

B20-11, Music & Band Discounts				
Company	Discount	Freight Terms	Exclusions / Bid Notes	Awarded Contract
K&S Music	20%-K&S Music Catalog 60%-RS Berkeley Catalog	Free Shipping	No Exclusions	Yes
Music & Arts	0%	As per the current educator website terms and promotions	Online Catalog has discounted prices up to 60% must obtain credentials to view	Yes
Ponce De Leon	10%-60%	Free Shipping and Assembly	No Exclusions	Yes
Shar Products	10%	Free Shipping over \$50/String basses/bass outfits only \$150 liftgate fee if no loading dock	Does not include sale items. Does not apply to Sherrard instrument racks, Manhasset stand cart, Things4String or PinkyHold items, trade in or blemished items, or Best in Class instruments.	Yes
Steinway Piano	20%	Free Delivery, Set-up	only items on product list	Yes
Washington Music	0-60%	Free Shipping over \$500	No Exclusions	Yes
Wenger	7%-Current Catalog 10%-StageTek Staging/Seating Risers, Tourmaster & Signature Standing Choral Risers, Ultra-Stor & Acousti-Cabinets, Music Library System		Not including special promotions.	Yes
West Music	8%	Free Shipping except oversize shipping	Discounts taken off current website pricing. Wenger brand items, Gameplan materials, used or demo items.	Yes
Woodwind & Brasswind	3%-Music Instruments, Supplies and Equip/10% Sheet Music	Free ground shipping/all items are shipped with dock delivery.	No Exclusions	Yes
Rhythm Band	No Info Included			No