



600 Industrial Parkway,
Elkhart, IN 46516
www.conn-selmer.com

July 14, 2019

CHARLOTTESVILLE CTY PBLC SCHS
Mr. Aaron Eichorst
Coorodinator of Fine and Performing Arts
CHARLOTTESVILLE, VA 22903

Re: Conn-Selmer Division of Education School Partnership Program Quote Request
Quote Number: Q-01154

We appreciate the opportunity to provide the attached proposal for the purchase of musical instruments from Conn-Selmer. This quote is valid for 90 days from the proposal date.

Dealer of Choice:

Dealer Acct #:

If you wish to proceed with this proposal, please complete the Acceptance Form at the end of this quote. Upon receipt, we will send you a purchase agreement or financing proposal depending on your selections. Conn-Selmer is pleased to provide you special financing options offered through our financial partners. These financing arrangements give you the ability to upgrade to Conn-Selmer instruments through an affordable installment payment plan. Please note that all financing options are subject to minimum purchase levels and credit approval.

Thank you for your interest in partnering with Conn-Selmer. We look forward to working with you and your program.

With Best Regards,

Walt Straiton
ESM East Region
Conn-Selmer, Inc.
Elkhart, Indiana
(951) 850-1695





CHARLOTTESVILLE CTY PBLC SCHS

Quote Number: Q-01154

Benefits of Becoming a Conn-Selmer School Partner

As a Conn-Selmer School Partner, you will receive Educational Support Funding to help you utilize our Division of Education's resources that are available to you. Educational support funds can be used towards guest artists, educational clinicians, Conn-Selmer Institute and more. See your Educational Support Manager for details.

Education support funding earned with this order: \$1,645.00
Expiration Date: 12/31/2021

Once in the Conn-Selmer School Partnership Program, any additional orders under \$25,000 may be purchased through your local dealer and are not eligible for education support funding. Additional orders above \$25,000 are eligible to receive education support funding through the partnership program.

In addition, your program will receive one FREE subscription for the Conn-Selmer Instrument Inventory System. This system, designed specifically for instrumental music education, will help you create dynamic reports in seconds. You will also be able to track instruments in a more dynamic way so that every year, you can have a clean assessment prepared for your administration.





Instrument List

Item #	Qty	Description	MSRP	Partner Price	MSRP Ext	Partner Ext
1432B	2	SELMERUSA BASSOON COMP	\$6,525.00	\$3,729.53	\$13,050.00	\$7,459.06
L652BBR	6	M652BBR-BACKPACK BAG	\$108.00	\$51.30	\$648.00	\$307.80
CL601	20	SELMER CLARINET OUTFIT	\$967.00	\$322.70	\$19,340.00	\$6,454.00
V7214PC	16	VITO Bb COMP .584 PLASTIC CASE	\$1,244.00	\$415.74	\$19,904.00	\$6,651.84
B480R	23	HOLTON EUPHONIUM OFT 3 VLV	\$2,847.00	\$1,366.31	\$65,481.00	\$31,425.13
FL600	2	SELMER ARISTOCRAT ALL SP,OFF C	\$1,025.00	\$271.66	\$2,050.00	\$543.32
104	4	ARM ALL SP,CLOSED,BOTTOM,OFF C	\$1,124.00	\$325.04	\$4,496.00	\$1,300.16
7D	5	C.G. CONN DOUBLE HORN OUTFIT	\$5,065.00	\$2,408.85	\$25,325.00	\$12,044.25
SBS280R	3	SELMER LA VOIX II BSX OFT-LACQ	\$9,523.00	\$4,036.68	\$28,569.00	\$12,110.04
TS400	1	SELMER 400 SERIES TEN SAX OFT	\$3,239.00	\$1,136.39	\$3,239.00	\$1,136.39
TB711	12	PRELUDE TROMBONE OUTFIT	\$673.00	\$336.91	\$8,076.00	\$4,042.92
606	9	King Trombone Outfit	\$1,346.00	\$462.36	\$12,114.00	\$4,161.24
TR500	11	BACH TRUMPET OUTFIT	\$1,171.00	\$335.67	\$12,881.00	\$3,692.37
TR300H2	14	BACH TRUMPET OUTFIT	\$1,323.00	\$453.13	\$18,522.00	\$6,343.82
BB450	15	HOLTON COLLEGIATE TUBA OFT 3/4	\$5,269.00	\$2,428.85	\$79,035.00	\$36,432.75
BB460	3	HOLTON COLLEGIATE TUBA OF 4/4	\$8,281.00	\$4,538.00	\$24,843.00	\$13,614.00
SR46E1CFH	4	OFT BA 1/4 ARIETTA W/FR BOW	\$3,605.00	\$926.49	\$14,420.00	\$3,705.96
SR46E2CFH	2	OFT BA 1/2 ARIETTA W/FR BOW	\$3,605.00	\$926.49	\$7,210.00	\$1,852.98
SR43E2H	5	OUTFIT CE 1/2 ARIETTA	\$1,782.00	\$457.97	\$8,910.00	\$2,289.85
SR43E4H	7	OUTFIT CE 4/4 ARIETTE	\$1,782.00	\$457.97	\$12,474.00	\$3,205.79
SR42E12H	3	OUTFIT VA 12" ARIETTA	\$901.00	\$231.56	\$2,703.00	\$694.68
SR42E13H	4	OUTFIT VA 13" ARIETTA	\$901.00	\$231.56	\$3,604.00	\$926.24
SR42E15H	5	OUTFIT VA 15" ARIETTA	\$901.00	\$231.56	\$4,505.00	\$1,157.80
SR41E3H	11	OUTFIT VI 3/4 ARIETTA	\$752.00	\$193.26	\$8,272.00	\$2,125.86





Item #	Qty	Description	MSRP	Partner Price	MSRP Ext	Partner Ext
SR41E4H	4	OUTFIT VI 4/4 ARIETTA	\$752.00	\$193.26	\$3,008.00	\$773.04

Total Retail Purchase Price \$402,679.00

Cash Price, School Purchase Order \$164,451.29

Financing available upon request





600 Industrial Parkway, Elkhart, IN 46516
www.conn-selmer.com

ACCEPTANCE and GENERAL INFORMATION

We have reviewed the attached proposal and wish to purchase the products listed in quote # Q-01154

School Name: CHARLOTTESVILLE CTY PBLC SCHS
School Address: 1562 DAIRY RD
CHARLOTTESVILLE, VA 22903

Purchase Price \$164,451.29

- Payment Options Payment in full within 60 days of invoice
- (please select one option) 3 year financing
- 4 year financing
- 5 year financing

All financing options are offered by our financing partner, and are subject to credit approval upon completion of a credit application and providing the requested financial information

- Are you tax exempt Yes – please attach a copy of your tax exemption certificate
- No

Contacts:	Music Department Representative (Required)	Financial Representative (Required)
Name	Mr. Aaron Eichorst	
Title	Coorodinator of Fine and Performing Arts	
Phone	(434) 245-2671	
Email	aaron.eichorst@charlottesvilleschools.org	
Signature		

Return this page to Conn-Selmer – attn.: Jennifer Moore
By email jmoore@conn-selmer.com
By fax 574-293-6686
Phone 574-523-0645

Please include your Purchase Order (including shipping instructions), along with your Tax Exemption Certificate, with this form.

