

PRICE AGREEMENT NO. 15003

AMENDMENT NO.

ALBUQUERQUE PUBLIC SCHOOLS - PROCUREMENT DIVISION  
PO BOX 25704  
ALBUQUERQUE, NEW MEXICO 87125  
PHONE (505) 881-8415  
FAX (505) 830-1161

V  
E  
N  
D  
O  
R

J. Sharp  
P.O. Box 460  
Los Lunas, NM 87031

SHIP TO

Various APS Sites  
See Purchase Order

ATTENTION  
OF

See Purchase Order

DATE	VENDOR CODE
4/19/2018	39174

The Procurement Code, Sections 13-1-28 through 13-1-189 NMSA 1978, imposes civil and criminal penalties for its violation. In addition, the New Mexico Criminal statutes impose felony penalties for illegal bribes, gratuities and kickbacks.

PLEASE SHOW PRICE AGREEMENT NUMBER ON ALL INVOICES, SHIPPING PAPERS, PACKAGES, CORRESPONDENCE, ETC. INVOICE IN DUPLICATE.

**ITEMS, TERMS, & CONDITIONS**

**PRICE AGREEMENT**

**Musical Instruments & Related**

Contract Term: April 19, 2018 - April 18, 2024

Per terms and conditions of: 18-039KN-DS

Board Approved: 4/18/2018

Pricing Attached

**SERVICES AND/OR GOODS TO BE PROVIDED:** The Contractor shall provide the good(s) and/or service(s), as defined in this agreement, on an "as ordered" basis. This is not an order and no funds are obligated under this Pricing Agreement. Funds are obligated by approved purchase orders on an "as needed" basis. Contractor shall receive separate individual Purchase Orders for each individual requests.

**MINIMUM AMOUNT:** Albuquerque Public Schools does not guarantee a minimum amount of purchases in conjunction with this pricing agreement.

**QUOTES AND PAYMENT:** The Contractor shall include the APS Pricing Agreement Number on each quote and reflect the price as awarded. If a quote is based on a percentage discount, the quote should document the list price, discount percent, and final price. The invoice submitted for payment shall match the quote and shall note the purchase order number.

**Amendments:** This Pricing Agreement shall not be altered, changed, or amended except by written agreement signed by both parties.

Reason for Amendment:

Contact: James Landron

Phone: (505)-633-6646

Email: sales@jsharpmusic.com

PROCUREMENT DIVISION AUTHORIZED SIGNATURE

VENDOR AUTHORIZED SIGNATURE

*Krista Nicole Marquez*  
Date 4-23-18

*[Signature]*  
Date 4-24-18



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*Krista Nicole Marquez*  
Date 4-23-18

\_\_\_\_\_  
Date

## ALBUQUERQUE PUBLIC SCHOOLS (APS) GENERAL TERMS AND CONDITIONS


- 1. INSPECTION.** The materials, supplies or services furnished shall be exactly as specified in this order, free from defects in Seller's design, workmanship and materials, and, except as otherwise provided in this order, shall be subject to inspection and test by APS at all times and places. If, prior to final acceptance, any materials, supplies or services are found to be defective or not as specified, APS may reject them, require Seller to correct them without charge, or require delivery of such materials, supplies, or services at a reduction in price which is equitable under the circumstances. If Seller is unable or refuses to correct such defects within a time deemed reasonable by APS, APS may terminate the order in whole or in part. Seller shall bear all risks as to rejected materials, supplies and services and, in addition to any other costs for which Seller may become liable to APS under other provisions of this order, shall reimburse APS for all transportation costs, other related costs incurred, or payments to Seller in accordance with the terms of this order for unaccepted materials, supplies and services. Notwithstanding final acceptance and payment, Seller shall be liable for latent defects, fraud or such gross mistakes as amount to fraud. Any test programs and procedures required by the specifications are in addition to, and do not limit, APS's rights provided in this Paragraph.
- 2. WARRANTIES.** Seller warrants the materials, supplies or services furnished to be exactly as specified in this order, free from defects in Seller's design, labor, materials and manufacture, and to be in compliance with any drawings or specifications incorporated herein and with any samples furnished by Seller. All applicable UCC warranties, express or implied are incorporated herein.
- 3. ASSIGNMENT.** Neither the order nor any interest therein, nor claim thereunder shall be assigned or transferred by the Seller except as authorized in writing by APS. No assignment or transfer shall relieve the Seller from its obligations and liabilities.
- 4. CHANGES.** APS may make changes within the general scope of this order by giving notice to Seller and subsequently confirming such changes in writing. If such changes affect the cost of, or the time required for performance of this order, an appropriate equitable adjustment shall be made. No change by Seller shall be recognized without written approval of APS. Any claim of Seller for an adjustment under this Paragraph must be made in writing within thirty (30) days from the date of receipt by Seller of notification of such change unless APS waives this condition. Nothing in this Paragraph shall excuse Seller from proceeding with performance of the order as changed hereunder.
- 5. LABOR DISPUTES.** Seller shall give prompt notice to APS of any actual or potential labor dispute which delays or may delay timely performance of this order.
- 6. TERMINATION AND DELAYS.** APS may by written notice stating the extent and effective date, terminate this order for convenience in whole or in part, at any time. APS shall pay Seller as full compensation for performance until such termination: (1) the unit or pro rata order price for the delivered and accepted portion; and (2) a reasonable amount, not otherwise recoverable from other sources by Seller as approved by APS with respect to the undelivered or unaccepted portion of this order; provided compensation hereunder shall in no event exceed the total order price. Such amount will be limited to the Seller's actual cost and shall not include anticipated profits. APS may by written notice terminate this order for Seller's default, in whole or in part, at any time, if Seller refuses or fails to comply with the provisions of this order, or so fails to make progress as to endanger performance and does not cure such failure within a reasonable period of time, or fails to make deliveries of the items or services or to perform the services within the time specified or any written extension thereof. In such event, APS may purchase or otherwise secure items or services and, except as otherwise provided herein, Seller shall be liable to APS for any excess costs occasioned APS thereby, including incidental and consequential damages. If, after notice of termination for default, APS determines that the Seller was not in default or that the failure to perform this order is due to causes beyond the control and without the fault or negligence of Seller (including, but not restricted to, acts of God or of the public enemy, acts of APS, acts of Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather, and delays of a subcontractor or supplier due to such causes and without the fault or negligence of the subcontractor or supplier), termination shall be deemed for the convenience of APS, unless it shall be determined that the items or services covered by this order were obtainable from other sources in sufficient time to meet the required delivery schedule. If APS determines that Seller has been delayed in the work due to causes beyond the control and without the fault and negligence of the Seller, APS may extend the time for completion of the work called for by this order, when promptly applied for in writing by the Seller; and if such delay is due to failure of APS, not caused or contributed by Seller, to perform services or deliver property in accordance with the terms of the order, the time and price of the order shall be subject to change under the Changes Paragraph. Sole remedy of Seller in event of delay by failure of APS to perform shall, however, be limited to any money actually and necessarily expended in the work during the period of delay, solely by reason of delay. No allowance will be made for anticipated profits. The rights and remedies of APS provided in this Paragraph shall not be exclusive and are in addition to any other rights and remedies provided by law or under this order. As used in this Paragraph, the word "Seller" includes Seller and its sub suppliers at any tier.
- 7. AFFIRMATIVE ACTION.** Seller shall not maintain or provide racially segregated facilities for employees at any establishment under his control. Seller agrees to adhere to the principle set forth in Executive Order 11246 and 11375, and to undertake specifically to maintain employment policies and practices that affirmatively promote equality of opportunity for minority group persons and women; to take affirmative steps to hire and promote women and minority group persons at all job levels and in all aspects of employment; to communicate this policy effectively to all persons concerned within Seller's company, with outside recruiting services and the minority community at large; to provide APS on request a breakdown of its labor force by ethnic group, sex, and job category; and to discuss with APS its policies and practices relating to its affirmative action program.
- 8. INDEMNIFICATION AND INSURANCE.** Seller assumes the entire responsibility and liability for losses, expenses, damages, demands and claims in connection with or arising out of any actual or alleged personal injury (including death) and/or damage or destruction to property sustained or alleged to have been sustained in connection with or arising out of the performances of the work by Seller, its agents, employees, subcontractors or consultants, except to the extent of liability arising out of the negligent performance of the work by or willful misconduct of APS. Seller shall indemnify and hold harmless APS, its officers, agents, and employees from any and all liability for such losses, expenses, damages, demands, and claims and shall defend any suit or action brought against any or all of them based on any actual or alleged personal injury or damage and shall pay any damage costs and expenses including attorneys' fees, in connection with or resulting from such suit or action. Seller agrees that it and its subcontractors will maintain public liability and property damage insurance in reasonable amounts covering the above obligation and will maintain workers' compensation coverage covering all employees performing this order on premises occupied by or under the control of APS.
- 9. PATENT AND COPYRIGHT INDEMNITY.** Seller shall pay all royalty and license fees relating to deliverables and other items covered hereby. In the event any third party shall claim that the reproduction, manufacture, use or sale of goods or items covered hereby infringes any copyright, trademark, patent, or other intellectual property rights, Seller shall indemnify and hold APS harmless from any cost, expense, damage, or loss resulting therefrom.
- 10. DISCOUNTS.** APS will take advantage of prompt payment discounts whenever possible; however these will not be used as a means to determine the low responsive and responsible bidder. Any discount period will not begin until the materials, supplies or services have been received and accepted and a correct invoice submitted for payment. If testing is required, discount period will not begin until such tests are satisfactorily completed.
- 11. CONTINGENCY FEES.** Seller warrants that no person or selling agency has been employed or retained to solicit or secure this order upon an agreement or understanding for a commission, percentage, brokerage or contingent fee excepting bona-fide employees or bona-fide established commercial or selling agencies maintained or utilized by Seller for the purpose of securing business. For violation or breach of this warranty, APS shall have the right to annul this order without liability or, at its discretion, to deduct from this order, price or consideration or otherwise recover the full amount of such commission, percentage, brokerage or contingent fee.
- 12. PENALTIES.** The New Mexico Procurement Code (NMSA 1978) imposes civil and criminal penalties for its violation. In addition, New Mexico criminal statutes impose penalties for bribes, gratuities and kickbacks.
- 13. TITLE AND DELIVERY.** Title to the materials and supplies passed hereunder shall pass to APS at the F.O.B. point specified subject to the right of APS to reject upon inspection. For any exception to the delivery date specified, Seller shall give prior notification and obtain approval thereto from APS's Purchasing Department. Order is subject to termination for failure to make timely delivery.
- 14. TAX STATUS.** APS holds a Class 9 Nontaxable Transaction Certificate and is exempt from payment of tax on the purchase of tangible personal property. This certificate will be issued upon request. It is not valid for the purchase of services including construction, or materials that become part of a construction project or for the lease of property. Seller is responsible for payment of all applicable taxes, which will be added to invoice as a separate item at the current rate.
- 15. APPLICABLE LAWS.** If this order is a subcontract under a U.S. Government Prime Contract, applicable clauses of the Federal Acquisition Regulations are incorporated herein by reference. Any provision required to be included in a contract of this type by any applicable and valid Executive Order, federal, state or local law, ordinance, rule or regulation also shall be deemed to be incorporated herein. Any contract or litigation resulting from acceptance of this purchase order will be construed according to the laws of the State of New Mexico unless otherwise stated.

# SUBMISSION COVER SHEET

(Submit with your bid.)



**BIDDER ACKNOWLEDGEMENT:** By responding to this Bid, the undersigned Bidder (1) acknowledges that he or she agrees to the terms and conditions set forth in this Bid; (2) certifies that the Bidder has not, either directly or indirectly, entered into action in restraint of full competition in connection with the bid submitted to the District; and (3) agrees to furnish the materials, supplies or services as required within the time specified under the conditions imposed at the price indicated.

Signature of Authorized Representative:  Contractor's License #: 39174  
(If Applicable)

Type or print name of above: James Landron Address 1: PO Box 460 Los Lunas, NM 87031

Name of Firm: J Sharp Music Address 2: \_\_\_\_\_

Telephone No.: 505-633-6646 E-Mail: sales@jsharpmusic.com

Resident/Veterans Preference Certification No. (If applicable): \_\_\_\_\_

<b>Contact information for Sales Department:</b>	<b>Contact information for POs/Invoicing/Etc.:</b>
Name of Contact: <u>James Landron</u>	Name of Contact: <u>Sharalaina Piro-Rael</u>
Telephone No.: <u>505-633-6646</u>	Telephone No.: <u>505-633-6646</u>
Email Address: <u>sales@jsharpmusic.com</u>	Email Address: <u>sales@jsharpmusic.com</u>

**\*\*\* IF ANY OF THIS CONTACT INFORMATION CHANGES, IT IS THE RESPONSIBILITY OF THE CONTRACTOR TO IMMEDIATELY NOTIFY APS PROCUREMENT. \*\*\***

## BID SUBMITTAL REQUIREMENTS AND CHECKLIST

Please submit your completed bid, including the following items. Note that the requested information is mandatory and failure to submit these items with your response may deem it non-responsive and may be disqualified. Submittals must be in the following order and all items must be included in your response to this bid.

### PRINTED SUBMITTALS:

- Submission Cover Sheet **SIGNED**
- Bid Pricing List – **DO NOT SUBMIT ANY PRINTED CATALOGS.**
- Specification Exception Form **SIGNED**
- Completed Conflict of Interest and Debarment/Suspension Form (see Compliance section) **SIGNED**
- Campaign Contributions Disclosure Form (see Compliance section) **SIGNED**
- Resident Contractor (or Veteran Resident Contractor) Preference Certificate (if applicable)
- Addendums (if applicable) – before submitting your bid, please check for addendums here:  
<http://www.aps.edu/procurement/current-bids-and-rfps>

### ELECTRONIC SUBMITTALS:

- Electronic Price List/Catalog (either include a web-link where your pricing lists/catalogs can be found (in the space provided on the Electronic Bid Pricing List) or include a CD with your pricing list/catalogs)
- Electronic Bid Pricing List – please find an excel spreadsheet on the APS Procurement website here:  
<https://www.aps.edu/procurement/current-bids-and-rfps> Fill in all **required** fields in the spreadsheet. **DO NOT E-MAIL.** Submit with your sealed bid on a flash drive, CD, etc.

**OTHER PRICING INFORMATION**

1. **Special Quotation/Reference/Account Number:** (Optional. If applicable, indicate type and number.)

\_\_\_\_\_

2. **Specify any exceptions and conditions that your company may require.**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. **What is your Return Policy?** (Specify your return good policy, restocking charges, exchanges, etc.)

If for any reason you are dissatisfied with your purchase you may return it to us within 45 days of the original purchase date.

Returned products must be returned with receipt, packing slip, or invoice and in their original condition. Opened software and recorded media are not returnable unless defective. All special orders are subject to a 20% restocking fee.

Please allow up to 2 weeks for your return to be processed. Your refund will be processed in the same manner in which payment was made.

4. **Warranty:** Specify your warranty period and procedure. Please provide more detail than "see manufacturer's warranty". Define where warranty services are to be performed. Discuss any extended warranty services that may be available and the cost for such services.

J Sharp Music sells and provides products with the educator in mind. Musical instruments and accessories provide a balance of quality, price, and performance and we are proud to back them up with exceptional customer service and support. If you are not fully satisfied with a purchase, or if there are any defects with the product within the first year, let us know (Some manufactures have up to 10 year warranties). We will be happy to exchange it for a replacement item or to credit your account. All exchanges or replacements are subject to approval.

5. **Do you as a manufacturer or the manufacturer's distributor accept financial responsibility for shipping defective units (still under warranty) back to the manufacturer for repair/replacement?**

YES



NO

6. **What is your average lead-time after receipt of order?**

The average lead time for most of our products is 1 to 2 weeks.

7. **Assembly/Installation/Set-Ups:** It is required that most order will be delivered, assemble and put in place with all packing materials removed disposed of. How will this be coordinated with the APS requesting location?

We will gladly send an associate to a school or other requesting location to set up large instruments like marimbas, chimes, etc. For smaller instruments we will remove inner packing materials and perform any adjustments necessary to make sure they are ready to play upon receipt. In cases where on-site set up is required, we will make arrangements with the requesting location.

8. **Please explain your discount procedures as it applies to your invoice. (i.e. discount based on unit price, total extension of unit price, total order, etc.) APS PREFERS DISCOUNT BY LINE ITEM.**

Our discount is a percentage of off MSRP and is discounted by line item.

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9. **Product Safety: American Disabilities ACT (ADA): If vendor offers musical instruments, equipment or supplies which are integrated adaptation for compliance with ADA standards without the purchase of additional equipment, identify such products.**

We are willing to work with a requesting location to find instruments that can work to integrate adaptation for ADA.

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10. **Add any other information regarding ordering procedures or additional services that has not been discussed and that you wish to have considered.**

We are a local business and have a repair tech in house, so if any issues arise with instrument purchases, for example an adjustment issue, we can take care of them quickly without having ship the instrument back to the manufacturer or out of state. We are also willing to negotiate lower prices for bulk purchases and/or payment within 15 days of receipt for select brands.

**BID #18-039KN-DS MUSIC INSTRUMENTS & RELATED**

**BID PRICING LIST**

Please provide a discount off (%) manufacturer's price list for each brand and product type you can provide in the table below

Please feel free to add as many manufacturers and/or products types as you can provide.

	Wind	Brass	Percussion	Classroom	Marching Band/ Concert Attire	Accessories	Sheet Music	Guitar	Orchestra	Electronics
Armstrong Step-up	-54%									
Armstrong Student	-63%									
Azumi	-36%									
Jupiter Double Reed	-30%									
Jupiter Intermediate	-52%									
Jupiter Performance	-49%									
Jupiter Standard	-60%									
Leblanc	-53%									
Pearl Professional Flutes	-49%									
Pearl Student Flutes	-68%									
Selmer	-57%									
Selmer Paris Clarinet	-41%									
Selmer Paris Sax	-36%									
Selmer Prelude	-33%									
Vito	-58%									
Yanagisawa	-42%									
Adams Marching Brass		-44%								
Bach Professional		-35%								
Bach Step-up		-49%								
Bach Student		-57%								
C. G. Conn		-58%								
C. G. Conn Professional		-55%								
Holton		-37%								

VENDOR NAME: J Sharp Music

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Jupiter Double Horn		-36%								
Jupiter Intermediate Euph.		-34%								
Jupiter Intermediate Low Brass		-30%								
Jupiter Marching Brass		-29%								
Jupiter Performance		-40%								
Jupiter Performance Euph.		-33%								
Jupiter Performance Tuba		-30%								
Jupiter Single Horn		-47%								
Jupiter Standard		-57%								
Jupiter Student Low Brass		-37%								
King		-55%								
Prelude		-37%								
XO		-38%								
Adams Concert			-29%							
Adams Timpani			-26%							
Clearsonic			-30%							
DW Drums			-14%							
Gon Bops			-50%							
Gretch			-14%							
LP			-14%							
Ludwig			-38%							
Majestic Concert			-42%							
Majestic Mallets			-35%							



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Majestic Timpani			-29%							
Mapex Drumset			-50%							
Mapex Marching Drums			-50%							
Mapex Percussion Kits			-56%							
Musser			-38%							
Pacific Drums			-14%							
Panyard			-4%							
Pearl Concert Drums			-49%							
Pearl Drumset			52%							
Pearl Marching Drums			-47%							
Boom Whackers			-43%							
Green Tones			-41%							
Intellistage			-35%							
Sonor			-6%							
Studio 49			-12%							
DSI					-17%					
Ace Backstage						-15%				
Acoustagrip						-25%				
Archives						-50%				
Aria						-45%				
Bach						-38%				
Blessing						-50%				
Bow-Right						-44%				

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Bowmate						-48%				
Cherub						-39%				
Chief						-20%				
ClearTone						-51%				
Conn-Selmer						-39%				
D'Addario						-59%				
D'Andrea						-44%				
Da-Lite						-20%				
Danelectro						-39%				
Danmar						-45%				
Dava						-47%				
Dean Markley						-62%				
Dennis Wick						-47%				
Diamond Head						-41%				
Dixon						-50%				
Drum Stackerz						-45%				
DrumFire						-45%				
Dunlop						-44%				
Earasers						-50%				
Elkx						-58%				
Emerald						-44%				
Engelhardt-Link						-47%				
Evans						-62%				

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		Wind	Brass	Percussion	Classroom	Marching Band/ Concert Attire	Accessories	Sheet Music	Guitar	Orchestra	Electronics
Everyly							-44%				
Fender							-40%				
Fibracell							-45%				
Fishman							-38%				
Forestone							-37%				
G 7th							-43%				
Gaftech Galaxy Audio							-28%				
GelRest							-45%				
Gig Gear							-20%				
GI Cases							-45%				
Gonzalez Reeds							-47%				
Graphtech							-44%				
Groove Juice							-48%				
Grover							-39%				
Grundorf							-34%				
Hamilton							-46%				
Harmon							-47%				
Hearos							-47%				
Herco							-46%				
Hercules							-45%				
Hetman							-38%				
Hilo							-43%				
Hodge							-44%				

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	Hohner						-43%			
Hollywinds						-44%				
Holton						-40%				
Hosa Technology						-47%				
HWP						-45%				
Innovative Percussion						-36%				
Intelli						-52%				
J. Remy						-48%				
Jakob Winter						-44%				
Jo-Ral						-47%				
John Pearse						-37%				
Jones						-44%				
Juno						-47%				
Jupiter						-50%				
K&M						-37%				
Kaces						-53%				
Kiwi						-38%				
Knilling						-44%				
Korg						-32%				
Kratt						-45%				
KRK						-40%				
Kyser						-39%				
La Bella						-65%				

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La Tromba						-47%				
Leblanc						-42%				
Lee Oscar						-44%				
Legere						-34%				
LM						-46%				
LR Baggs						-35%				
Luyben						-44%				
Manhasset						-47%				
Martin & Co						-66%				
Mighty Bright						-45%				
Mike Balter						-43%				
Mogan						-34%				
Mollard						-26%				
Mutec Mutes						-44%				
Neotech						-44%				
Nomad						-52%				
Oldenburg						-56%				
On-Stage						-43%				
P. Mauriat						-45%				
Palmer						-39%				
Peak						-53%				
Pirastro						-47%				
Planet Waves						-56%				

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BID #18-039KN-DS MUSIC INSTRUMENTS & RELATED

Please provide a discount off (%) manufacturer's price list for each brand and product type you can provide in the table below

Please feel free to add as many manufacturers and/or products types as you can provide.

	Wind	Brass	Percussion	Classroom	Marching Band/ Concert Attire	Accessories	Sheet Music	Guitar	Orchestra	Electronics
Point Source						-25%				
Pro-Mark						-48%				
Rebel						-53%				
Reed Geek						-35%				
Regal Tip						-47%				
Remo						-53%				
Rhythm Tech						-44%				
Rico						-47%				
Road Ready						-50%				
Roche-Thomas						-44%				
Rockwood						-47%				
Rover						-44%				
Runyon						-44%				
Sammuel Shen						-50%				
Savarez						-47%				
Sax Holder						-27%				
Shubb						-33%				
Sigma						-50%				
SKB						-41%				
Snark						-66%				
Souldier						-38%				
Steve Clayton						-44%				
String Swing						-41%				

BID PRICING LIST

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VENDOR NAME: J Sharp Music

	Wind	Brass	Percussion	Classroom	Marching Band/ Concert Attire	Accessories	Sheet Music	Guitar	Orchestra	Electronics
Super-Sensitive						-56%				
Superial						-34%				
Superslick						-46%				
Suzuki Music						-29%				
Swirly Gig						-47%				
Thomasik Infield Vienna						-44%				
Timber Wolf						-45%				
Trophy						-44%				
Ultra Pure						-33%				
Union Station						-50%				
Valentino						-44%				
Vandoren						-47%				
Vater						-45%				
Venture						-56%				
Vic Firth						-50%				
Viva						-44%				
WD Music						-44%				
Wedgie						-44%				
Wittner						-33%				
Yorkville						-26%				
Zonda						-47%				
Hal Leonard							-25%			
KIOS							-25%			













