

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: 540-422-8351

Fax: 540-422-8355

NOTICE OF CONTRACT AWARD

DATE: August 9, 2023

COMMODITY NAME: Musical Instrument Repair Services

CONTRACT NUMBER: #17-20em (Riding, Loudoun County Schools (IFB #I20246)

CONTRACT PERIOD: December 1, 2022 – November 30, 2023

RENEWAL OPTIONS: 1 (One) renewal remains

CONTRACTOR(s): Various—See following pages

TERMS: Net 45 days

DELIVERY: As Needed

FOR FURTHER INFORMATION CONTACT: Andy Johnson
Procurement Officer I
Phone: 540-422-8351

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC-SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. **Orders:** All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8352 or 8351.
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a “Not to exceed” estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor’s invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via fax or courier.
5. Pricing: See details below
- 6.
7. Renewals: As stated on the face of this notice, one (1) one-year renewal remain on this contract. The decision as to whether to renew the contract will be made by the contract officer, with input requested from the using departments, approximately sixty (60) days in advance of the expiration date of the current term.
8. Price Adjustments: Changes to the firm, fixed prices as stated herein will be negotiated only at the time of renewal. All price increases must be approved by the contract officer. Contract users will be sent notification of contract change from the Procurement office as official notification of such changes, if approved.
9. Use of Contract by Other Political Jurisdictions: This clause is contained in IFB I20246, Contract Provisions-Cooperative Procurement. This contract may therefore be extended to other jurisdictions and the Political Subdivisions of the Commonwealth of Virginia with the Authorization of the Contractor. FCG&PS acts only as the “Contracting Agent” for these jurisdictions and political subdivisions.



LOUDOUN COUNTY PUBLIC SCHOOLS
DEPARTMENT OF BUSINESS & FINANCIAL SERVICES
PROCUREMENT & RISK MANAGEMENT SERVICES

21000 Education Court, Suite #301
Ashburn, VA 20148
Phone (571) 252-1270 Fax (571) 252-1432

December 1, 2022

Contract Information

Title:	Wind & String Instrument Repair Services
IFB/RFP Number:	IFB #I20246
Supersedes:	
Vendor Name:	Multiple Awards – see attached
Debarment Form:	Required: No Form on File: Not Applicable
Contractor Certification: Virginia Code 22.1-296.1 ...the school board shall require the contractor to provide certification that all persons who will provide such services have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.	Required: Yes Form on File: Yes
Pricing:	See attached Pricing Sheet(s)
Contract Period:	December 1, 2022 through November 30, 2023
Contract Renewal Number:	3
Number of Renewals Remaining:	1
Procurement Contact:	Brandon Grayson
Procurement Director:	Andrea Philyaw



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CONTRACT MODIFICATION AGREEMENT

Date: November 4, 2022

Contract No.: IFB #I20246

Modification No.: 3

Contractor: Brenda's Shoppe, LLC
Attn: Brenda Davis
684 River Road
Woodstock, VA 22664
Ph.: 540-459-7722
brendashoppe@gmail.com

RE: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract **IFB #I20246, WIND AND STRING INSTRUMENT REPAIR SERVICES** is renewed from **December 1, 2022 through November 30, 2023**, in accordance with section 7.2 of the contract.

All conditions, including pricing, will be as specified in the original contract. This is the third of four possible renewals on this contract.

BRENDA'S SHOPPE, LLC

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: *Brenda K. Davis*

AUTHORIZED SIGNATURE

BY: *Andrea Philyaw*

AUTHORIZED SIGNATURE

TITLE: *owner*

TITLE: Director, Procurement/Risk Management

DATE: *11/7/2022*

11/16/22

DATE: _____

cc: Michael Pierson, Supervisor of Fine Arts

LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #I20246
WIND STRING INSTRUMENT REPAIR SERVICES

PRICING SCHEDULE (A)
BRENDA'S SHOPPE

WIND INSTRUMENT REPAIR

Item	Description	Hourly Labor Rate	Parts % Discount
1	Baritone	\$50.00	25%
2	Bassoon	\$50.00	25%
3	Clarinet, Bass	\$50.00	25%
4	Clarinet, Bflat	\$50.00	25%
5	Euphonium	\$50.00	25%
6	Flute	\$50.00	25%
7	Flute, Closed hole	\$50.00	25%
8	French Horn, Double	\$50.00	25%
9	French Horn, Single	\$50.00	25%
10	Mellophone	\$50.00	25%
11	Oboe	\$50.00	25%
12	Piccolo	\$50.00	25%
13	Saxophone, Alto	\$50.00	25%
14	Saxophone, Baritone	\$50.00	25%
15	Saxophone, Soprano	\$50.00	25%
16	Saxophone, Tenor	\$50.00	25%
17	Sousaphone	\$50.00	25%
18	Trombone	\$50.00	25%
19	Trombone, Double rotor	\$50.00	25%
20	Trombone, Single rotor	\$50.00	25%
21	Trumpet	\$50.00	25%
22	Tuba	\$50.00	25%

LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #I20246
WIND STRING INSTRUMENT REPAIR SERVICES

PRICING SCHEDULE (A)
BRENDA'S SHOPPE

BRASS INSTRUMENT CHEMICAL BATH

Item	Description of Cleaning/Bath (see section 1.12 of Technical Specifications)	Price Per Bath
1	Trumpets	\$ 45.00 (lacquer)
2	French Horns	\$65.00 (single) \$75.00 (double)
3	Baritones/Euphoniums	\$65.00 (3 valve)
4	Trombones	\$45.00 (tenor)
5	Sousaphones	\$85.00
6	Tubas	\$75.00 (3 valve)

LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #120246
WIND STRING INSTRUMENT REPAIR SERVICES

PRICING SCHEDULE (B)
BRENDA'S SHOPPE

STRING INSTRUMENT REPAIR

Item	Description	<u>VIOLIN</u>		<u>VIOLA</u>		<u>CELLO</u>		<u>BASS</u>	
		Rate	Parts % Discount	Rate	Parts % Discount	Rate	Parts % Discount	Rate	Parts % Discount
1	Fit Standard Bridge (+ parts)	\$50.95	25%	\$50.95	25%	\$88.00	25%	\$150.00	25%
2	Adjust Existing Bridge	\$20.00	n/a	\$30.00	n/a	\$40.00	25%	\$60.00	25%
3	Reset Sound Post	\$10.00	n/a	\$15.00	n/a	\$15.00	25%	\$20.00	25%
4	New Sound Post	\$25.00	25%	\$30.00	25%	\$45.00	25%	\$55.00	25%
5	New Peg (+ parts)	\$18.00	25%	\$18.00	25%	\$21.00	25%	\$45.00	25%
6	Clean Body	\$15.00	n/a	\$15.00	n/a	\$25.00	n/a	\$55.00	n/a
7	Install Tailpiece	\$10.00	25%	\$10.00	25%	\$15.00	25%	\$25.00	25%
8	Re-glue Fingerboard	\$35.00	n/a	\$40.00	n/a	\$45.00	n/a	\$55.00	n/a
9	Glue Loose Seam	\$25.00	n/a	\$25.00	n/a	\$35.00	n/a	\$45.00	n/a
10	Install New Nut or Saddle	\$35.00	25%	\$35.00	25%	\$40.00	25%	\$60.00	25%
11	Install New Endpin (+ parts)	\$15.00	25%	\$15.00	25%	\$78.00	25%	\$95.00	25%
12	Rehair Bow (Siberian White)	\$45.00	n/a	\$45.00	n/a	\$45.00	n/a	\$45.00	n/a
13	Install Brass Eyelet	\$15.00	25%	\$15.00	25%	\$15.00	25%	\$15.00	25%
14	Install New Tip (Plastic)	\$45.00	25%	\$45.00	25%	\$45.00	25%	\$45.00	25%
15	Install Silver Bow Winding	\$45.00	25%	\$45.00	25%	\$45.00	25%	\$45.00	25%
16	Install Plastic Grip	\$10.00	25%	\$10.00	25%	\$10.00	25%	\$15.00	25%
17	Refit Tuning Pegs	\$15.00 ea	25%	\$15.00	25%	\$15.00 ea	25%	n/a	n/a
18	Install String Set	\$15.00	25%	\$15.00	25%	\$15.00	25%	\$30.00	25%
19	Build New Finger Baord	\$150.00	25%	\$150.00	25%	\$200.00	25%	\$400.00	25%
20	Crack Repairs	\$60.00 hr	n/a	\$60.00hr	n/a	\$60.00 hr	n/a	\$60.00 hr	n/a

Hourly Rate for repairs not listed \$ 60.00 /hr.



LOUDOUN COUNTY PUBLIC SCHOOLS
DEPARTMENT OF BUSINESS & FINANCIAL SERVICES
PROCUREMENT AND RISK MANAGEMENT SERVICES

21000 Education Court, Suite #301
Ashburn, VA 20148
Phone (571) 252-1270 Fax (571) 252-1432

CONTRACT MODIFICATION AGREEMENT

Date: November 4, 2022

Contract No.: IFB #I20246

Modification No.: 3

Contractor: Music & Arts
Attn: Beth Fogarty
5295 Westview Drive, Ste. 300
Frederick, MD 21703
Ph.: 301-620-4040
repairops@musicarts.com

RE: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract **IFB #I20246, WIND AND STRING INSTRUMENT REPAIR SERVICES** is renewed from **December 1, 2022 through November 30, 2023**, in accordance with section 7.2 of the contract.

All conditions, including pricing, will be as specified in the original contract. This is the third of four possible renewals on this contract.

MUSIC & ARTS

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: Katherine Burns
AUTHORIZED SIGNATURE

BY: Andrea Philyaw
AUTHORIZED SIGNATURE

TITLE: School Services Coordinator

TITLE: Director, Procurement/Risk Management

DATE: 11/15/22

DATE: 11/16/22

cc: Michael Pierson, Supervisor of Fine Arts

**LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #I20246
WIND STRING INSTRUMENT REPAIR SERVICES**

**PRICING SCHEDULE (A)
MUSIC AND ARTS**

WIND INSTRUMENT REPAIR

Item	Description	Hourly Labor Rate	Parts % Discount
1	Baritone	\$43.50	30%
2	Bassoon	\$43.50	30%
3	Clarinet, Bass	\$43.50	30%
4	Clarinet, Bflat	\$43.50	30%
5	Euphonium	\$43.50	30%
6	Flute	\$43.50	30%
7	Flute, Closed hole	\$43.50	30%
8	French Horn, Double	\$43.50	30%
9	French Horn, Single	\$43.50	30%
10	Mellophone	\$43.50	30%
11	Oboe	\$43.50	30%
12	Piccolo	\$43.50	30%
13	Saxophone, Alto	\$43.50	30%
14	Saxophone, Baritone	\$43.50	30%
15	Saxophone, Soprano	\$43.50	30%
16	Saxophone, Tenor	\$43.50	30%
17	Sousaphone	\$43.50	30%
18	Trombone	\$43.50	30%
19	Trombone, Double rotor	\$43.50	30%
20	Trombone, Single rotor	\$43.50	30%
21	Trumpet	\$43.50	30%
22	Tuba	\$43.50	30%

**LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #120246
WIND STRING INSTRUMENT REPAIR SERVICES**

**PRICING SCHEDULE (A)
MUSIC AND ARTS**

BRASS INSTRUMENT CHEMICAL BATH

Item	Description of Cleaning/Bath (see section 1.12 of Technical Specifications)	Price Per Bath
1	Trumpets (Ultrasonic Cleaning)	\$47.56
2	French Horns (Ultrasonic Cleaning)	\$66.70 Single / \$81.20 Double
3	Baritones/Euphoniums (Ultrasonic Cleaning)	\$64.96 (3 Valve)
4	Trombones (Ultrasonic Cleaning)	\$49.30 (Tenor)
5	Sousaphones (Ultrasonic Cleaning)	\$85.26
6	Tubas (Ultrasonic Cleaning)	\$85.26 (3 Valve)

LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #120246
WIND STRING INSTRUMENT REPAIR SERVICES

PRICING SCHEDULE (B)
MUSIC AND ARTS

STRING INSTRUMENT REPAIR

Item	Description	<u>VIOLIN</u>		<u>VIOLA</u>		<u>CELLO</u>		<u>BASS</u>	
		Rate	Parts % Discount	Rate	Parts % Discount	Rate	Parts % Discount	Rate	Parts % Discount
1	Fit Standard Bridge (+ parts)	\$27.26	30%	\$27.26	30%	\$34.22	30%	\$51.04	30%
2	Adjust Existing Bridge	\$14.50	30%	\$14.50	30%	\$17.40	30%	\$17.40	30%
3	Reset Sound Post	\$14.50	30%	\$14.50	30%	\$17.40	30%	\$17.40	30%
4	New Sound Post	\$22.62	30%	\$22.62	30%	\$23.20	30%	\$36.54	30%
5	New Peg (+ parts)	\$20.88	30%	\$20.88	30%	\$19.72	30%	Estimate Only	30%
6	Clean Body	\$14.50	30%	\$14.50	30%	\$32.63	30%	\$43.50	30%
7	Install Tailpiece	\$13.92	30%	\$13.92	30%	\$35.96	30%	\$44.66	30%
8	Re-glue Fingerboard	\$52.50	30%	\$52.50	30%	\$69.60	30%	\$87.00	30%
9	Glue Loose Seam	\$34.80	30%	\$34.80	30%	\$55.10	30%	Estimate Only	30%
10	Install New Nut or Saddle	\$30.74	30%	\$30.74	30%	\$51.62	30%	\$37.12	30%
11	Install New Endpin (+ parts)	\$29.00	30%	\$29.00	30%	\$53.36	30%	\$53.36	30%
12	Rehair Bow (Siberian White)	\$29.00	30%	\$29.00	30%	\$34.80	30%	\$40.60	30%
13	Install Brass Eyelet	\$14.50	30%	\$14.50	30%	\$14.50	30%	\$14.50	30%
14	Install New Tip (Plastic)	\$27.26	30%	\$27.26	30%	\$26.68	30%	\$26.10	30%
15	Install Silver Bow Winding	\$29.00	30%	\$29.00	30%	\$29.00	30%	\$31.60	30%
16	Install Plastic Grip	\$14.50	30%	\$14.50	30%	\$14.50	30%	\$14.50	30%
17	Refit Tuning Pegs	\$14.50	30%	\$14.50	30%	\$14.50	30%	Estimate Only	30%
18	Install String Set	\$22.04	30%	\$22.04	30%	\$24.36	30%	\$31.90	30%
19	Build New Finger Board	\$58.00	30%	\$58.00	30%	Estimate Only	30%	Estimate Only	30%
20	Crack Repairs	Estimate Only	30%	Estimate Only	30%	Estimate Only	30%	Estimate Only	30%

Hourly Rate for repairs not listed \$43.50 /hr.



LOUDOUN COUNTY PUBLIC SCHOOLS
DEPARTMENT OF BUSINESS & FINANCIAL SERVICES
PROCUREMENT AND RISK MANAGEMENT SERVICES

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Ashburn, VA 20148
Phone (571) 252-1270 Fax (571) 252-1432

CONTRACT MODIFICATION AGREEMENT

Date: November 4, 2022
Contract No.: IFB #I20246
Modification No.: 3
Contractor: Day Violins LLC
Attn: Jason Day
14221A Willard Rd., Ste. 500
Chantilly, VA 20151
Ph.: 703-391-9444
info@DayViolins.com

RE: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract **IFB #I20246, WIND AND STRING INSTRUMENT REPAIR SERVICES** is renewed from **December 1, 2022 through November 30, 2023**, in accordance with section 7.2 of the contract.

All conditions, including pricing, will be as specified in the original contract. This is the third of four possible renewals on this contract.

DAY VIOLINS LLC

BY: 
AUTHORIZED SIGNATURE

TITLE: Owner

DATE: 11-28-22

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: Andrea Philyaw
AUTHORIZED SIGNATURE

TITLE: Director, Procurement/Risk Management

DATE: 11/29/2022

cc: Michael Pierson, Supervisor of Fine Arts

LOUDOUN COUNTY PUBLIC SCHOOLS
IFB #120246
WIND STRING INSTRUMENT REPAIR SERVICES

PRICING SCHEDULE (B)
DAY VIOLINS

STRING INSTRUMENT REPAIR

Item	Description	<u>VIOLIN</u>		<u>VIOLA</u>		<u>CELLO</u>		<u>BASS</u>	
		Rate	Parts % Discount	Rate	Parts % Discount	Rate	Parts % Discount	Rate	Parts % Discount
1	Fit Standard Bridge (+ parts)	\$34.00	25%	\$38.00	25%	\$85.00	25%	\$125.00	25%
2	Adjust Existing Bridge	\$18.50	25%	\$18.50	25%	\$22.00	25%	\$39.00	25%
3	Reset Sound Post	\$15.00	25%	\$15.00	25%	\$20.00	25%	\$28.00	25%
4	New Sound Post	\$20.00	25%	\$20.00	25%	\$27.00	25%	\$35.00	25%
5	New Peg (+ parts)	\$16.00	25%	\$20.00	25%	\$28.00	25%	N/A	25%
6	Clean Body	\$18.00	25%	\$18.00	25%	\$25.00	25%	\$45.00	25%
7	Install Tailpiece	\$28.00	25%	\$35.00	25%	\$64.00	25%	\$94.00	25%
8	Re-glue Fingerboard	\$24.00	25%	\$28.00	25%	\$44.00	25%	\$56.00	25%
9	Glue Loose Seam	\$25.00	25%	\$25.00	25%	\$25.00	25%	\$25.00	25%
10	Install New Nut or Saddle	\$24.00	25%	\$24.00	25%	\$32.00	25%	\$40.00	25%
11	Install New Endpin (+ parts)	\$22.00	25%	\$22.00	25%	\$59.00	25%	\$79.00	25%
12	Rehair Bow (Siberian White)	\$38.00	25%	\$38.00	25%	\$42.00	25%	\$50.00	25%
13	Install Brass Eyelet	\$14.00	25%	\$14.00	25%	\$14.00	25%	\$14.00	25%
14	Install New Tip (Plastic)	\$23.00	25%	\$23.00	25%	\$28.00	25%	\$28.00	25%
15	Install Silver Bow Winding	\$49.00	25%	\$49.00	25%	\$59.00	25%	\$69.00	25%
16	Install Plastic Grip	\$20.00	25%	\$20.00	25%	\$30.00	25%	\$40.00	25%
17	Refit Tuning Pegs	\$18.00	25%	\$18.00	25%	\$18.00	25%	N/A	25%
18	Install String Set	\$10.00	25%	\$10.00	25%	\$15.00	25%	\$35.00	25%
19	Build New Finger Board	\$68.00	25%	\$80.00	25%	\$145.00	25%	\$305.00	25%
20	Crack Repairs	\$45/hr	25%	\$45/hr	25%	\$45/hr	25%	\$45/hr	25%

Hourly Rate for repairs not listed: \$45.00/hr.