



One Team, One Goal: Student Success

514 Glover Street
Marietta, GA 30060
Telephone: (770) 426-3300
www.cobbk12.org

April 21, 2021

Ms. Megan Hallam
Atlanta Violins, Inc.
387 South Atlanta Street
Roswell, GA 30075

Dear Ms. Hallam:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **May 1, 2021 through April 30, 2022** with an option to renew. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Jeanette Gray at 770-426-3362 or jeanette.gray@cobbk12.org**. The **Band and Orchestra Department** contact is **Christopher Ferrell, 770-426-3404**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

jmg

cc: Accounts Payable
Christopher Ferrell
Thomas Marshall
Debbie Stinchcomb

BOARD OF EDUCATION

Randy Scamihorn, *Chair* • David Banks, *Vice Chair*
Jaha Howard • Leroy Tre' Hutchins • David Chastain • Charisse Davis • Brad Wheeler

SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service

Renewal Award Letter

Atlanta Violins, Inc.

Vendor Phone #: 770-642-9734

Vendor-PO Mailing #: 100773

Page 2

Group 4 – String Instruments			
#	Instrument Type	Labor Rate Range (not including parts)	Repair Timing
1	Violin	\$40.00 - \$80.00/hr.	Most repairs take 20-90 minutes . Set-rates also available.
2	Viola	\$40.00 - \$80.00/hr.	
3	Cello	\$40.00 - \$80.00/hr.	Most repairs take 30-90 minutes . Set-rates also available.
4	Bass	\$40.00 - \$80.00/hr.	
Group 5 – Related Items			
#	Description	Service Fee Explanation	
1	Fee structure for additional, related items such as parts.	Repair parts billed at cost. Accessories: 15% off retail.	
2	Fee structure for additional, related services.	CCSD may select school set rates or 15% off retail.	
3	Lead-time for pick-up of instrument to be repaired from repair request.	No set lead-time. Generally, 1-5 business days is sufficient. In most cases, pick-up is within 1-2 days.	



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April 21, 2021

Mr. Jim Schmelzer
James Harold Schmelzer
dba Big Note Music, LLC
411 Beechwood Lane
Woodstock, GA 30189

Dear Mr. Schmelzer:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **May 1, 2021 through April 30, 2022** with an option to renew. This award letter is not an official order.

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Sincerely,

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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service
 Renewal Award Letter
 James Harold Schmelzer dba Big Note Music, LLC
 Vendor Phone #: 770-871-9258
 Vendor-PO Mailing #: 100875
 Page 2

Group 1 – Woodwind Instruments		
#	Instrument Type	Labor Rate Range
1	Bassoon	\$35.00 - \$100.00/hr.
2	Bass Clarinet	\$35.00 - \$125.00/hr.
3	Eb Clarinet	\$35.00 - \$68.00/hr.
4	Flute	\$35.00 - \$68.00/hr.
5	Oboe	\$35.00 - \$80.00/hr.
6	Piccolo	\$35.00 - \$70.00/hr.
7	Alto Saxophone	\$35.00 - \$80.00/hr.
8	Baritone Saxophone	\$35.00 - \$125.00/hr.
9	Tenor Saxophone	\$35.00 - \$100.00/hr.
Group 2 – Brass Instruments		
1	French Horn, Single	\$35.00 - \$80.00/hr.
2	French Horn, Double	\$35.00 - \$80.00/hr.
3	Euphonium	\$35.00 - \$80.00/hr.
4	Sousaphone	\$35.00 - \$100.00/hr.
5	Trombone	\$35.00 - \$68.00/hr.
6	Trumpet & Mellophone	\$35.00 - \$68.00/hr.
7	Tuba	\$35.00 - \$100.00/hr.
Group 3 – Percussion Instruments		
1	Various Instruments	\$35.00 - \$70.00/hr.
Group 4 – String Instruments		
1	Violin	\$25.00 - \$70.00/hr.
2	Viola	\$25.00 - \$70.00/hr.
3	Cello	\$25.00 - \$80.00/hr.
4	Bass	\$25.00 - \$100.00/hr.
Group 5 – Related Items		
#	Description	Service/Fee Explanation
1	Fee structure for additional, related items such as parts.	20% Discount on parts.
2	Fee structure for additional, related services.	Call for estimate.
3	Lead-time for pick-up of instrument to be repaired from repair request.	Same-day, On-Site Services for Brass, Woodwind and String Instruments.



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April 21, 2021

Mr. William Smith
Bill Smith Music, LLC
2010 Debra Lane
Marietta, GA 30066

Dear Mr. Smith:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **May 1, 2021 through April 30, 2022** with an option to renew. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Jeanette Gray at 770-426-3362 or jeanette.gray@cobbk12.org**. The **Band and Orchestra Department** contact is **Christopher Ferrell, 770-426-3404**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

jmg

cc: Accounts Payable
Christopher Ferrell
Thomas Marshall
Debbie Stinchcomb

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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service

Renewal Award Letter

Bill Smith Music, LLC

Vendor Phone #: 412-953-7160

Vendor-PO Mailing #: 102568

Page 2

Group 1 – Woodwind Instruments			
#	Instrument Type	Labor Rate Range	Explanation/Comment
1	Bassoon	\$100 per hr. @ .4-1.5 hrs.	Applies to groups 1 & 2: Minor - extensive play condition
2	Bass Clarinet	\$100 per hr. @ .4-1.5 hrs.	
3	Eb Clarinet	\$100 per hr. @ .4-1.5 hrs.	
4	Flute	\$100 per hr. @ .4-1.5 hrs.	
5	Oboe	\$100 per hr. @ .4-1.5 hrs.	
6	Piccolo	\$100 per hr. @ .4-1.5 hrs.	
7	Alto Saxophone	\$100 per hr. @ .4-1.5 hrs.	
8	Baritone Saxophone	\$100 per hr. @ .4-1.5 hrs.	
9	Tenor Saxophone	\$100 per hr. @ .4-1.5 hrs.	
Group 2 – Brass Instruments			
1	French Horn, Single	\$100 per hr. @ .4-1.5 hrs.	
2	French Horn, Double	\$100 per hr. @ .4-1.5 hrs.	
3	Euphonium	\$100 per hr. @ .4-1.5 hrs.	
4	Sousaphone	\$100 per hr. @ .4-1.5 hrs.	
5	Trombone	\$100 per hr. @ .4-1.5 hrs.	
6	Trumpet & Mellophone	\$100 per hr. @ .4-1.5 hrs.	
7	Tuba	\$100 per hr. @ .4-1.5 hrs.	
Group 3 – Percussion Instruments			
1	Various Instruments	\$60 per hr. @ .4-3 hrs.	Various normal repairs
Group 4 – String Instruments			
1	Violin	\$60 per hr. @ .5-5 hrs.	Minor - extensive repairs & moderate body damage
2	Viola	\$60 per hr. @ .5-5 hrs.	
3	Cello	\$60 per hr. @ .5-5 hrs.	
4	Bass	\$60 per hr. @ .5-5 hrs.	
Group 5 – Related Items			
#	Description	Service/Fee Explanation	
1	Fee structure for additional, related items such as parts.	Cost Plus Shipping & 20% Mark Up on all Parts/Supplies.	
2	Fee structure for additional, related services	Soldering & dent work - \$100 per hr. @ .3-2.5 hrs.	
3	Lead-time for pick-up of instrument to be repaired from repair request.	Pick-up depends on the program's needs. Same day on-site repair service in my "Mobile Music Store" is available, if needed. Instruments requiring more extensive repairs and strings are typically a week or less on return.	



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April 21, 2021

Mr. Richard Irby
Ken Stanton Music
119 Cobb Parkway North
Marietta, GA 30062

Dear Mr. Irby:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

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If you have any questions about this renewal award, please contact **Jeanette Gray at 770-426-3362 or jeanette.gray@cobbk12.org**. The **Band and Orchestra Department** contact is **Christopher Ferrell, 770-426-3404**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

jmg

cc: Accounts Payable
Christopher Ferrell
Thomas Marshall
Debbie Stinchcomb

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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service
 Renewal Award Letter
 Ken Stanton Music
 Vendor Phone #: 770-427-2491
 Vendor-PO Mailing #: 100172
 Page 2

Group 1 – Woodwind Instruments				
#	Instrument Type	Labor Rate	Explanation or Comment	
1	Bassoon	\$45.00/hr.	*These are shop rates and a full estimate will be given once the instrument has been picked up from the school. **All on-site repairs are done at no charge.	
2	Bass Clarinet	\$45.00/hr.		
3	Eb Clarinet	\$45.00/hr.		
4	Flute	\$45.00/hr.		
5	Oboe	\$45.00/hr.		
6	Piccolo	\$45.00/hr.		
7	Alto Saxophone	\$45.00/hr.		
8	Baritone Saxophone	\$45.00/hr.		
9	Tenor Saxophone	\$45.00/hr.		
Group 2 – Brass Instruments				
1	French Horn, Single	\$45.00/hr.		
2	French Horn, Double	\$45.00/hr.		
3	Euphonium	\$45.00/hr.		
4	Sousaphone	\$45.00/hr.		
5	Trombone	\$45.00/hr.		
6	Trumpet & Mellophone	\$45.00/hr.		
7	Tuba	\$45.00/hr.		
Group 3 – Percussion Instruments				
1	Various Instruments	\$45.00/hr.		
Group 4 – String Instruments				
1	Violin	\$45.00/hr.		
2	Viola	\$45.00/hr.		
3	Cello	\$45.00/hr.		
4	Bass	\$45.00/hr.		
Group 5 – Related Items				
#	Description	Service/Fee Explanation		
1	Fee structure for additional, related items such as parts.	Parts are marked at 35% off MSRP.		
2	Fee structure for additional, related services.	Repairs are done on-site, on-site repairs are no charge.		
3	Lead-time for pick-up of instrument to be repaired from repair request.	A Representatives is available to the Cobb County School District on a daily basis.		



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April 21, 2021

Ms. Ying Zhuo
Mandarin Strings, Inc.
1735 Roswell Road #103
Marietta, GA 30062

Dear Ms. Zhuo:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

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Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

jmg

cc: Accounts Payable
Christopher Ferrell
Thomas Marshall
Debbie Stinchcomb

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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service
 Renewal Award Letter
 Mandarin Strings, Inc.
 Vendor Phone #: 678-401-5059
 Vendor-PO Mailing #: 102284
 Page 2

Group 3 – Percussion Instruments				
#	Instrument Type	Labor Rate Range (not including parts)	Explanation or Comment	
1	Various Instruments	\$48.00 - \$70.00/hr.	<i>There is no charge for quotations or for pick-up and delivery.</i>	
Group 4 – String Instruments				
18	Violin	\$48.00 - \$70.00/hr.		
19	Viola	\$48.00 - \$70.00/hr.		
20	Cello	\$48.00 - \$70.00/hr.		
21	Bass	\$48.00 - \$70.00/hr.		
Group 5 – Related Items				
#	Description	Service/Fee Explanation		
1	Fee structure for additional, related items such as parts.	All accessories are priced 25% to 50% below retail and without request guaranteed to be the lowest education price.		
2	Fee structure for additional, related services.	Related services are priced the same as instrument repair.		
3	Lead-time for pick-up of instrument to be repaired from repair request.	Lead-time for repair pick-up is normally one or two days or at the convenience of the orchestra director.		



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April 21, 2021

Ms. Laura Hyde
Guitar Center Stores, Inc.
dba Music & Arts
5295 Westview Drive, Suite 300
Frederick, MD 21703

Dear Ms. Hyde:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

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If you have any questions about this renewal award, please contact **Jeanette Gray at 770-426-3362 or jeanette.gray@cobbk12.org**. The **Band and Orchestra Department** contact is **Christopher Ferrell, 770-426-3404**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

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Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service
 Renewal Award Letter
 Guitar Center Stores, Inc. dba Music & Arts
 Vendor Phone #: 404-788-0614
 Vendor-PO Mailing #: 100554-4
 Page 2

Group 1 – Woodwind Instruments			
#	Instrument Type	Labor Rate Range (not including parts)	Explanation or Comment
1	Bassoon	\$45.50 - \$52.00/hr.	**The quoted hourly rate represents a discount up to 30% off our \$65.00/hr. rate.
2	Bass Clarinet	\$45.50 - \$52.00/hr.	
3	Eb Clarinet	\$45.50 - \$52.00/hr.	
4	Flute	\$45.50 - \$52.00/hr.	
5	Oboe	\$45.50 - \$52.00/hr.	
6	Piccolo	\$45.50 - \$52.00/hr.	
7	Alto Saxophone	\$45.50 - \$52.00/hr.	
8	Baritone Saxophone	\$45.50 - \$52.00/hr.	
9	Tenor Saxophone	\$45.50 - \$52.00/hr.	
Group 2 – Brass Instruments			
1	French Horn, Single	\$45.50 - \$52.00/hr.	** The above statement applies to Groups 1,2 & 4
2	French Horn, Double	\$45.50 - \$52.00/hr.	
3	Euphonium	\$45.50 - \$52.00/hr.	
4	Sousaphone	\$45.50 - \$52.00/hr.	
5	Trombone	\$45.50 - \$52.00/hr.	
6	Trumpet & Mellophone	\$45.50 - \$52.00/hr.	
7	Tuba	\$45.50 - \$52.00/hr.	
Group 4 – String Instruments			
1	Violin	\$45.50 - \$52.00/hr.	
2	Viola	\$45.50 - \$52.00/hr.	
3	Cello	\$45.50 - \$52.00/hr.	
4	Bass	\$45.50 - \$52.00/hr.	
Group 5 – Related Items			
#	Description	Service/Fee Explanation	
1	Fee structure for additional, related items such as parts.	20-40% off from vendors MSRP.	
2	Fee structure for additional, related services.	\$45.50-\$48.75/hr.	
3	Lead-time for pick-up of instrument to be repaired from repair request.	1-7 days.	



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April 21, 2021

Mr. Kevin Bowen
North Georgia Horn Works, LLC
2905 Cherokee Street
Kennesaw, GA 30144

Dear Mr. Bowen:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

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If you have any questions about this renewal award, please contact **Jeanette Gray at 770-426-3362 or jeanette.gray@cobbk12.org**. The **Band and Orchestra Department** contact is **Christopher Ferrell, 770-426-3404**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

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Barbara Bates, CPPB, NIGP-CPP
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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service
 Renewal Award Letter
 North Georgia Horn Works, LLC
 Vendor Phone #: 678-324-7727
 Vendor-PO Mailing #: 100708
 Page 2

Group 1 – Woodwind Instruments				
#	Instrument Type	Labor Rate (not including parts)	Explanation or Comment	
1	Bassoon	\$60.00 - \$80.00/hr.	Shop rate is \$60.00 - \$80.00/hour.	
2	Bass Clarinet	\$60.00 - \$80.00/hr.		
3	Eb Clarinet	\$60.00 - \$80.00/hr.		
4	Flute	\$60.00 - \$80.00/hr.		
5	Oboe	\$60.00 - \$80.00/hr.		
6	Piccolo	\$60.00 - \$80.00/hr.		
7	Alto Saxophone	\$60.00 - \$80.00/hr.		
8	Baritone Saxophone	\$60.00 - \$80.00/hr.		
9	Tenor Saxophone	\$60.00 - \$80.00/hr.		
Group 2 – Brass Instruments				
1	French Horn, Single	\$60.00 - \$80.00/hr.		
2	French Horn, Double	\$60.00 - \$80.00/hr.		
3	Euphonium	\$60.00 - \$80.00/hr.		
4	Sousaphone	\$60.00 - \$80.00/hr.		
5	Trombone	\$60.00 - \$80.00/hr.		
6	Trumpet & Mellophone	\$60.00 - \$80.00/hr.		
7	Tuba	\$60.00 - \$80.00/hr.		
Group 5 – Related Items				
#	Description	Service/Fee Explanation		
1	Fee structure for additional, related items such as parts.	Parts are billed at cost plus 20%.		
2	Fee structure for additional, related services.	Dent work, major repairs by approved estimate only.		
3	Lead-time for pick-up of instrument to be repaired from repair request.	24 Hours.		



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April 21, 2021

Mr. Joel Schroter
Sachs Hambrick, LLC
dba Ronald Sachs Violins, LLC
3100 Roswell Road
Marietta, GA 30062

Dear Mr. Schroter:

This is to advise you that the award to your company for **IFB B1736, Musical Instruments Repair Service** as shown on the attached page has been renewed.

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SUPERINTENDENT

Chris Ragsdale

IFB B1736, Musical Instruments Repair Service
 Renewal Award Letter
 Sachs Hambrick, LLC dba Ronald Sachs Violins, LLC
 Vendor Phone #: 770-485-8814
 Vendor-PO Mailing #: 104240
 Page 2

Group 4 – String Instruments		
Item #	Instrument Type	Labor Rate Range (not including parts)
18	Violin	\$30.00 - \$45.00/hr.
19	Viola	\$30.00 - \$45.00/hr.
20	Cello	\$35.00 - \$55.00/hr.
21	Bass	\$35.00 - \$55.00/hr.
Group 5 – Related Items		
Item #	Description	Service/Fee Explanation
1	Fee structure for additional, related items such as parts.	Any cost for additional parts required will be included in the discount pricing schedule in Group 4, provided above.
2	Fee structure for additional, related services.	Any cost for additional services will be included in the discount pricing schedule in Group 4, provided above.
3	Lead-time for pick-up of instrument to be repaired from repair request.	Within two days after a request is made and repaired instruments will be delivered back to the school no less than within two days of the estimated return date.