



**WEST ORANGE-COVE CONSOLIDATED INDEPENDENT  
SCHOOL DISTRICT  
PO BOX 1107  
ORANGE, TEXAS 77630**

Date: June 25, 2012  
To: Board of Trustees  
From: Mr. James Colbert  
Subject: RECOMMENDATION TO APPROVE PROPOSAL FOR MUSIC AND  
MUSIC RELATED MATERIALS

Proposals were opened May 22, 2012 for Music and Music Related Materials. The Purchasing Department mailed fourteen invitations for proposals and received twelve responses. The proposal tabulation is attached for your review.

**ACCELERANDO MUSIC SERVICE  
CASCIO INTERSTATE MUSIC  
JW PEPPER AND SON, INC  
NAT'L EDUCATIONAL MUSIC CO  
PENDER'S MUSIC CO  
RBC MUSIC CO., INC  
RHYTHM BAND INSTRUMENTS**

**SHAR PRODUCTS CO  
SOUTHERN MUSIC CO.  
SOUTHWEST STRINGS  
STAGERIGHT CORPORATION  
SUZUKI CORPORATION  
SWICEGOOD MUSIC CO.  
TAYLOR MUSIC INC.**

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It is recommended that the Board award a multi-vendor contract for Music and Music Related Materials at the prices submitted.

Respectfully Submitted:

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James Colbert  
Superintendent

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Melinda James  
Business Manager

WEST ORANGE COVE C.I.S.D.  
P.O. BOX 1107  
ORANGE, TEXAS 77630

PROPOSAL FOR  
MUSIC AND MUSIC RELATED MATERIALS

July 1, 2012 - June 30, 2013

VENDOR	MUSIC % SHELF PRICE	MUSIC RELATED MATERIALS % SHELF PRICE
<b>ACCELERANDO MUSIC</b>	<b>20%</b>	<b>15%</b>
<b>CASCIO INTERSTATE MUSIC</b>	<b>Already discounted up to 70% from MSRP</b>	<b>Already discounted up to 70% from MSRP</b>
<b>JW PEPPER &amp; SON, INC</b>	<b>0%</b>	<b>0%</b>
<b>NAT'L EDUCATIONAL MUSIC CO</b>	<b>Call items- 20-50% Map items-20-50% MSP items-0-50% NEMC-already discounted</b>	<b>Call items- 20-50% Map items- 20-50% MSP items- 0-50% NEMC-already discounted</b>
<b>PENDER'S MUSIC CO</b>	<b>0%</b>	<b>0%</b>
<b>RBC MUSIC CO, INC</b>	<b>0%</b>	<b>0%</b>
<b>RHYTHM BAND INSTRUMENTS</b>	<b>5%</b>	<b>5%</b>
<b>SHAR PRODUCTS CO</b>	<b>20% -free shipping over \$50 (actual freight-under \$50)</b>	<b>10% free shipping over \$50 (actual freight-under \$50)</b>
<b>SOUTHWEST STRINGS</b>	<b>10%</b>	<b>10%</b>
<b>STAGERIGHT CORP</b>	<b>5%</b>	<b>5%</b>
<b>SWICEGOOD MUSIC CO</b>	<b>0%</b>	<b>20%</b>
<b>TAYLOR MUSIC, INC</b>	<b>Already discounted 10-70%</b>	<b>Already discounted 10-70%,</b>