



MEMORANDUM

To: Jessica Carpenter, Assistant Director of Recreation

From: Alex Hargis, Arts Center Managing Director

Date: September 16, 2019

Reference: Coppell Arts Center Schimmel piano sole source documentation

Introduction:

We are budgeted to purchase three pianos for the Arts Center next year. The pianos will be a concert grand, an upright and an electronic keyboard. The performance pianos (the concert grand and upright) need to meet the standards of the venue and the performers who will use it. We have engaged the services of a Dallas Symphony Orchestra concert pianist to preview the Center and assist with the search for a quality instrument at a good price. After testing several models, the search narrowed to a lightly used Schimmel concert grand and a new Schimmel upright being offered for sale at Collora-Dallas, a local supplier of concert grand pianos.

Concert grade pianos from notable manufacturers such as Schimmel, Steinway, Fazioli, and similar companies are handmade and cannot be reproduced. For this reason, these pianos qualify as a sole source purchase. Documentation to verify the sole source properties of the pianos has been provided by the vendor, Collora Piano Dallas, and reviewed and accepted by Charles Ellis, the procurement manager in Finance. It is rare to find pianos of this quality still in excellent condition after being in use for a few years. The concert grand piano was only used as a showcase piano, so it has minimal wear-and-tear.

I anticipate that we need to move forward in haste with this purchase as Collora-Dallas will continue to search for a buyer if we cannot guarantee our procurement. The concert grand piano has been offered for \$60,000.00 and the upright for \$6,200.00. There will be a modest additional fee for covers, dolly and delivery of both units.