

<u>BID #20-15 SHEET MUSIC, METHOD BOOKS &amp; SUPPLIES</u>	Catalano	Family Melody	National Discount Music	Shar Products
<b>Part 'A' Discount % from Publishers List Prices including Delivery:</b>				
Sheet Music ( <i>Band, Orchestra, Chorus, Solo &amp; Ensemble</i> ):			<u>41.3%</u>	
Method / Lesson Books:			<u>43.1%</u>	
<i>Publishers price list (if not avail. via internet) must be submitted upon request throughout the term of this contract.</i>				
<b>Part 'B' Discount % from Manufacturer's List / Catalog Prices including Delivery:</b>				
<b>Entire Catalog or MSRP Discount:</b>	<u>10%*</u>	No Bid	No Bid	<u>10%~*</u>
Tone, Resonator & Chime Bars, Glockenspiels, Xylophone, Mallots, etc.	<u>5%#</u>	<u>30%</u> Firth, Promark, Balter, Vater	No Bid	No Bid
Instruments (Rhythm, Percussion, etc.)	<u>5%#</u>	<u>40%</u> /RhythmBand, L.P.	No Bid	No Bid
Publications, Teaching Aids, Recordings & Videos:	*	<u>10%</u>	No Bid	No Bid
Music & Choral Folders, Paper & Filing, etc.:	*	<u>10%</u>	No Bid	No Bid
Metronomes, Tuners, etc.	<u>15%#</u>	<u>41%</u> Matrix, Seiko, Korg,	No Bid	No Bid
Recorders	<u>40%#</u>	<u>55%</u> /Yamaha	No Bid	No Bid
Software	0%	0%	No Bid	No Bid
Risers, Stands, Easels, Storage Racks, Lyres, etc.	<u>10%</u>	0%	No Bid	No Bid
Accessories, mouthpieces, pads, guards, rests, mutes, pegs, pins, bridges, strings, reeds, bows, etc.	<u>20%#</u>	<u>55%</u> Vandoren, Rico, Selmer, Glasser, Yamaha, Everrest, Supersensitive	No Bid	No Bid
Instrument Cleaning & Repair Materials:	0%	<u>10%</u>	No Bid	No Bid
Choral Robes, Stoles & Accessories:	0%	0%	No Bid	No Bid
Quantity Discount ( <i>applicable on items with 0% discount / not bid</i> )				
Over \$100.00	No Bid	No Bid		<u>10%</u>
\$ 101.- \$500.00=	No Bid	No Bid		<u>10%</u>
\$ 501.- \$1,000.=	No Bid	No Bid		<u>10%</u>
\$1,001. - \$2,000.=	No Bid	No Bid		<u>10%</u>
\$2,001. - \$3,000.=	No Bid	No Bid		<u>10%</u>
\$3,101. - \$4,000.=	No Bid	No Bid		<u>10%</u>
<b>Shipping Charge +% / Minimum Order:</b>	0%/No min.	0%/No min.	0%/No min.	0% / <u>\$50.00 Min.</u>
<b>Any item or category not bid or without discount, will be price compared. *Either vendor may be utilized. # all other manufacturers.</b>			Shipping charge on Rush Orders only	~General Orchestra Catalog & online regular prices. <u>No</u> discount: Pinky, Things & Strings, Sherrard, Manhasset, trade-ins or blemished, Best in Class.