



**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY  
PURCHASING DEPARTMENT**

**SCHOOL BOARD EXECUTIVE SUMMARY**

**August 27, 2018 – Special Meeting**

**II. Finance and Business Services**

**A. Purchasing**

**1. Bid Award: Musical Instruments and Accessories, Bid #190505**

**DESCRIPTION OF PURCHASE:**

Musical instruments for various schools throughout the District. One hundred forty-four (144) items bid, ninety-nine (99) items are recommended for award. Thirty (30) items valued at (\$6,528.61) will be purchased separately using a cooperative purchasing agreement. Fifteen (15) items are not recommended for award due to no bids being received. See attached. Recommend bid award(s) to the lowest bidder(s) meeting specifications. The solicitation and the tabulation of responses received may be viewed at: <http://ecsd-fl.schoolloop.com/purchasing/bids>.

**REQUESTED BY:**

Fine Arts Department

**DISTRICT GOAL SUPPORTED:**

District Goal S.1: To improve school district services to internal customers and improve parent satisfaction.

| <b>SUPPLIER NAME:</b>                | <b>ITEMS FOR PURCHASE:</b> | <b>ESTIMATED EXPENDITURE:</b> |
|--------------------------------------|----------------------------|-------------------------------|
| Brook Mays Music, Dallas, TX         | 13                         | \$ 8,885.00                   |
| Schmidt's Music, Inc., Pensacola, FL | 80                         | 259,659.75                    |
| Taylor Music Inc., Aberdeen, SD      | 6                          | 421.98                        |

**AMOUNT OF PURCHASE:**

\$268,966.73

**FUNDING SOURCE:**

General Fund (1110) – MS Band Instrument Replacement (1307) \$26,228.00

Capital Improvement Tax Construction Fund FY 18 (3718) – Subsidy-High School Bands (1302) \$15,945.00

Half Cent Sales Tax 2008 (3948) – Kingsfield Elementary New Construction (3299) \$44,490.75

Half Cent Sales Tax 2008 (3948) – Beulah Middle New Construction (3311) \$182,302.98

**METHOD OF PROCUREMENT:**

ECSD Bid

Responses Received: 7

Responses Rejected: 4

**OTHER REFERENCES:**

None

| Number on Bid | Item Description               | Vendor's Awarded      | Quantity | Price       | Extended Price | School          |       |             |
|---------------|--------------------------------|-----------------------|----------|-------------|----------------|-----------------|-------|-------------|
| 8             | Microkorg XL<br>+Synth/vocoder | Brook Mays Music      | 1        | \$ 446.00   | \$ 446.00      | Bailey Middle   |       |             |
| 9             | Flugelhorn                     | Brook Mays Music      | 1        | \$ 752.00   | \$ 752.00      | Bailey Middle   |       |             |
| 20            | 110 Guitar Amp                 | Brook Mays Music      | 2        | \$ 222.00   | \$ 444.00      | Bailey Middle   |       |             |
| 10            | Euphonium                      | Schmidt's Music, Inc. | 2        | \$ 1,970.00 | \$ 3,940.00    | Bailey Middle   |       |             |
| 13            | Concert Snare Drum<br>Heads    | Schmidt's Music, Inc. | 2        | \$ 15.00    | \$ 30.00       | Bailey Middle   |       |             |
| 14            | Bass Drum Mallets              | Schmidt's Music, Inc. | 2        | \$ 56.00    | \$ 112.00      | Bailey Middle   |       |             |
| 15            | Timpani Mallets                | Schmidt's Music, Inc. | 2        | \$ 50.00    | \$ 100.00      | Bailey Middle   |       |             |
| 16            | Wind Chime Mallets             | Schmidt's Music, Inc. | 2        | \$ 19.00    | \$ 38.00       | Bailey Middle   |       |             |
| 17            | Yarn Mallets                   | Schmidt's Music, Inc. | 4        | \$ 26.50    | \$ 106.00      | Bailey Middle   |       |             |
| 18            | Bass Clarinet                  | Schmidt's Music, Inc. | 2        | \$ 1,740.00 | \$ 3,480.00    | Bailey Middle   | Total | \$ 9,446.00 |
| 144           | Crash Pair of Cymbals          | Brook Mays Music      | 1        | \$ 199.00   | \$ 199.00      | Bellview Middle |       |             |
| 21            | Tuba                           | Schmidt's Music, Inc. | 2        | \$ 4,648.00 | \$ 9,296.00    | Bellview Middle |       |             |
| 24            | Malletech                      | Schmidt's Music, Inc. | 1        | \$ 29.00    | \$ 29.00       | Bellview Middle |       |             |
| 25            | Xylo/Bell Mallets              | Schmidt's Music, Inc. | 1        | \$ 28.00    | \$ 28.00       | Bellview Middle |       |             |
| 26            | Xylo/Bell Mallets              | Schmidt's Music, Inc. | 1        | \$ 28.00    | \$ 28.00       | Bellview Middle |       |             |
| 27            | General Bass Mallet            | Schmidt's Music, Inc. | 1        | \$ 44.00    | \$ 44.00       | Bellview Middle |       |             |
| 28            | General Timpani Mallets        | Schmidt's Music, Inc. | 1        | \$ 26.00    | \$ 26.00       | Bellview Middle |       |             |
| 23            | Cymbal Stand                   | Taylor Music In.      | 1        | \$ 44.00    | \$ 44.00       | Bellview Middle | Total | \$ 9,694.00 |
| 38            | Standard Jazz Bass             | Brook Mays Music      | 1        | \$ 532.00   | \$ 532.00      | Beulah Middle   |       |             |
| 39            | Jazz Guitar                    | Brook Mays Music      | 1        | \$ 715.00   | \$ 715.00      | Beulah Middle   |       |             |
| 67            | Tambourine                     | Brook Mays Music      | 2        | \$ 159.00   | \$ 318.00      | Beulah Middle   |       |             |
| 77            | Snare Stand                    | Brook Mays Music      | 5        | \$ 73.00    | \$ 365.00      | Beulah Middle   |       |             |
| 80            | Congo Set                      | Brook Mays Music      | 1        | \$ 259.00   | \$ 259.00      | Beulah Middle   |       |             |
| 96            | Trumpet Triple Play<br>Mute    | Brook Mays Music      | 8        | \$ 30.00    | \$ 240.00      | Beulah Middle   |       |             |
| 33            | Cello                          | Schmidt's Music, Inc. | 4        | \$ 550.00   | \$ 2,200.00    | Beulah Middle   |       |             |
| 34            | Cello                          | Schmidt's Music, Inc. | 4        | \$ 550.00   | \$ 2,200.00    | Beulah Middle   |       |             |
| 35            | Bass                           | Schmidt's Music, Inc. | 4        | \$ 1,145.00 | \$ 4,580.00    | Beulah Middle   |       |             |
| 36            | Bass                           | Schmidt's Music, Inc. | 4        | \$ 1,145.00 | \$ 4,580.00    | Beulah Middle   |       |             |
| 37            | Digital Piano Keyboard         | Schmidt's Music, Inc. | 2        | \$ 540.00   | \$ 1,080.00    | Beulah Middle   |       |             |
| 42            | Conga Set                      | Schmidt's Music, Inc. | 1        | \$ 480.00   | \$ 480.00      | Beulah Middle   |       |             |
| 43            | Piccolo                        | Schmidt's Music, Inc. | 4        | \$ 585.00   | \$ 2,340.00    | Beulah Middle   |       |             |
| 44            | Protégé Oboe                   | Schmidt's Music, Inc. | 3        | \$ 2,460.00 | \$ 7,380.00    | Beulah Middle   |       |             |
| 45            | Bass Clarinet                  | Schmidt's Music, Inc. | 2        | \$ 1,740.00 | \$ 3,480.00    | Beulah Middle   |       |             |
| 46            | Contra-Alto Clarinet           | Schmidt's Music, Inc. | 1        | \$ 2,350.00 | \$ 2,350.00    | Beulah Middle   |       |             |
| 47            | Bassoon                        | Schmidt's Music, Inc. | 1        | \$ 4,245.00 | \$ 4,245.00    | Beulah Middle   |       |             |
| 48            | Tenor Saxophone                | Schmidt's Music, Inc. | 3        | \$ 1,960.00 | \$ 5,880.00    | Beulah Middle   |       |             |
| 49            | Baritone Saxophone             | Schmidt's Music, Inc. | 3        | \$ 4,205.00 | \$ 12,615.00   | Beulah Middle   |       |             |
| 50            | French Horn                    | Schmidt's Music, Inc. | 10       | \$ 2,415.00 | \$ 24,150.00   | Beulah Middle   |       |             |
| 51            | Euphonium                      | Schmidt's Music, Inc. | 10       | \$ 1,970.00 | \$ 19,700.00   | Beulah Middle   |       |             |
| 52            | Tuba                           | Schmidt's Music, Inc. | 6        | \$ 4,940.00 | \$ 29,640.00   | Beulah Middle   |       |             |
| 53            | Tuba                           | Schmidt's Music, Inc. | 10       | \$ 2,015.00 | \$ 20,150.00   | Beulah Middle   |       |             |

|     |                                 |                       |    |             |             |                       |
|-----|---------------------------------|-----------------------|----|-------------|-------------|-----------------------|
| 55  | Timpani Set of 4 Drums          | Schmidt's Music, Inc. | 1  | \$ 9,695.00 | \$ 9,695.00 | Beulah Middle         |
| 56  | Concert Bass Drum               | Schmidt's Music, Inc. | 1  | \$ 1,255.00 | \$ 1,255.00 | Beulah Middle         |
| 57  | Miramba                         | Schmidt's Music, Inc. | 2  | \$ 3,585.00 | \$ 7,170.00 | Beulah Middle         |
| 58  | Xylophone                       | Schmidt's Music, Inc. | 1  | \$ 2,195.00 | \$ 2,195.00 | Beulah Middle         |
| 59  | Concert Bells                   | Schmidt's Music, Inc. | 1  | \$ 1,200.00 | \$ 1,200.00 | Beulah Middle         |
| 60  | Drum Set                        | Schmidt's Music, Inc. | 1  | \$ 315.00   | \$ 315.00   | Beulah Middle         |
| 61  | Concert Snare Drum              | Schmidt's Music, Inc. | 5  | \$ 315.00   | \$ 1,575.00 | Beulah Middle         |
| 63  | Gong Stand                      | Schmidt's Music, Inc. | 1  | \$ 110.00   | \$ 110.00   | Beulah Middle         |
| 64  | Triangle Performance Pack       | Schmidt's Music, Inc. | 1  | \$ 245.00   | \$ 245.00   | Beulah Middle         |
| 66  | Artisan Triangle                | Schmidt's Music, Inc. | 1  | \$ 67.00    | \$ 67.00    | Beulah Middle         |
| 68  | Chimes                          | Schmidt's Music, Inc. | 1  | \$ 3,065.00 | \$ 3,065.00 | Beulah Middle         |
| 74  | Wood Blocks                     | Schmidt's Music, Inc. | 2  | \$ 42.00    | \$ 84.00    | Beulah Middle         |
| 78  | Concert Toms                    | Schmidt's Music, Inc. | 1  | \$ 335.00   | \$ 335.00   | Beulah Middle         |
| 82  | Cowbell                         | Schmidt's Music, Inc. | 1  | \$ 27.00    | \$ 27.00    | Beulah Middle         |
| 90  | Vibraphone                      | Schmidt's Music, Inc. | 1  | \$ 3,640.00 | \$ 3,640.00 | Beulah Middle         |
| 97  | Trumpet and Cornet Cup Mute #1  | Schmidt's Music, Inc. | 8  | \$ 46.00    | \$ 368.00   | Beulah Middle         |
| 98  | Straight French Horn Mute       | Schmidt's Music, Inc. | 6  | \$ 72.00    | \$ 432.00   | Beulah Middle         |
| 99  | Straight Trombone Mute          | Schmidt's Music, Inc. | 6  | \$ 50.00    | \$ 300.00   | Beulah Middle         |
| 102 | Trumpet and Cornet Cup Mute #2  | Schmidt's Music, Inc. | 8  | \$ 46.00    | \$ 368.00   | Beulah Middle         |
| 71  | Cymbal Cradle Stand             | Taylor Music In.      | 1  | \$ 98.00    | \$ 98.00    | Beulah Middle         |
| 72  | Goosneck Suspended Cymbal Stand | Taylor Music In.      | 1  | \$ 82.00    | \$ 82.00    | Beulah Middle         |
| 81  | Bongo Set                       | Taylor Music In.      | 1  | \$ 101.00   | \$ 101.00   | Beulah Middle         |
| 91  | Slap Stick                      | Taylor Music In.      | 1  | \$ 21.99    | \$ 21.99    | Beulah Middle         |
| 94  | Percussion Trap Table           | Taylor Music In.      | 1  | \$ 74.99    | \$ 74.99    | Beulah Middle         |
|     |                                 |                       |    |             |             | Total \$ 182,302.98   |
| 29  | French Horn                     | Schmidt's Music, Inc. | 1  | \$ 2,223.00 | \$ 2,223.00 | Ernest Ward Middle    |
| 30  | Concert Bass Drum               | Schmidt's Music, Inc. | 1  | \$ 1,668.00 | \$ 1,668.00 | Ernest Ward Middle    |
| 31  | Tuba                            | Schmidt's Music, Inc. | 1  | \$ 3,195.00 | \$ 3,195.00 | Ernest Ward Middle    |
|     |                                 |                       |    |             |             | Total \$ 7,086.00     |
| 1   | Fench Horn                      | Schmidt's Music, Inc. | 1  | \$ 2,265.00 | \$ 2,265.00 | Escambia High         |
| 2   | Sousaphone                      | Schmidt's Music, Inc. | 1  | \$ 6,725.00 | \$ 6,725.00 | Escambia High         |
|     |                                 |                       |    |             |             | Total \$ 8,990.00     |
| 131 | Arthur Hull Drum Circle         | Brook Mays Music      | 1  | \$ 3,732.00 | \$ 3,732.00 | Kingsfield Elementary |
| 137 | Chime Tree                      | Brook Mays Music      | 1  | \$ 57.00    | \$ 57.00    | Kingsfield Elementary |
| 140 | Conga and bongo drums           | Brook Mays Music      | 2  | \$ 413.00   | \$ 826.00   | Kingsfield Elementary |
| 103 | Modular Music Lab System        | Schmidt's Music, Inc. | 1  | \$ 2,750.00 | \$ 2,750.00 | Kingsfield Elementary |
| 104 | Lab Expansion                   | Schmidt's Music, Inc. | 1  | \$ 1,715.00 | \$ 1,715.00 | Kingsfield Elementary |
| 105 | Digital Piano                   | Schmidt's Music, Inc. | 16 | \$ 410.00   | \$ 6,560.00 | Kingsfield Elementary |
| 106 | USB 2.0 A to B Cable            | Schmidt's Music, Inc. | 16 | \$ 4.00     | \$ 64.00    | Kingsfield Elementary |
| 107 | Stands                          | Schmidt's Music, Inc. | 16 | \$ 62.00    | \$ 992.00   | Kingsfield Elementary |
| 108 | Bench                           | Schmidt's Music, Inc. | 16 | \$ 62.00    | \$ 992.00   | Kingsfield Elementary |

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