

**SCHOOL BOARD OF BREVARD COUNTY, FLORIDA**

**BOARD AGENDA ITEM – April 28, 2020**

**PROCUREMENT SOLICITATION**

**ITB #20-638-B-HD, Sheet Music and Related Supplies**

**Catalog Discount Bid**

<input checked="" type="checkbox"/> <b>(ITB)</b> Invitation To Bid	<input type="checkbox"/> <b>(ITN)</b> Invitation To Negotiate	<input type="checkbox"/> <b>(PB)</b> Piggyback
<input type="checkbox"/> <b>(RFP)</b> Request For Proposal	<input type="checkbox"/> <b>(RFQ)</b> Request For Qualifications	<input type="checkbox"/> <b>(SC)</b> State Contract
<input type="checkbox"/> <b>(SS)</b> Sole Source		

**REQUESTOR:**

Secondary Leading & Learning

**Legal Review Required:**  Yes  No

**Standard Template Used with No Changes:**  Yes  No

**Standard Template Type:** Invitation to Bid

<b>VENDOR NAME</b>	<b>AMOUNT AWARDED</b>	<b>REQUIRED PRODUCTS/SERVICES</b>
List of 12 Vendors Attached	\$100,000.00 Annually	Sheet Music and Related Supplies

<input type="checkbox"/> <b>Contract Renewal</b>	<b>New Contract Amount</b>	\$100,000.00
<input type="checkbox"/> <b>Recurring Contract</b>	<b>Previous Contract Amount</b>	N/A
<input checked="" type="checkbox"/> <b>New Contract</b>	<b>Variance</b>	N/A

**PRICE INCREASE / DECREASE EXPLANATION:** N/A

**DISCUSSION:**

This term contract will be utilized on an as needed basis district wide for the purchase of sheet music and related supplies.

The standard Invitation to Bid template has been used, which does not require legal review.

**CONTRACT TERM:**

The initial contract term shall commence April 29, 2020 and continue until April 28, 2023 with one (1) two (2) year renewal period.

**RECOMMENDATION:**

It is the recommendation of Dr. Stephanie Soliven, Assistant Superintendent of Secondary Leading & Learning, and Mollie Vega, Director of Secondary Leading & Learning, to approve the attached bid tabulation for the listed vendors in an amount not to exceed \$100,000.00 annually.

**AUTHORITY FOR ACTION:**

Florida Administrative Code 6A-1.012 (9)

<b>TABSHEET</b> <b>ITB #20-638-B-HD</b> Sheet Music and Related Supply, Catalog Discount Bid <b>March 25, 2020 at 2:00 PM</b> Opened By: Heidi Dotson, Buyer II Witnessed By: Janice Ellis, Senior Buyer <b>This is the tabsheet showing award</b> <b>recommendation pending Board Approval</b> <b>April 28, 2020</b>		J.W. Pepper & Son, Inc. 9053 Riverside Parkway Lithia Springs, GA 30122 Amber Loper Ph: 707-941-9100 Fax: 770-941-6829 ga@jwpepper.com www.jwpepper.com	Luck's Music Library PO Box 71397 Madison Heights, MI 48071 Stephanie Perlaki Ph: 248-583-1820, 800-348-8749 Fax: 248-583-1114 Email: bids@lucksmusic.com www.lucksmusic.com	Guitar Center, Inc. dba Music & Arts Corp. 4626 Wedgewood Blvd. Frederick, MD 21703 Charles Mason Ph: 407-795-1698 E-mail: charles.mason@musicarts.com www.MusicArts.com	Alamo Music Center 425 N. Main Ave. San Antonio, TX 78205 Jason Buckingham Ph: 210-224-1010 E-mail: schoolbids@alamomusic.com www.alamomusic.com
Completed ITB Cover Page	Yes	Yes	Yes	Yes	
FL Dept. of State Division of Corp. Number or Fed. ID Number	23-0963171	38-2112516	95-4774340	74-1284994	
Completed Bid Submittal Form including Attachment A	Yes	Yes	Yes	Yes	
Addenda (if applicable)	N/A	N/A	N/A	N/A	
Drug Free Certification	Yes	Yes	Yes	Yes	
Debarment Certification	Yes	Yes	Yes	Yes	
Emergency/Storm Related Catastrophe Form	Yes	Yes	Yes	Yes	
Conflict of Interest Form	Yes	Yes	Yes	Yes	
References Form	Yes	Yes	Yes	Yes	
Certified Business Program Reciprocity Affidavit	N/A	N/A	N/A	N/A	
Non-Disclosure for Confidential Materials	N/A	N/A	N/A	N/A	
Litigations/Bankruptcy	No	No	No	No	
Bidder's Statement of Principal Place of Business	No	No	Yes	Yes	
Local Business Tax Receipts	N/A	N/A	N/A	N/A	
Current W-9	Yes	Yes	Yes	Yes	
Proof of Insurance	Yes	Yes	Yes	Yes	
Contact Information	Yes	Yes	Yes	Yes	
Catalog and or Website Information	Yes	Yes	Yes	Yes	
Section A					
Item	Description				
<b>Choral</b>					
1	Seasonal	0%	No Bid	20%	
2	Sacred	0%	No Bid	20%	
3	School/Community	0%	No Bid	20%	
4	Pops	0%	No Bid	20%	
5	Solo/Ensemble	0%	No Bid	20%	
6	Festival	0%	No Bid	20%	
7	Methods/Techniques/Warm-ups	0%	No Bid	20%	
<b>Band</b>					
8	Concert Band	0%	No Bid	20%	
9	Marching Band	0%	No Bid	20%	
10	Festival Music	0%	No Bid	20%	
11	Jazz Band	0%	No Bid	20%	
12	Pep Band	0%	No Bid	20%	
13	Pops	0%	No Bid	20%	
14	Seasonal	0%	No Bid	20%	
15	Solo/Ensemble	0%	No Bid	20%	
16	Methods/Techniques/Warm-ups	0%	No Bid	20%	
<b>Orchestra</b>					
17	Classical/Concert	0%	0-10%	20%	
18	Festival Music	0%	0-10%	20%	
19	Seasonal	0%	0-10%	20%	
20	Pops	0%	0-10%	20%	
21	Solo/Ensemble	0%	0%	20%	
22	Methods/Techniques/Warm-ups	0%	0-10%	20%	
<b>Other</b>					
23	Classroom Resources, including books, DVDs, CDs, games & activities, etc.	0%	No Bid	20%	
24	Director/Teacher Resources	0%	0-10%	20%	
25	Supplies, including mouthpieces, reeds, repair kits, mutes, filing systems, cases, bows, rosin, strings, mallets/sticks, valve oil, etc.	0%	No Bid	20%	
26	Additional Item (list):				
27	Additional Item (list):	No Bid	No Bid	No Bid	
28	Additional Item (list):	No Bid	No Bid	No Bid	
29	Additional Item (list):	No Bid	No Bid	No Bid	
30	Shipping Charges if any (list any additional details on freight charges):	Determined by spend \$3.99 - \$37.99	Determined by weight, prepaid and added to order	Free shipping on order over \$25	
				Instruments 0% - 40% Guitars 0% - 40% Pro Audio 0% - 40% Pianos 0% - 40%	

Recommended Award Key: Columns highlighted in yellow identify the recommended award.

All other bidders did not meet the definition of responsive and responsible for this bid as outlined in Section 2.11

<p align="center"><b>TABSHEET</b>  <b>ITB #20-638-B-HD</b>  Sheet Music and Related Supply,  Catalog Discount Bid  <b>March 25, 2020 at 2:00 PM</b>  Opened By: Heidi Dotson, Buyer II  Witnessed By: Janice Ellis, Senior Buyer  <b>This is the tabsheet showing award</b>  <b>recommendation pending Board Approval</b>  <b>April 28, 2020</b></p>		<p>J.W.Pepper &amp; Son, Inc.  9053 Riverside Parkway  Lithia Springs, GA 30122  Amber Loper  Ph: 707-941-9100  Fax: 770-941-6829  ga@jwpepper.com  www.jwpepper.com</p>	<p>Luck's Music Library  PO Box 71397  Madison Heights, MI 48071  Stephanie Perlaki  Ph: 248-583-1820, 800-348-8749  Fax: 248-583-1114  Email: bids@lucksmusic.com  www.lucksmusic.com</p>	<p>Guitar Center, Inc. dba  Music &amp; Arts Corp.  4626 Wedgewood Blvd.  Frederick, MD 21703  Charles Mason  Ph: 407-795-1698  Email: charles.mason@musicarts.com  www.MusicArts.com</p>	<p>Alamo Music Center  425 N. Main Ave.  San Antonio, TX 78205  Jason Buckingham  Ph: 210-224-1010  Email: schoolbids@alamomusic.com  www.alamomusic.com</p>
<b>Section B</b>					
<b>Item</b>	<b>Description</b>				
1	Catalog(s) Name, Number, Title, Year / Internet Website Catalog Address:	<a href="http://www.jwpepper.com">www.jwpepper.com</a>	<a href="http://www.lucksmusic.com">www.lucksmusic.com</a>	<a href="http://www.MusicArts.com">www.MusicArts.com</a>	<a href="http://www.alamomusic.com">www.alamomusic.com</a>
2	List any exclusions to the above discounts:	None	Discount not valid for Suzuki, Hinshaw, Solo & Ensemble or folders.	See Appendix A & B	None
3	Balance of Product Line Discount Percentage	0%	0%	0%	0% - 40%
4	List any exceptions to this bid:	None	Prices subject to change	See Appendix A & B	None
5	Minimum order dollar amount (\$):	0%	\$50	\$25 for free shipping	\$0
6	Best possible delivery schedule:	1-21 days	10-14 days, backorders an additional 10-14 days	Per Publisher Availability/in stock ships at the time of order	7-45 days
7	Are both full sets as well as individual parts of sheet music available for purchase?	Yes	If Available from Publisher	Yes	N/A
8	Are perusal/preview scores available?	Yes	Yes, both hard copies and on-line (no returns)	Depends on publisher	N/A
9	Are audio recordings of the pieces available?	If Available from Publisher	Yes, on many titles	Only on publisher websites	N/A
10	Is variety of levels (beginner through advanced) available for sheet music?	Yes	Yes	Yes	N/A
	<b>The following companies responded with No Bid Statement:</b>				
	Music Time				
	West Music				
	<b>No Bid Received</b>				
	Heads House of Music				

<b>TABSHEET</b> <b>ITB #20-638-B-HD</b> Sheet Music and Related Supply, Catalog Discount Bid <b>March 25, 2020 at 2:00 PM</b> Opened By: Heidi Dotson, Buyer II Witnessed By: Janice Ellis, Senior Buyer <b>This is the tabsheet showing award</b> <b>recommendation pending Board Approval</b> <b>April 28, 2020</b>		Shar Products Company 2465 S. Industrial Hwy Ann Arbor, MI 48104 Paula Leshkevich Ph: 866-742-7261 Fax: 800-997-8723 Email: schools@sharmusic.com	Romeo Music 136 Levee Place Coppell, TX, 75019 Jody Underwood Ph: 615-500-1533 Email: jody@romeomusic.net	Washington Music Sales Center 11151 Veirs Mill Road Wheaton, MD 20902 Mandy Fried Ph: 301-946-8808 Fax: 301-946-0487 Email: mandy@chucklevins.com	Steve Weiss Music, Inc. 2324 Wyandotte Road Willow Grove, PA, 19090 Nate Repp Ph: 888-659-3477 education@steveweissmusic.com www.steveweissmusic.com
Completed ITB Cover Page	Yes	Yes	Yes	Yes	
FL Dept. of State Division of Corp. Number or Fed. ID Number	38-2211291	31-4445958	53-0259612	23-2716805	
Completed Bid Submittal Form including Attachment A	Yes	Yes	Yes	Yes	
Addenda (if applicable)	N/A	N/A	N/A	N/A	
Drug Free Certification	Yes	Yes	Yes	Yes	
Debarment Certification	Yes	Yes	Yes	Yes	
Emergency/Storm Related Catastrophe Form	Yes	Yes	Yes	Yes	
Conflict of Interest Form	Yes	Yes	Yes	Yes	
References Form	Yes	Yes	Yes	Yes	
Certified Business Program Reciprocity Affidavit	N/A	N/A	N/A	N/A	
Non-Disclosure for Confidential Materials	N/A	N/A	N/A	N/A	
Litigations/Bankruptcy	No	No	No	No	
Bidder's Statement of Principal Place of Business	Yes	No	Yes	Yes	
Local Business Tax Receipts	N/A	N/A	N/A	N/A	
Current W-9	Yes	Yes	Yes	Yes	
Proof of Insurance	Yes	Yes	Yes	Yes	
Contact Information	Yes	Yes	Yes	Yes	
Catalog and or Website Information	Yes	Yes	Yes	Yes	
<b>Section A</b>					
Item	Description				
<b>Choral</b>					
1	Seasonal	No Bid	No Bid	No Bid	No Bid
2	Sacred	No Bid	No Bid	No Bid	No Bid
3	School/Community	No Bid	No Bid	No Bid	No Bid
4	Pops	No Bid	No Bid	No Bid	No Bid
5	Solo/Ensemble	No Bid	No Bid	No Bid	No Bid
6	Festival	No Bid	No Bid	No Bid	No Bid
7	Methods/Techniques/Warm-ups	No Bid	No Bid	No Bid	No Bid
<b>Band</b>					
8	Concert Band	No Bid	No Bid	No Bid	No Bid
9	Marching Band	No Bid	No Bid	No Bid	No Bid
10	Festival Music	No Bid	No Bid	No Bid	60%
11	Jazz Band	No Bid	No Bid	No Bid	No Bid
12	Pep Band	No Bid	No Bid	No Bid	No Bid
13	Pops	No Bid	No Bid	No Bid	No Bid
14	Seasonal	No Bid	No Bid	No Bid	No Bid
15	Solo/Ensemble	No Bid	No Bid	No Bid	60%
16	Methods/Techniques/Warm-ups	No Bid	No Bid	No Bid	60%
<b>Orchestra</b>					
17	Classical/Concert	No Bid	No Bid	No Bid	No Bid
18	Festival Music	No Bid	No Bid	No Bid	No Bid
19	Seasonal	No Bid	No Bid	No Bid	No Bid
20	Pops	No Bid	No Bid	No Bid	No Bid
21	Solo/Ensemble	20%	No Bid	No Bid	No Bid
22	Methods/Techniques/Warm-ups	20%	No Bid	No Bid	No Bid
<b>Other</b>					
23	Classroom Resources, including books, DVDs, CDs, games & activities, etc.	10%	No Bid	No Bid	No Bid
24	Director/Teacher Resources	10%	No Bid	No Bid	No Bid
25	Supplies, including mouthpieces, reeds, repair kits, mutes, filing systems, cases, bows, rosin, strings, mallets/sticks, valve oil, etc.	10%	No Bid	35%	No Bid
26	Additional Item (list):	No Bid	Sound Systems 10%	All Catalog items 35%	No Bid
27	Additional Item (list):	No Bid	Music Labs 10%	No Bid	No Bid
28	Additional Item (list):	No Bid	Recording Studios 10%	No Bid	No Bid
29	Additional Item (list):	No Bid	Technology Items 10%	No Bid	No Bid
30	Shipping Charges if any (list any additional details on freight charges):	Free shipping on orders over \$50; actual freight on orders under \$50.00	Speakers, Furniture, Pianos, Keyboards, & Racks are subject to freight charges	Free freight for orders over \$75	Included in Quote

<p align="center"><b>TABSHEET</b>  <b>ITB #20-638-B-HD</b>  Sheet Music and Related Supply,  Catalog Discount Bid  <b>March 25, 2020 at 2:00 PM</b>  Opened By: Heidi Dotson, Buyer II  Witnessed By: Janice Ellis, Senior Buyer  <b>This is the tabsheet showing award recommendation pending Board Approval</b>  <b>April 28, 2020</b></p>		Shar Products Company 2465 S. Industrial Hwy Ann Arbor, MI 48104 Paula Leshkevich Ph: 866-742-7261 Fax: 800-997-8723 Email: schools@sharmusic.com	Romeo Music 136 Levee Place Coppell, TX, 75019 Jody Underwood Ph: 615-500-1533 Email: jody@romeomusic.net	Washington Music Sales Center 11151 Veirs Mill Road Wheaton, MD 20902 Mandy Fried Ph: 301-946-8808 Fax: 301-946-0487 Email: mandyf@chucklevins.com	Steve Weiss Music, Inc. 2324 Wyandotte Road Willow Grove, PA. 19090 Nate Repp Ph: 888-659-3477 education@steveweissmusic.com www.steveweissmusic.com
<b>Section B</b>					
<b>Item</b>	<b>Description</b>				
1	Catalog(s) Name, Number, Title, Year / Internet Website Catalog Address:	<a href="http://www.sharmusic.com">www.sharmusic.com</a>	<a href="http://www.romeomusic.net">www.romeomusic.net</a>	<a href="http://www.chucklevins.com">www.chucklevins.com</a> Washington Music Center	<a href="http://www.steveweissmusic.com">www.steveweissmusic.com</a>
2	List any exclusions to the above discounts:	Discount applies to regular (not sale) pricing. Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things 4 Strings, PinkyHold items, trade in or blemished items or Best in Class Instruments/outfits	None	None	Weiss, Liberty One and Carroll Brand items.
3	Balance of Product Line Discount Percentage	10%	10%	25%	0%
4	List any exceptions to this bid:	Discount does not apply to Sherrard instrument racks, Manhasset stand cart, Things 4 Strings, PinkyHold items, trade in or blemished items or Best in Class Instruments/outfits	None	None	Weiss, Liberty One and Carroll Brand items.
5	Minimum order dollar amount (\$):	\$50 for free shipping	\$100	\$75 for free freight	\$0
6	Best possible delivery schedule:	5-7 days ARO	4 days ARO	30 days ARO	3 Days
7	Are both full sets as well as individual parts of sheet music available for purchase?	No Full ensemble Pieces	N/A	Not Specified	Yes
8	Are perusal/preview scores available?	No	N/A	Not Specified	No
9	Are audio recordings of the pieces available?	No	N/A	Not Specified	No
10	Is variety of levels (beginner through advanced) available for sheet music?	Yes	N/A	Yes	Yes
	<b>The following companies responded with No Bid Statement:</b>				
	Music Time				
	West Music				
	<b>No Bid Received</b>				
	Heads House of Music				

<b>TABSHEET</b> <b>ITB #20-638-B-HD</b> Sheet Music and Related Supply, Catalog Discount Bid <b>March 25, 2020 at 2:00 PM</b> Opened By: Heidi Dotson, Buyer II Witnessed By: Janice Ellis, Senior Buyer <b>This is the tabsheet showing award</b> <b>recommendation pending Board Approval</b> <b>April 28, 2020</b>		Sweetwater Sound 5501 US Highway 30 W Fort Wayne, IN 46818 Vern Crews Ph: 800-822-6752 Email: vern_crews@sweetwater.com www.sweetwater.com	Taylor Music, Inc. 513 S. Main Aberdeen, SD 57401 Mary McKinney Ph: 800-872-2263 Email: mary@taylormusic.com www.taylormusic.com	Universal Melody 8605 John Carpenter Frwy. Dallas, TX 75247 Bryce Sarabia Ph: 214-905-8614 Email: brycesarabia@brookmays.com www.brookmays.com	Music in Motion, Inc. PO Box 869231 Plano, TX 75086 Kristi Graham Ph: 800-445-0649 Email: bids@musicinmotion.com
Completed ITB Cover Page	Yes	Yes	Yes	Yes	
FL Dept. of State Division of Corp. Number or Fed. ID Number	35-2023299	46-0248482	20-5774509	75-2683509	
Completed Bid Submittal Form including Attachment A	Yes	Yes	Yes	Yes	
Addenda (if applicable)	N/A	N/A	N/A	N/A	
Drug Free Certification	Yes	Yes	Yes	Yes	
Debarment Certification	Yes	Yes	Yes	Yes	
Emergency/Storm Related Catastrophe Form	Yes	Yes	Yes	Yes	
Conflict of Interest Form	Yes	Yes	Yes	Yes	
References Form	Yes	Yes	Yes	Yes	
Certified Business Program Reciprocity Affidavit	N/A	N/A	N/A	N/A	
Non-Disclosure for Confidential Materials	N/A	N/A	N/A	N/A	
Litigations/Bankruptcy	No	No	No	No	
Bidder's Statement of Principal Place of Business	Yes	Yes	Yes	Yes	
Local Business Tax Receipts	N/A	N/A	N/A	N/A	
Current W-9	Yes	Yes	Yes	Yes	
Proof of Insurance	Yes	Yes	Yes	Yes	
Contact Information	Yes	Yes	Yes	Yes	
Catalog and or Website Information	Yes	Yes	Yes	Yes	
<b>Section A</b>					
Item	Description				
<b>Choral</b>					
1	Seasonal	No Bid	No Bid	25%	No Bid
2	Sacred	No Bid	No Bid	25%	No Bid
3	School/Community	No Bid	No Bid	25%	No Bid
4	Pops	No Bid	No Bid	25%	No Bid
5	Solo/Ensemble	No Bid	No Bid	25%	No Bid
6	Festival	No Bid	No Bid	25%	No Bid
7	Methods/Techniques/Warm-ups	No Bid	No Bid	25%	0% Free Shipping
<b>Band</b>					
8	Concert Band	No Bid	No Bid	25%	0% Free Shipping
9	Marching Band	No Bid	No Bid	25%	0% Free Shipping
10	Festival Music	No Bid	No Bid	25%	No Bid
11	Jazz Band	No Bid	No Bid	25%	0% Free Shipping
12	Pep Band	No Bid	No Bid	25%	No Bid
13	Pops	No Bid	No Bid	25%	No Bid
14	Seasonal	No Bid	No Bid	25%	No Bid
15	Solo/Ensemble	No Bid	No Bid	25%	No Bid
16	Methods/Techniques/Warm-ups	No Bid	No Bid	25%	0% Free Shipping
<b>Orchestra</b>					
17	Classical/Concert	No Bid	No Bid	25%	0% Free Shipping
18	Festival Music	No Bid	No Bid	25%	No Bid
19	Seasonal	No Bid	No Bid	25%	No Bid
20	Pops	No Bid	No Bid	25%	No Bid
21	Solo/Ensemble	No Bid	No Bid	25%	No Bid
22	Methods/Techniques/Warm-ups	No Bid	No Bid	25%	0% Free Shipping
<b>Other</b>					
23	Classroom Resources, including books, DVDs, CDs, games & activities, etc.	No Bid	No Bid	25%	0% Free Shipping
24	Director/Teacher Resources	0%	No Bid	25%	0% Free Shipping
25	Supplies, including mouthpieces, reeds, repair kits, mutes, filing systems, cases, bows, rosin, strings, mallets/sticks, valve oil, etc.	0%	0-60%	10%	0% Free Shipping
26	Additional Item (list):	Audio Eq. 0%	No Bid	No Bid	0% Free Shipping
27	Additional Item (list):	Instruments 0%	No Bid	No Bid	All Catalog Items
28	Additional Item (list):	Music Software 0%	No Bid	No Bid	No Bid
29	Additional Item (list):	Lighting 0%	No Bid	No Bid	No Bid
30	Shipping Charges if any (list any additional details on freight charges):	Included in Quote	Free Shipping	\$6.99 shipping fees on orders less than \$50	Free Shipping for qualifying items. See exclusions.

<p align="center"><b>TABSHEET</b>  <b>ITB #20-638-B-HD</b>  Sheet Music and Related Supply,  Catalog Discount Bid  <b>March 25, 2020 at 2:00 PM</b>  Opened By: Heidi Dotson, Buyer II  Witnessed By: Janice Ellis, Senior Buyer  <b>This is the tabsheet showing award</b>  <b>recommendation pending Board Approval</b>  <b>April 28, 2020</b></p>		Sweetwater Sound 5501 US Highway 30 W Fort Wayne, IN, 46818 Vern Crews Ph: 800-822-6752 Email: vern_crews@sweetwater.com www.sweetwater.com	Taylor Music, Inc. 513 S. Main Aberdeen, SD, 57401 Mary McKinney Ph: 800-872-2263 Email: mary@taylormusic.com www.taylormusic.com	Universal Melody 8605 John Carpenter Frwy. Dallas, TX, 75247 Bryce Sarabia Ph: 214-905-8614 Email: brycesarabia@brookmays.com www.brookmays.com	Music in Motion, Inc. PO Box 869231 Plano, TX, 75086 Kristi Graham Ph: 800-445-0649 Email: bids@musicmotion.com
<b>Section B</b>					
<b>Item</b>	<b>Description</b>				
1	Catalog(s) Name, Number, Title, Year / Internet Website Catalog Address:	<a href="http://www.sweetwater.com">www.sweetwater.com</a>	<a href="http://www.taylormusic.com">www.taylormusic.com</a>	<a href="http://www.brookmays.com">www.brookmays.com</a> Brook Mays	<a href="http://www.musicmotion.com">www.musicmotion.com</a>
2	List any exclusions to the above discounts:	None	None	None	Free Shipping excludes heavy, oversized and drop ship items.
3	Balance of Product Line Discount Percentage	0%	0-60%	10%	0%
4	List any exceptions to this bid:	None	None	None	Free Shipping excludes heavy, oversized and drop ship items.
5	Minimum order dollar amount (\$):	\$0	\$75 for Free Shipping	\$50 for Free Shipping	\$25 for Free Shipping
6	Best possible delivery schedule:	14 Days AOR	10-14 in-stock items	7 Days	In Stock 3-5 Business Days. Out of Stock and and drop ship items, 2-4 Weeks.
7	Are both full sets as well as individual parts of sheet music available for purchase?	N/A	N/A	Yes	N/A
8	Are perusal/preview scores available?	N/A	N/A	No	N/A
9	Are audio recordings of the pieces available?	N/A	N/A	No	N/A
10	Is variety of levels (beginner through advanced) available for sheet music?	N/A	N/A	Yes	N/A
<b>The following companies responded with No Bid Statement:</b>					
Music Time					
West Music					
<b>No Bid Received</b>					
Heads House of Music					

**20-638-B-HD, Sheet Music & Related Supplies Discount Catalog Bid - Recommended Vendors**

Alamo Music Center, Inc.  
Music & Arts, a Division of Guitar Center Stores, Inc.  
J. W. Pepper & Son, Inc.  
Luck's Music Library, Inc.  
Music in Motion  
Romeo Music, LLC  
Shar Products Company  
Steve Weiss Music, Inc.  
Sweetwater Sound  
Taylor Music, Inc.  
Universal Melody Online, LLC  
Washington Music Sales Center, Inc.