

# PURCHASING AGENDA ITEM

Hernando County School District

**School Board Approval Meeting:**

**June 9, 2026**

**Bid No. 23-580-31 RN**

**Bid Title: Musical Instruments, Sheet  
music & Instrument Repair**

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

- |  |   |  |   |
|--|---|--|---|
| <input type="checkbox"/> Lowest Bid(s)         | <input type="checkbox"/> Request for Proposal(s)        | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation   |
| <input type="checkbox"/> Revised Award         | <input checked="" type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source                                 | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination       | <input type="checkbox"/> Amendment to Bid               | <input type="checkbox"/> Bid Extension                               | <input type="checkbox"/> Emergency                |
| <input type="checkbox"/> Piggyback Cooperative |   |  |   |

**Bid Contract Period:**

**05/30/2026 through 05/29/2027**

N/A – One Time Purchase

**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:** Renewal of Contract.

**Bidders Electronically  
Downloaded From Bidnet  
Direct Website:**

**Bids Received:**

**No Bids:**

**Late Bids:**

**Rejected Bids:**

**N/A – Bids Not  
Required: Renewal**

**Submitted By:**

Christopher Reckner  
Director of Purchasing & Warehousing

**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 <a href="mailto:chris@a2dsolutions.org">chris@a2dsolutions.org</a>
Head's House of Music	<a href="http://www.headshouseofmusic.com">www.headshouseofmusic.com</a>	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 itmes	Sheet music for chorus, band, orchestra, piano/keyboard, and guitar	Delivery: 14 days ARO	Marian Thomas (813) 679-5029 <a href="mailto:headsmusic.accounts@verizon.net">headsmusic.accounts@verizon.net</a>
J.W. Pepper & Son, Inc.	<a href="http://www.jwpepper.com">www.jwpepper.com</a>	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 <a href="mailto:southern@jwpepper.com">southern@jwpepper.com</a> <a href="mailto:orders@jwpepper.com">orders@jwpepper.com</a>  Warranty: <a href="mailto:satisfaction@jwpepper.com">satisfaction@jwpepper.com</a>
Music & Arts	<a href="http://www.musicarts.com">www.musicarts.com</a>  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 <a href="mailto:matt.stephens@musicarts.com">matt.stephens@musicarts.com</a>
Romeo Music	<a href="http://www.romeomusic.net">www.romeomusic.net</a>	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 <a href="mailto:justin@romeomusic.net">justin@romeomusic.net</a>

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
Shar Products Company (dba Shar Music)	<a href="http://www.sharmusic.com">www.sharmusic.com</a>	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 items and/or large orders	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, Cases from Toshira, Heritage, Cushy, SuperLite, Bam, etc.	Delivery: 30 Days ARO for instruments, 7 Days ARO for Supplies and Sheet Music	Isan Belzar (866) 742-7261 <a href="mailto:schools@sharmusic.com">schools@sharmusic.com</a>
Steve Weiss Music	<a href="http://www.steveweissmusic.com">www.steveweissmusic.com</a>	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 <a href="mailto:education@steveweissmusic.com">education@steveweissmusic.com</a>	Percussion instruments and accessories	Delivery: 3 Days ARO	Nate Repp (888) 659-3477 <a href="mailto:education@steveweissmusic.com">education@steveweissmusic.com</a>
Sweet Pipes, LLC	<a href="http://www.sweetpipes.com">www.sweetpipes.com</a>	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 <a href="mailto:sales@sweetpipes.com">sales@sweetpipes.com</a>

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
Tate Music & Repair, LLC	Harris-Teller, Inc. Protec 2020 Jupiter Music Conn-Selmer Yamaha 24/7 <a href="http://www.tatemusic.com">www.tatemusic.com</a> <a href="http://www.tatemusic.com">www.tatemusic.com</a>	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 <a href="mailto:paula@tatemusicrepair.com">paula@tatemusicrepair.com</a>
Taylor Music, Inc.	<a href="http://www.taylormusic.com">www.taylormusic.com</a>  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 <a href="mailto:mary@taylormusic.com">mary@taylormusic.com</a>
West Music	<a href="http://www.westmusic.com">www.westmusic.com</a>  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 <a href="http://www.westmusic.com">www.westmusic.com</a>	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 <a href="mailto:bids@westmusic.com">bids@westmusic.com</a>  Customer Service (800) 397-9378 <a href="mailto:service@westmusic.com">service@westmusic.com</a>

**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@a2dslutions.org](mailto:chris@a2dslutions.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](mailto: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](mailto:clint@tatemusicrepair.com)

**Warranty Contact:**

Same