

Instructional Equipment Request
2015-16

RECEIVED

OCT 26 2015

VP ACADEMIC SERVICES
LAS POSITAS COLLEGE

SECTION 1: SUMMARY INFORMATION

FALL 10

Brief Title of the Request: Boston Upright Pianos Designed by Steinway Pianos
Building 4000 (practice rooms, green room, rehearsal rooms, offices)

Equipment Location:

Name of Requestor: Cindy B Rosefield, Dan Marschak, Ian Brekke

Division/ Unit: ALSS

SECTION 2: EQUIPMENT DESCRIPTION

Check one of the following:

The equipment is: A replacement An upgrade New equipment/technology

Describe the specific equipment requested and how it will be used to replace, upgrade or provide new technology to the college from what is currently in place? If there is a legal requirement, a mandate, or safety concern for purchase of this equipment, please discuss and make specific reference to that regulation/concern. (Cost data should be recorded in Sec. 7)

The LPC Music department is requesting 6 Boston UP118S model upright pianos for use in building 4000: in the green room (4129), rehearsal and practice rooms, the piano lab (4226) that currently only holds electric instruments and music instructor office spaces. These instruments are designed by Steinway & Sons with the same standards of excellence, which characterizes all instruments designed by Steinway. This equipment is all of the above - replacement, upgrade and new equipment. Right now we have a total of 5 upright pianos: four Yamaha's that are in decent shape and one Wurlitzer in bad shape (a donation that probably shouldn't have happened!). The music department has been working with Steinway to become an All-Steinway School designation since 2009 and this purchase will initiate this move. *Steinway will include trade on our current piano inventory.* The only other local schools that hold this distinction are DeAnza and West Valley CC. We need drastically to improve our piano inventory and this is a great start, in becoming an All-Steinway School designation.

SECTION 3: EDUCATIONAL ITEMS- PROGRAM REVIEW

Which educational programs or institutional purposes does this equipment support?

It will serve the entire music department needs supporting the AA, AA-T and two level Piano Pedagogy Certificates as well as the basic music and general education classes we offer (MUS 6, MUS 21A/B and 31) These pianos will also support the Music Theater program and Dance. To be All-Steinway School will be a major contribution to a more positive image for the institution.

Is this equipment included in your Program Review? Yes No

If yes, please cut and paste the appropriate wording here. If not, explain why.

Requesting more money for supporting the five performing groups. The yearly budget for the music program is \$3000. We need to at least triple that just to start to run as a capable department.

But the department is behind other schools when it comes to purchasing instruments. All of the LPC owned instruments were purchased through grants. When the instrumental program was started and growing, the bare minimum instruments were purchased. Now the need for more and a wider variety of instruments are great. Students are coming into the program from local High Schools that supply a multitude of instruments and finding LPC doesn't. It's not a very favorable way to grow a program.

Now that we have two more full time music instructors, we are looking to expand the department and one way is to develop the All-Steinway designation. This was first started in 2010 when the Concert Grand Steinway D was purchased for the main stage theater, but unfortunately was not pursued due to lack of time, energy and support of the college. Now we have this and are eager to grow the program.

[Click or tap here to enter text.](#)

SECTION 4: TEACHING AND LEARNING

Describe in some detail the impact this equipment will have on teaching and learning.

Impact on teaching: Equipment that is in good working order is necessary for proper teaching. Teachers teach better and are able to concentrate on teaching, not working through old equipment. These Boston pianos are the 'workhorses' of the Steinway & Sons family. They hold tunings and maintain full sonority. The Boston has less string tension. This allows for a larger, tapered soundboard, creating longer sustain, and more singing quality in tone (as well as longer piano life). This will allow instructors to provide our students with fine instruments, while also meeting high expectations.

Having the Steinway upright pianos will assist us in the recruitment of more students and a higher quality student. It will also help in the recruitment of more international students and students in other music concentrations who are not specifically piano majors. With better inventory, the college will attract better students of higher quality.

Impact on learning: The Boston upright pianos will provide our students with the best instruments for the study of music that will enhance the performance levels of our students in concert and competition. Students can focus more on proper technique (pedaling, correct hand positions, expressive techniques, voicing, dynamics) and practical theory, instead of being weighed down by bad instruments. Students will be able to spend more time, energy and concentration practicing Boston and the parent company Steinway & Sons has had a positive effect on national accreditations. Reports show that performance levels and enhanced abilities of our students do better in performance, competition and learning when performing on proper equipment of a fine level. Students and faculty will have access to the best quality instruments in achieving their maximum technical and artistic qualities.

Per academic year, this equipment will impact:

60 Number of classes or sections
1,668+/- Number of students

SECTION 5: OUTCOMES (SLOs)

By documenting your specific SLOs, how will equipment enable student learning outcomes to be achieved? What are the consequences related to learning outcomes if request is not funded?

"Students will demonstrate an adherence to recognize standards of professionalism in rehearsal setting"
"Exhibit technical skills adequate for beginning/intermediate pieces"
"Perform beginning/intermediate pieces in correct rhythm and at a reasonable tempo"

It is difficult for students to perform on poor instruments. Here they will not only have better quality instruments but they are 'real' not electric. They will learn the sonorities and timber/overtone of a real piano, which are totally different from electric instruments. They will not easily achieve the SLO's with the equipment we have now.

SECTION 6: LPC PLANNING PRIORITIES

Please address how this equipment will serve the current LPC planning priorities.

Establish regular and ongoing processes to implement best practices to meet ACCJC standards.

SECTION 7: TOTAL COST OF OWNERSHIP (FINANCIAL & SUSTAINABILITY)

What is the potential life span of the requested equipment?: Life with proper maintenance

What will be required to maintain the equipment, such as regular servicing or upkeep? Include these costs in initial and on-going costs below. Tunings will happen regularly at least 2 x a year.

[Click or tap here to enter text.](#)

Where will the equipment be used or housed? If new storage is needed, describe the storage, location and costs to provide for it. Include these costs in initial costs below. Mentioned above already. Throughout building 4000.

[Click or tap here to enter text.](#)

Part A: Initial Start-up Costs

	Costs	Comments
Equipment or Materials	\$45,600.00	6 Boston upright pianos
Shipping or Delivery charges	\$1,770.00	\$295/unit
Installation costs	0	
Costs to modify facilities	0	
Vendor Discount	15%	Purchase of 6-9 new pianos
Any Other Costs-training, etc.	0	Specify
Local Sales Tax	\$3,850.35	Included in equipment
Grand Total Costs =	\$44,380.35	Click the \$ and press F9 to calculate the grand total

A completed purchase order(s) and quote(s) for this total cost must be attached

**PLEASE NOTE ATTACHEHD PRICINGS – 6 Boston UP 118S versus 6 Steinway 1098*

Part B: On-going Annual Operating Costs

	Costs	
Annual service or maintenance contract	\$ 200. ea	tuning
Estimated parts replacement each year	\$ 0	
Outside standardization or calibration costs	\$ 0	How often?
Storage costs	\$ 0	
New supply costs	\$0	
Any other costs, including labor	0	Specify
Annual Operating Costs =	\$200	How will costs be paid? College or curricular

Part C: Incremental Labor Costs

Please describe who will be the key operator and who will perform the maintenance & repairs.

We have Steinway technicians we are using now. Peter Acronico is the main technician we use.

Are these individuals already trained? If not, how will they be trained, how long is the training and is there a cost for the training. Please include the cost above in initial start-up. Is the maintenance, operation and repair currently within their scope of duties?

Yes, we will use only Steinway trained technicians

Estimate the amount of time required in a month to perform this maintenance or operation

3-4 hours ea semester

Explain how this equipment meets or exceeds basic sustainability efforts and/or provides renewable resources to the college?

Reduced string tension, soundboard is Sitka spruce (long lasting and extremely resonant). The patented Steinway technologies lend to long lasting instruments that hold up over time.

Within ten years, LPC has the option to receive 100% of the original purchase price in trade toward a new Steinway grand piano.

Funded requestors will be expected to respond to a brief RAC feedback survey by a requested deadline. Requests for computer related equipment & printers must be reviewed by LPC IT Department

IT Department Authorized Signature: _____

Signatures:

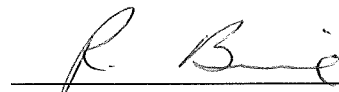
Requestor

Date Originated: 10/19/15



Dean/Manager

Date Received 10-19-15



Vice President

Date Received _____



STEINWAY & SONS

August 17, 2015

: Music Department of Las Positas College,

Thank you very much for the opportunity to improve your piano inventory.

We are looking forward to being your active partner in Producing Excellence for your community.

I have included the information on the **Boston UP118S 46"** upright piano:

6 Boston UP118S: (\$7,600 per unit)	\$45,600.00
Institutional Sales Discount of 15%	-\$6,840.00
Cartage \$295 per unit	<u>\$1,770.00</u>
Subtotal	\$40,530.00
Sales Tax 9.5%	<u>\$3,850.35</u>
Grand Total:	<u>\$44,380.35</u>

Boston pianos come with one tuning, a matching bench and a 10 year warranty

Institutional Discount is below:

- 10% on the purchase of one new piano
- 12% on the purchase of 2-5 new pianos
- 15% on the purchase of 6-9 new pianos
- 18% on the purchase of 10 or more new pianos

I can also include any trade in on any of your current inventory. Please provide model and serial number if you are interested in seeing those numbers.

I would HIGHLY and ONLY recommend new upright pianos. Used uprights are not the way to go for an Institution. These pianos are going to be heavily used and will quickly deteriorate in an Institutional setting. The new pianos come with 10 year warranties and that alone will help with costs in the long run. We do not carry used uprights and the Institutional discount only applies to new pianos. The Boston pianos are highly durable and easily to maintain.

We greatly look forward to our continued contact and communication with Las Positas College.

Please let me know if you have any questions or need further information.

Thank you.

Sincerely,

Seromi Park

Institutional Sales Manager

323.496.5990

spark@steinway.com



STEINWAY & SONS

August 26, 2015

Music Department of Las Positas College,

Thank you very much for the opportunity to improve your piano inventory.

We are looking forward to being your active partner in Producing Excellence for your community.

I have included the information on **2 Steinway 1098 & 4 Boston 118S** pianos:

2 Steinway 1098 (\$30,800 per unit)	\$61,600.00
4 Boston 118S (\$7600 per unit)	\$30,400.00
Institutional Sales Discount of 15%	-\$13,800.00
Cartage \$295 per unit	<u>\$1,770.00</u>
Subtotal	\$79,970.00
Sales Tax 9.5%	<u>\$7,597.15</u>
Grand Total:	<u>\$87,567.15</u>

Steinway pianos come with one tuning, a matching bench and a 5 year warranty

Boston pianos come with one tuning, a matching bench and a 10 year warranty

Institutional Discount is below:

- 10% on the purchase of one new piano
- 12% on the purchase of 2-5 new pianos
- 15% on the purchase of 6-9 new pianos
- 18% on the purchase of 10 or more new pianos

I can also include any trade in on any of your current inventory. Please provide model and serial number if you are interested in seeing those numbers.



STEINWAY & SONS

August 26, 2015

Music Department of Las Positas College,

Thank you very much for the opportunity to improve your piano inventory.

We are looking forward to being your active partner in Producing Excellence for your community.

I have included the information on the **Steinway 1098** upright piano:

6 Steinway 1098 (\$30,800 per unit)	\$184,800.00
Institutional Sales Discount of 15%	-\$27,720.00
Cartage \$295 per unit	<u>\$1,770.00</u>
Subtotal	\$158,850.00
Sales Tax 9.5%	<u>\$15,090.75</u>
Grand Total:	<u>\$173,940.75</u>

Steinway pianos come with one tuning, a matching bench and a 5 year warranty

Institutional Discount is below:

- 10% on the purchase of one new piano
- 12% on the purchase of 2-5 new pianos
- 15% on the purchase of 6-9 new pianos
- 18% on the purchase of 10 or more new pianos

I can also include any trade in on any of your current inventory. Please provide model and serial number if you are interested in seeing those numbers.



[View other Boston Piano Models](#)

PERFORMANCE EDITION

UP-118S PE

Our institutional model is perfect for any music room and features double-rubber casters for ease of movement and locks for the top and fallboard. Height: 46 1/2" (118cm)

[Send me more information](#) >>



[Overview](#)

[Technical Specifications](#)

Technical Specifications

Instrument

Rim/Backframe Mahogany foot-piece soundboard lining and backboard. Specially-designed grand-type mahogany closing rim; unequalled vertical strength and stability and improved acoustics. Backposts have staggered spacing to enhance tone and provide support where needed.

Braces/Posts Full-length laminated mahogany posts assure that the backframe will remain straight and consistent and tuning will remain stable. Mahogany fill-blocks between posts at the top and bottom of the backframe, capped with a mahogany backboard for positive vertical alignment. Solid filler blocks (no hollow spots). 5 posts. Total cross sectional area: 240 cm² (37.2 in²). Thickness of post: 6 cm (2 3/8"). Width of post: 8 cm (3 1/8").

Dimensions

Height:	118 cm (46 1/2")
Length:	
Width:	151 cm (59 1/4")
Depth:	58 cm (22 3/4")
Net Weight:	218 kg (480 lb)

Encasement

Furniture: Natural finishes over veneers of American Oak or Walnut and African Mahogany.

Octagrip™ pinblock made of 11 layers of hard rock maple – glued in different grain angles of 60 degrees – affording the tuning pins greater stability under tension and enabling the piano to stay in tune longer.

Finish: Satin finishes (polyurethane or nitrocellulose laquer).

Soundboard Close and straight-grain solid (not laminated) Sitka spruce. Minimum 3 annual growth rings per cm (minimum 8 per inch). Tapered from treble to bass, to provide a rich tone in the bass, and a brilliant and crisp tone in the treble, creating a well-balanced and lasting tonal response. Tapered from 9 mm to 8 mm. Vibrating area: 1.11 m² (1,721 in²). Closing rim evens out the soundboard's response to all frequencies, eliminating "hot" spots. Emulates shape of grand soundboard.

Hardware: Solid brass: polished and lacquered.

Cabinet Style: School

Ribs Made from durable spruce to assure strong and constant support of the strings bearing down on the soundboard. Ribs are fully let-in to the liner to support the important soundboard crown and prevent the piano from losing its tone. Number of ribs: 10

Bridges Treble: Solid maple, curved to fit the crown of the soundboard. Bass: Solid maple mounted to cantilevered base. Doweled, glued, and screwed to soundboard. One continuous base and treble bridge.

Scale Overstring: Lower tension scale for longer sustaining tone and longer life of the whole piano. 17,425 kg (38,415 lb) tension.

Plate Cast from grey iron, bronze-painted and lacquered. Vacuum cast.

Tuning Pins Nickel-plated steel, cut threaded.

Strings Treble: Highest grade steel (in half size increments). Number of sizes: 14. Lowest tenor note: 28. Bass: Steel core wire wound with solid copper. Number 1 speaking length: 115.0 cm (45.3")

Hammers Premium wool topfelt over premium wool underfelt. Weight of topfelt: 9.4 kg (20.8 lb). Compression-wired to retain permanent shape. Mahogany moldings. Hammer-shanks from select resilient maple or horn-beam. Computer-designed pear-shaped hammers with reinforced shoulders result in superior tone, increased durability and greater voicing ability.

Action Solid maple (all wood, no plastic) for all moving parts. Extruded aluminum action rails for increased stability and less frequent regulation. Dependable direct-blow design.

Keys Genuine spruce, individually balanced and weighted. Phenolic sharps and acrylate white key covers. Length of key: 34.8 cm (13.7").

Keybed Made from laminated hardwood. Strong, rugged construction provides a solid mount for the keyframe and action allowing for precise and prolonged action regulation. Keybed thickness is 42 mm.

Keyframe Spruce with hardwood inserts in the balance rail and front rail for added stability.

Pedals Heavy solid castings. Soft (half-blow), damper (sustaining), and bass sustaining.

Other Music desk: Professional solid music desk. Casters: Double rubber casters. Locks: Fallboard and top locks. PropSticks: Top



Definition of the All-Steinway School (Revised March 2014)

1. The All-Steinway School designation is given to an institution directly by Steinway & Sons.
2. A complete Inventory Analysis and application must be submitted to Steinway & Sons by an authorized Steinway dealer or authorized Steinway & Sons representative before approval can be granted.
3. An All-Steinway School recognizes that high quality pianos are necessary equipment for the study of music and that becoming an All-Steinway School reflects a commitment to provide the best instruments possible. To that end, 90% or more of the acoustic pianos owned by an institution must be Steinway & Sons, Boston or Essex institutional models with the goal of reaching 100% as instruments are replaced.
4. A Steinway approved maintenance program must be in place. It is essential to the reputation of both the institution and Steinway & Sons that all pianos in an All-Steinway School be kept in performance quality condition. If this stipulation is not met, Steinway & Sons reserves the right to remove the All-Steinway designation.
5. All-Steinway Schools are subject to periodic inspection by a Steinway factory representative to assure that the pianos are being maintained in accord with Steinway standards. Steinway & Sons may request that an inventory analysis be conducted periodically.
6. Steinway pianos are to be placed in all performance spaces, all performance-rehearsal spaces, all piano teaching studios, and all piano major practice rooms. Steinway-designed pianos are to be placed in all other teaching studios, classrooms and practice rooms.
7. All existing inventory and or newly acquired Steinway inventory must be rated in good condition, with all genuine Steinway parts, which will be determined and approved by a Steinway factory representative.
8. All-Steinway Schools are required to have an approved number of technicians to keep their instruments in optimal condition and are required to participate in the Steinway & Sons Technical Training Programs.
9. The institution cannot participate in any loaner programs from another manufacturer of acoustic pianos nor can it lend its name to the endorsement of another brand of acoustic pianos.
10. All-Steinway Schools must maintain an inventory of at least 10 pianos.

Steinway & Sons reserves the right to amend this definition of the All-Steinway School at anytime.



STEINWAY & SONS

