



**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.**

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

Respectfully Submitted:

James Colbert
Superintendent

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