

IFB 17-36, Musical Instruments Repair Service  
TabSheet

Vendor Name:		Atlanta Violins, Net 30 Days		Big Note Music, Net 15 Days		Bill Smith Music, Due Upon Receipt		Ken Stanton Music, 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	N/A		\$35-\$100		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	*These are shop rates and a full estimate will
2	Bass Clarinet	N/A		\$35-\$125		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	be given once the instrument has been picked
3	Eb Clarinet	N/A		\$35-\$65		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	up from the school.
4	Flute	N/A		\$35-\$65		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	**ALL ON-SITE REPAIRS ARE DONE AT NO CHARGE.
5	Oboe	N/A		\$35-\$80		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
6	Piccolo	N/A		\$35-\$70		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
7	Alto Saxophone	N/A		\$35-\$80		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
8	Baritone Saxophone	N/A		\$35-\$125		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
9	Tenor Saxophone	N/A		\$35-\$100		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
<b>Group 2 - Brass Instruments</b>									
1	French Horn, Single	N/A		\$35-\$80		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
2	French Horn, Double	N/A		\$35-\$80		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
3	Euphonium	N/A		\$35-\$80		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
4	Sousaphone	N/A		\$35-\$100		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
5	Trombone	N/A		\$35-\$65		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
6	Trumpet & Mellophone	N/A		\$35-\$65		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	
7	Tuba	N/A		\$35-\$100		\$100 per hr. @ .4-1.5 hrs. -	minor - extensive play condition	\$45	

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<b>Group 3 - Percussion Instruments</b>									
1	Various Instruments	N/A		\$35-\$70		\$60 per hr. @ .4-3 hrs. -	various normal repairs	\$45	
<b>Group 4 - String Instruments</b>									
1	Violin	\$40.00 - \$80.00	Most repairs take 20-90 min. Set-rates also available.	\$25-\$70		\$60 per hr. @ .5-5 hrs. -	minor - extensive repairs & moderate body damage	\$45	
2	Viola	\$40.00 - \$80.00	Most repairs take 20-90 min. Set-rates also available.	\$25-\$70		\$60 per hr. @ .5-5 hrs. -	minor - extensive repairs & moderate body damage	\$45	
3	Cello	\$40.00 - \$80.00	Most repairs take 30-90 min. Set-rates also available.	\$25-\$80		\$60 per hr. @ .5-5 hrs. -	minor - extensive repairs & moderate body damage	\$45	

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4	Bass	\$40.00 - \$80.00	Most repairs take 30-120 min. Set-rates also available.	\$25-\$100		\$60 per hr. @ .5-5 hrs. -	minor - extensive repairs & moderate body damage	\$45	
<b>Group 5 - Related Items</b>		<b>Indicate if percentage is a Discount or Price Mark-Up</b>							
1	Per Section 10.9 of the Special Terms & Conditions, provide a fee structure for additional, related items such as parts that may be purchased during the award period.		Repair parts billed at cost. Accessories: 15% off retail	20% discount on parts		cost plus shipping & 20% mark up on all parts/supplies		Parts are marked at 35 percent off MSRP.	
2	Per Section 10.10 of the Special Terms & Conditions, provide a fee structure for additional, related services that may be purchased during the award period.		CCSD may select school set rates or 15% off retail.	Call for estimate		soldering & dentwork - \$100 per hr. @ .3-2.5 hrs. -		WE DO REPAIRS ON-SITE. ALL ON-SITE REPAIRS ARE DONE AT NO CHARGE.	
Please indicate required 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, we can pick up within 1-2 days.	Same-day, on-site services for brass, woodwind, and string instruments		Depends on the programs needs. I can offer same day - on site repair service in my "Mobile Music Store" if needed. Instruments requiring more extensive repairs and strings are typically a week or less on return.		We have a representative in the Cobb School District on a daily basis.	

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Vendor Name:		Mandarin Strings, Inc., Net 30 Days		Music & Arts, Net 30 Days		North Georgia Horn Works, Net 30 Days		Ronald Sachs Violins, Net 30 Days	
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			\$45.50-52.00/hr.	**The quoted hourly rate represents a discount up to 30% off our \$65.00/hr. rate	\$60.00	Shop rate is \$60.00 / hour.		
2	Bass Clarinet			\$45.50-52.00/hr.	** The applies to all of Group 1	\$60.00			
3	Eb Clarinet			\$45.50-52.00/hr.		\$60.00			
4	Flute			\$45.50-52.00/hr.		\$60.00			
5	Oboe			\$45.50-52.00/hr.		\$60.00			
6	Piccolo			\$45.50-52.00/hr.		\$60.00			
7	Alto Saxophone			\$45.50-52.00/hr.		\$60.00			
8	Baritone Saxophone			\$45.50-52.00/hr.		\$60.00			
9	Tenor Saxophone			\$45.50-52.00/hr.		\$60.00			
<b>Group 2 - Brass Instruments</b>									
1	French Horn, Single			\$45.50-52.00/hr.	**The quoted hourly rate represents a discount up to 30% off our \$65.00/hr. rate	\$60.00	Shop rate is \$60.00 / hour.		
2	French Horn, Double			\$45.50-52.00/hr.	** The above statement applies to all of Group 2	\$60.00			
3	Euphonium			\$45.50-52.00/hr.		\$60.00			
4	Sousaphone			\$45.50-52.00/hr.		\$60.00			
5	Trombone			\$45.50-52.00/hr.		\$60.00			
6	Trumpet & Mellophone			\$45.50-52.00/hr.		\$60.00			
7	Tuba			\$45.50-52.00/hr.		\$60.00			

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<b>Group 3 - Percussion Instruments</b>									
1	Various Instruments	\$48.00 - \$70.00	There is no charge for quotations or for pick-up and delivery	\$45.50-52.00/hr.	**The quoted hourly rate represents a discount up to 30% off our \$65.00/hr. rate	n/a			
<b>Group 4 - String Instruments</b>									
1	Violin	\$48.00 - \$70.00	There is no charge for quotations or for pick-up and delivery	\$45.50-52.00/hr.	**The quoted hourly rate represents a discount up to 30% off our \$65.00/hr. rate	n/a		\$30 - \$45	Ronald Sachs Violins is pleased to offer the discounted rate of \$30.00 - \$45.00/hr. for violin and viola repair services to all Cobb County schools in an effort to support the local schools and music programs. We feel this is a great value to the schools as it the same high quality service that we provide to many professional players, Atlanta Symphony members, and local private teachers at a fraction of the standard cost, which is \$100.00/hr. Also, all repair orders will be picked-up and returned at no cost.
2	Viola	\$48.00 - \$70.00	There is no charge for quotations or for pick-up and delivery	\$45.50-52.00/hr.	** The above statement applies to all of Group 4	n/a		\$30 - \$45	Ronald Sachs Violins is pleased to offer the discounted rate of \$30.00 - \$45.00/hr. for violin and viola repair services to all Cobb County schools in an effort to support the local schools and music programs. We feel this is a great value to the schools as it the same high quality service that we provide to many professional players, Atlanta Symphony members, and local private teachers at a fraction of the standard cost, which is \$100.00/hr. Also, all repair orders will be picked-up and returned at no cost.
3	Cello	\$48.00 - \$70.00	There is no charge for quotations or for pick-up and delivery	\$45.50-52.00/hr.		n/a		\$35 - \$55	Ronald Sachs Violins is pleased to offer the discounted rate of \$35.00 - \$55.00/hr. for cello and bass repair services to all Cobb County schools in an effort to support the local schools and music programs. We feel this is a great value to the schools as it the same high quality service that we provide to many professional players, Atlanta Symphony members, and local private teachers at a fraction of the standard cost, which is \$120.00/hr. Also, all repair orders will be picked-up and returned at no cost.

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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
4	Bass	\$48.00 - \$70.00	There is no charge for quotations or for pick-up and delivery	\$45.50-52.00/hr.		n/a		\$35 - \$55	Ronald Sachs Violins is pleased to offer the discounted rate of \$35.00 - \$55.00/hr. for cello and bass repair services to all Cobb County schools in an effort to support the local schools and music programs. We feel this is a great value to the schools as it the same high quality service that we provide to many professional players, Atlanta Symphony members, and local private teachers at a fraction of the standard cost, which is \$120.00/hr. Also, all repair orders will be picked-up and returned at no cost.
<b>Group 5 - Related Items</b>									
1	Per Section 10.9 of the Conditions, provide a fee for related items such as parts during the award period.	All accessories are priced 25% to 50% below retail and without request guaranteed to be the lowest education price.		20-40% off from vendors' MSRP		Parts are billed at cost plus 20%		Any cost for additional parts required for repair services will be included in the discounted pricing schedule in Group 4, provided above.	
2	Per Section 10.10 of the Conditions, provide a fee for related services that may be awarded during the award period.	Related services are priced the same as instrument repair.		\$45.50-52.00/hr.		Labor: \$60.00/ hour		Any additional repair services required will be included in the discounted pricing schedule in Group 4, provided above.	
Please indicate required lead-time for instruments to be repaired from repair request.		Lead time for pick-up is one or two days or at the convenience of the orchestra director.		1-7 days		24 Hours		Instruments will be picked-up 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.	