

**Chester County School Districts' Joint Purchasing Consortium
Musical Instruments & Sheet Music Bid 2020-2021**

	This must appear on all PO's - "As per JP Music Supplies Bid 2020-21"		
COMPANY	Adorama, Inc.	Frederic H. Weiner, Inc.	Jacobs Music Co.
ADDRESS	42 West 18th Street	168 Jericho Turnpike	1718 Chestnut St.
CITY, STATE ZIP	New York, NY 10011	Mineola, NY 11501	Philadelphia, PA 19103
PHONE	212-741-0401 ext 2271	516-747-5004	267-479-4692
FAX	646-758-8558	516-294-4289	215-568-6419
PRIMARY CONTACT	Jesse Velazquez Ext 2274	Arlette LaRocca	Bruce Cohen 484-723-2700
ADDITIONAL CONTACT	Andrea Simmon Ext 2271	Sharon Rowland	Chris Rinaldi
E-MAIL ADDRESS	jessev@adorama.com andreas@adorama.com	arlette@weinermusic.com sharon@weinermusic.com	bruce@jacobsmusic.com chris@jacobsmusic.com
WEBSITE	www.adorama.com	http://shop.weinermusic.com	www.jacobsmusic.com
INFORMATION TO RECEIVE DISCOUNT	Contact Primary or Additional contact person	Email sharon@weinermusic.com Reference Chester County Bid	Contact Primary contact person
MUSICAL INSTRUMENTS	5%	10%	5 - 35%
SHEET MUSIC		10%	
OTHER ITEMS	5%	10%	
MISCELLANEOUS/NOTES	Reference 2021-17 Discount excludes manufacturer restricted items (MAP items) where no discount is allowed.	Reference 2021-17 Discount is off website No discount on existing sales pricing	

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COMPANY	K & S Music	Kurtz Bros., Inc.	Lakeshore Learning Materials
ADDRESS	61 Industrial Road	400 Reed Street PO Box 392	2695 E. Dominguez Street
CITY, STATE ZIP	Berkeley Heights, NJ 07922	Clearfield, PA 16830	Carson, CA 90895
PHONE	908-790-0400 ext 20	800-252-3811	800-421-5354
FAX	908-790-0407	814-765-8690	310-537-7990
PRIMARY CONTACT	Ken Fragner x20	Debbie Pleskonko x2602	Adam Wolff 215-565-5641
ADDITIONAL CONTACT	Shanna Silver x25	Jim Boate x2616	Luke Creamer
E-MAIL ADDRESS	krf@kandsmusic.com slr@kandsmusic.com	dpleskonko@kurtzbros.com jboate@kurtzbros.com	awolff@lakeshorelearning.com biddept@lakeshorelearning.com
WEBSITE	www.kandsmusic.com	www.kurtzbros.com	www.lakeshorelearning.com
INFORMATION TO RECEIVE DISCOUNT	Contact Primary contact person	Contact Customer Service 800-252-3811 ext 7600 Reference PROMO 127 to be set up for contract pricing or contact Jim Boate for high volume pricing	Reference Bid #2021-17 on all purchase orders
MUSICAL INSTRUMENTS	5- 65%	12%	5%
SHEET MUSIC	5 - 20%		
OTHER ITEMS	5 - 50%		5%
MISCELLANEOUS/NOTES	Reference 2021-17	Reference Promo 127 12% - Pages 637-834 of Catalog 126, delivery is FOB freight charges added to invoice	Reference 2021-17 on all orders Discount is not applicable on sale items. Free shipping

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COMPANY	Menchey Music Service, Inc.	Music & Arts	Music in Motion
ADDRESS	9 Barnhart Dr. PO Box 474	5295 Wedgeview Dr. Suite 300	1601 E. Plano Pkwy #100
CITY, STATE ZIP	Hanover, PA 17331	Frederick, MD 21703	Plano, TX 75074
PHONE	717-637-2185	301-620-4040	800-445-0649
FAX	717-637-1978	301-662-7753	866-943-8906
PRIMARY CONTACT	Amy Tomassone x239	Brian Yatauro 856-405-5695	Kristi Graham
ADDITIONAL CONTACT		Lou Luzzi Ext. 1078	Customer Service
E-MAIL ADDRESS	atomassone@menchey.com info@menchey.com	byatauro@musicarts.com bids@musicarts.com	bids@musicmotion.com orders@musicmotion.com
WEBSITE	www.mencheymusic.com	www.musicarts.com	www.musicmotion.com
INFORMATION TO RECEIVE DISCOUNT	Contact Primary contact person	Contact Primary contact person to be set-up for online Educators Catalog Reference CCIU2021-17	Reference bid 2021-17 for discount email, fax or mail PO's and for quote requests
MUSICAL INSTRUMENTS	up to 60%	up to 60%	2%
SHEET MUSIC	up to 20%	up to 25%	2%
OTHER ITEMS	up to 60%	up to 60%	2%
MISCELLANEOUS/NOTES	Discount off MSRP Call for pricing and exceptions	Reference CCIU2021-17 Discount off MSRP Discounted prices can be accessed in our Online Educator Catalog, must have login and password. Contact Brian Yatauro to set up account credentials.	PO's must reference Bid 2021-17 Free Shipping on all orders, except heavy, oversized or drop ship.

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COMPANY	National Educational Music Company, LTD	Peripole, Inc.	School Speciality, Inc.
ADDRESS	1181 Route 22	PO Box 12909	140 Marble Drive
CITY, STATE ZIP	Mountainside, NJ 07092	Salem, OR 97302-0909	Lancaster, PA 17601
PHONE	908-232-6700	800-443-3592	888-388-3224
FAX	908-789-3025	888-724-6733	888-388-6344
PRIMARY CONTACT	Matthew Griffith Ext. 504	Carol Lund	Scott Andrien 215-347-9857
ADDITIONAL CONTACT	Robert Notoris Ext. 210	Sue Case	
E-MAIL ADDRESS	mgriffith@nemc.com rnotoris@nemc.com	contact@peripole.com	scott.andrien@schoolspecialty.com
WEBSITE	www.nemc.com www.shopnemc.com	www.peripole.com	www.schoolspecialty.com
INFORMATION TO RECEIVE DISCOUNT	Contact Primary contact person or Request educator credentials by visiting https://www.nemc.com/teachers/signup	Contact Carol or Sue Reference #7416-19C/D on all orders	Call Primary Contact Reference 7791059642
MUSICAL INSTRUMENTS	up to 72%	5%	32%
SHEET MUSIC	up to 20%		
OTHER ITEMS	up to 72%		
MISCELLANEOUS/NOTES		<p>PO's must reference #7416-19C/D</p> <p>All STARRED item in Peripole catalog are already discounted and will not receive the 5% discount</p> <p>Call Carol Lund for pricing and Exceptions No free shipping</p> <p>Exceptions: Bergereault Synthetic Bar Full Xylophones Bergereault Synthetic Bar Compact Xylophone and Mellophones Bergereault Synthetic Bar Sub Contra and Contra Bass Bars P6000, P6001, P6250, P6101, P6103</p>	<p>Reference #7791059642</p> <p>Discounts are being offered off of our already discounted prices on website.</p> <p>Freight will be added to invoice</p> <p>Volume discounts may be available</p>

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	This must appear on all PO's - "As per JP Music Supplies Bid 2020-21"		
COMPANY	Shar Products Company	Southwest Strings	Steve Weiss Music
ADDRESS	2465 S Industrial Highway	1721 S. Cherrybell Strav.	2324 Wyandotte Road
CITY, STATE ZIP	Ann Arbor, MI 48104	Tuscon, AZ 85713	Willow Grove, PA 19090
PHONE	866-742-7261	800-528-3430	888-659-3477
FAX	800-997-8723	800-528-3470	877-582-2494
PRIMARY CONTACT	Paula Leshkevich	Tiffany Johnson x 216	Jeff Phipps x230
ADDITIONAL CONTACT	Jennie Lewis	Adan Rico x 235	Nate Repp x221
E-MAIL ADDRESS	schools@sharmusic.com	tjohnson@swstrings.com arico@swstrings.com	education@steveweissmusic.com
WEBSITE	www.sharmusic.com	www.swstrings.com	www.steveweiss.com
INFORMATION TO RECEIVE DISCOUNT	Call to place orders and Reference 2021-17	Contact Primary contact person Reference 2021-17	Email for quote and discount pricing
MUSICAL INSTRUMENTS	10%	10%	up to 60%
SHEET MUSIC	20%	10%	
OTHER ITEMS	10%	10%	up to 60%
MISCELLANEOUS/NOTES	<p align="center">Reference 2021-17</p> <p>Discount applies to regular (not Sale) pricing at sharmmusic.com</p> <p align="center">Free shipping on orders over \$50</p> <p>Exceptions: Sherrard instrument racks, Manhasset Stand cart, Things 4 strings items, trade-in or blemished items or Best in Class instruments</p>	<p align="center">Reference 2021-17</p> <p>Exception: Suzuki Method Materials</p>	<p>Exceptions: Liberty One, Weiss</p>

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	This must appear on all PO's - "As per JP Music Supplies Bid 2020-21"		
COMPANY	StringWorks, Inc.	Taylor's Music Store & Studios, Inc.	University Music Service
ADDRESS	327 Franklin St.	116 West Gay Street	PO Box 354
CITY, STATE ZIP	Geneva, IL 60134	West Chester, PA 19380	Hershey, PA 17033
PHONE	630-454-5714	610-696-1812	800-858-3000
FAX	866-721-5546	610-430-0774	717-534-1490
PRIMARY CONTACT	Evan Lowery	Len Doyle x 100	Ross Ellison
ADDITIONAL CONTACT			Carl Myers
E-MAIL ADDRESS	evan@stringworks.com	ldoyle@taylorsmusic.com	mail@universitymusic.com
WEBSITE	www.stringworks.com	www.taylorsmusic.com	www.universitymusic.com
INFORMATION TO RECEIVE DISCOUNT	Contact primary person	Contact Primary contact person for quote	Contact Primary person to set-up school account.
MUSICAL INSTRUMENTS	10%	20% - 50%	
SHEET MUSIC		10% - 30%	25%
OTHER ITEMS		20% - 50%	
MISCELLANEOUS/NOTES	Discount is applied to the invoice manually 5% discount if paid within 30 days	Discounts are off of mfg. prices	Discount is for Choral Sheet Music only Note - We cannot supply PDFs or audio files Exceptions: music self published on composers websites Printed music by commercial suppliers, as well as accompaniment CDs are available.

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This must appear on all PO's - "As per JP Music Supplies Bid 2020-21"			
COMPANY	Washington Music Center	Wenger Corporation	West Music Company
ADDRESS	11151 Veirs Mill Road	555 Park Drive	1212 5Th St. PO Box 5521
CITY, STATE ZIP	Wheaton, MD 20902	Owatonna, MN 55060	Coralville, IA 52241
PHONE	301-946-8808	507-774-8792	800-397-9378
FAX	301-946-0487	507-774-8575	888-470-3942
PRIMARY CONTACT	Mandy Fried	Evan Prince ext 8792	Beth Villhauer
ADDITIONAL CONTACT	Melody O'Neil	Kim Steinbauer ext 8747	Stephanie Adams
E-MAIL ADDRESS	bids@chucklevins.com melodyo@chucklevins.com	evan.prince@wengercorp.com kim.steinbauer@wengercorp.com	bids@westmusic.com
WEBSITE	www.chucklevins.com	www.wengercorp.com	www.westmusic.com
INFORMATION TO RECEIVE DISCOUNT	E-mail for quote Reference 2021-17	Contact Primary person	Contact Primary person or Reference 2021-17 on purchase order. No online orders
MUSICAL INSTRUMENTS	up to 60%		7%
SHEET MUSIC	up to 20%		7%
OTHER ITEMS	up to 60%	5%	7%
MISCELLANEOUS/NOTES	Reference 2021-17 Send PO's to orders@chucklevins.com Free Freight on orders over \$75 Contact for other discounts	Reference JP Bid 2021-17 Muscis Supplies and Equipment Discount is for product only, shipping and handling not included Quantity discounts by volume available	Reference 2021-17 Discount will be taken off current website pricing. No online orders Excludes: Gameplan & Wenger brand items, and utems sold as used or demo. Freight charges apply to oversized items.

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	This must appear on all PO's - "As per JP Music Supplies Bid 2020-21"	
COMPANY	The Woodwind & Brasswind Inc.	Zeswitz Music
ADDRESS	PO Box 7479	100 Gibraltar Road
CITY, STATE ZIP	Westlake Village, CA 91359-7479	Reading, PA 19606
PHONE	800-346-4448	610-406-4300
FAX	800-266-5962	610-898-8032
PRIMARY CONTACT	Gregory Spretnjak	Phil Neiswender x1012
ADDITIONAL CONTACT	Kyle Leinbach	Randy Shayler x1020
E-MAIL ADDRESS	schools@wwbw.com	sales@zeswitzmusic.com randy@zeswitzmusic.com
WEBSITE	www.wwbw.com	www.zeswitzmusic.com
INFORMATION TO RECEIVE DISCOUNT	Request Quote, Reference GS10212019111	Contact Primary person Reference 2021-17
MUSICAL INSTRUMENTS	3% minimum	5-30%
SHEET MUSIC	10% minimum	5-20%
OTHER ITEMS	3% minimum	5-30%
MISCELLANEOUS/NOTES	Reference GS10212019111 Free ground shipping only using a common carrier, Truck freight is not free	Reference 2021-17