

The School Board of Broward County, Florida  
Supply Management & Logistics Department


ITB No.: 14-053N Tentative Board Meeting Date\*: June 9, 2014  
 Description: MUSICAL INSTRUMENT REPAIR Notified: 188 Downloaded: 10  
TERM CONTRACT ITB Rec'd: 6 No Bids: 2  
 For: PHYSICAL PLANT OPERATIONS ITB Opening: FEBRUARY 21, 2014  
 (School/Department)  
 Fund: DEPARTMENT'S OPERATING BUDGET Advertised Date: JANUARY 24, 2014

**POSTING OF ITB RECOMMENDATION/TABULATION:** ITB Recommendations and Tabulations will be posted in the Supply Management & Logistics Department and [www.Demandstar.com](http://www.Demandstar.com) on **MARCH 13, 2014 @ 3:00 PM**, and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the school district administration is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Supply Management & Logistics Department, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(\* The Cone of Silence is in effect until this ITB is approved by SBBC. The School Board meeting date stated above is a tentative date. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

**REVISED  
RECOMMENDATION/TABULATION**

<u>VENDOR'S NAME</u>	<u>ITEM(S) AWARDED</u>
ACE STUART MUSIC CO. d/b/a WELLINGTON MUSIC SUPPLIERS	ITEMS 1, 2, 3, 4, 6, 7
ALL COUNTY MUSIC, INC.	ITEMS 1, 2, 3, 4, 6, 7
MANUEL PEREZ WOODWIND REPAIRS	ITEMS 1, 2, 7
MUSIC MAN	ITEMS 1, 2, 3, 4, 6, 7
MUSIC TECH STUDIOS, INC.	ITEMS 1, 2, 7
SUMMER ARTS SESSIONS, INC.	ITEMS 1, 2, 3, 4, 6, 7

By:  Date: May 6, 2014  
 (Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.



THE SCHOOL BOARD OF BROWARD COUNTY, FL  
BID TABULATION SHEET

Description	Ace Stuart Music Co. db/a Wellington Music Suppliers		All County Music, Inc.		Manuel Perez Woodwind Repairs		Music Man	
	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up
1 Hourly rate to repair all woodwind instruments.	\$ 48.00		\$ 95.00		\$ 38.00		\$ 60.00	
2 Hourly rate to repair all brass instruments.	\$ 42.00		\$ 95.00		NO BID		\$ 60.00	
3 Hourly rate to repair all string instruments.	\$ 60.00		\$ 95.00		NO BID		\$ 60.00	
4 Hourly rate to repair all percussion instruments.	\$ 48.00		\$ 95.00		NO BID		\$ 60.00	
5 Hourly rate to repair all electrical instruments.	NO BID		NO BID		NO BID		NO BID	
6 Hourly rate to repair all cases.	\$ 60.00		\$ 95.00		NO BID		\$ 60.00	
7 Musical Instrument Technicians qualified to repair:								
Allied Supply								
DADDARIO								
Universal Percussion								
Conn Selmer-Web for parts (www.parts.conn-selmer.com)								
Yamaha-Web for parts (parts-search.yamaha.co.jp)								
Yamaha-Web for prices (www.yamaha.24x7.com)								
Harris-Teller Inc.								
Remo								
Evans								
Buffet								
Besson								
Courtois								
VMI								
Meinl-Weston								
Hans Hoyer								
B & S								
Jupiter								
XO								
Azumi								
Atlas Majestic								
Mapex								
Selmer								
Bach								
Conn								
King								
Armstrong								
Galway								
Emerson								
Bliss								
Vito								
Leblanc								
Prelude								
Holton								
Yanagisawa								
Emerson Soloist								
Selmer Soloist								
Bach Soloist								
Holton Soloist								



THE SCHOOL BOARD OF BROWARD COUNTY, FL  
 BID TABULATION SHEET  
 Description

Description	Ace Stuart Music Co. d/b/a Wellington Music Suppliers		All County Music, Inc.		Manuel Perez Woodwind Repairs		Music Man	
	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up
Glassel								
Scherl & Roth				-10%				
William & Lewis				-10%				
Ludwig				-10%				
Musser				-10%				
Powell				-10%				
Sonare				-10%				
Wm. S. Haynes				-10%				
Eastman Strings				-10%				
Andreas Eastman Winds				-10%				
Miyazawa				-10%				
Sankyo				-10%				
Hamming				-10%				
Yamaha				-10%				
Trevor James				-10%				
Amadeus				-10%				
Artley								
Blessing								
Fox								
Olds								
Getzen								
Gemeinhardt								
Kellwerth								
Schreiber								
Dynasty								
Eastman								
Pearl								
Jupiter/KHS								
Fox/Renard								
Bundy				-10%				
Yamaha Corp.				-10%				
M & M Instruments				-20%				
Alexander				-20%				
Willson				-10%				
Weril				-10%				
Ois								
Kanstel								
St. Petersburg								
Glaser Bows								
Whitner								
Jimbaro								
International Violin								
Roth-Scherl								
Metropolitan Music								



THE SCHOOL BOARD OF BROWARD COUNTY, FL

BID TABULATION SHEET

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	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up
Concord Int. Corp.								
Remo								
International Strings								
M & M Distributors								

**REMARKS:**  
 BID DRAFT WAS APPROVED BY: Joseph Luechauer, Curriculum Specialist-College & Career Readiness and Keith S. Roberts, Purchasing Agent I, Supply Management & Logistics  
 BIDS RECEIVED WERE EVALUATED BY: Joseph Luechauer, Curriculum Supervisor, Music & Performing Arts K-12 and Keith S. Roberts, Purchasing Agent I, Supply Management & Logistics  
 RECOMMEND THE AWARD BE MADE TO THE ABOVE LOW BIDDER(S) MEETING SPECIFICATIONS TERMS AND CONDITIONS.



THE SCHOOL BOARD OF BROWARD COUNTY, FL

BID TABULATION SHEET

Description	Music Tech Studios, Inc.		Summer Arts Sessions, Inc.		Unit Price	Extension	Unit Price	Extension
	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up				
1 Hourly rate to repair all woodwind instruments.	\$38.00		\$42.00					
2 Hourly rate to repair all brass instruments.	NO BID		\$35.00					
3 Hourly rate to repair all string instruments.	NO BID		\$42.00					
4 Hourly rate to repair all percussion instruments.	NO BID		\$42.00					
5 Hourly rate to repair all electrical instruments.	NO BID		NO BID					
6 Hourly rate to repair all cases.	NO BID		\$42.00					
7 Musical Instrument Technicians qualified to repair:								
Allied Supply								
DADDARIO								
Universal Percussion								
Conn Selmer-Web for parts (www.parts.conn-selmer.com)								
Yamaha-Web for parts (parts-search.yamaha.co.jp)								
Yamaha-Web for prices (www.yamaha.24x7.com)								
Harris-Teller Inc.								
Remo								
Evans								
Bufet								
Besson								
Courtois								
VMI								
Mainl-Weston								
Hans Hoyer								
B & S								
Jupiter								
XO								
Azurri								
Atlas Majestic								
Mapex								
Selmer								
Bach								
Corn								
King								
Armstrong								
Galway								
Emerson								
Bliss								
Vito								
Leblanc								
Prelude								
Hollon								
Yanagisawa								
Emerson Soloist								
Selmer Soloist								
Bach Soloist								



THE SCHOOL BOARD OF BROWARD COUNTY, FL

BID TABULATION SHEET

7 Cont.	Description	Music Tech Studios, Inc.		Summer Arts Sessions, Inc.		Unit Price	Extension	Unit Price	Extension
		Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up				
	Glaesel								
	Scheri & Roth								
	William & Lewis								
	Ludwig				-10%				
	Musser								
	Powell								
	Sonare								
	Wm. S. Haynes								
	Eastman Strings								
	Andreas Eastman Winds								
	Miyazawa								
	Sankyo								
	Hamming								
	Yamaha		-10%						
	Trevor James								
	Amadeus								
	Artley								
	Blessing								
	Fox								
	Olds								
	Getzen		-10%						
	Gemeinherdt								
	Kellwerth								
	Schreiber								
	Dynasty								
	Eastman								
	Pearl								
	Jupiter/KHS								
	Fox/Renard								
	Bundy		-10%						
	Yamaha Corp.				-10%				
	M & M Instruments				-20%				
	Alexander				-20%				
	Willson				-10%				
	Weril				-10%				
	Ols				-10%				
	Kansiol				0%				
	St. Petersburg				0%				
	Glaser Bows				0%				
	Whitner				0%				
	Jimbeo				+75%				
	International Violin				-10%				
	Roth-Scherl				-10%				



THE SCHOOL BOARD OF BROWARD COUNTY, FL

BID TABULATION SHEET

Description	Music Tech Studios, Inc.		Summer Arts Sessions, Inc.		Unit Price	Extension	Unit Price	Extension
	Hourly Rate	Disc/Mark-Up	Hourly Rate	Disc/Mark-Up				
Metropolitan Music								
Concord Int. Corp.								
Remo				-10.00%				
International Strings				-10.00%				
M & M Distributors				0%				

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FINANCIAL ANALYSIS WORKSHEET

BUYER/PA: KEITH ROBERTS Preparation Date: 2/26/14  
BID # 14-053N Recommended Award Amount: \$1,500,000  
BID TITLE: MUSICAL INSTRUMENT REPAIR

CURRENT BID #: 28-016H  
Award Period: 7/1/2007 - 6/30/2012  
Original Award Amount: \$ 1,495,000

ACT 207-3 REPORT:  
Report Date: 2/26/14  
Number of Purchase Orders: N/A  
Amount of MSA Purchase Orders: \$ N/A  
Amount of SAP Purchase Orders: \$ 2499,823  
Invoiced-to-Date Amount: \$ 2131,173  
Average Monthly Expenditure: \$ 30,862

PREVIOUS BID #:  
Award Period:  
Original Award Amount: \$

ACT 207-3 REPORT:  
Report Date:  
Number of Purchase Orders:  
Amount of MSA Purchase Orders: \$  
Amount of SAP Purchase Orders: \$  
Invoiced-to-Date Amount: \$  
Average Monthly Expenditure: \$

Justification for Proposed Award Amount: BASED ON PREVIOUS SPENDING  
RECOMMEND AWARD OF CONTRACT \$ 1,500,000

Notes/Comments: CURRENT BID / CONTRACT IS ON A MONTH TO MONTH