



To: Kay Alarcon
Assistant Director of Procurement Services

From: Norma Alvarez
Procurement Coordinator

Date: September 26, 2022

Re: Stage Curtains
Annual Contract #22-10-8840R-IB

The following proposals were received and opened at 10:00 a.m., Friday, September 23, 2022, as specified in documents concerning **Annual Contract #22-10-8840R-IB Stage Curtains**. The proposals received are located on pages 2-3.

Award contracts to each of the vendors listed at the price and discount noted.

Recommendation: Mainstage Theatrical Supply, Inc.
Natioanal Stage Equipment Company
Performing Arts Supply Co., Inc.
Texas Scenic Company, Inc.

Funding: M & O Funds

Estimated Expenditure: \$24,000.00

Contract Term: October 1, 2022 - September 30, 2023

Renewal: 1 Year

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Line1 Material fabric for stage curtains, cubicle curtains, etc., is to be permanently and inherently fire resistive, with sewn-in tags.
 All cubicle curtains need to have sewn in NFPA 701 tag. No exceptions.

Line 2 Stage Curtain, Fabric, Sewn, Charisma IFR Velour, Crescent 18-20oz, Royale 32oz or Equivalent, 25oz.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Mainstage Theatrical Supply, Inc.	1	Percent Discount	30.0%
Performing Arts Supply Co., Inc.	1	Percent Discount	8.0%
National Stage Equipment Company	1	Percent Discount	0.0%
Texas Scenic Company, Inc.	1	Percent Discount	0.0%

Line 3 Stage Curtain, Fabric, Sewn, Plateau IFR Velour, Crescent 18-20oz, Royale 32oz or Equivalent, 13 oz.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Mainstage Theatrical Supply, Inc.	1	Percent Discount	30.0%
Performing Arts Supply Co., Inc.	1	Percent Discount	8.0%
National Stage Equipment Company	1	Percent Discount	0.0%
Texas Scenic Company, Inc.	1	Percent Discount	0.0%

Line 4 Cyclorama, Crescent or Royale Curtain or Equivalent, 20 ft. (height) or less.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Mainstage Theatrical Supply, Inc.	1	Percent Discount	30.0%
Performing Arts Supply Co., Inc.	1	Percent Discount	8.0%
National Stage Equipment Company	1	Percent Discount	0.0%
Texas Scenic Company, Inc.	1	Percent Discount	0.0%

Line 5 Cyclorama, Crescent or Royale Curtain or Equivalent, 20.5 ft. - 25.0 ft. (height) or less.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Mainstage Theatrical Supply, Inc.	1	Percent Discount	30.0%
Performing Arts Supply Co., Inc.	1	Percent Discount	8.0%
National Stage Equipment Company	1	Percent Discount	0.0%
Texas Scenic Company, Inc.	1	Percent Discount	0.0%

Line 6 Cyclorama, Crescent or Royale Curtain or Equivalent, 25.5 ft. - 33.0 ft. (height) or less.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Mainstage Theatrical Supply, Inc.	1	Percent Discount	30.0%
Performing Arts Supply Co., Inc.	1	Percent Discount	8.0%
National Stage Equipment Company	1	Percent Discount	0.0%
Texas Scenic Company, Inc.	1	Percent Discount	0.0%

Line 7 Miscellaneous related items to include but not limited to sewing, installation, debris removal, and site survey fees.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Mainstage Theatrical Supply, Inc.	1	Percent Discount	30.0%
National Stage Equipment Company	1	Percent Discount	0.0%
Texas Scenic Company, Inc.	1	Percent Discount	0.0%
Performing Arts Supply Co., Inc.	1	Percent Discount	0.0%

Line 8 List hourly rate for on-site repair.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
National Stage Equipment Company	1	Hour	\$58.00
Texas Scenic Company, Inc.	1	Hour	\$65.00
Performing Arts Supply Co., Inc.	1	Hour	\$90.00
Mainstage Theatrical Supply, Inc.	1	Hour	\$150.00

Line 9 List hourly rate to re-rope track.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
National Stage Equipment Company	1	Hour	\$58.00
Texas Scenic Company, Inc.	1	Hour	\$65.00
Performing Arts Supply Co., Inc.	1	Hour	\$90.00
Mainstage Theatrical Supply, Inc.	1	Hour	\$150.00

Line 10 List hourly rate for sewing repairs.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
National Stage Equipment Company	1	Hour	\$35.00
Texas Scenic Company, Inc.	1	Hour	\$65.00
Performing Arts Supply Co., Inc.	1	Hour	\$75.00
Mainstage Theatrical Supply, Inc.	1	Hour	\$120.00

Line 11 List hourly labor costs for hardware replacement or repair.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
National Stage Equipment Company	1	Hour	\$58.00
Texas Scenic Company, Inc.	1	Hour	\$65.00
Performing Arts Supply Co., Inc.	1	Hour	\$90.00
Mainstage Theatrical Supply, Inc.	1	Hour	\$150.00