

Vendor Name:		A2D Solutions, LLC		Atlanta Violins		Big Note Music		Bill Smith Music		Ken Stanton Music		Mandarin Strings, Inc.	
Terms:		Net 30 (prefer net 15, but accept net 30)		Net 30		Net 30		Net 30		Net 30		Net 30	
Item #	Instrument Type	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment
<b>Group 1 - Woodwind Instruments</b>													
1	Bassoon	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - 130		\$120 per hour @ .4 - 1.5 hours		\$60.00			
2	Bass Clarinet	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - 130		\$120 per hour @ .4 - 1.5 hours		\$60.00			
3	Eb Clarinet	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$80		\$120 per hour @ .4 - 1.5 hours		\$60.00			
4	Flute	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$80		\$120 per hour @ .4 - 1.5 hours		\$60.00			
5	Oboe	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$85		\$120 per hour @ .4 - 1.5 hours		\$60.00			
6	Piccolo	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$85		\$120 per hour @ .4 - 1.5 hours		\$60.00			
7	Alto Saxophone	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$85		\$120 per hour @ .4 - 1.5 hours		\$60.00			
8	Baritone Saxophone	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$130		\$120 per hour @ .4 - 1.5 hours		\$60.00			
9	Tenor Saxophone	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$130		\$120 per hour @ .4 - 1.5 hours		\$60.00			
<b>Group 2 - Brass Instruments</b>													
1	French Horn, Single	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$85		\$120 per hour @ .4 - 1.5 hours		\$60.00			
2	French Horn, Double	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$85		\$120 per hour @ .4 - 1.5 hours		\$60.00			
3	Euphonium	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$85		\$120 per hour @ .4 - 1.5 hours		\$60.00			
4	Sousaphone	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$130		\$120 per hour @ .4 - 1.5 hours		\$60.00			
5	Trombone	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$80		\$120 per hour @ .4 - 1.5 hours		\$60.00			
6	Trumpet & Mellophone	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$80		\$120 per hour @ .4 - 1.5 hours		\$60.00			
7	Tuba	N/A	We only repair percussion instruments, thank you.	N/A		\$45 - \$135		\$120 per hour @ .4 - 1.5 hours		\$60.00			
<b>Group 3 - Percussion Instruments</b>													
1	Various Instruments	\$85-\$125 per hour	Most repairs completed on-site	N/A		\$45 - \$100				\$60.00			
<b>Group 4 - String Instruments</b>													
1	Violin	N/A	We only repair percussion instruments, thank you.	\$40.00 - \$80.00	Most repairs take 20-90 min. Set-rates also available.	\$45 - \$80		\$80 per hour @ .5 - 5 hours		\$60.00		\$48.00 - \$70.00/hr.	
2	Viola	N/A	We only repair percussion instruments, thank you.	\$40.00 - \$80.00	Most repairs take 20-90 min. Set-rates also available.	\$45 - \$80		\$80 per hour @ .5 - 5 hours		\$60.00		\$48.00 - \$70.00/hr.	
3	Cello	N/A	We only repair percussion instruments, thank you.	\$40.00 - \$80.00	Most repairs take 30-90 min. Set-rates also available.	\$45 - \$200		\$80 per hour @ .5 - 5 hours		\$60.00		\$48.00 - \$70.00/hr.	
4	Bass	N/A	We only repair percussion instruments, thank you.	\$40.00 - \$80.00	Most repairs take 30-120 min. Set-rates also available.	\$45 - \$300		\$80 per hour @ .5 - 5 hours		\$60.00		\$48.00 - \$70.00/hr.	
<b>Group 5 - Related Items</b>													
		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>	
1	Per Section 8.7 of the Special Terms & Conditions, provide a fee structure for additional, related items such as parts that may be purchased during the award period.	We give discounts on parts over \$250 and the discount varies from part to part. Percentage is based on the price - the higher the price, the more the percentage off. Prices, availability, and lead time are disclosed when the initial estimate is given.		Repair parts billed at cost. Accessories: 15% off retail		20% off on parts of MRSP		Soldering and dent work: \$120 per hour @ .3 - 2.5 hours All other repairs will be by estimate only		Cost plus 20% for repair parts		All accessories are priced 25% to 50% below customary retail and guaranteed to be the lowest education price available from any source.	
2	Per Section 8.8 of the Special Terms & Conditions, provide an hourly rate for any additional related services that may be purchased during the award period.	\$85-\$125 per hour		Hourly at \$40-80/hour, or CCSD may use school set rates		Ultra Sonic Cleaning for Brass and Repad/Overhauls for Woodwind are available				\$60.00		Related services are priced the same as instrument repair.	
Please indicate required lead-time for pick-up of instrument to be repaired from repair request:		Lead time depends on part availability; Larger instruments that require full restorations can take up to 60 days, Repairs with parts backordered can take longer, but will be disclosed at pick-up time.		No set lead time. Generally 1-5 business days is sufficient. In most cases, we can pick up within 1-2 days.						48 hours for pickup			
<b>NOTES:</b>													
												There is no charge for quotations or for pick-up and delivery.	

Awarded to all vendors

Vendor Name:		Guitar Center Stores, Inc. dba Music & Arts		North Georgia Horn Works		Sachs Hambrick, LLD dba Ronald Sachs Violins		The Gift of Music Foundation Inc. dba The Gift of Music Foundation	
Terms:		Net 30		Net 30		Net 30		Net 30	
Item #	Instrument Type	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment	Hourly Labor Rate Range	Explanation or Comment
<b>Group 1 - Woodwind Instruments</b>									
1	Bassoon	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
2	Bass Clarinet	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
3	Eb Clarinet	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
4	Flute	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
5	Oboe	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
6	Piccolo	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
7	Alto Saxophone	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
8	Baritone Saxophone	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
9	Tenor Saxophone	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
<b>Group 2 - Brass Instruments</b>									
1	French Horn, Single	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
2	French Horn, Double	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
3	Euphonium	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
4	Sousaphone	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
5	Trombone	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
6	Trumpet & Mellophone	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
7	Tuba	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	\$100.00				\$60.00-\$95.00/hr.	
<b>Group 3 - Percussion Instruments</b>									
1	Various Instruments	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	n/a				\$60.00-\$95.00/hr.	
<b>Group 4 - String Instruments</b>									
1	Violin	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	n/a		\$40.00 - \$65.00	Repair quotes are given as a flat rate, which includes parts and labor at a further discount.	\$50.00-\$75.00/hr.	
2	Viola	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	n/a		\$40.00 - \$65.00	Repair quotes are given as a flat rate, which includes parts and labor at a further discount.	\$50.00-\$75.00/hr.	
3	Cello	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	n/a		\$40.00 - \$65.00	Repair quotes are given as a flat rate, which includes parts and labor at a further discount.	\$50.00-\$75.00/hr.	
4	Bass	\$52.50 hr	30% off - Standard Rate of \$75.00 hr	n/a		\$40.00 - \$65.00	Repair quotes are given as a flat rate, which includes parts and labor at a further discount.	\$50.00-\$75.00/hr.	
<b>Group 5 - Related Items</b>									
		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>		<b>Discount/Hourly Rate</b>	
1	Per Section 8.7 of the Special Terms & Conditions, provide a fee structure for additional, related items such as parts that may be purchased during the award period.	20% discount off of MSRP for parts		Parts: Cost + 20%		Repairs are given at a flat rate, which includes parts and labor at a discount. Any additional parts and/or accessories will be discounted by 20% below MRSP.		Parts are cost + 20%	
2	Per Section 8.8 of the Special Terms & Conditions, provide an hourly rate for any additional related services that may be purchased during the award period.	\$52.50 hr		Hourly Rate: \$100.00		Full restorations or repairs beyond the scope of general repairs may be quoted at the normal rate of up to \$100/hr.		\$50.00-\$95.00/hr.	
Please indicate required lead-time for pick-up of instrument to be repaired from repair request:		3 Days or Less		24 hours		1 - 2 Days		Same day or 1 business day max.	
<b>NOTES:</b>								A detailed estimate is always provided and must be approved (per our policies & in compliance w/Section 3.3 in "Repair Specifications") prior to work commencing. Loaners are provided at no cost per our policies & in compliance w/Section 3.9 "Repair Specifications." Pick & Delivery is always at no cost. On-Site Work is always at no cost.	

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