

REGION ONE EDUCATION SERVICE CENTER
REGION ONE PURCHASING COOPERATIVE
MUSIC AND THEATER - EQUIPMENT, SUPPLIES AND REPAIR
REQUEST FOR PROPOSAL 12-09-04 EXTENSION 2 OF 2
TABULATION

Vendor	Catalog Discount	Sales Flyer Discount	On-Line Discount	Shelf Price Discount	Price List Discount	Shipping and Handling	Recommendation	
American Band Accessories North Las Vegas, NV	0%	0%	0%	0%	0%	see special conditions	All Vendors	
Antonio Strad Violin San Antonio, TX	up to 45%		up to 45%		up to 45%	see special conditions		
Black and Pink Dance Supply Broken Arrow, OK	25%		25%			see special conditions		
Brook Mays Music Dallas, TX	0%*	0%*	0%*	0%*		see special conditions		
Costume Holiday House Fremont, OH			10%*			see special conditions		
Eldridge Publishing Company Tallahassee, FL	0%	0%	0%	0%	0%	see special conditions		
Interstate Music Supply New Berlin, WI	0%*					see special conditions		
Jack York Unit Set Construction, McAllen, TX	0%	0%	0%	0%	0%	see special conditions		
Jarvis Industries Spring, TX	10%					see special conditions		
J.W. Pepper and Son, Inc. Richland Hills, TX	0%	0%	0%	0%	0%	see special conditions		
Lone Star Percussion Dallas, TX	0%		0%	0%	0%	see special conditions		
Mariachi Connection, Inc. San Antonio, TX	10%	0%	10%	10%	10%	see special conditions		
Melhart Music Center McAllen, TX					20-40%	see special conditions		
Mobile Relays Partners Ltd. McAllen, TX	10%			10%	10%	see special conditions		
Music in Motion Plano, TX	6%		6%			see special conditions		
National Educational Music Co. Mountainside, NJ	20-50%					see special conditions		
Norcostco, Inc. Dallas, TX	varies	varies	varies			see special conditions		
PALCO Specialties, Inc. Castroville, TX	varies	varies	varies			see special conditions		
Pender's Music Co. Denton, TX	0%	0%	0%	0%		see special conditions		
Peripole Salem, OR	20%					see special conditions		
Pioneer Drama Service, Inc. Englewood, CO	0%					see special conditions		
RBC Music Co., Inc. San Antonio, TX	0%	0%	0%	0%	0%	see special conditions		
Sam Ash Quikship Corp. Tampa, FL	varies				varies	see special conditions		
Shar Products Co. Ann Arbor, MI	10%	0%				see special conditions		
Sign Depot Pharr, TX	0%					see special conditions		
Stage Accents Northvale, NJ	0%	0%	0%	0%	0%	see special conditions		
Stage Technology, Inc. Minneapolis, MN	Merged with Norcostco, Inc.							
StageRight Corp. Clare, MI	5%					see special conditions		
Taylor Music, Inc. Aberdeen, SD	0%*		0%*			see special conditions		
Team Go Figure Garland, TX	0%		0%			see special conditions		
Tempest Musical Instruments, San Antonio, TX	10%	0%	10%		10%	see special conditions		
Texas Band and Orchestra McAllen, TX	0%*		0%*			see special conditions		
Texas Scenic Co., Inc. San Antonio, TX	0%	0%	0%	0%	0%	09-		
Tote Unlimited Fort Worth, TX	0%		0%			see special conditions		
Tuba Exchange Durham, NC	0%	0%	0%	0%	0%	see special conditions		
Unit Sets Unlimited Brownwood, TX	0%*					see special conditions		

Vendor	Catalog Discount	Sales Flyer Discount	On-Line Discount	Shelf Price Discount	Price List Discount	Shipping and Handling	Recommendation
Washington Music Center Wheaton, MD	0-60%					see special conditions	All Vendors
Wenger Corporation Owatonna, MN	5%	<i>promotional price only</i>	5%			see special conditions	
The Woodwind and Brasswind, South Bend, IN	3%	0%	3%	0%	0%	see special conditions	

SPECIAL CONDITIONS

AMERICAN BAND ACCESSORIES

- *Shipping will be added to all orders as per chart in catalog
- *Custom made and personal wear items are non returnable and nonexchangeable
- *Other items must be returned within 30 days for credit

ANTONIO STRAD VIOLIN

- *All sales final
- *Warranty - 1 year from date of purchase
- *Vendor Reference Number RFQ 120904

BLACK AND PINK DANCE SUPPLY

- *Shipping and handling dependent on weight
- *No returns on custom garments

BROOK MAYS MUSIC

- *Prices are already discounted 20-50% off MSRP
- *Returns must be in original packaging within 30 days

COSTUME HOLIDAY HOUSE

- *10% off over 1 dozen per item
- *Shipping and handling charged appropriate rate per dollar value
- *Rental costumes have a \$6.00 per box handling fee
- *Returns up to 7 days after receipt
- *10% re-stocking fee

ELDRIDGE PUBLISHING

- *All sales final
- *Shipping fees for material costs only, not royalties
- *Orders handled promptly and shipped via 1st class mail or ground service
- *Standard (4-8 days): Material total up to \$10.00, add \$4.95; \$10.01-\$50, \$7.95; \$50.01-\$100.00, \$10.95; \$100.01-\$200.00, \$13.95; \$200.01-\$300.00, \$16.95; \$301.01+, \$19.95
- *Rush! (2-3 days): Material total up to \$10.00, add \$14.95; \$10.01-\$50, \$17.95; \$50.01-\$100.00, \$20.95; \$100.01-\$200.00, \$23.95; \$200.01-\$300.00, \$26.95; \$301.01+, \$29.95
- *Orders are shipped out the next business day; delivery times are estimated by the carriers and are not guaranteed by us

Casico Interstate Music dba INTERSTATE MUSIC

- *Catalog prices are already discounted up to 75% from MSRP
- *Discounted prices are printed in red
- *Prices include delivery via standard carriers to common delivery on-site locations for orders totaling \$100.00 or more per PO
- *Actual shipping charges added to invoice for orders totalling less than \$100
- *Oversized items and those requiring truck carrier may incur additional shipping charges
- *Delivery is 30-60 days ARO unless otherwise specified
- *Orders paid with credit card are subject to a 3% service fee
- *Claims for shipping damage and/or shortages must be made within 5 days of delivery receipt
- *Returns for warranty issues or vendor error requires preauthorization; all other returns require preauthorization at the sole discretion of vendor and may incur restock charges
- *School Catalog - Bid Edition <http://www.interstatemusic.com/bidcatalog> - Password: **90ip**
- *Vendor Reference Number R1ESCTX120904catext_110714TX

JACK YORK UNIT SET CONSTRUCTION

- *Freight included for RGV orders
- *Return accepted for defective construction

JARVIS INDUSTRIES

- *Shipping and handling - prepaid and add
- *Return policy - within 30 days

J.W. PEPPER AND SON

- *100% return guarantee with no restocking fee
- *Ground Service: \$0 -\$9.99, \$4.99; \$10.00-\$24.99, \$6.99; \$25.00-\$49.99, \$7.99; \$50.00-\$199.99, \$9.99; \$100.00-\$249.99, \$13.99; \$250.00-\$499.99, \$18.99; \$500-\$999.99, \$25.99; \$1,000+, \$36.99
- *Priority Service: \$0 -\$9.99, \$7.99; \$10.00-\$24.99, \$9.99; \$25.00-\$49.99, \$12.99; \$50.00-\$199.99, \$16.99; \$100.00-\$249.99, \$20.99; \$250.00-\$499.99, \$25.99; \$500-\$999.99, \$43.99; \$1,000+, call
- *2nd Day Air Service: \$0 -\$9.99, \$12.99; \$10.00-\$24.99, \$15.99; \$25.00-\$49.99, \$17.99; \$50.00-\$199.99, \$19.99; \$100.00-\$249.99, \$24.99; \$250.00-\$499.99, call; \$500-\$999.99, call; \$1,000+, call
- *Next Day Air Service: \$0 -\$9.99, \$25.99; \$10.00-\$27.99, \$15.99; \$25.00-\$49.99, \$32.99; \$50.00-\$199.99, \$34.99; \$100.00-\$249.99, call; \$250.00-\$499.99, call; \$500-\$999.99, call; \$1,000+, call

LONE STAR PERCUSSION

*Standard UPS rates apply

*Returns should be shipped prepaid up to 30 days from the shipping date - call 866-792-0143 for Return Authorization Number

THE MARIACHI CONNECTION

*UPS Ground Rates based on weight, dimensions, zip code and value

*Return incorrect or defective merchandise within 7 days of arrival for store credit - 20% restocking after 7 days

MELHART MUSIC CENTER

*20-40% off catalog price of 'Big' catalog

*Returns ok with prior approval

MOBILE RELAYS PARTNERS

*Shipping charges only on special order items

*Returns - 30 days, must have original package

MUSIC IN MOTION

*Shipping and handling charges are based on 'Order Total'

*Free shipping and handling for Prepaid Orders over \$250.00 - does not include heavier or oversized instruments and/or equipment

*Regular Service: \$0 - \$40.00, \$7.95; \$40.01 - \$60.00, \$8.95; \$60.01 - \$80.00, \$9.95; \$80.01 - \$100.00, \$10.95; \$100.01 - \$500.00, 10%; Over \$500.00, 8%

*2-Day Rush Service: \$0 - \$40.00, \$17.95; \$40.01 - \$60.00, \$18.95; \$60.01 - \$80.00, \$19.95; \$80.01 - \$100.00, \$20.95; \$100.01 - \$500.00, 18%; Over \$500.00, 16%

*Next Day Rush Service: \$0 - \$40.00, \$27.95; \$40.01 - \$60.00, \$28.95; \$60.01 - \$80.00, \$29.95; \$80.01 - \$100.00, \$30.95; \$100.01 - \$500.00, 28%; Over \$500.00, 25%

*Vendor Reference Number - MIM Bid #2292

*Return any merchandise UPS or insured mail within 30 days for a prompt exchange or refund; after 30 days may be subject to a restocking fee

*Annual gift certificate equal to 6% of the total district purchases for the year if volume exceeds \$5,000 excluding shipping charges

NATIONAL EDUCATIONAL MUSIC COMPANY

*Catalog items marked "NEMC" price, have already been discounted - shipping is extra

*Catalog items marked "MAP" will be discounted 20-50% dependent on manufacture and model, shipping extra, "B" discounts may not be applied toward bid price

*Catalog items marked "CALL" will be discounted 20-50% dependent on manufacture and model, shipping extra, "C" discounts may not be applied toward bid price

*Catalog items marked "MSP" will be discounted 0-50% dependent on manufacture and model, shipping extra, "D" discounts may not be applied toward bid price

NORCOSTCO

*Shipping is added to all orders; call in advance for estimates

*Current pricing and discounts available at <http://www.norcostco.com>; discounts are based on dollar volume per order

PALCO Specialties

*Price lists reflect school discounts, 3% quantity discounts for 3 or more sets ordered

*Freight is by company truck, \$0.90 per loaded mile zip code 78009 to delivery zip code

*5 to 10 year limited warranty on materials and workmanship depending on item; warranty covers repair or exchange of item

PENDERS MUSIC

*Normal UPS or US Mail rates apply to all shipments, shipping charges will be prepaid and added to each invoice

*Sheet music is sent on a definite order unless pre-arranged in advance

PERIPOLE

*Shipping costs to be prepaid and added to all invoices

*Shipping costs vary from \$7.95 minimum charge for orders less than \$80.00, and from 7% to 10% on larger orders

*Peripole-Bergerault Compact Orff instruments, tables and stands @ net price, plus shipping

*Peripole-Bergerault Orff instruments, tables and stands @ 15% discounted price, plus shipping

*Peripole-Bergerault Synthetic Bar Orff xylophones, and synthetic contra bass bars @ 10% discounted price, plus shipping

*PB6000 and PB6001 Peripole soprano angel halo recorders @ net price each, plus shipping; PB6250 Alto recorder @ net price, plus shipping

*PB6101 @ \$2.15, plus shipping; PB6103 @ \$3.95, plus shipping

* ★ Starred items are already discounted, and are to be net prices, plus shipping

*Shipping costs to be added to all invoices - shipping costs vary from \$7.95 minimum charge for orders less than \$80.00, and from 7% to 10% on larger orders

*Shipping Charges: Orders up to \$70.99, \$7.95; \$80.00 to \$199.99, \$10% of order total; \$200.00 to \$499.99, 9% of order total; \$500.00 to \$999.99, 8% of total order; \$1,000 or more, 7% of order total

*Oversized shipping fee may be added to all invoices for oversized instruments, if applicable

PIONEER DRAMA SERVICE

*20% restock fee on any unauthorized return

RBC MUSIC

*Standard UPS or USPS rate prepaid and added to invoice

*Standard stock items returnable within 30 days of purchase; special order items not returnable

SAM ASH QUIKSHIP

*Discounts up to 71%

*Vendor Reference Number 12-09-04

SHAR PRODUCTS

*Free shipping on orders over \$50.00; actual freight on orders under \$50.00

*20% off sheet music list price; 35% off Suzuki materials list price

*Returns of unwanted items within 30 days

*Vendor Reference Number 12-09-04

THE SIGN DEPOT

*Shipping via company truck

STAGE ACCENTS

- *Free freight for standard ground shipping
- *Stock merchandise returnable within 30 days

STAGE TECHNOLOGY

- *See Norcostco, Inc.

STAGERIGHT

- *15% restocking fee and return freight charges

TAYLOR MUSIC

- *Free shipping on orders over \$75.00, excludes cases, Jarvis, director showcase and Sherrard furniture
- *Prices already discounted 0-60% in catalog
- *30 day return or exchange, restocking fee may apply on special order/custom items
- *Vendor Reference Number 12-09-04-MM

TEAM GO FIGURE

- *\$10 minimum; 3% of invoice
- *Team Go Figures wholesales for manufacturers that are not in our catalog, quotes for these products are done on a requested basis
- *Custom or special made/ordered items are not returnable
- *Returns and exchanges for instock items are no charge if sent back within 15 days
- *Returns past 15 days and some other items may be returned, but subject to a 15% re-stocking charge
- *Vendor Reference Number R1 120904

TEMPEST MUSICAL INSTRUMENTS

- *FOB Destination

TEXAS BAND AND ORCHESTRA

- *Prices already discounted 0-60% in catalog
- *Definitely return for exchange any item that may have a manufacturers defect

TEXAS SCENIC

- *Prepaid and add
- *Custom goods and installation projects will be FOB Destination
- *Boxed good orders are prepaid and ship unless a price quotation is requested with shipping charges
- *25% restocking fee applied to stock orders
- *All shipping charges paid by customer
- *Custom and/or special order items are non-returnable

TOTE UNLIMITED

- *Shipping and handling prepaid added to invoice - UPS Ground Rates
- *Return - 15 days in original packaging

THE TUBA EXCHANGE

- *21 day trial period from ship date; customer responsible for shipping in the event of a return
- *Payments - net 15 days

UNIT SETS UNLIMITED

- *Free shipping on complete set orders
- *Discounts available for multiple set orders

WASHINGTON MUSIC SALES CENTER

- *All orders over \$75 include free shipping; all other orders standard rates apply
- *Returns allowed within 30 days of receipt of request - original carton and packing is necessary to avoid restocking fee - not responsible for return freight charges

WENGER CORPORATION

- *Call for exact shipping charges - based on weight, destination and combination of products being ordered
- *10-50% restock plus return freight charges
- *Pricing based on current published catalog price

THE WOODWIND AND BRASSWIND

- *Free shipping on standard shipping on standard product
- *Oversized or truck freight shipment - email for discount
- *Pricing applies to the Lyons Music Catalog also
- *Instrument and equipment repairs are limited - on site repairs not available
- *Reference "% Catalog" when ordering
- *Returns accepted with reasonable period - 60 days; call for return authorization number