

## Action Item

### Subject:

Proviso East and Proviso West Band Instruments Bid

### Administration's Analysis:

The District solicited bids for band instruments for both Proviso East and Proviso West High Schools. There was a purchase of new band instruments during FY17. This is a continuation of the plan to repair or replace some of the instruments for a more conducive and competitive marching band. These instruments will offer our students the opportunity to play with quality units. This purchase will also assist in preparing our students for college auditions to qualify for scholarships. Band participation has increased at Proviso East and Proviso West.

The bid notice was published in the *Chicago Tribune*, the document was posted to the District's website, and the bid was emailed to the following seven vendors:

- Music & Arts Corp
- Nick Rail Music
- PM Music Center
- Sam Ash Music
- Universal Melody
- Washington Music Center
- Woodwind & Brasswind

Five vendors submitted a bid:

Universal Melody Services	\$77,748 (partial bid)
Music & Arts Corp	\$94,923
PM Music Center	\$95,392 (partial bid)
Sam Ash Music	\$99,386
Nick Rail Music	\$99,406
Washington Music Center	\$98,118
Woodwind & Brasswind	\$129,504 (partial bid)

From the list of instruments quoted, the selection of instruments will be made by the band directors to align the purchase with their budgeted amount of \$25,000 each, for a total of \$50,000. The items selected for purchase includes: Euphoniums, trombones, trumpets, piccolos, and tubas, sousaphones, Zildjian crash cymbals, and a saxophone.

**Statute, Administrative Policy or Board Rules Statement:**

All contracts for supplies, materials, or work involving expenditures in excess of \$25,000 shall be made in accordance with the State law bidding procedure, unless specifically exempted, 105, ILCS 5/10-20.21.

**Implementation Plan:**

Band instruments that are beyond repair, will be included on the next surplus list. All instruments are inventoried and stored securely in a locked storage room with limited access.

**Administration's Recommendation:**

That the Board of Education of Proviso Township High Schools District 209 accepts the Superintendent's recommendation to award the bid to Music & Arts Corporation for the purchase of band instruments in an amount not to exceed \$94,923.

**BID FORM**

Qty	Description	Cost Each	Total Cost
4	King 2350 Series Sousaphone w/case <i>2350w Lacquer finish</i>	<u>4856.35</u>	<u>19425.40</u>
10	King K30 Series Marching Bb Euphonium K30SP Silver	<u>2104.70</u>	<u>21047.00</u>
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM)	<u>5826.10</u>	<u>11652.20</u>
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA)	<u>5569.00</u>	<u>11138.00</u>
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	<u>6132.30</u>	<u>6132.30</u>
1	Musser M-50 Xylophone	<u>2432.00</u>	<u>2432.00</u>
1	Musser M-75 3 Octave Vibraphone	<u>4405.00</u>	<u>4405.00</u>
4	Zildjian Stadium Medium Crash Cymbal Pair 20" A0485	<u>375.00</u>	<u>1500.00</u>
4	Trombones (Jupiter JTB1100 - Silver) JTB1100S	<u>900.00</u>	<u>3600.00</u>
4	Getzen 700SP Trumpets (Silver)	<u>816.00</u>	<u>3264.00</u>
2	Piccolos (Jupiter JPC-305) JPC1010 (305S)	<u>426.50</u>	<u>853.00</u>
2	Yamaha YBB-321WC Series 4-valve 4/4 BBb Tuba (Silver) YBB321SWC	<u>4737.15</u>	<u>9474.30</u>


TOTAL COST FOR ALL INSTRUMENTS

\$ 94923.20

*UNIT PRICES SHOWN*

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Music & Arts  
 Firm Name 5295 Westview Dr. Ste 300  
Frederick, MD 21703  
 Address (301)620-4040

  
 Contact's Signature  
Lou Luzzi  
 Print Contact Name

Proviso Township High School District 209 - Band Instruments Bid, FY17

City, State, Zip Code	Title
Telephone Number	Date
Email Address	

*Instrumental Bid Specialist*

*9/15/17*

*bids@musicarts.com*

If NO BID is your response, please see  
COURTESY NO BID Response Questionnaire


**BID FORM**

Qty	Description	Cost Each	Total Cost
4	King 2350 Series Sousaphone w/case	<u>4855.00</u>	<u>19420.00</u>
10	King K30 Series Marching Bb Euphonium K30SP Silver	<u>2104.00</u>	<u>21040.00</u>
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM)	<u>5824.00</u>	<u>11648.00</u>
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA)	<u>5566.00</u>	<u>11132.00</u>
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	<u>6130.00</u>	<u>6130.00</u>
1	Musser M-50 Xylophone	<u>2245.00</u>	<u>2245.00</u>
1	Musser M-75 3 Octave Vibraphone	<u>4609.00</u>	<u>4609.00</u>
4	Zildjian Stadium Medium Crash Cymbal Pair 20"	<u>381.00</u>	<u>1524.00</u>
4	Trombones (Jupiter JTB1100 - Silver)	<u>900.00</u>	<u>3600.00</u>
4	Getzen 700SP Trumpets (Silver)	<u>1535.00</u>	<u>6140.00</u>
2	Piccolos (Jupiter <del>JPC-305</del> JPL1010)	<u>428.00</u>	<u>856.00</u>
2	Yamaha YBB-321WC Series 4-valve 4/4 BBb Tuba (Silver)	<u>4737.00</u>	<u>9474.00</u>

TOTAL COST FOR ALL INSTRUMENTS \$ 98118.00

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

**Washington Music Center**  
**11151 Veirs Mill Road**  
 Firm Name **Wheaton, MD 20902**  
**301-946-8808**  
**301-946-0487 fax**  
 Address **bids@chucklevins.com**

  
 Contact's Signature  
**John Przygocki**  
 Print Contact Name

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Washington Music Center	<i>BID REP</i>
City, State, Zip Code 1151 Veirs Mill Road	Title
Wheaton, MD 20902	<i>9/14/17</i>
301-946-8808	Date
Telephone Number 301-946-0487 fax	
bids@chucklevins.com	
Email Address	

If NO BID is your response, please see  
COURTESY NO BID Response Questionnaire

**BID FORM**

<u>Qty</u>	<u>Description</u>	<u>Cost Each</u>	<u>Total Cost</u>
4	King 2350 Series Sousaphone w/case	<u>5147.95</u>	<u>20591.80</u>
10	King K30 Series Marching Bb Euphonium K30SP Silver	<u>2425.95</u>	<u>24259.50</u>
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM)	<u>6537.95</u>	<u>13075.90</u>
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA)	<u>no bid</u>	<u>no bid</u>
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	<u>6878.95</u>	<u>13757.90</u>
1	Musser M-50 Xylophone	<u>2660.95</u>	<u>2660.95</u>
1	Musser M-75 3 Octave Vibraphone	<u>4688.95</u>	<u>4688.95</u>
4	Zildjian Stadium Medium Crash Cymbal Pair 20"	<u>529.95</u>	<u>2119.80</u>
4	Trombones (Jupiter JTB1100 - Silver)	<u>889.95</u>	<u>3559.80</u>
4	Getzen 700SP Trumpets (Silver)	<u>no bid</u>	<u>no bid</u>
2	Piccolos (Jupiter JPC-305)	<u>557.95</u>	<u>1115.90</u>
2	Yamaha YBB-321WC Series 4-valve 4/4 BBb Tuba (Silver)	<u>4780.95</u>	<u>9561.90</u>

TOTAL COST FOR ALL INSTRUMENTS \$ 95392.40

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

PM Music Center  
Firm Name

Eric Downs  
Contact's Signature

4411 Fox Valley Center Dr.  
Address

Eric Downs  
Print Contact Name

Aurora, IL 60504 Purchasing Manager  
City, State, Zip Code Title  
630-978-9927 9/20/17  
Telephone Number Date  
buyer@pmmusiccenter.com  
Email Address

If NO BID is your response, please see  
COURTESY NO BID Response Questionnaire



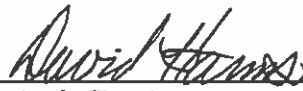
**BID FORM**

<u>Qty</u>	<u>Description</u>	<u>Cost Each</u>	<u>Total Cost</u>	<u>ETA</u>
4	King 2350 Series Sousaphone w/case	\$5179.00	\$20,716.00	30-60 DAYS
10	King K30 Series Marching Bb Euphonium K30SP Silver	\$2245.00	\$22,450.00	30-60 DAYS
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM)	\$6215.00	\$12,430.00	60-90 DAYS
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA) <del>DISCONTINUED</del>	\$5435.00	\$10,870.00	10-30 DAYS
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	_____	\$6540.00	90-120 DAYS
1	Musser M-50 Xylophone	_____	\$2525.00	30-60 DAYS
1	Musser M-75 3 Octave Vibraphone	_____	\$4575.00	30-60 DAYS
4	Zildjian Stadium Medium Crash Cymbal Pair 20" <del>A0485</del>	\$365.00	\$1460.00	10-30 DAYS
4	Trombones (Jupiter <del>JB1100</del> - Silver) <del>JB1100S</del>	\$930.00	\$3720.00	10-30 DAYS
4	<del>SEE ATTACHED SPEC SHEET</del> Getzen 700CP Trumpets (Silver) <del>2055S</del> <del>GING SILVER FLAIR</del>	\$775.00	\$3100.00	30-60 DAYS
2	Piccolos (Jupiter <del>JPC-305</del> <del>JPC1010 (NEW MODEL)</del> )	\$445.00	\$890.00	10-30 DAYS
2	Yamaha <del>YBB-321WG</del> Series 4-valve 4/4 BBb Tuba (Silver) <del>YBB-321GWC</del>	\$5065.00	\$10,130.00	30-60 DAYS

TOTAL COST FOR ALL INSTRUMENTS \$ 99,406.00

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Nick Rail Music  
 Firm Name  
2801 De la Vina St.  
 Address

  
 Contact's Signature  
David Harms  
 Print Contact Name

Proviso Township High School District 209 - Band Instruments Bid, FY17

Santa Barbara, CA 93105

City, State, Zip Code

National School Sales Manager

Title

800-649-5354

Telephone Number

9/19/2017

Date

lucky@nickrailmusic.com

Email Address

If NO BID is your response, please see  
COURTESY NO BID Response Questionnaire

**BID FORM**

<u>Qty</u>	<u>Description</u>	<u>Cost Each</u>	<u>Total Cost</u>
4	King 2350 Series Sousaphone w/case <b>Available after December 2017</b>	<u>5,250.00</u>	<u>21,000.00</u>
10	King K30 Series Marching Bb Euphonium K30SP Silver <b>Available after April 2019 - on back order</b>	<u>2,093.00</u>	<u>20,930.00</u>
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM) <b>62JHA is discontinued. Bid for 62J</b>	<u>6,298.00</u>	<u>12,596.00</u>
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA)	<u>5,510.00</u>	<u>11,020.00</u>
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	<u>6,630.00</u>	<u>6,630.00</u>
1	Musser M-50 Xylophone <b>Available after January 2018</b>	<u>2,570.00</u>	<u>2,570.00</u>
1	Musser M-75 3 Octave Vibraphone	<u>4,640.00</u>	<u>4,640.00</u>
4	Zildjian Stadium Medium Crash Cymbal Pair 20"	<u>359.00</u>	<u>1,436.00</u>
4	Trombones (Jupiter JTB1100 - Silver)	<u>830.00</u>	<u>3,320.00</u>
4	Getzen 700SP Trumpets (Silver) This is a custom order item- ARO is 6 months	<u>1,180.00</u>	<u>4,720.00</u>
2	Piccolos (Jupiter JPC-305)	<u>490.00</u>	<u>980.00</u>
2	Yamaha YBB-321WC Series 4-valve 4/4 BBb Tuba (Silver) Available after December 2017	<u>4,772.00</u>	<u>9,544.00</u>

TOTAL COST FOR ALL INSTRUMENTS \$ 99,386.00

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Sam Ash Illinois Megastores, LLC  
Firm Name

  
Contact's Signature

1305 West Dundee Road  
Address

Ellen Goodman  
Print Contact Name

Proviso Township High School District 209 - Band Instruments Bid, FY17

<u>Buffalo Grove, IL 60089</u>	<u>Educational Sales Manager</u>
City, State, Zip Code	Title
<u>847-253-3161</u>	<u>09/21/17</u>
Telephone Number	Date
<u>samashed@samashmusic.com</u>	
Email Address	

If NO BID is your response, please see  
COURTESY NO BID Response Questionnaire

**BID FORM**

Qty	Description	Cost Each	Total Cost
4	King 2350 Series Sousaphone w/case	<del>5590.00</del> <u>6525.00</u>	<del>2236.00 (LACQUER)</del> <u>26100.00 (SILVER)</u>
10	King K30 Series Marching Bb Euphonium K30SP Silver	<u>2377.00</u>	<u>23770.00</u>
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM)	<u>6638.00</u>	<u>13276.00</u>
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA)	<u>6160.00</u>	<u>12320.00</u>
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	<u>6980.00</u>	<u>6980.00</u>
1	Musser M-50 Xylophone	<u>3490.00</u>	<u>3490.00</u>
1	Musser M-75 3 Octave Vibraphone	<u>4690.00</u>	<u>4690.00</u>
4	Zildjian Stadium Medium Crash Cymbal Pair 20"	<u>367.00</u>	<u>1468.00</u>
4	Trombones (Jupiter JTB1100 - Silver)	<u>918.00</u>	<u>3672.00</u>
4	Getzen 700SP Trumpets (Silver)	<u>NO</u>	<u>810</u>
2	Piccolos (Jupiter JPC-305)	<u>464.00</u>	<u>928.00</u>
2	Yamaha YBB-321WC Series 4-valve 4/4 BBb Tuba (Silver) <u>YBB3215WC</u>	<u>5225.00</u>	<u>10450.00</u>

TOTAL COST FOR ALL INSTRUMENTS

\$ 129,504.00

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Woodwind & Brasswind, Inc.  
 PO BOX 7479  
 Westlake Village, CA 91359-7479  
 800-346-4448  
 800-266-5962(FAX) www.wwbw.com

\_\_\_\_\_  
 Contact's Signature

Gregory Spretnjak

\_\_\_\_\_  
 Print Contact Name

OUR BID # 6509212017107

PO BOX 7479  
 Westlake Village, CA 91359  
 Phone: 800.346.4448 | Fax: 800.266.5962

Prepared By Greg Spretnjak  
 Email gspretnjak@wwbw.com

Opportunity Name GS09212017107  
 Created Date 9/21/2017  
 Expiration Date 12/31/2017

Account Name	PROVISO TOWNSHIP HIGH SCHOOL DIST 209	Ship To Name	PROVISO TOWNSHIP HIGH SCHOOL DIST 209
Bill To Name	PROVISO TOWNSHIP HIGH SCHOOL DIST 209	Ship To	8601 W ROOSEVELT RD FOREST PARK, IL 60130-2532
Bill To	8601 W ROOSEVELT RD FOREST PARK, IL 60130-2532		

Product Code	Brand	Product	Line Item Description	Sales Price	Quantity	Total Price
468333000968000	King	King 2350 Series Brass BBb Sousaphone 2350W Lacquer With Case	Quoting Lacquer	\$5,590.00	4.00	\$22,360.00
468333000969000	King	King 2350 Series Brass BBb Sousaphone 2350WSP Silver With Case	Also quoting silver	\$6,525.00	4.00	\$26,100.00
J19987000002000	King	K30 Series Marching Bb Euphonium Regular K30SP Silver		\$2,377.00	10.00	\$23,770.00
H73246000004000	Selmer Paris	Series III Model 53 Jubilee Edition Soprano Saxophone Regular Matte Lacquer (53JM)		\$6,638.00	2.00	\$13,276.00
H73247000001000	Selmer Paris	Series III Model 62 Jubilee Edition Alto Saxophone Regular 62JHA - Lacquer with Harmonic Mechanism		\$6,160.00	2.00	\$12,320.00
H73245000004000	Selmer Paris	Series III Model 64 Jubilee Edition Tenor Saxophone Regular 64JBL - Black Lacquer		\$6,980.00	1.00	\$6,980.00
4701660000000000	Musser	Musser M-50 Xylophone		\$3,490.00	1.00	\$3,490.00
4701850000000000	Musser	Musser M-75 Century 3 Octave Vibe		\$4,690.00	1.00	\$4,690.00
471212000907000	Zildjian	Zildjian Stadium Medium Cymbal Pair 20 in.		\$367.00	4.00	\$1,468.00
GS09212017107-001	Jupiter	JTB1100 Performance Series Trombone Silver		\$918.00	4.00	\$3,672.00
4602010000000000	Jupiter	JPC1010 Piccolo Regular	New model replaces JPC305	\$464.00	2.00	\$928.00
483649000994000	Yamaha	YBB-321WC Series 4-Valve 4/4 BBb Tuba Regular Silver		\$5,225.00	2.00	\$10,450.00

Subtotal \$129,504.00

Have you registered for the Educator Website?  
 See your discounts and shop 24/7!  
 Visit [WWBW.com/Register](http://WWBW.com/Register)

The following states have sales tax added to final purchase price:

CA, TX, MD, UT, IN, and MO, based upon the tax rate for the location.

Grand Total \$129,504.00

Terms and Conditions


**BID FORM**

<u>Qty</u>	<u>Description</u>	<u>Cost Each</u>	<u>Total Cost</u>
4	King 2350 Series Sousaphone w/case <small>Item No. 2350W has a lacquer finish, not silver.</small>	\$5,093.00	\$20,372.00
10	King K30 Series Marching Bb Euphonium K30SP Silver	\$2,207.00	\$20,070.00
2	Selmer Paris Series III Model 53 Jubilee Edition Soprano Saxophone Matte Lacquer (53JM)	\$6,109.00	\$12,218.00
2	Selmer Paris Series III Model 62 Jubilee Edition Alto Saxophone with Harmonic Mechanism (62JHA)	\$5,839.00	\$11,678.00
1	Selmer Paris Series III Model 64 Jubilee Edition Tenor Saxophone Black Lacquer (64JBL)	\$6,430.00	\$6,430.00
1	Musser M-50 Xylophone	\$2,486.00	\$2,483.00
1	Musser M-75 3 Octave Vibraphone	\$4,497.00	\$4,497.00
4	Zildjian Stadium Medium Crash Cymbal Pair 20"	No bid	
4	Trombones (Jupiter JTB1100 - Silver)	No bid	
4	Getzen 700SP Trumpets (Silver)	No bid	
2	Piccolos (Jupiter JPC-305)	No bid	
2	Yamaha YBB-321WC Series 4-valve 4/4 BBb Tuba (Silver)	No bid	

TOTAL COST FOR ALL INSTRUMENTS \$ 77,748.00

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 90 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Universal Melody Services  
 \_\_\_\_\_  
 Firm Name  
 8605 John W. Carpenter Freeway  
 \_\_\_\_\_  
 Address

  
 \_\_\_\_\_  
 Contact's Signature  
 Chris Warnick  
 \_\_\_\_\_  
 Print Contact Name

Proviso Township High School District 209 - Band Instruments Bid, FY17

Dallas, TX 75247	Educational Sales Administrator
City, State, Zip Code	Title
800.637.8966	9.14.17
Telephone Number	Date
chriswarnick@universalmelody.com	
Email Address	

If NO BID is your response, please see  
COURTESY NO BID Response Questionnaire