

**MUSIC INSTRUMENTS & EQUIPMENT**  
**BID #052.16.B2**

**AWARDS**

<b>Vendor</b>	<b>Woodwind</b>	<b>Brass</b>	<b>Percussion</b>	<b>String</b>	<b>Pianos/ Keyboards</b>	<b>Stereo/Elec. Equipment</b>	<b>General Classroom</b>	<b>Furniture</b>
<b>B&amp;H</b>				1-25%	1-25%	1-25%		1-25%
<b>JKM Music Group</b>					30-42%			
<b>Jason's Music</b>					46%			
<b>K &amp; S Music</b>	60%	60%		60%			30%	
<b>Melhart</b>	10-50%	10-50%	10-50%	10-50%	10-50%	10-50%	20-50%	0-20%
<b>Midwest</b>	5-50%	5-50%	5-50%					
<b>Music &amp; Arts</b>	0-65%	0-65%	0-65%	0-65%				
<b>Peripole</b>							5%	
<b>Shar Products</b>				10%				
<b>Suzuki Music USA</b>			10%				10%	
<b>Washington Music</b>	0-60%	0-60%	0-60%	0-60%	0-60%	0-60%	0-60%	0-60%
<b>Wenger</b>								10-30%

**SEE ATTACHED SHEET FOR SPECIAL CONDITIONS**

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SPECIAL CONDITIONS

<u>Vendor</u>	<u>Special Conditions</u>
B&H Photo 420 Ninth Avenue New York, NY 10001 800-947-8003, x4698 800-743-0895 FAX	Reference <b>B&amp;H Quote 602080090</b> . Contact is Ely Lenik, ElyL@bhphoto.com
JKM Music Group 2001 Chapman Avenue Rockville, MD 20852 301-770-9081 301-452-1270 FAX	Discount applies to Yamaha Acoustic and Digital Catalogs. Contact is Ray Fugere, rfugere@jordankitts.com
Jason's Music Center 8149-B Ritchie Highway Pasadena, MD 21122 410- 919-8249 410-647-3518 FAX	Call Steve Cohen for pricing or email jasonsmc@msn.com
K&S Music 61 Industrial Road Berkeley Heights, NJ 07922 908-790-0400 908-790-0407 FAX	Woodwind, Brass and String discounts on RS Berkeley Catalog; General Classroom discount from Oscar Schmidt. Contact: Ken Fregner, KRF@KandSmusic.com

Melhart Music  
3325 N. 10<sup>th</sup> Street  
McAllen, TX 78501  
956- 682-6147, x256  
956-682-4253 FAX

Contact: Lori Melhart, [lmelhart@melhart.com](mailto:lmelhart@melhart.com)

Midwest Musical Imports  
2021 E. Hennepin Ave.  
Minneapolis, MN 55413  
800-926-5587  
612-331-4718 FAX

Call for pricing. Prices should include shipping & insurance.

Music & Arts Center  
4626 Wedgewood Blvd.  
Fredrick, MD 21703  
301-620-4040, X1018  
301-663-8496 FAX

Contact Judy Drengwitz for pricing, [jdrengwitz@musicarts.com](mailto:jdrengwitz@musicarts.com) . Website: [www.musicarts.com](http://www.musicarts.com)

Peripole-Bergerault, Inc.  
PO Box 12909  
Salem, OR 97309-0909  
800-443-3592  
888-724-6733 FAX

Reference **Peripole Bid #7062-16C/D**  
Shipping included on orders over \$80. Otherwise shipping cost is \$7.95.

Shar Products Company  
2465 S. Industrial Hwy.  
Ann Arbor, MI 48104  
866-742-7261  
800-997-8723 FAX

Call for pricing.

Suzuki Music  
9920 Prospect Avenue  
Santee, CA 92071  
800- 854-1594  
619-258-1896 FAX

Online catalog available at [www.suzukimusic.com](http://www.suzukimusic.com), click on “Educational”.  
email: education@suzukicorp.com

Washington Music  
11151 Veirs Mill Road  
Wheaton, MD 20902  
301- 946-8808  
301-946-0487 FAX

Contact Melody O’Neil for pricing, melody@chucklebins.com.

Wenger Corporation  
555 Park Drive  
Owatonna, MN 55060  
800-733-0393, x8440  
507-774-8575 FAX

Contact Cris Gore, cris.gore@wengercorp.com. **HCPSS requires inside delivery from this vendor.**