



## Mission C.I.S.D.

1201 Bryce Drive,  
Mission, TX 78572  
P: (956) 323-5500

FY2026 Term Contract:	Musical Instruments and Supplies #271-26-0
Awarded To	<ol style="list-style-type: none"><li>1. <u>Focus Camera LLC</u></li><li>2. <u>Guitar Center Stores dba Music and Arts</u></li><li>3. <u>JW Pepper &amp; Son, Inc</u></li><li>4. <u>Jim Melhart Piano and Organ dba Melhart Music Center</u></li><li>5. <u>Music in Motion</u></li><li>6. <u>Steinway Piano Gallery</u></li><li>7. <u>Sweet Pipes</u></li><li>8. <u>Sweetwater Sound LLC</u></li><li>9. <u>Taylor Music Inc</u></li><li>10. <u>Washington Music Sales Center, Inc</u></li><li>11. <u>Wenger Corporation</u></li><li>12. <u>West Music</u></li></ol>
Term:	One Year/One-year option to renew
Term Period:	July 2025 – June 2026

Mission Consolidated Independent School District  
Tabulation Form  
Musical Instruments and Supplies # 271-26-0

Focus Camera LLC 905 McDonald Ave Brooklyn, NY 11218	Vendor# 718-431-7964 Alba Castillo	<a href="mailto:bids@focuscamera.com">bids@focuscamera.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	5%	Minimum discount 5%, but can go as high as 25%
Manufacture Price Discount	5%	
Custome Price Discount	5%	
Internet/Online Price Discount	5%	
Shelf Price Discount	5%	

Guitar Center Stores dba Music and Arts 5295 Westview Dr. Suite 300 Frederick, MD 21703	Vendor #1615 301-620-4040 Amanda Tieman	<a href="mailto:schools@musicarts.com">schools@musicarts.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	0%	0% off educator discount, which ranges from 0-60%off store pricing

JW Pepper & Son, Inc 191 Sheree Blvd, PO Box 642 Exton, PA 19341	Vendor #61490 800-345-6296 Anthony T Carollo	<a href="mailto:southwestern@jwpepper.com">southwestern@jwpepper.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	0%	Print catalogs are available upon request but also available digitally on the Pepper website
Manufacture Price Discount	0%	No discount
Custom Price Discount	0%	No discount
Internet/On-Line Price Discount	0%	Items and prices are available on the Pepper website; <a href="http://www.jwpepper.com">www.jwpepper.com</a>
Shelf Price Discount	0%	No discount

Jim Melhart Piano and Organ dba Melhart Music Center 3325 N 10th Street McAllen, TX 78501	Vendor #49790 956-682-6147 Joel Narro	<a href="mailto:joel@melhart.com">joel@melhart.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	25%	Discount ranges from 0-25% of MSRP
Manufacture Price Discount	30%	
Internet/On-Line Price Discount	25%	
Shelf Price Discount	40%	

Music in Motion 1601 E Plano Pkwy, Suite 100 Plano, TX 75074	Vendor #44687 800-445-0649 Kristi Graham	<a href="mailto:bids@musicmotion.com">bids@musicmotion.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	6%	Website serves as company online catalog. Shipping & Handling will be added after bid discount is applied. S&H information can be found on company website: <a href="http://www.musicmotion.com">www.musicmotion.com</a>
Internet/On-Line Price Discount	6%	
Shelf Price	6%	Discount will be provided for any Showroom purchase at our Plano, TX store.

Steinway Piano Gallery 1201 N Loop 1604 W. Suite 107 San Antonio TX, 785258	Vendor# 210-375-2888 Deborah Moore	<a href="mailto:deborah@steinwayofsanantonio.com">deborah@steinwayofsanantonio.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	10%	Discount on new products only. Additonal discounts may be available based on quantities ordered per quote.

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Sweet Pipes 5889 S Williamson Blvd. Suite 1305 Port Orange, FL 32128	Vendor# 817-277-9922 Billy Ferguson	<a href="mailto:sales@sweetpipes.com">sales@sweetpipes.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	10%	We offer up to a 10% discount on items as follows : 10% off all Yamaha, Canto, Da Capo Recorders and neckstraps 10% off all Yamaha, Canto, Da Capo Recorders and neckstraps. 10% off all Sweet Pipes Publications (item #'s beginning with SP). 5% off Aulos recorders and Remo Percussion. Sonor, Studio 49 and Remo Instruments, request a quote. 0% off all other catalog items
Internet/On-Line Price Discount	10%	
Shelf Price Discount	10%	

Sweetwater Sound, LLC 5501 Us Hwy 30 W Fort Wayne, IN 46818	Vendor# 800-222-4700 Kyle Travis	<a href="mailto:procurementoffice@sweetwater.com">procurementoffice@sweetwater.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	3%	Discount percentages apply to the vast majority of our Sweetwater catalog. However, some of our vendor agreements include a Unilateral Pricing Policy that may prevent any retailer from selling a product below our manufacturers' fixed prices. Should this impact any items on your purchase order, we'll inform you and offer the item at the lowest price that retailers can offer. We appreciate your understanding.

Taylor Music Inc 513 S. Main Aberdeen, SD 57401	Vendor# 99182 800-872-2263 Mary McKinney	<a href="mailto:mary@taylormusic.com">mary@taylormusic.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	0%	Additional Discounts available 0-60% request quote
Internet/On-Line Price Discount	0%	Additional Discounts available 0-60% request quote

Washington Music Sales Center, Inc 11151 Veirs Mill Road Wheaton, MD 20902	Vendor# 1614 301-946-8808 Trey Smith	<a href="mailto:bids@chucklevins.com">bids@chucklevins.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	0%	email bids@chucklevins.com for maximum discount
Manufacture Price Discount	0%	
Custom Price Discount	0%	
Internet/On-Line Price Discount	0%	
Internet/On-Line Price Discount	0%	

Wenger Corporation 555 Park Drive Owatonna, MN 55060	Vendor# 83510 507-774-8344 Nancy Moreno	<a href="mailto:nancy.moreno@wengercorp.com">nancy.moreno@wengercorp.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Catalog Price Discount	5%	Discount valid for one year with option to renew. Freight charges and Installation charges, if requested, will be added to quote on a per project basis. Call your Wenger Area Sales Representative for a quote.

West Music 1212 5th Street, PO Box 5521 Coralville, IA 52241	Vendor# 84240 800-397-9378 Stephanie Adams	<a href="mailto:bids@westmusic.com">bids@westmusic.com</a>
Category Description	Catalog Discount as a Percentage	Notes
Internet/On-Line Price Discount	5%	Discount will be taken off the current advertized price on our website ( <a href="http://www.westmusic.com">www.westmusic.com</a> ) at the time of order. Discount excludes the following; Gameplan materials, Wenger brand products, items sold as USED/DEMO, Band/Orchestra Instruments, and Concert/Marching Percussion & Equipment. Orders will receive Free Shipping, except for items with an Oversize Shipping Rate. Oversize shipping rates can be found listed with their items on our website ( <a href="http://www.westmusic.com">www.westmusic.com</a> ).