



**Board of School Trustees  
Mansfield Independent School District**

26-033 Fine Arts Instruments

DATE: 5/26/2026

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**ACTION ITEM**

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**BACKGROUND:**

We request that the MISD Board of Trustees approve the recommendation as made by the Purchasing Department for awarding 26-033 Fine Arts Instruments. Completed proposal requests for RFP 26-033 were received prior to the closing at 2:00 p.m. on May 15<sup>th</sup>, 2026.

**CONSIDERATIONS:**

The purpose of this Request for Proposals was to solicit a qualified provider for Fine Arts Instruments. Mansfield ISD received 7 responses to this bid out of 480 invitations.

**RECOMMENDATION:**

*“The Purchasing Department recommends the approval of Sweetwater Sound LLC and Brook Mays Music as listed below”*

**1 Silver Mellophone**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	100	EA	\$1,295.00	\$129,500.00	Silver Mellophone, comes with mellophone	Orion	OMM-422MS
Sweetwater Sound LLC (Sweetwater)	100	EA	\$1,673.44	\$167,344.00		King	KMP411S
Washington Music Center (WASHINGTON)	100	EA	\$1,690.20	\$169,020.00		King	KMP411S
Olivas Music (Bob Farley Music Inc)	100	EA	\$1,703.00	\$170,300.00		King	KMP411S
Brook Mays Music (Universal Melodious)	100	EA	\$1,762.00	\$176,200.00	5-6 months to complete	King	KMP411S
Bells Music Shop Inc	100	EA	\$1,849.00	\$184,900.00		King	KMP411S
Jasmine Blond	100	EA	No Bid			King	KMP411S
The Bandwagon Music Store & Rep	100	EA	No Bid			King	KMP411S

**2 Silver Sousaphone with Case**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	75	EA	\$5,995.00	\$449,625.00	Silver Sousaphone, comes with ABS case	Orion	OSU-521S
Brook Mays Music (Universal Melodious)	75	EA	\$8,450.00	\$633,750.00	1-2 months to complete	King	2350SP
Sweetwater Sound LLC (Sweetwater)	75	EA	\$8,572.36	\$642,927.00	2350WSP (with case)	King	2350SP
Washington Music Center (WASHINGTON)	75	EA	\$8,658.10	\$649,357.50		King	2350SP
Olivas Music (Bob Farley Music Inc)	75	EA	\$8,700.00	\$652,500.00		King	2350SP
Bells Music Shop Inc	75	EA	\$9,474.00	\$710,550.00		King	2350SP
Jasmine Blond	75	EA	No Bid			King	2350SP
The Bandwagon Music Store & Rep	75	EA	No Bid			King	2350SP

**3 Sousaphone Road Case**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	75	EA	\$1,050.00	\$78,750.00	Features a heavy duty interlock construction	Unitec	U-SOUS
Brook Mays Music (Universal Melodious)	75	EA	\$1,375.00	\$103,125.00		Melhart	SRC
Olivas Music (Bob Farley Music Inc)	75	EA	No Bid			Melhart	SRC
The Bandwagon Music Store & Rep	75	EA	No Bid			Melhart	SRC
Washington Music Center (WASHINGTON)	75	EA	No Bid			Melhart	SRC
Bells Music Shop Inc	75	EA	No Bid			Melhart	SRC
Jasmine Blond	75	EA	No Bid			Melhart	SRC
Sweetwater Sound LLC (Sweetwater)	75	EA	No Bid			Melhart	SRC

**4 Silver Marching Baritone**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	100	EA	\$1,395.00	\$139,500.00	Silver Marching Baritone, 3 valve, silver	Orion	OMB-321S
Sweetwater Sound LLC (Sweetwater)	100	EA	\$2,198.82	\$219,882.00		King	KMB412S
Washington Music Center (WASHINGTON)	100	EA	\$2,220.85	\$222,085.00		King	KMB412S
Olivas Music (Bob Farley Music Inc)	100	EA	\$2,239.00	\$223,900.00		King	KMB412S

Brook Mays Music (Universal Melo	100	EA	\$2,315.00	\$231,500.00	5-6 months to complete	King	KMB412S
Bells Music Shop Inc	100	EA	\$2,430.00	\$243,000.00		King	KMB412S
Jasmine Blond	100	EA	No Bid			King	KMB412S
The Bandwagon Music Store & Rep	100	EA	No Bid			King	KMB412S

**5 Euphonium 4/4 (compensated)**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	25	EA	\$2,495.00	\$62,375.00	Silver Compensating Euphonium 4/4, C	Orion	OEU-421S
Washington Music Center (WASHI	25	EA	\$3,741.50	\$93,537.50		Conn	CEU611S
Olivas Music (Bob Farley Music Inc	25	EA	\$3,760.00	\$94,000.00		Conn	CEU611S
Brook Mays Music (Universal Melo	25	EA	\$3,899.00	\$97,475.00	8-10 months to complete	Conn	CEU611S
Sweetwater Sound LLC (Sweetwat	25	EA	\$4,059.54	\$101,488.50		Conn	CEU611S
Bells Music Shop Inc	25	EA	\$4,094.00	\$102,350.00		Conn	CEU611S
Jasmine Blond	25	EA	No Bid			Conn	CEU611S
The Bandwagon Music Store & Rep	25	EA	No Bid			Conn	CEU611S

**6 Tuba 4/4 size, .750"/.800" bore, 18.9" upright bell, four top-action pistons with case**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes	Manufacturer	Manufacturer #
Sweetwater Sound LLC (Sweetwat	65	EA	\$7,535.00	\$489,775.00		Conn	CBB6124
Washington Music Center (WASHI	65	EA	\$7,610.35	\$494,672.75		Conn	CBB6124
Olivas Music (Bob Farley Music Inc	65	EA	\$7,670.00	\$498,550.00		Conn	CBB6124
Brook Mays Music (Universal Melo	65	EA	\$7,932.00	\$515,580.00	5-6 months to complete	Conn	CBB6124
Bells Music Shop Inc	65	EA	\$8,328.00	\$541,320.00		Conn	CBB6124
Jasmine Blond	65	EA	No Bid			Conn	CBB6124
The Bandwagon Music Store & Rep	65	EA	No Bid			Conn	CBB6124

**7 Custom Seried Bass Trombone**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	10	EA	\$2,995.00	\$29,950.00	Bass Trombone Double Thayer, mech. li	Orion	OBT-421DR
Bells Music Shop Inc	10	EA	\$4,896.00	\$48,960.00		Shires	STBBSA
Sweetwater Sound LLC (Sweetwat	10	EA	\$4,896.50	\$48,965.00		Shires	STBBSA
Olivas Music (Bob Farley Music Inc	10	EA	\$4,987.00	\$49,870.00		Shires	STBBSA
Washington Music Center (WASHI	10	EA	\$5,092.40	\$50,924.00		Shires	STBBSA
Brook Mays Music (Universal Melo	10	EA	\$5,386.00	\$53,860.00	18 Months	Shires	STBBSA
The Bandwagon Music Store & Rep	10	EA	No Bid			Shires	STBBSA
Jasmine Blond	10	EA	No Bid			Shires	STBBSA

**8 Euphonium 4/4 Lacquer Key of Bb, 4 inline valves, .571" bore, 11" bell**

Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	49	EA	\$1,495.00	\$73,255.00	Euphonium 4/4 lacquer key of Bb, 4 inl	Orion	OEU-321L

Sweetwater Sound LLC (Sweetwat	49	EA	\$1,851.35	\$90,716.15		Conn	CEU411
Washington Music Center (WASHII	49	EA	\$1,869.90	\$91,625.10		Conn	CEU411
Olivas Music (Bob Farley Music Inc	49	EA	\$1,891.00	\$92,659.00		Conn	CEU411
Brook Mays Music (Universal Melo	49	EA	\$1,949.00	\$95,501.00	4-5 months to complete	Conn	CEU411
Bells Music Shop Inc	49	EA	\$2,046.00	\$100,254.00		Conn	CEU411
Jasmine Blond	49	EA	No Bid			Conn	CEU411
The Bandwagon Music Store & Rep	49	EA	No Bid			Conn	CEU411

<b>9</b>	<b>Euphonium 4/4 Lacquer , 3+1 compensating valves, .590"/.661" bore, 12.2" bell</b>
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Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] The Bandwagon Music Store	21	EA	\$2,295.00	\$48,195.00	Lacquer Compensating Euphonium 4/4	Orion	OEU-421
Washington Music Center (WASHII	21	EA	\$3,453.65	\$72,526.65		Conn	CEU611
Olivas Music (Bob Farley Music Inc	21	EA	\$3,479.00	\$73,059.00		Conn	CEU611
Brook Mays Music (Universal Melo	21	EA	\$3,599.00	\$75,579.00	4-5 months to complete	Conn	CEU611
Bells Music Shop Inc	21	EA	\$3,779.00	\$79,359.00		Conn	CEU611
Sweetwater Sound LLC (Sweetwat	21	EA	\$3,829.76	\$80,424.96		Conn	CEU611
The Bandwagon Music Store & Rep	21	EA	No Bid			Conn	CEU611
Jasmine Blond	21	EA	No Bid			Conn	CEU611

<b>10</b>	<b>4/4 Tuba with Case</b>
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Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
Sweetwater Sound LLC (Sweetwat	49	EA	\$5,159.33	\$252,807.17		Eastman	EBB534
Washington Music Center (WASHII	49	EA	\$5,210.95	\$255,336.55		Eastman	EBB534
Olivas Music (Bob Farley Music Inc	49	EA	\$5,259.00	\$257,691.00		Eastman	EBB534
[ALT1] The Bandwagon Music Store	49	EA	\$5,495.00	\$269,255.00	5/4 Tuba with case, Key of Bb, .768 bor	Orion	OBB-410
Brook Mays Music (Universal Melo	49	EA	\$5,675.00	\$278,075.00	6 Months	Eastman	EBB534
Bells Music Shop Inc	49	EA	\$5,732.00	\$280,868.00		Eastman	EBB534
Jasmine Blond	49	EA	No Bid			Eastman	EBB534
The Bandwagon Music Store & Rep	49	EA	No Bid			Eastman	EBB534

<b>11</b>	<b>Bass Trombone</b>
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Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
Sweetwater Sound LLC (Sweetwat	7	EA	\$2,967.30	\$20,771.10		Shires	STBQ36YR
[ALT1] The Bandwagon Music Store	7	EA	\$2,995.00	\$20,965.00	Bass Trombone Double Thayer, mech. li	Orion	OBT-421DR
Olivas Music (Bob Farley Music Inc	7	EA	\$3,027.00	\$21,189.00		Shires	STBQ36YR
Washington Music Center (WASHII	7	EA	\$3,086.00	\$21,602.00		Shires	STBQ36YR
Brook Mays Music (Universal Melo	7	EA	\$3,264.00	\$22,848.00	ETA 6 Months	Shires	STBQ36YR
Bells Music Shop Inc	7	EA	\$3,297.00	\$23,079.00		Shires	STBQ36YR
Jasmine Blond	7	EA	No Bid			Shires	STBQ36YR
The Bandwagon Music Store & Rep	7	EA	No Bid			Shires	STBQ36YR

<b>12</b>	<b>Verus V - F/Bb Double, French Horn - Yellow, Brass Fixed Bell Lacquered Finish</b>
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Supplier	QTY	UOM	Unit Price	Extended	Supplier Notes / Alternate Description	Manufacturer	Manufacturer #
[ALT1] Brook Mays Music (Universal Melo	205	EA	\$3,098.00	\$635,090.00	Eastman- Key of F/Bb Double Horn, .46	Eastman	EFH685
Olivas Music (Bob Farley Music Inc	205	EA	No Bid			Verus	
The Bandwagon Music Store & Rep	205	EA	No Bid			Verus	
Washington Music Center (WASHII	205	EA	No Bid			Verus	
Bells Music Shop Inc	205	EA	No Bid			Verus	
Jasmine Blond	205	EA	No Bid			Verus	
Sweetwater Sound LLC (Sweetwat	205	EA	No Bid			Verus	
Brook Mays Music (Universal Melo	205	EA	No Bid			Verus	

<b>13</b>	<b>Asset Tagging</b>
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Supplier	QTY	UOM	Price	Extended	Supplier Notes	Manufacturer	Manufacturer #
Sweetwater Sound LLC (Sweetwat	1	EA	\$0.00	\$0.00			
The Bandwagon Music Store & Rep	1	EA	\$1.00	\$1.00			
Brook Mays Music (Universal Melo	1	EA	\$5.00	\$5.00	Asset tagging services can be provided a		
Olivas Music (Bob Farley Music Inc	1	EA	No Bid				
Washington Music Center (WASHII	1	EA	No Bid				
Bells Music Shop Inc	1	EA	No Bid				
Jasmine Blond	1	EA	No Bid				