

**Catalog Discount for Fine Arts Supplies  
Bid Tabulation #09-013**

	ABC School Supply	American Ceramic Supply Company	Asel Art Supply	AV Pro, Inc.	The Bandmans Company	Brook Mays Music	Childcraft Education Corp.	The Costume Closet
<b>ART</b>								
Art Supplies - Painting	12%	0-60%	20%				12%	0%
Art Supplies -Paper, Boards	12%		20%				12%	0%
Art Supplies - Matting & Framing			20%					0%
Art Supplies - Drawing & Writing	12%		20%				12%	0%
Art Supplies - Ceramic & Craft	12%	0-60%	20%				12%	0%
Art Supplies - Other	12%	0-60%	20%		2%		12%	0%
<b>Music</b>								
Music Supplies - Sheet					2%			0%
Music Supplies - Primary Grade Instruments	12%				2%	35%	12%	0%
Music Supplies - Small Musical Instruments	12%					35%	12%	0%
Music Supplies - Strings & Accessories					2%	35%		0%
Music Supplies - Resources						0%		0%
Music Supplies - Other	12%				2%	0%	12%	0%

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	ABC School Supply	American Ceramic Supply Company	Asel Art Supply	AV Pro, Inc.	The Bandmans Company	Brook Mays Music	Childcraft Education Corp.	The Costume Closet
<b>Theater Arts</b>								
Theater Arts Supplies - Stage Production Supplies				0%				0%
Theater Arts Supplies - Posters & Prop Supplies								0%
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies					2%			0%
Theater Arts Supplies- Sound & Lighting Supplies				0%	2%			0%
Theater Arts - Play s & Film Supplies								0%
<b>General Discounts</b>								
All Other Discounts	12%	Per Manufacturer	20%		2%		12%	0%
Catalogs/Categories with no discounts	Excludes all drop ship items, playground equipment, sales flyers and internet orders					Website pricing or Music Educator Pocket Price List.	Excludes all factory direct items (indicated with an *), all sales catalogs and internet orders.	
Minimum Order	\$100.00	None		None	\$10.00	None	\$100.00	Rental \$100; None for Purchase
Shipping	In-stock items free shipping for orders over \$100. Free shipping on items shipped by truck on orders over \$750.	Shipping Additional. Call for Shipping.	Free Shipping for orders over \$450. Call for Shipping.	Shipping Additional. Call for Shipping.	Shipping Additional. Call for Shipping.	N/A	In-stock items free shipping for orders over \$100. Free shipping on items shipped by truck on orders over \$750.	Shipping Additional. Call for Shipping.
Reference: Additional information that must appear on each PO	Bid 09-013						Bid 09-013	
Delivery Days	15-30 Days	10-30 Days	14 Days		2-8 Weeks		15-30 Days	2 Weeks
Interlocal Agreement	Y	Y	Y	Y	Y	Y	Y	Y

**XX = Does not meet specifications  
Blank cell = No Bid**

**Present at bid opening:**

Shelley Freeman, MISD Purchasing  
Pam Fennell, MISD Purchasing

**Catalog Discount for Fine Arts Supplies  
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	Dick Blick Company	Harris Costumes	Hearlihy	Houghton Music / Houghton Horns, LLC	Interstate Music	J.W. Pepper and Son, Inc.	Johnny Paul's Music Shop, Inc.	Lakeshore Learning Materials
<b>ART</b>								
Art Supplies - Painting	20%		2%>\$100					5%
Art Supplies -Paper, Boards	20%		2%>\$100	5%				5%
Art Supplies - Matting & Framing	20%		2%>\$100					
Art Supplies - Drawing & Writing	20%		2%>\$100					5%
Art Supplies - Ceramic & Craft	20%		2%>\$100					5%
Art Supplies - Other	20%		2%>\$100					5%
<b>Music</b>								
Music Supplies - Sheet					41% off MSRP on band & orchestra method books published by Hal Leonard, Neil A. Kjos and Alfred. All other music billed at manuf. retail price.	0%		
Music Supplies - Primary Grade Instruments					0%	0%	10%	5%
Music Supplies - Small Musical Instruments		Kaman 35%			0%	0%	10%	5%
Music Supplies - Strings & Accessories		Kaman 35%			0%	0%		
Music Supplies - Resources					0%	0%		5%
Music Supplies - Other					0%	0%		5%

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	Dick Blick Company	Harris Costumes	Hearlihy	Houghton Music / Houghton Horns, LLC	Interstate Music	J.W. Pepper and Son, Inc.	Johnny Paul's Music Shop, Inc.	Lakeshore Learning Materials
<b>Theater Arts</b>								
Theater Arts Supplies - Stage Production Supplies		Call for Pricing						
Theater Arts Supplies - Posters & Prop Supplies		Call for Pricing						\$5.00
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies		Call for Pricing						\$5.00
Theater Arts Supplies- Sound & Lighting Supplies								
Theater Arts - Play s & Film Supplies								
<b>General Discounts</b>								
All Other Discounts				5%				5%
Catalogs/Categories with no discounts	Factory ship items, web pricing, sale pricing, quantity break pricing, or items indicated with an "F" in the second character of the item number.		All items from the Module catalog.	Brass Repair Pricing and Woodwind Repair Pricing.				Not valid on already discounted items.
Minimum Order	None	\$100.00		\$100.00		None	None	None
Shipping	Free Shipping over \$200 excluding items indicated with an "F" in the second character of the item number or 50# modeling materials, paper rolls, foamboard, linoleum rolls, the 999 or Master Etch presses or other products noted in the catalog.	Shipping Additional. Call for Shipping	Free Shipping.	Free Shipping.	Free Shipping except for sheet music. Sheet music must have \$100 order for free shipping.	Shipping Additional. Call for Pricing.	Free Shipping	Free Shipping on orders over \$500. Orders under \$500 estimate approx. 10% of subtotal. Minimum of \$5.
Reference: Additional information that must appear on each PO	#305180525 (Only valid until 12/31/09)		HCO-809-01-91031		Bid #09-013			Bid #09-013
Delivery Days	10-15 Days	5 Days	15 Days	10-14 Days	7 Days In-Stock	1-2 Days	7 Days	7-15 Days
Interlocal Agreement	Y	N	Y	Y	Y	Y	Y	Y

**Catalog Discount for Fine Arts Supplies  
Bid Tabulation #09-013**

	Lone Star Percussion	Luck's Music Library	Mr. E's Music	Music & Arts Center	Nasco	National Educational Music Company	Norcostco, Inc.
<b>ART</b>							
Art Supplies - Painting					20% Stock Items; 5% Items Items with Prefix "Z"		
Art Supplies -Paper, Boards					20% Stock Items; 5% Items Items with Prefix "Z"		
Art Supplies - Matting & Framing					20% Stock Items; 5% Items Items with Prefix "Z"		
Art Supplies - Drawing & Writing					20% Stock Items; 5% Items Items with Prefix "Z"		
Art Supplies - Ceramic & Craft					20% Stock Items; 5% Items Items with Prefix "Z"		
Art Supplies - Other					20% Stock Items; 5% Items Items with Prefix "Z"		
<b>Music</b>							
Music Supplies - Sheet	0%	0-10%	10%	0-25%	20% Stock Items; 5% Items Items with Prefix "Z"		
Music Supplies - Primary Grade Instruments	0%		30%	0-50%	20% Stock Items; 5% Items Items with Prefix "Z"	Catalog marked " NEMC" no discount; "MAP" 20-50% call for pricing	
Music Supplies - Small Musical Instruments	0%		30%	0-50%	20% Stock Items; 5% Items Items with Prefix "Z"	Catalog marked " NEMC" no discount; "MAP" 20-50% call for pricing	
Music Supplies - Strings & Accessories			30%	0-50%	20% Stock Items; 5% Items Items with Prefix "Z"	Catalog marked " NEMC" no discount; "MAP" 20-50% call for pricing	
Music Supplies - Resources	0%		0%	0-25%	20% Stock Items; 5% Items Items with Prefix "Z"	Catalog marked " NEMC" no discount; "MAP" 20-50% call for pricing	
Music Supplies - Other	0%		30%	0-25%	20% Stock Items; 5% Items Items with Prefix "Z"	Catalog marked " NEMC" no discount; "MAP" 20-50% call for pricing	

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	Lone Star Percussion	Luck's Music Library	Mr. E's Music	Music & Arts Center	Nasco	National Educational Music Company	Norcostco, Inc.
<b>Theater Arts</b>							
Theater Arts Supplies - Stage Production Supplies							0%
Theater Arts Supplies - Posters & Prop Supplies							0%
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies							0%
Theater Arts Supplies- Sound & Lighting Supplies							0%
Theater Arts - Play s & Film Supplies							0%
<b>General Discounts</b>							
All Other Discounts				0-50%			
Catalogs/Categories with no discounts		Sole and ensemble, Dover Score, mini scores and special orders.	Instrument repair.		Sale Catalogs and Quantity Breaks.	Band and Orchestra Instruments	
Minimum Order	None	\$10.00 with a minimum to receive discount \$50.00	None	None	\$50.00	\$50.00	None
Shipping	Shipping Additional. Call for Pricing.	Shipping Additional. Call for Pricing.	Free Shipping.	Free Shipping	Free Shipping except clay, plaster and modeling materials totaling 50 lbs. or more, kraft rolls and paper rolls, linoleum rolls, furniture and equipment, items with "Z" prefix and items with the truck logo.	Shipping Additional. Call for Pricing.	Shipping Additional. Call for Pricing.
Reference: Additional information that must appear on each PO					Nasco Quote #06-95498		
Delivery Days		7-10 Days	30 Days	3-7 Days	30 Days	7-21 Days	7 Days
Interlocal Agreement	Y	Y	Y	Y	Y	N	Y

**Catalog Discount for Fine Arts Supplies  
Bid Tabulation #09-013**

	<b>Oriental Trading Company, Inc.</b>	<b>Pender's Music Company</b>	<b>Percussion Source</b>	<b>Peripole - Bergerault</b>	<b>Popplers Music</b>	<b>Pyramid School Products</b>	<b>RBC Music Company</b>	<b>Rhythm Band Instruments</b>
<b>ART</b>								
Art Supplies - Painting	5%					15%		
Art Supplies -Paper, Boards	5%					15%		
Art Supplies - Matting & Framing	5%					15%		
Art Supplies - Drawing & Writing	5%					15%		
Art Supplies - Ceramic & Craft	5%					15%		
Art Supplies - Other	5%					15%		
<b>Music</b>								
Music Supplies - Sheet		10%			0%		10%	
Music Supplies - Primary Grade Instruments				20%	0%			10%
Music Supplies - Small Musical Instruments			0%	20%	0%			10%
Music Supplies - Strings & Accessories			0%		0%			10%
Music Supplies - Resources			0%		0%	15%		10%
Music Supplies - Other			0%	20% for Bergerault, Inc.; 15% off Bergerault USA and Orff Instruments; 10% off Bergerault Synthetic Bar Orff Xylophones and Contra Bass Bars	0%	15%	10%	

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	<b>Oriental Trading Company, Inc.</b>	<b>Pender's Music Company</b>	<b>Percussion Source</b>	<b>Peripole - Bergerault</b>	<b>Popplers Music</b>	<b>Pyramid School Products</b>	<b>RBC Music Company</b>	<b>Rhythm Band Instruments</b>
<b>Theater Arts</b>								
Theater Arts Supplies - Stage Production Supplies						15%		
Theater Arts Supplies - Posters & Prop Supplies						15%		
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies						15%		
Theater Arts Supplies- Sound & Lighting Supplies						15%		
Theater Arts - Play s & Film Supplies						15%		
<b>General Discounts</b>								
All Other Discounts	5%					15%		10%
Catalogs/Categories with no discounts	Factory direct merchandise.			Starred items to be 0% (net prices).		Furniture and equipment and all factory FOB.		Califone products.
Minimum Order	None	None	None	None		\$50.00		
Shipping	Free Shipping on orders over \$150.00	Shipping Additional. Call for Pricing.	Shipping Additional. Call for Pricing.	Min. order @ \$6.95; \$70-\$199@10%; \$200-\$499@9%; \$500-\$999@8%; \$1000+@7%	Shipping Additional. Call for Shipping.	Free Shipping on supplies.	Shipping Additional. Call for Pricing.	Free Shipping.
Reference: Additional information that must appear on each PO	Customer #2262843		#QT11750	Peripole-Bergerault #5160-08C		Bid #09-013		Bid #09-013
Delivery Days	10-14 Days	1-2 Days In-Stock; 14-21 Days for Special Orders	6-60 Days	15-45 Days	2-7 Days	20-30 Days	1-7 Days	7-10 Work Days
Interlocal Agreement	Y	Y	Y	Y	Y	Y	Y	Y

**Catalog Discount for Fine Arts Supplies  
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	Ridglea Music	Romeo Music	Rose Brand	Rose Costumes	S&S Worldwide	San Antonio Music / Alamo Music Center	Sax Arts & Crafts	School Speciality
<b>ART</b>								
Art Supplies - Painting				0%	14%		20% off red pricing in catalog only	25% off in-stock; 10% off furniture and equipment
Art Supplies -Paper, Boards				0%	14%		20% off red pricing in catalog only	25% off in-stock; 10% off furniture and equipment
Art Supplies - Matting & Framing				0%			20% off red pricing in catalog only	25% off in-stock; 10% off furniture and equipment
Art Supplies - Drawing & Writing				0%	14%		20% off red pricing in catalog only	25% off in-stock; 10% off furniture and equipment
Art Supplies - Ceramic & Craft				0%	14%		20% off red pricing in catalog only	25% off in-stock; 10% off furniture and equipment
Art Supplies - Other				0%	14%		20% off red pricing in catalog only	25% off in-stock; 10% off furniture and equipment
<b>Music</b>								
Music Supplies - Sheet	0%			0%				
Music Supplies - Primary Grade Instruments	20-40%			0%	14%	31.95%		
Music Supplies - Small Musical Instruments	20-40%			0%	14%	31.95%		
Music Supplies - Strings & Accessories	20-40%			0%		31.95%		
Music Supplies - Resources	0%	10%		0%		31.95%		
Music Supplies - Other	20-40%	10%		0%		31.95%		25% off in-stock; 10% off furniture and equipment

**Catalog Discount for Fine Arts Supplies  
Bid Tabulation #09-013**

	Ridglea Music	Romeo Music	Rose Brand	Rose Costumes	S&S Worldwide	San Antonio Music / Alamo Music Center	Sax Arts & Crafts	School Speciality
<b>Theater Arts</b>								
Theater Arts Supplies - Stage Production Supplies			0%	0%				
Theater Arts Supplies - Posters & Prop Supplies			0%	0%				
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies			0%	0%				
Theater Arts Supplies- Sound & Lighting Supplies	10-40%	10%	0%	0%		31.95%		
Theater Arts - Play s & Film Supplies				0%				
<b>General Discounts</b>								
All Other Discounts	10-40%	10%	0%	0%	14%			25% off in-stock; 10% off furniture and equipment
Catalogs/Categories with no discounts						Anchor products, Da-Lite products, Microboard products	Furniture, equipment, fine/sterling silver, computer software/hardware, and Shorewood prints.	
Minimum Order		\$10.00	None	None	None	\$100.00	\$25.00	
Shipping		Free Shipping.	Shipping Additional. Call for Pricing.	Shipping Additional. Call for Pricing.	Free Freight except on FOB/Dropship	Shipping Additional. Call for Pricing.	Free Shipping except on excluded items.	Free Shipping on all orders over \$69.00 after discount. Under \$69.00 a \$7.95 shipping charge and a \$5.00 handling charge will be added. Freight charges to items that include the suffix "N" will also be added to your invoice.
Reference: Additional information that must appear on each PO					Contract #1066-4929		Bid #CQ2008202840SS	Bid #2008203011SS
Delivery Days	10 Days	3-5 Days	4-5 Days	1-7 Days	7-10 Work Days	30 Days	30 Days	7-10 Days
Interlocal Agreement	Y	Y	Y	Y	N	Y	Y	N

**Catalog Discount for Fine Arts Supplies  
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	Southern Music Company	Southern Strings	Stage Accents	Standard Stationery Supply Company	Sweet Pipes, Inc.	Theatre House, Inc.	Triarco Arts & Crafts
<b>ART</b>							
Art Supplies - Painting				5%		0%	15%
Art Supplies -Paper, Boards				5%			15%
Art Supplies - Matting & Framing							15%
Art Supplies - Drawing & Writing				5%			15%
Art Supplies - Ceramic & Craft				5%			15%
Art Supplies - Other				5%		0%	15%
<b>Music</b>							
Music Supplies - Sheet	10%	20%					
Music Supplies - Primary Grade Instruments						0%	
Music Supplies - Small Musical Instruments							
Music Supplies - Strings & Accessories		\$10.00			10%		
Music Supplies - Resources	\$10.00	\$20.00				0%	
Music Supplies - Other	10%	10%				0%	

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	Southern Music Company	Southern Strings	Stage Accents	Standard Stationery Supply Company	Sweet Pipes, Inc.	Theatre House, Inc.	Triarco Arts & Crafts
<b>Theater Arts</b>							
Theater Arts Supplies - Stage Production Supplies						0%	
Theater Arts Supplies - Posters & Prop Supplies							
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies			0%			0%	
Theater Arts Supplies- Sound & Lighting Supplies						0%	
Theater Arts - Play s & Film Supplies							
<b>General Discounts</b>							
All Other Discounts	10%	10%				0%	20%
Catalogs/Categories with no discounts		Sheet music and Suzuki material.					Clay, Plaster of Paris, Mosaic tiles, candles, sculpture wax, slip and rolls of paper, items weighting more than 24 lbs., equipment and furniture over \$100.
Minimum Order	None	None	None	\$25.00; \$50.00 for Free Shipping	\$25.00	\$10.00	\$200.00 minimum for discount and free shipping.
Shipping	Shipping Additional. Call for Shipping.	Free Shipping	Free Shipping on orders over \$500.	Free Shipping	Free Shipping	Shipping Additional. Call for Shipping.	Free Shipping orders over \$200.00.
Reference: Additional information that must appear on each PO						Contact name, number, performance date or event date.	"Contract #Z4815"
Delivery Days	3 Days	20 Days	7-60 Days	7-10 Days	14 Days	7-10 Days	4-5 Days
Interlocal Agreement	Y	Y	N	Y	Y	Y	Y

**Catalog Discount for Fine Arts Supplies  
Bid Tabulation #09-013**

	Valiant Music Supply, Inc.	Washington Music Center	West Music	Williamson Music Co.	Woodwind & Brasswind
<b>ART</b>					
Art Supplies - Painting					
Art Supplies -Paper, Boards					
Art Supplies - Matting & Framing					
Art Supplies - Drawing & Writing					
Art Supplies - Ceramic & Craft					
Art Supplies - Other		10%			
<b>Music</b>					
Music Supplies - Sheet		25%		0%	
Music Supplies - Primary Grade Instruments	Call for Pricing.	35%	5%	5-20%	3%
Music Supplies - Small Musical Instruments		35%	5%	5-20%	3%
Music Supplies - Strings & Accessories		35%	5%	5-20%	3%
Music Supplies - Resources			5%	0%	3%
Music Supplies - Other		35%	5%	5-20%	3%

**Catalog Discount for Fine Arts Supplies  
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	Valiant Music Supply, Inc.	Washington Music Center	West Music	Williamson Music Co.	Woodwind & Brasswind
<b>Theater Arts</b>					
Theater Arts Supplies - Stage Production Supplies					
Theater Arts Supplies - Posters & Prop Supplies					
Theater Arts Supplies - Costumes, Fabric & Makeup Supplies					
Theater Arts Supplies- Sound & Lighting Supplies					3%
Theater Arts - Play s & Film Supplies					
<b>General Discounts</b>					
All Other Discounts				0-20%	3%
Catalogs/Categories with no discounts					
Minimum Order	None	\$50.00	None	None	\$50.00
Shipping	Shipping Additional. Call for Shipping.	Free Shipping	6% of total	Free Shipping	Shipping Additional. Call for Shipping.
Reference: Additional information that must appear on each PO			Bid #09-013		
Delivery Days	1-5 Weeks	30 Days	45 Days or Less	10-15 Days	1-Week
Interlocal Agreement	Y	Y	Y	Y	Y