

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

August 11, 2026

Bid No. 23-580-31 RN (amended)

Bid Title: Musical Instruments, Sheet
Music & Instrument Repair

Recommend approval of this agenda item under the specific category below:

- | | | | |
|--|---|---|---|
| ☐ Lowest Bid(s) | ☐ Request for Proposal(s) | ☐ Low Bid(s) Meeting Specification | ☐ Rejection/Cancellation |
| ☐ Revised Award | ☐ Renewal of Contract | ☐ Sole Source | ☐ Re-Award (Partial/Whole) |
| ☐ Bid Termination | ☒ Amendment to Contract | ☐ Bid Extension | ☐ Emergency |
| ☐ Piggyback Cooperative | | | |

Bid Contract Period: 05/30/2026 through 05/29/2027

☐ N/A – One Time Purchase

Amended: 08/11/2026 through 05/29/2027

Contract Type:

- | | | | |
|---|---|---|--|
| ☐ Estimated
Dollar Amount | ☐ Firm, Fixed
Dollar Amount | ☐ Firm, Fixed
Unit Prices | ☒ Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages |
|---|---|---|--|

Renewal Options:

No. of Terms
Remaining
1

☐ Length of
Each Term (month)

☒ Length of
Each Term (year)
1

☐ None

Rationale/Reason: 8/11/2026 – Approval to amend the contract to increase total estimated annual spending.

Bidders Electronically
Downloaded From Bidnet
Direct Website:

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

☒ N/A – Bids Not
Required: Renewal

Submitted By: Steve Crognale
Executive Director of Support Operations

School(s): District Wide

Requested By: John Morris
Director of Secondary Curriculum

Department(s): District Wide

Tiffany Howard
Director of Elementary Programs

Recommended award, description of items and prices: (See attached)

T/C CODE: 2331

Bid #23-580-31: Musical Instruments, Sheet Music & Instrument Repair

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
A2D Solutions, LLC	Contact vendor for quote	Instrument: 0-50% Supplies: 0-20%	TBD based on weight & quantity	Call for details \$100 minimum order	Replacement keyboard percussion instrument Frames, Accessory Frame Carts, Gong Frames, Percussion Instruments; Refurbished instruments with warranty;		Chris Williams (229)560-5018 chris@a2dsolutions.org
Head's House of Music	www.headshouseofmusic.com	Sheet Music: 10%	Shipping is 7% of order, minimum of \$10.00	Sheet Music: 10 copies – 10% No discounts on digital, self-published or import items	Sheet music for chorus, band, orchestra, piano/keyboard, and guitar	Delivery: 14 days ARO	Marian Thomas (813) 679-5029 headsmusic.accounts@verizon.net
J.W. Pepper & Son, Inc.	www.jwpepper.com	0%	\$3.99 - \$39.99 Charges based on order total	\$0 minimum order	Sheet music, music equipment, supplies, accessories	In stock items ship same day Pepper Guarantee - 100% satisfaction	Amber Loper (610) 232-1882 southern@jwpepper.com orders@jwpepper.com Warranty: satisfaction@jwpepper.com
Music & Arts	www.musicarts.com Contact vendor for educator's log in credentials for discounted pricing	Instruments: 0% Supplies: 30% Sheet Music: 0% Balance of Line: 30%	Free Shipping on orders \$25 and over. Additional freight charges may apply	\$25.00 minimum order	Band & Orchestra Instruments, Combo Band Instruments, Digital Pianos & Keyboards, Orff Instruments, Accessories and Sheet Music, Guitars	Delivery: 7-10 Day ARO for in stock items Manufacturer's warranty applies	Matt Stephens (301)620 -4040 matt.stephens@musicarts.com
Romeo Music	www.romeomusic.net	Instruments: 12% Supplies: 11% Balance of line: 11%	Free Shipping on order over \$100.00 Speaker/furniture orders subject to freight at 10% of total order	\$100.00 minimum order	Pianos and Keyboards, Lighting, Recording, Drums, Live Sound, Software, Tuners and Metronomes, Music Technology lab	Delivery: 5 days ARO Dependent on current stock	Ryan Unangst (815) 262-2335 justin@romeomusic.net
Shar Products Company (dba Shar Music)	www.sharmusic.com	Instruments: 10% Supplies: 10% Sheet Music: 10% Balance of line: 10%	\$9.99 Flat Fee Free Shipping on Standard Order over \$45.00 Additional freight charges for oversized	n/a	Franz Hoffmann instruments, Carlo Lamberti instruments, Bows by Fusion, Presto, Meinel, Glasser, CodaBow, etc. Strings from D'Addario, Thomastik, Pirastro, Jargar, etc. Xeros endpin anchors,	Delivery: 30 Days ARO for instruments, 7 Days ARO for Supplies and Sheet Music	Isan Belzar (866) 742-7261 schools@sharmusic.com

Bid #23-580-31: Musical Instruments, Sheet Music & Instrument Repair

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
			items and/or large orders		Cases from Toshira, Heritage, Cushy, SuperLite, Bam, etc.		
Steve Weiss Music	www.steveweissmusic.com	Instruments: up to 60% Supplies: up to 60% Sheet Music: up to 60%	To be determined by weight and dimensions	n/a Sites are requested to request discounts on quotes via email at education@steveweissmusic.com	Percussion instruments and accessories	Delivery: 3 Days ARO	Nate Repp (888) 659-3477 education@steveweissmusic.com
Sweet Pipes, LLC	www.sweetpipes.com	10% off all Yamaha, Camp, Da Capo, Recorders and neckstraps 10% off all Sweet Pipes Publications 5% off Aulos Recorders Request Quote for Sonor and Studio 49 Orff Instruments, Tocca and Remo Percussion	\$0-\$29.99: \$9.45 \$30.00-\$74.99: 11.95 \$75.00 - \$149.99: \$14.95 \$150.00-\$249.99: 10% of order Over \$250.00 – 8% of order	n/a	General music products- recorders, recorder music, orff instruments, handbells, handbell music, handchimes, resonator bells, boomwhackers, and puppets, ukuleles, instructional supplies and materials	Delivery: 7-10 days ARO Unless it is ordered by the manufacturer Warranty is provided by the manufacturer	Billy Ferguson (817) 277-9922 sales@sweetpipes.com
Tate Music & Repair, LLC	Harris-Teller, Inc. Protec 2020 Jupiter Music Conn-Selmer Yamaha 24/7 www.tatemusic&repair.com	Discounts vary depending on catalog – Range 10-20% Call for pricing	Free delivery depending on catalog – verify with vendor	n/a	Various Music Instruments & Accessories	90 day warranty Call for pricing and items offered Offers multiple manufacturer's	Clint Tate (727) 506-5034 paula@tatemusicrepair.com

Bid #23-580-31: Musical Instruments, Sheet Music & Instrument Repair

Vendor	Catalog Name/Number Website	Discounts / Pricing	Shipping/Handling /Freight Charges	Quantity Discounts & Minimum Order	Sampling of Products Offered	Additional Information	Contact Information
Taylor Music, Inc.	www.taylormusic.com Taylor Music Newsletter and Taylor Music Accessory Catalog Vendor Quote #23-580-31	Discounts: 0-60% - call for quote and quantity discounts	Free shipping on orders over \$99.00.	Call for further discounts	Band instruments, supplies and accessories, brass, woodwinds, percussion, concert band, marching band, jazz band, ec.	Standard Manufacturer's Warranty Delivery: 10 Days ARO for in stock items	Mary McKinney (800) 872-2263 mary@taylormusic.com
West Music	www.westmusic.com Vendor Quote #23-580-31	Instruments: 7% Supplies: 7% Sheet Music: 7% Balance of Line: 7%	Free standard ground shipping except on items with oversized shipping rates. Oversized shipping rates can be found with the items on www.westmusic.com	n/a \$0 Minimum Order	Orff instruments, records, tubanos, ukuleles, guitars, digital pianos, hand percussion, music books and games,, music movement props	Standard Manufacturer's Warranty Delivery: 5-30 days ARO Some items may take longer due to manufacturer requirements	Beth Villhauer (800) 397-9378 bids@westmusic.com Customer Service (800) 397-9378 service@westmusic.com

A2D Solutions, LLC

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	
Brass Instruments	
String Instruments	
Percussion Instruments	\$85.00 / Hour
Handbells	
Electric Guitars	
Electronic Keyboards	
Pianos	
Electrical Instruments	
Other (Balance of Line)	

Additional Information: Repairs done on site - \$100.00 minimum

Estimates can be provided after detailed requests with pictures are sent, prior to on-site visit. Invoices can be paid online via a private web portal. Work is completed as schedule permits. In higher volume times, a month wait time can be expected.

We offer bar tuning, bar refinishing, frame replacement, gauge replacements.

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
Pearl/Adams	10%	
Yamaha	5%	
Ludwig/Musser	6%	
KHS – Majestic	5%	

Experience in repair of musical instruments	35 Years
Warranty of repairs	120 days after completion of work

Contact:

Chris Williams
 (229) 560-5018
chris@a2dsolutions.org

Music & Arts

(Guitar Center Stores, Inc.)

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	\$76.50 / Hour
Brass Instruments	\$76.50 / Hour
String Instruments	\$76.50 / Hour
Percussion Instruments	\$76.50 / Hour
Handbells	\$76.50 / Hour
Electric Guitars	n/a
Electronic Keyboards	n/a
Pianos	n/a
Electrical Instruments	n/a
Other "Balance of Line"	\$76.50 / Hour

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
All	10%	

Experience in repair of musical instruments	85+ Years
Warranty of repairs	90 days after completion of work

Contact:

Matt Stephens
(301)620 -4040
matt.stephens@musicarts.com

Warranty Contact:

Same

Tate Music & Repair, LLC

Musical Instrument Repair:

Type of Instrument	Repairs/Service Hourly Rate
Woodwind Instruments	\$65.00 / Hour
Brass Instruments	\$65.00 / Hour
String Instruments	\$65.00 / Hour
Percussion Instruments	\$65.00 / Hour
Handbells	n/a
Electric Guitars	n/a
Electronic Keyboards	n/a
Pianos	n/a
Electrical Instruments	n/a
Other "Balance of Line"	n/a

Parts:

Manufacturer	Discount Off (-)	Mark Up On (+)
n/a		

Experience in repair of musical instruments	42 years
Warranty of repairs	90 days after completion of work

Contact:

Clint Tate
 (727) 506-5034
clint@tatemusicrepair.com

Warranty Contact:

Same