

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 contract from our recent **Bid # B20-11, Band & Music Equipment Discounts.**

This award is in accordance with the pricing, terms and conditions of the contract and with your discount remaining firm from **July 1, 2020** through **June 30, 2021**. This contract allows for a renewal if agreeable to both parties. This award letter is not an official order.

It is your responsibility to provide new catalogs to each school by July 1, 2020 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, 2020.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or 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

WOODWIND 🌗 BRASSWIND.

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 Online pricing

OR

Submit your product list (or shopping cart) to the Woodwind & Brasswind Bid Department schools@wwbw.com or fax to 800-266-5962 for <u>additional discounts</u> 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,

Gregory Spretpjak, Bids Manager Woodwind & Brassyind 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 800-346-4448 800-266-5962 FAX schools@wwbw.com PO Box 7479 Westlake Village, CA 91359

WOODWIND PO BOX 7479 Westlake Village, O Phone: 800.346.44		Prepared By Greg Spretnjak					
Quote Name Created Date	GS05152020111 B20-11 5/15/2020	Email Expiration Date	gspretnjak@wwbw.com 6/30/2021				
Account Name Bill To Name Bill To	FORSYTH COUNTY SCHOOL DISTRICT FORSYTH COUNTY SCHOOL DISTRICT 1120 DAHLONEGA HWY CUMMING, GA 30040-4538	Ship To Name Ship To	FORSYTH COUNTY SCHOOL DISTRICT 1120 DAHLONEGA HWY CUMMING, GA 30040-4536				

Catalog_Discount_Bid Cat	alog Discount Bid	3% off Instruments equipment 10% off Sheet Music	\$1.00	1.00	\$1.00			
				1				
Have you registered for the Educator Website? See your discounts and shop 24/7! Visit WWBW.com/apply		Subtotal			\$1.00			
		The following states may have sales tax added to final purchase price:						
		AL.CA. CO. CT. DC. GA. HI, IA, IL, IN, KY, LA, MA, MD, ME, MI, MN MO, MS, NC, ND, NE, NJ, NY, NY, OK, PA, SC, SD, TX, UT, VT, WA, WI, WV, and WY based upon the tax rate for the location. Please submit tax-axemption paperwork to schools@wwbw.com.						
		Grand Total			\$1.00			

Terms and Conditions

- Please reference Opportunity Number (13 digit number at end of email subject) when submitting your purchase order or calling to Place your order over the phone.
 All shipping and handling charges are included to delivery addresses within the 48 contiguous states unless specified above.

With Jody Espina

Click here for morel http://www.wwbw.com/JODY

- All shipping and handling charges are included to delivery addresses within the 48 contiguous states unless specified above.
 Invoice terms are Net 30, please <u>submit your tax exempt certificates with your signed school purchase order.</u>
 No other promotions, coupons or discounts are available on the prices quoted above.
 Despite our best efforts, on rare occasions an item may be have been mispriced. Prior to your order being finalized, you will be contacted if any such concerns arise. If you ever have a question about the pricing of an item, please contact us to confirm prior to your PO being submitted.
 All products are shipped with dock delivery using a common carrier (i.e.: UPS, USPS or FED EX Truck Freight).
- * No State Sales Tax is included with this pricing.

- Delivery appointments may be requested by the shipper for truck freight; arrangements for unloading product are the responsibility of the customer. Please allow an extra week for delivery.
 To obtain automatic shipping and backorder notifications sent to an district business office email address, please provide one
- Music Department contact for all locations. If your Administration requires the use of Preferred Vendors, please verify Woodwind & Brasewind is listed before submitting your
- Additional protection against accidental damage and handling is available through our optional Platinum Coverage.
 Additional protection against accidental damage and handling is available through our optional Platinum Coverage.
 All standard Manufacturer's warranties apply.
 Band Boosters and PTA/PTO groups, please send a check with orders or call with credit card.
 Orders consisted via few 200-266-5962 or email schools@wwbw.com

- Orders accepted via fax 800-266-5962 or email schools@wwbw.com



West Music Company 1212 5th Street P O Box 5521 Coralville, IA 52241 Attn: Melissa Blum

Dear Ms. Blum:

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

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Please send catalogs as soon as possible to allow schools to begin ordering July 1, 2020.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or 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



May 14, 2020

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
 - a. Catalog included with 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 or Demo
- 5) West Music does not provide Samples of products
- 6) Free shipping except on items with an oversize shipping rate. Oversize shipping rates can be found listed with the item on our website: <u>www.westmusic.com</u>
- Delivery on most items will be within 30 days ARO. Some items require more lead time due to manufacturer requirements.
- All orders must <u>clearly</u> reference "Bid# B20-11" to receive the discount and free shipping.

elisse Blum Melissa Blum

Sr. VP National Sales

1212 Fifth Street, Coralville, IA 52241 • 800-397-9378 • westmusic.com



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

Dear Ms. Webber:

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

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Brad Richardson Director of Procurement Services



Forsyth County School System <u>B20-11 Music & Band Equipment Discounts</u> July 1, 2020 thru June 30, 2021

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.

Please contact Sue Morris for assistance. <u>sue.morris@wengercorp.com</u> 800-733-0393 X8672 Fax: 507-455-4258 Wenger Website: www.wengercorp.com

1.800.493.6437 • 555 Park Drive, Owatonna, MN 55060 • www.wengercorp.com

Wenger IRCLANCY DECARBOSS



Washington Music Center 11151 Veirs Mill Road Wheaton, MD 20902 Attn: Melody O'Neil

Dear Ms. O'Neil:

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

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Brad Richardson Director of Procurement Services

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. ChuckLEVINS. COM
- 4. Manufacturer Discounts 1/14 NIA
- 5. Store Discounts
- 6. Shipping Offerings FREE FOR ALLONDENS OVER 7500
- 7. Percentage Discounts over cost h/A NA
- 8. Special services offered
- 9. Exclusions NIA



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 contract from our recent **Bid # B20-11, Band & Music Equipment Discounts.**

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Brad Richardson Director of Procurement Services



Terms and Conditions

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

Submitted May 18, 2020

- Steinway Piano Galleries provides new upright and grand pianos from Steinway & Sons, Boston, and Essex; and new digital pianos from Roland.
- · We sell plano labs (digital and acoustic) for group plano 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, 2020 to June 30, 2021.
- 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 Plano Galleries Phone: (O) 770-777-1300, (M) 770-826-8636 Purchase Orders: tolsen@steinwavpianogalleries.com Address: Steinway Piano Galleries, 5950 North Point Pkwy, Alpharetta, GA 30022

Website: http://www.steinwaypianogalleries.com

					MSRP incl delivery, BEFORE	THE ADDRESS OF THE PERSON
Brand	Туре	Model	Size	Finish*	discount^	Model Specifications and Photos
Steinway	Grand	s	5'1"	Ebony Polish	\$78,300.00	http://steinway.com/pianos/steinway/grand/model-s
Steinway	Grand	м	5'7"	Ebony Polish	\$82,900.00	http://steinway.com/pianos/steinway/grand/model-m
Steinway	Grand	0	5'10"	Ebony Polish	\$90,600.00	http://steinway.com/pianos/steinway/grand/model-g
Steinway	Grand	A	6'2"	Ebony Polish	\$104,100.00	http://steinway.com/pianos/steinway/grand/model-a
Steinway	Grand	в	7'	Ebony Polish	\$118,300.00	http://steinway.com/pianos/steinway/grand/model-b
Steinway	Grand	D	9'	Ebony Polish	\$185,600.00	http://steinway.com/pianos/steinway/grand/model-d
Steinway	Upright	1098	46"	Ebony Satin	\$38,000.00	http://steinway.com/pianos/steinway/upright/professional-model
Steinway	Upright	K52	52"	Ebony Satin	\$43,800.00	http://steinway.com/pianos/steinway/upright/traditional-k-52
Boston	Grand	GP-156 PE II	5'1"	Ebony Polish	\$26,600.00	http://steinway.com/pianos/boston/grand/gp-156-pe
Boston	Grand	GP-163 PE II	5'4"	Ebony Polish	\$31,400.00	http://steinway.com/pianos/boston/grand/gp-163-pe
Boston	Grand	GP-178 PE II	5'10"	Ebony Polish	\$36,100.00	http://steinway.com/pianos/boston/grand/gp-178-pe
Boston	Grand	GP-193 PE II	6'4"	Ebony Polish	\$45,700.00	http://steinway.com/pianos/boston/grand/gp-193-pe
Boston	Grand	GP-215 PE II	7'1"	Ebony Polish	\$58,500.00	http://steinway.com/pianos/boston/grand/gp-215-pe
Boston	Upright	UP-118S PE	46*	Black Oak	\$9,900.00	http://steinway.com/pianos/boston/upright/up-118s-pe
Boston	Upright	UP-118E PE	46"	Ebony Polish	\$14,300.00	http://steinway.com/pianos/boston/upright/up-118e-pe

2020-2021 Steinway Piano Galleries | Institutional Product List

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



Shar Products Company 2465 S. Industrial Hwy. Ann Arbor, MI 48104 Attn: Paula Leshkench

Dear Ms. Leshkench:

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Sincerely:

Brad Richardson Director of Procurement Services

Forsyth County Schools

Bid B20-11, Music & Band Equipment Discounts

Due May 19, 2020

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 <u>www.sharmusic.com</u>. 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 <u>www.sharmusic.com</u> 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 <u>www.sharmusic.com</u>)

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.



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 contract from our recent **Bid # B20-11, Band & Music Equipment Discounts.**

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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

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 Dahlonega Hwy, Cumming, GA 30040 by certified warranty technicians.

5. No Exclusions



Music & Arts 5295 Westview Drive Suite 300 Frederick, MD 21703 Attn: Kienan Lewis

Dear Mr. Lewis:

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

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INSTITUTIONAL BID DEPARTMENT 5295 Westview Dr Suite 300 Frederick MD, 21703-8517 bids@musicarts.com 301-620-4040 Fax: 301-662-7753

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

<u>DISCOUNT</u> – 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

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 Mary Baginski, Educational Representative (336) 406-3955

mary.baginski@musicarts.com 2609 Lawndale Dr. Greensboro, NC 27408

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



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 contract from our recent **Bid # B20-11, Band & Music Equipment Discounts.**

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Brad Richardson Director of Procurement Services



Date: 5-18-2020

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

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