

<p style="text-align: center;">Socorro Independent School District Sheet Music, RFP No. E2037 Administrative Award: April 3, 2020 Effective: April 23, 2020 Expires: April 22, 2023 Awarded Amount and Term: \$75,000.00 per year, 3 year term</p>				
Company Name	JW Pepper and Son, Inc	Luck's Music Library	Music & Arts (Guitar Center Stores Inc.)	MusicTime Inc.
S.I.S.D. Vendor Number	105039	117463	109271	117464
Company Contact Address City, State ZipCode	J.W. Pepper & Son, Inc. 7459 Airport Freeway, Richland Hills, TX 76118	Stephanie Perlaki 32300 Edward Ave, Madison Heights, MI 48071	Tom Lyngge Institutional Bid 5295 Westview Blvd suite 300, Frederick, MD. 21703	Christine Iacovone PO BOX 405 Haddonfield, NJ 08033
Phone Fax	817-589-5980 817-595-1826	248-583-1820; 800-348-8749 248-583-1114	214-267-2100 ext 301 301-662-7753	1-800-932-0824 1-856-346-4264
Email	northtx@jwpepper.com	BID QUESTIONS TO: bids@lucksmusic.com; ORDERS TO: sales@lucksmusic.com	bids@musicarts.com	christine@musictime.com
Website	www.jwpepper.com	www.lucksmusic.com	www.musicarts.com	www.musictime.com
Business Hours	Mon.-Thurs. 10am-6pm; Fri. 10am-5pm	8:30 - 5:00, Monday - Friday (Eastern Time)	8-5 central time zone	8:30 am to 5:00 pm Monday- Friday
DUNS Number	038251321	0169-18252	09-1478008	153976717
Company Quote or Reference	E2037	N/A	E2037	BID E2037
Warranty Period	N/A	30 days	defective printed material will be exchanged within 30 days.	No Warranty Required
Return Policy	If items arrive to the customer damaged, we will get a replacement out to the customer ASAP at no extra charge.	Please call within 30 days to discuss corrections for errors or replacements for damaged items. All other music sold on a non-returnable basis.	Print music may be exchanged within 30 days. No returns.	Defective or incorrectly filled items only
Vendor Pays S&H	No	No	Yes	Yes
Delivery	2-4 days for in stock items	10-14 days (Backordered items generally take an additional 10-14 days)	in stock items 5-7 days	7-10 days after receipt of purchase order
Deviations	- Shipping charges are determined by the total amount of the order being processed. You will find a shipping chart attached to this bid submission. These charges will be prepaid by J.W. Pepper and then added to the invoice submitted to the district. Please note that actual delivery rates will apply to oversized items; a representative will confirm shipping charges when it exceeds the norm.	- Publishers' prices are subject to change without notice. Discounts remain firm.- Shipping costs are determined by weight. They are prepaid and added to the invoice. Customers may contact us for an estimate of shipping charges. (Free shipping is available on purchases \$100 or more. Free shipping must be requested/indicated at the time of order and free shipping orders may take up to two weeks to fill.)	We do not have walk in locations in El Paso county. quotes submitted to us are done promptly and orders are drop shipped from one of our warehouses or the publisher. We have done business with Socorro ISD this way for several years.	None

Socorro Independent School District

Sheet Music, RFP No. E2037

Administrative Award: April 3, 2020 Effective: April 23, 2020 Expires: April 22, 2023

Awarded Amount and Term: \$75,000.00 per year, 3 year term

Company Name	Olivas Music (Bob Farley Music Inc.)	Shar Products Company	Washington Music Sales Center, Inc. (Washington Music Center)	Woodwind & Brasswind, Inc.
S.I.S.D. Vendor Number	105062	100034	101247	100061
Company Contact Address City, State ZipCode	Jaime Olivas 1320 N. Zaragosa, El Paso, TX 79932	Paula Leshkevich 2465 S Industrial Hwy, Ann Arbor, MI 48104	Melody O'Neil 11151 Veirs Mill Road Wheaton, Md 20902	Woodwind & Brasswind, Inc. PO Box 7479 Westlake Village, CA 91359
Phone	(915) 858-6700	866-742-7261	301-946-8808 Melody O'Neil	800-346-4448
Fax	(915) 858-7611	800-997-8723	301-946-0487 Brenda Clark	800-266-5962
Email	colivasmusic@elp.rr.com	schools@sharmusic.com	bids@chucklevins.com	schools@wwbw.com
Website	www.olivasmusic.com	www.sharmusic.com	www.chucklevins.com	www.wwbw.com
Business Hours	10:00 am 6:00 (MST)	Phone hours are 9 am - 5 pm EST	9-5 EST	9-7 EST
DUNS Number	n/a	048080956	02-429-1544	032700580
Company Quote or Reference	N/A	E2037	E2037 (Sheet Music)	GS02182020111
Warranty Period	30 DAYS	1 year manufacturers warranty	N/A	Full manufacturer's warranty is provided with any item purchased.
Return Policy	With return authorization from publisher	Please call 866-742-7261 within 10 days of receipt of incorrect or damaged items, otherwise 1 year manufacturers warranty	N/A	30 day return policy with assistance from our school service staff.
Vendor Pays S&H	Yes	No	Yes	Yes
Delivery	Immediate to 30 days	5-7 days for any in stock items	21-45 Days ARO	In stock item 3-5 business days.
Deviations	None	Attribute #6 - bid percentage can be held 3 years; percentage discount applies to current regular (not sale) pricing at www.sharmusic.com at time of purchase. Attribute #22 - Free shipping on any orders over \$50.00, actual freight shipping on orders under \$50.00	None	None

Line 1: Catalog Discount - CONCERT BAND ARRANGEMENTS: To include all titles arranged for concert band; to include conductor's score.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	0-20% off list price e-mail bids@chucklevins.com for best price
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	

Line 2: Shelf Discount - CONCERT BAND ARRANGEMENTS: To include all titles arranged for concert band; to include conductor's score.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 3: Catalog Discount - MARCHING BAND ARRANGEMENTS: To include all titles arranged for marching band; to include conductor's score.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	0-20% off list price e-mail bids@chucklevins.com for best price

Line 4: Shelf Discount - MARCHING BAND ARRANGEMENTS: To include all titles arranged for marching band; to include conductor's score.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 5: Catalog Discount - JAZZ BAND ARRANGEMENTS: To include all titles arranged for jazz solo and combos through "big band" instrumentation.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	

Line 6: Shelf Discount - JAZZ BAND ARRANGEMENTS: To include all titles arranged for jazz solo and combos through "big band" instrumentation.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 7: Catalog Discount - STRING ORCHESTRA ARRANGEMENTS: To include all titles arranged for solo, ensemble and full string orchestra.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Luck's Music Library	1	EA	10.0%	\$10 minimum order, \$50 minimum to receive Discount 10% catalog Discount not valid on Suzuki, Hinshaw, Solo & Ensemble, rentals, or folders.
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	

Line 8: Shelf Discount - STRING ORCHESTRA ARRANGEMENTS: To include all titles arranged for solo, ensemble and full string orchestra.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE), www.penders.com	Yes

Line 9: Catalog Discount - FULL ORCHESTRA ARRANGEMENTS: To include all titles arranged for full orchestra, including stings, brass, winds, percussion and, if applicable, voice.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Luck's Music Library	1	EA	10.0%	\$10 minimum order, \$50 minimum to receive Discount 10% catalog Discount not valid on Suzuki, Hinshaw, Solo & Ensemble, rentals, or folders.
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com

Line 10: Shelf Discount - FULL ORCHESTRA ARRANGEMENTS: To include all titles arranged for full orchestra, including stings, brass, winds, percussion and, if applicable, voice.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 11: Catalog Discount - SOLO / ENSEMBLE ARRANGEMENTS: To include all titles arranged for rock band; mariachi and specialized music groups.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Shar Products Company	1	EA	20.0%	Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com
✓	Luck's Music Library	1	EA	0.0%	
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	

Line 12: Shelf Discount - SOLO / ENSEMBLE ARRANGEMENTS: To include all titles arranged for rock band; mariachi and specialized music groups.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 6% www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 13: Catalog Discount - VOCAL MUSIC: To include all titles arranged for vocal solo, solo and accompanist and/or ensemble, solo and orchestra, including scores for conductor and/or accompanist(s) as required.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	

Line 14: Shelf Discount - VOCAL MUSIC: To include all titles arranged for vocal solo, solo and accompanist and/or ensemble, solo and orchestra, including scores for conductor and/or accompanist(s) as required.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 6% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 15: Catalog Discount - Method Books: To include all titles arranged for instrumental and vocal: to include conductor's score.					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	
✓	Shar Products Company	1	EA	20.0%	Discount applies to regular (not sale) pricing at www.sharmusic.com at time of purchase. Free shipping on orders over \$50.00, actual freight on orders under \$50.00.
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Luck's Music Library	1	EA	10.0%	\$10 minimum order, \$50 minimum to receive Discount 10% catalog Discount not valid on Suzuki, Hinshaw, Solo & Ensemble, rentals, or folders.
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com

Line 16: Shelf Discount - Method Books: To include all titles arranged for instrumental and vocal: to include conductor's score.						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes

Line 17: Catalog Discount - Miscellaneous: All other music not specified above					
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer
✓	MusicTime Inc.	1	EA	30.0%	Titles as listed on our website WWW.MUSICTIME.COM
✓	Luck's Music Library	1	EA	10.0%	\$10 minimum order, \$50 minimum to receive Discount 10% catalog Discount not valid on Suzuki, Hinshaw, Solo & Ensemble, rentals, or folders.
✓	Woodwind & Brasswind, Inc.	1	EA	10.0%	Please refer to Catalog Discount Bid document in attachments for additional Discounts available. 10% is the minimum for printed materials. Additional Discounts are often available by send your list of items to our school service staff for a specific quotation. Please use our bid # GS02182020111 Catalog Discount Quote with any correspondence regarding this bid are quote requests.
✓	Music & Arts (Guitar Center Stores Inc.)	1	EA	0.0%	
✓	Washington Music Sales Center, Inc. (Washington Music Center)	1	EA	0.0%	
✓	JW Pepper and Son, Inc	1	EA	0.0%	www.jwpepper.com Music Software, Music Supplies & Equipment, Audio/Sound Equipment & Supplies, and CutTime

Line 18: Shelf Discount - Miscellaneous: All other music not specified above						
Awarded Vendor	Name	Qty	UOM	Percent Off	Note to Buyer	Walk in Facilities
✓	Olivas Music (Bob Farley Music Inc.)	1	EA	0.0%	0 TO 10% Discount www.jwpepper.com (SEARCH ENGINE) www.penders.com	Yes