinway.com/pianos/essex/grand/egp-173">http://steinway.com/pianos/essex/grand/egp-173</a>
Essex	Upright	EUP-123S	48"	Ebony Polish	\$9,390.00	<a href="http://steinway.com/pianos/essex/upright/eup-123s">http://steinway.com/pianos/essex/upright/eup-123s</a>
Roland	Group	Lab Controller		8+1 pianos	\$5,999	<a href="http://www.roland.com/us/products/glc-1/">http://www.roland.com/us/products/glc-1/</a>
Roland	Group	Lab Expander		8 piano exp	\$3,999	<a href="https://www.roland.com/us/products/glc-expkit/">https://www.roland.com/us/products/glc-expkit/</a>
Roland	Upright	HP702	42"	Rosewood	\$2,999.00	<a href="https://www.roland.com/us/products/hp702/">https://www.roland.com/us/products/hp702/</a>
Roland	Upright	HP704	44"	Rosewood	\$3,699.00	<a href="https://www.roland.com/us/products/hp704/">https://www.roland.com/us/products/hp704/</a>
Roland	Upright	LX705	41"	Rosewood	\$4,799.00	<a href="https://www.roland.com/us/products/lx705/">https://www.roland.com/us/products/lx705/</a>
Roland	Upright	LX706	44"	Rosewood	\$5,999.00	<a href="https://www.roland.com/us/products/lx706/">https://www.roland.com/us/products/lx706/</a>
Roland	Upright	LX708	46"	Charcoal satin	\$7,999.00	<a href="https://www.roland.com/us/products/lx708/">https://www.roland.com/us/products/lx708/</a>
Roland	Grand	GP607	3'1"	Ebony Polish	\$8,799.00	<a href="https://www.roland.com/us/products/gp607/">https://www.roland.com/us/products/gp607/</a>
Roland	Grand	GP609	5'1"	Ebony Polish	\$10,999.00	<a href="https://www.roland.com/us/products/gp609/">https://www.roland.com/us/products/gp609/</a>

\*additional finishes available on most models at additional cost; contact for pricing

\*discount spelled out in Terms and Conditions document

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- **West Forsyth High** - 4155 Drew Road, Cumming, Georgia 30040





*Quality Learning and Superior Performance for All*

# PURCHASING DEPARTMENT

441 Canton Highway Cumming, GA 30040  
Phone: 770-781-6603 Fax: 770-888-0222

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March 30, 2021

Shar Products Company  
2465 S. Industrial Hwy.  
Ann Arbor, MI 48104  
Attn: Jennie Lewis

Dear Ms. Lewis,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

It is your responsibility to provide new catalogs to each school by July 1, 2021 and prior to any catalog update. Each school should receive two catalogs, one addressed to the Bookkeeper and the other addressed to Faculty. In addition, one copy each should be sent to: Trey Tryan, Purchasing Coordinator at 441 Canton Highway, Cumming GA 30040.

**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.


Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses

Forsyth County Schools  
Bid B20-11, Music & Band Equipment Discounts

  
Shar Products Company

3.0 Bid Form

**1. Percentage discount offered from a catalog**

We are happy to offer 10% off of regular (not sale) pricing at time of purchase at [www.sharmusic.com](http://www.sharmusic.com). We do not have a print catalog.

**2. Website discounts offered**

Please see #1

**3. Category Discounts**

10% discount off of regular (not sale) pricing applies to all categories (instruments, bows, cases, supplies, sheet music, accessories, equipment, misc. items for purchase); please see #9 for Exclusions

**4. Manufacturer Discounts**

Discount of 10% applies to regular (not sale) pricing of all items at [www.sharmusic.com](http://www.sharmusic.com) regardless of manufacturer. See #9 for any Exclusions

**5. Store Discounts**

Our only location is in Ann Arbor, Michigan. 10% discount applies to regular (not sale) pricing of any items in our store as well (same products as on [www.sharmusic.com](http://www.sharmusic.com))

**6. Shipping Offerings**

Free shipping on orders over \$50.00, actual freight on orders under \$50.00. For string basses/bass outfits only, \$150.00 liftgate fee may apply if shipped to a location that does not have an elevated loading dock that a freight truck can pull up even with for delivery.

**7. Percentage Discounts over cost**

This pricing structure does not apply to this bid.

**8. Special services offered**

We are not able to offer services on this bid due to distance.

**9. Exclusions**

Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things4String or PinkyHold items, trade in or blemished items, or Best In Class instruments.

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*Quality Learning and Superior Performance for All*

# PURCHASING DEPARTMENT

441 Canton Highway  
Phone: 770-781-6603

Cumming, GA 30040  
Fax: 770-888-0222

March 30, 2021

SPRH Enterprise, LLC  
Ponce de Leon Music Center  
1060 Dahlonega Hwy.  
Cumming, GA 30040  
Attn: Shawn Rochester

Dear Mr. Rochester,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

It is your responsibility to provide new catalogs to each school by July 1, 2021 and prior to any catalog update. Each school should receive two catalogs, one addressed to the Bookkeeper and the other addressed to Faculty. In addition, one copy each should be sent to: Trey Tryan, Purchasing Coordinator at 441 Canton Highway, Cumming GA 30040.

**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses



**Primary Contact:**  
**Shawn Rochester**  
**Shawn@poncedeleonmusic.com**  
**Store #: 770-889-7616**  
**Cell #: 404-862-0750**

**Discount Options    \*Email for Quotes\***

**1. All Website and In-Store Purchases Eligible for 10%-60% off of listed price on all Categories and manufacturers. Catalog is available at [www.poncedeleonmusic.com](http://www.poncedeleonmusic.com)**

**2. All Manufacturers offer School and County Purchased Instruments at Cost, upon request**

**3. Shipping and Assembly is always free**

**4. Factory warranties available for all brands offered and warranty repair is done onsite at 1060 Dahlonga Hwy, Cumming, GA 30040 by certified warranty technicians.**

**5. No Exclusions**

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*Quality Learning and Superior Performance for All*

# PURCHASING DEPARTMENT

441 Canton Highway Cumming, GA 30040  
Phone: 770-781-6603 Fax: 770-888-0222

March 30, 2021

Music & Arts  
5295 Westview Drive  
Suite 300  
Frederick, MD 21703  
Attn: Josh King

Dear Mr. King,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

It is your responsibility to provide new catalogs to each school by July 1, 2021 and prior to any catalog update. Each school should receive two catalogs, one addressed to the Bookkeeper and the other addressed to Faculty. In addition, one copy each should be sent to: Trey Tryan, Purchasing Coordinator at 441 Canton Highway, Cumming GA 30040.

**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses



# MUSIC <sup>ARTS</sup>

5295 Westview Dr Suite 300  
Frederick MD, 21703-8517

*schools@musicarts.com*

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Forsyth County Schools, GA  
B20-11 Music & Band Equipment Discounts

*To ensure appropriate processing and pricing, please reference the above bid on all purchase orders*

**DISCOUNT** - 0% from Music & Arts Educator Online Catalog  
**Online catalog prices are already discounted up to 60% from MSRP**

Educational discounted prices from our online catalog are only available on the educator side of our website. Credentials are needed to log in and only qualified educational institutions are provided access.

If you already have credentials please visit

[www.musicarts.com](http://www.musicarts.com)

click the educator tab, enter your log in and pass code and search educator pricing on over 60,000 products.

**To acquire credentials please contact**

→ Josh King  
470-225-0893  
*Josh.King@musicarts.com*

*For items not found on our Educator Online Catalog contact Mary Baginski above for prices.*

## **HOW TO ORDER:**

- Purchase orders may be emailed or mailed to the above contact, Mary Baginski.
- Orders placed directly on-line require an authorized purchase order number, procurement card or other accepted credit card.

## **PAYMENTS**

- Net 30 days with authorized purchase order, including invoices for partial shipments.

## **DELIVERY**

- Delivery according to website terms/promotions and availability at time of order.
- Claims for shipping damage and/or shortages must be made within 5 days of delivery receipt. Shipping cartons and packing materials must be maintained for damage claim inspections by the carrier.

## **WARRANTY**

- Standard manufacturer limited warranty terms and conditions apply

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- **Lakeside Middle** - 2565 Echols Road, Cumming, Georgia 30041
- **Liberty Middle** - 7465 Wallace Tatum Road, Cumming, Georgia 30028
- **Little Mill Middle** - 6800 Little Mill Road, Cumming, GA 30041
- **North Forsyth Middle** - 3645 Coal Mountain Drive, Cumming, Georgia 30028
- **Otwell Middle** - 605 Tribble Gap Road, Cumming, Georgia 30040
- **Piney Grove Middle** - 8135 Majors Road, Cumming, Georgia 30041
- **Riverwatch Middle** - 610 James Burgess Road, Suwanee, Georgia 30024
- **South Forsyth Middle** – 4670 Windermere, Cumming, Georgia 30041
- **Vickery Creek Middle** - 6240 Post Road, Cumming, Georgia 30040
- **Academies of Creative Education** (Non-Traditional School and Program) Includes Forsyth Virtual Academy and Forsyth Academy - 1130 Dahlonega Highway, Cumming, Georgia 30040
- **Alliance Academy for Innovation** - 1100 Lanier 400 Parkway, Cumming, GA 30040
- **Forsyth Central High** - 131 Almon C. Hill Drive, Cumming, Georgia 30040
- **Denmark High** - 381 Mullinax Road, Alpharetta, Georgia 30004
- **East Forsyth High** - 8190 Jotem Down Road, Gainesville, Georgia 30506 **(Opening August 2021)**
- **Gateway Academy** (Alternative Program) - 136 Almon C. Hill Drive, Cumming, Georgia 30040
- **Lambert High** - 805 Nichols Road, Suwanee, Georgia 30024
- **North Forsyth High** - 3635 Coal Mountain Drive, Cumming, Georgia 30028
- **South Forsyth High** - 585 Peachtree Parkway, Cumming, Georgia 30041
- **West Forsyth High** - 4155 Drew Road, Cumming, Georgia 30040



*Quality Learning and Superior Performance for All*

# PURCHASING DEPARTMENT

441 Canton Highway Cumming, GA 30040  
Phone: 770-781-6603 Fax: 770-888-0222

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March 30, 2021

K & S Music  
61 Industrial Road  
Berkeley Heights, NJ 07922  
Attn: Ken Fragner

Dear Mr. Fragner,

This is to advise you that your company has been awarded a renewal contract from **Bid # B20-11, Band & Music Equipment Discounts**.

This award is in accordance with the original pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2021** through **June 30, 2022**.

It is your responsibility to provide new catalogs to each school by July 1, 2021 and prior to any catalog update. Each school should receive two catalogs, one addressed to the Bookkeeper and the other addressed to Faculty. In addition, one copy each should be sent to: Trey Tryan, Purchasing Coordinator at 441 Canton Highway, Cumming GA 30040.

**Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2021.**

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

Attachments:

Discount Details  
School Addresses



Date: ~~5-18-2020~~ July 1, 2021 - June 30, 2022

Forsyth County School System

Re: Musical Instruments Bid# B20-11

K&S Music offers 20% off the K&S Music Catalog with free shipping.  
K&S Music also offers 60% off the RS Berkeley Catalog with free shipping.

Please let us know if we can be of service

Thanks

A handwritten signature in blue ink, appearing to read 'Ken Fragner', with a long horizontal flourish extending to the right.

Ken Fragner  
K&S Music  
61 Industrial rd  
Berkeley Heights, NJ  
07922  
9087900400(20)  
[www.kandsmusic.com](http://www.kandsmusic.com)

- **Big Creek Elementary** - 1994 Peachtree Parkway, Cumming GA 30041
- **Brandywine Elementary** - 175 Martin Drive, Alpharetta, GA 30004
- **Brookwood Elementary** - 2980 Vaughan Drive, Cumming, Georgia 30041
- **Chattahoochee Elementary** - 2800 Holtzclaw Road, Cumming, Georgia 30041
- **Chestatee Elementary** - 6945 Keith Bridge Road, Gainesville, Georgia 30506
- **Coal Mountain Elementary** - 3455 Coal Mountain Drive, Cumming, Georgia 30028
- **Cumming Elementary** - 540 Dahlonega Street, Cumming, Georgia 30040
- **Daves Creek Elementary** - 3740 Melody Mizer Lane, Cumming, Georgia 30041
- **Haw Creek Elementary** - 2555 Echols Road , Cumming, Georgia 30041
- **Johns Creek Elementary** - 6205 Old Atlanta Road, Suwanee, Georgia 30024
- **Kelly Mill Elementary** - 1180 Chamblee Gap Road, Cumming 30040
- **Mashburn Elementary** - 3777 Samples Road, Cumming, Georgia 30041
- **Matt Elementary** - 7455 Wallace Tatum Road, Cumming, Georgia 30028
- **Midway Elementary** - 4805 Atlanta Hwy, Alpharetta, Georgia 30004
- **Poole's Mill Elementary** - 7110 Heardsville Road, Cumming, Georgia 30028
- **Sawnee Elementary** - 1616 Canton Highway, Cumming, Georgia 30040
- **Settles Bridge Elementary** - 600 James Burgess Road, Suwanee, Georgia 30024
- **Sharon Elementary** - 3595 Old Atlanta Road, Suwanee, Georgia 30024
- **Shiloh Point Elementary** - 8145 Majors Road, Cumming, Georgia 30041
- **Silver City Elementary** - 6200 Dahlonega Hwy, Cumming, GA 30028
- **Vickery Creek Elementary** - 6280 Post Road, Cumming, Georgia 30040
- **Whitlow Elementary** - 3655 Castleberry Road, Cumming, Georgia 30040
- **DeSana Middle** - 625 James Road, Alpharetta, GA 30004
- **Forsyth Virtual Academy** - 1130 Dahlonega Highway, Cumming, Georgia 30040
- **Hendricks Middle** - 4950 Hyde Road, Cumming, Georgia 30040 **(Opening August 2021)**
- **Lakeside Middle** - 2565 Echols Road, Cumming, Georgia 30041
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