



COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract No. UCPJMU6159

This contract entered into this 19<sup>th</sup> day of October 2021, by Riddell All American, hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From November 1, 2021 through October 31, 2022 with 4 one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal # JGM-1124 dated June 28, 2021:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) Addendum No. One dated July 12, 2021
  - (e) Addendum No. Two dated July 14, 2021
  - (f) Addendum No. Three dated July 15, 2021
  - (g) Addendum No. Four dated July 21, 2021
- (3) The Contractor's Proposal dated July 15, 2021 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations Summary, dated October 6, 2021.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

By: Jeffery L. Rexroth (Signature) 10.20.21  
JEFFERY L. REXROTH  
(Printed Name)

Title: REGIONAL SALES MANAGER

PURCHASING AGENCY:  
By: Garrett Morris (Signature)  
Garrett Morris  
(Printed Name)

Title: Buyer Senior

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
Conditioning, Apparel, & Related Services  
Negotiation Summary for Riddell  
10/6/2021**

1. Contractor's pricing schedule is as follows:

a. Products

Riddell Product	Discount
<b>Football</b>	
Helmets	10% off list *XL or greater \$15 additional fee
Helmet Accessory Kits/Mox Box/Chin Straps	10% off list
Shoulder Pads	10% off list
Shoulder Pad Accessories/Parts	10% off list
Helmet Facemasks Accessories/Parts	10% off list
Biolite	10% off list
Stock Dummies/Goal Post Pads	10% off list
Miscellaneous Football/Balls	10% off list
Bags/Medical	10% off list
Football Field Equipment	10% off list
Decals	10% off list
Stock Football Equipment	30% off list
<b>Baseball/Softball</b>	
Baseballs/Softballs	10% off list
Baseball/Softball Field Equipment	10% off list
<b>Basketball</b>	
Basketball Equipment	10% off list

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
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<b>Track</b>	
Track Equipment	10% off list
<b>Apparel</b>	
Stock Football Apparel	30% off list
Sublimated Apparel	30% off list
Stock Apparel	30% off list
Socks/Belts	30% off list
Custom Football Apparel	30% off list
Custom Baseball Apparel	30% off list
Stock Baseball/ Softball Apparel	30% off list
Custom Basketball Apparel	30% off list
Custom/Stock Basketball Apparel	30% off list
Basketball Practice/Stock Apparel	30% off list
Volleyball HP & Stock Uniforms	30% off list
Hockey HP/ Non-Catalogued Uniform	30% off list
Lacrosse Custom/Stock Uniforms	30% off list
Track Hp Uniforms	30% off list
Track Stock Uniforms	30% off list
Wrestling Uniforms	30% off list

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
Conditioning, Apparel, & Related Services  
Negotiation Summary for Riddell  
10/6/2021**

b. Reconditioning Services

Product	List Unit Price	Discount	Contract Unit Price
Football Helmets	\$29.40	10%	\$26.46
Shoulder Pads	\$6.30	10%	\$5.67

2. Contractor's proposal submitted in response to RFP #JGM-1124 is hereby amended as follows:

- a. Contractor shall provide free delivery on all equipment within RFP response, ordered by the Purchasing Agency.
- b. Contractor shall waive all restocking and shipping fees for returns/exchanges.
- c. At the request of the Purchasing Agency, the Contractor shall provide samples at no additional cost.
- d. Contractor shall provide a 2 % annual product rebate to James Madison University based on total invoiced sales for each year of the contract. At the end of each 12-month period, Contractor shall immediately notify the Procurement Officer in writing stating the total invoiced sales and available rebate, if applicable. The University will select free product within 120 days of the Contractor's written notification to the Procurement Officer.

3. All deliveries shall be made to the Purchasing Agency FOB Destination.

4. The Purchasing Agency will issue a purchase order for goods and services based upon an approved quote provided by Contractor. The Purchasing Agency will not be required to sign and return proposals/quotes.

5. The Contractor has disclosed all potential fees. Additional charges will not be accepted.



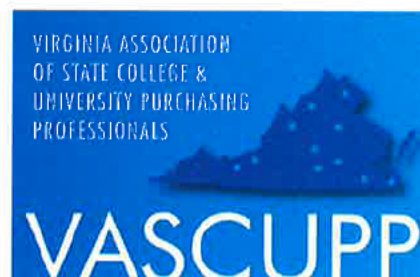


# Request for Proposal

## RFP# JGM-1124

**Athletic Fitness Equipment, Strength &  
Conditioning Equipment, Apparel, & Related  
Services**

**June 28, 2021**



**VENDOR BID  
NUMBER 137300  
MUST APPEAR ON ALL  
PURCHASE ORDERS FROM  
DISTRICTS AND SCHOOLS**

# REQUEST FOR PROPOSAL

## RFP# JGM-1124

**Issue Date:** 06/28/2021

**Title:** Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services

**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Building  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract:** From Date of Award Through One Year (Renewable)

**Sealed Proposals Will Be Received Until 2:00 PM on Monday, July 19, 2021 for Furnishing The Services Described Herein.**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information And Clarification Should Be Directed To: Garrett Morris, Buyer Senior, Procurement Services, [morrisjg@jmu.edu](mailto:morrisjg@jmu.edu); 540-568-4501; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

RIDDELL / ALL AMERICAN

7501 Performance Lane

North Ridgeville, Ohio 44039

By:   
(Signature in Ink)

Name: Paul J. Fabanich  
(Please Print)

Date: 7/15/2021

Title: Senior Bid Coordinator

Web Address: www.riddell.com

Phone: 440-353-8600

Email: pjfabanich@riddellsales.com

Fax #: 440-353-8602

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 ✓ #2 ✓ #3 ✓ #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:  
Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

# ***REQUEST FOR PROPOSAL***

***RFP # JGM-1124***

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide quality fitness equipment, athletic apparel and related services for James Madison University (JMU), an agency of the Commonwealth of Virginia and on behalf of the Virginia Higher Education Procurement Consortium (VHEPC). Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

This solicitation is being issued by James Madison University on behalf of the Virginia Higher Education Procurement Consortium ("VHEPC") which includes all members from the Virginia Association of State College and University Purchasing Professionals ("VASCUPP"). Reference the VASCUPP Zone Map <https://www.vascupp.org/VASCUPPzonemap.pdf>

It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, this may include any and all state, local governments, school districts, public body, public or private health or higher education institutions or the University's affiliated foundations in the United States may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor will notify the University in writing of any such entities accessing the contract. No modification of this contract or execution of a separate contract is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor. The Contractor will provide semi-annual usage reports for all entities accessing the Contract. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity, and will not be considered in default of the contract no matter the circumstances.

Use of this contract does not preclude any participating entity from using other contracts or competitive processes if need be. The Contractor is strongly encouraged to offer additional discounts to all contract participants as the result of increasing aggregated spending among all entities accessing the contract. A plan for extending deeper discounts among all contract participants will be requested during negotiations.

### **JMU Athletics**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>. The University sponsors an 18-sport intercollegiate athletics program that competes at The Division I level of the National Collegiate Athletic Association. JMU is also affiliated with the Colonial Athletic Association, of which it was a charter member in 1985, and with the Eastern College Athletic Conference.

JMU has men's athletic programs in baseball, basketball, football, golf, soccer, and tennis. Women's athletic programs include basketball, cross country, field hockey, golf, lacrosse, soccer, softball, swimming and diving, tennis, track and field (indoor and outdoor), and volleyball.

All JMU football and basketball contests are streamed either on FloSports as part of the CAA's media rights agreement or on JMU Sports.com. All other sports are streamed to the extent possible on JMU Sports.com.

The JMU Athletics Department's vision is to be the NCAA model for the student-athlete experience, distinguished by our academic achievement, integrity, personal development and nationally-competitive programs, and our sports embody that both on and off the field. JMU's football program has been a consistent force over the last two decades, having made the FCS playoffs 12 times since 2004, including two national championships in 2004 & 2017. The programs all have a strong history of CAA and NCAA Championship showings, with basketball and soccer each having won the conference title multiple times within the last five years.

JMU's women athletics tradition is among the oldest in the nation, dating nearly back to the institution's founding in 1908. Strong intercollegiate programs for women have been in place at the University since the early 1920s, and JMU was among the first of the nation's institutions to provide well-rounded overall intercollegiate offerings for females. JMU's lacrosse program has been one of the most prominent programs in the country, having been nationally ranked each of the last 29 years and even winning the national title in 2018. The women's basketball team ranks third nationally in all-time program wins. Softball has elevated itself to one of the top programs in the country, reaching the national semifinals of the Women's College World Series in 2021 and making the Super Regionals in three of the last five years. More information about JMU Athletics can be found at <https://jmusports.com/>

## **JMU UREC**

In 1994, Dr. Ronald Carrier, JMU's fourth president, and other university leaders broke ground for construction to begin on the James Madison University Recreation Center. The project included a synthetic turf field, which was the first synthetic field designated for recreational use on campus.

The first Director of University Recreation, Eric Nickel, was hired in 1995, and the Grand Opening of UREC was held in 1996. Two years later, the Climbing Wall was added to the UREC Atrium. The new facility was awarded the Athletic Business Facility of Merit Award in 1997 and the NIRSA Outstanding Sports Facility Award in 2000.

In 2008, UREC's Upper Turf opened, which provided much needed field space for the Intramural and Sport Club programs. Later that year, Dr. Linwood Rose, JMU's fifth president, approved the planning and construction of University Park. That same year, then-Presidential candidate Barack Obama spoke on the UREC Lower Turf, prior to a campaign event in the Convocation Center. 2010 marked the ground-breaking for University Park, and that same year, the first cohort of JMU's Campus Recreation Leadership concentration master's degree students graduated. University Park opened in 2012, with the Disc Golf Course and TEAM Challenge Course facilities projects being completed a year later. In 2012, UREC assumed responsibilities for East Campus Fields and added an Archery Range in 2013. A synthetic multi-purpose turf field was installed on the East Campus site in 2014.

In January 2016, UREC's facility addition opened, effectively doubling the building size, and in August of that same year, renovations were completed on the original 1996 building to re-purpose

spaces to create dynamic new spaces including an adventure center, wellness center, demonstration kitchen, food service operation, a meditation/mindfulness space and a wet/dry classroom. Jon Alger, JMU's sixth president, spoke at the Grand Re-Opening and 20<sup>th</sup> Anniversary Celebration in October 2016. In 2017, the facility was awarded the NIRSA Outstanding Sports Facility Award.

UREC operates an award-winning recreation facility, opened in 1996, and also utilizes additional indoor and outdoor facilities around campus including University Park.

UREC is more than a place to sweat. It is a place to learn about healthy lifestyles and develop positive habits that students can take with them when they leave JMU. UREC is a national leader in the development and use of student learning outcomes in the field of collegiate recreation.

The department offers over 300 non-credit educational programs a year as well as credit-based courses. UREC is the number one provider of educational programs for the wellness passport program in Cluster Five of the General Education Curriculum. UREC is also one of the largest employers of students on campus. More information about UREC can be found <https://www.jmu.edu/recreation/about/history-index.shtml>

\* University currently is under contract with Nike until May 31, 2024.

### **III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION**

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

### **IV. STATEMENT OF NEEDS**

James Madison University desires to partner with a Contractor(s) to provide quality fitness equipment, athletic apparel and related services for its athletic programs and university recreation. JMU may extend marketing opportunities to a Contractor(s) in exchange for apparel, equipment, and related services at no cost to the University or a further discounted rate. Athletic equipment includes but is not limited to strength and conditioning equipment, cardio equipment, fitness equipment, protection equipment, bags, etc.

The Contractor shall be the manufacturer or a fully authorized reseller of the athletic apparel and equipment being offered. The Contractor shall not ship substitute items without prior approval from James Madison University. The Contractor shall include list price, percentage discount, and JMU price on all quotes and invoices. Direct involvement by the contractor may be necessary to assist University in understanding the different types of products /services available and in selecting the best solution to fit their needs.

Offered equipment should be constructed of highest quality materials and workmanship. Meets or exceeds governing association specifications, (i.e., NCAA, NAIA, NBA, USLTA, NFSHSA) and is approved for use in competition by one or more of the governing associations. A recognizable brand name, and is warranted or guaranteed for minimum of 1-5 years unless specified longer, or manufacturer's standard, whichever is longer. Meets or exceeds all educational and competitive requirements

Describe in detail your approach to each of the following items. Failure to provide responses to the items below may result in rejection and return of the proposal.

- A. Provide complete electronic catalog of all available athletic apparel and fitness equipment being offered. Include published price list or instructions on how to access published price list electronically. Provide discount price and or percentage discount off published price list.
- B. Specify any annual allotments of apparel and equipment that will be provided to JMU free of charge. Describe the ordering and delivery process of free items.
- C. Provide all information for trade-in program for fitness equipment.
- D. Identify any other offerings to the University in regard to discounts, incentives, etc.
- E. List all contact information for ordering, invoicing, customer service, etc.
- F. Describe experience in working directly with Athletic programs and or University Recreation to determine needs and provide athletic/fitness apparel and equipment. Include method for collaboration for the term of the resulting contract.
- G. Describe in detail communication plan with JMU Athletics and University Recreation, specifically the method in which the University will stay informed of the status of pending orders.
- H. Describe your service support/repair process to include response time. Identify any potential costs associated with service/repair in *Section X. Pricing Schedule*.
- I. Describe available trainings for fitness equipment. Identify any potential costs associated for training in *Section X. Pricing Schedule*.
- J. Describe installation process for fitness equipment. Identify any potential costs associated with installation in *Section X. Pricing Schedule*.
- K. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.
- L. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic fitness apparel and equipment being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule*.
- M. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.
- N. Describe ability to maintain sufficient stock for timely delivery.
- O. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.
- P. Describe available warranties.
- Q. Describe quality control process.
- R. Describe the process for replacement of defective, broken, or damaged athletic apparel and equipment. Include ability to provide replacement apparel and equipment within competition time restraints.

- S. Describe equipment re-conditioning services to include the re-conditioning of football helmets, shoulder pads, field equipment, etc. Specify associated costs in *Section X. Pricing Schedule*.
- T. Describe helmet painting services. Specify associated costs in *Section X. Pricing Schedule*.
- U. Describe embroidery and screen-printing services. Identify associated costs in *Section X. Pricing Schedule*.
- V. Identify any other goods or services being offered to James Madison University.

## V. PROPOSAL PREPARATION AND SUBMISSION

### A. GENERAL INSTRUCTIONS

**To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.**

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
  - a. **One (1) original and two (2) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - b. **One (1) electronic copy in WORD format or searchable PDF (CD or flash drive)** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.



### 3. Proposal Preparation

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. As used in this RFP, the terms "must", "shall", "should" and "may" identify the criticality of requirements. "Must" and "shall" identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as "should" or "may" are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual "must" and "shall" items may not be fully satisfied, but it is the intent to satisfy most, if not all, "must" and "shall" requirements. The inability of an offeror to satisfy a "must" or "shall" requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror's proposal.
- e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The

classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

#### B. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

## VI. EVALUATION AND AWARD CRITERIA

#### A. EVALUATION CRITERIA

Proposals shall be evaluated by James Madison University using the following criteria:

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	35
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	15
	<u>100</u>

**AWARD TO MULTIPLE OFFERORS:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## **VII. GENERAL TERMS AND CONDITIONS**

- A. **PURCHASING MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color,

gender, sexual orientation, gender identity, or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
    - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
    - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
    - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
  2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
1. To Prime Contractor:
    - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
    - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
    - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
    - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
    - e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:
    - a. A contractor awarded a contract under this solicitation is hereby obligated:
      - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
      - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
    - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
  3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
    - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the

subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
  2. Employer's Liability: \$100,000
  3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.



- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
- Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
    - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
    - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
  2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
  3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.
- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of

\$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.

- Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a "Contract Worker"), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, "State workplace" includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
- AA. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:	_____	_____	_____
	Name of Offeror	Due Date	Time
_____		_____	
Street or Box No.		RFP #	
_____		_____	
City, State, Zip Code		RFP Title	
Name of Purchasing Officer: _____			

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this

solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/568-7935.

- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals

required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-

certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

- K. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly

introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.

- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.
- S. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- T. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- U. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand, or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contract Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- V. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.



## **IX. METHOD OF PAYMENT**

The contractor will be paid based on invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers; we request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to

<https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

## **XI. ATTACHMENTS**

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map



## ATTACHMENT A

### OFFEROR DATA SHEET

#### TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years 92 Months 6

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
Washington and Lee University,	On Going	wheelerc@wlu.edu, Chris Wheeler,	540-458-8068
Bridgewater College,	On Going	slemn@bridgewater.edu Scott Lemn	540-828-5610
College of William & Mary	On Going	sjvernarky@wm.edu Shane Vernarsky	757-221-3335
University of Richmond	On Going	cwilli2@richmond.edu Chris Willaims	804-297-4621
Old Dominion University	On Going	dcornier@odu.edu Daniel Cornier	757-218-0343

4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

Andy Neufeld , Riddell sales representative, [aneufeld@riddellsales.com](mailto:aneufeld@riddellsales.com),

Jeff Rexroth, Regional sales manager, [jrexroth@riddellsales.com](mailto:jrexroth@riddellsales.com)

Paul J. Fabanich, Senior Bid Coordinator, [pjfabanich@riddellsales.com](mailto:pjfabanich@riddellsales.com)

James Brady, National Bid Manager, [jbrady@riddellsales.com](mailto:jbrady@riddellsales.com)

5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[ ☐ ] YES [ ☒ ] NO

IF YES, EXPLAIN:

## ATTACHMENT B

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: RIDDELL / ALL AMERICAN

Preparer Name: Paul J.

Fabanich

Date: 7/14/2021

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No X

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No X

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No X

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No X

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

**Micro Business** is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).**

***RETURN OF THIS PAGE IS REQUIRED***

**ATTACHMENT B (CNT'D)**  
**Small, Women and Minority-owned Businesses (SWaM) Utilization Plan**

Procurement Name and Number: \_\_\_\_\_

Date Form Completed: \_\_\_\_\_

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
for this Proposal and Subsequent Contract

Offeror / Proposer: \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

Contact Person/No. \_\_\_\_\_

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)
<u>NO SUBCONTRACTORS</u>					

*(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)*

**RETURN OF THIS PAGE IS REQUIRED**

ATTACHMENT C



COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary dated \_\_\_\_\_.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

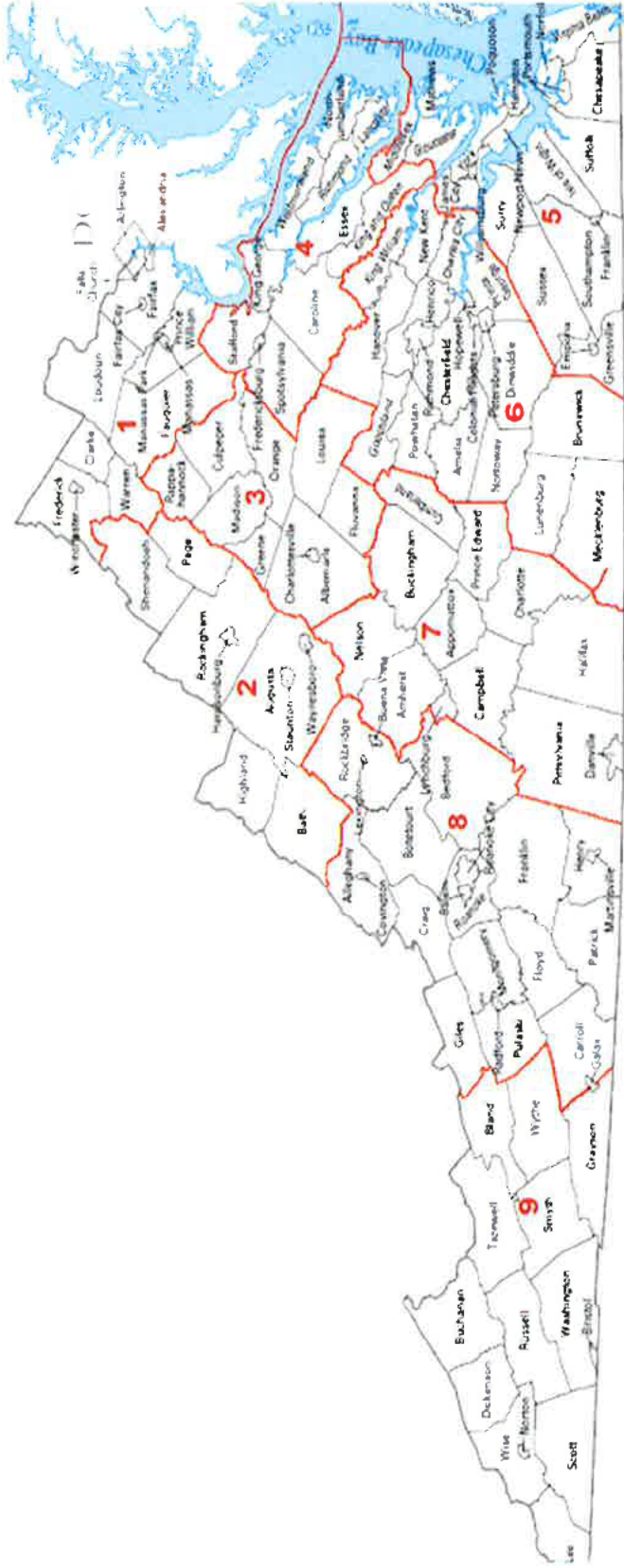
\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

<b>Zone 1</b> George Mason University (Fairfax)	<b>Zone 2</b> <b>James Madison University (Harrisonburg)</b>	<b>Zone 3</b> University of Virginia (Charlottesville)
<b>Zone 4</b> University of Mary Washington (Fredericksburg)	<b>Zone 5</b> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<b>Zone 6</b> Virginia Commonwealth University (Richmond)
<b>Zone 7</b> Longwood University (Farmville)	<b>Zone 8</b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b>Zone 9</b> University of Virginia - Wise (Wise)

# **JAMES MADISON UNIVERSITY**

**Athletic Fitness Equipment, Strength &  
Conditioning Equipment, Apparel & Related  
Services**

***RFP# JGM-1124***

**July 19, 2021, 2:00 PM**

# **ORIGINAL**

**RIDDELL / ALL AMERICAN**

**137300**



7501 Performance Lane  
North Ridgeville, Ohio 44039  
800-275-5338

Dear Valued Customer,

Enclosed please find our response to your request for pricing on athletic equipment, supplies, apparel and/or reconditioning services. Our pricing submission may also include pricing for non-Riddell product (i.e. Jugs, Athletic Specialties, Rogers, etc.) available through Riddell.

At Riddell, we continually strive to provide the pricing to best help you maximize your budget dollars. Following the award of your bid, we request that you provide us a copy of the bid results so that we may continue to provide the best possible pricing and available product in the future.

Please submit the final bid results to:

RIDDELL  
Attn: Bid Department  
7501 Performance Lane  
North Ridgeville, Ohio 44039

Thank you for your consideration of our request.

Sincerely,

A handwritten signature in blue ink, which appears to read "Paul J. Fabanich". The signature is fluid and cursive, with a large initial 'P'.

Paul J. Fabanich  
Senior Bid Coordinator





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7501 Performance Lane  
North Ridgeville, OH 44039  
(Ph) 440-353-8600 / (Fax) 440-353-8602

**STATEMENT OF NEEDS**

RIDDELL / ALL AMERICAN has been in business since 1929 and has maintained a high level of success throughout the world as a leader in the athletic equipment and apparel business.

- A- RIDDELL 2021 Catalog flash drive included in bid package.
- B- RIDDELL Scholastic Mouthguards will be provided free of charge for all University Athletic Department NCAA affiliated teams only.
- C- No trade in program for fitness equipment.
- D- Discount Incentive: 2% rebate on all athletic apparel/equipment purchases.
- E-F-G a) RIDDELL / ALL AMERICAN has an extremely qualified and experienced sales representative Andy Neufeld at your disposal for any questions or concerns pertaining to the bid at:  
[alneufeld@riddellsales.com](mailto:alneufeld@riddellsales.com) or by phone at: 407-637-6300
- b) Your RIDDELL sales representative will place customers order with his account manager Jeff Rexroth, [jrexroth@riddellsales.com](mailto:jrexroth@riddellsales.com) , who will oversee the completion of the order through our production facility.
- H- I- Contact your local RIDDELL sales representative Andy Neufeld for details regarding service support and equipment repairs and training.
- J- RIDDELL does not provide installation for purchased equipment.
- K- Your local RIDDELL sales representative Andy Neufeld can supply samples within days of your request.





## L- Returns and refunds

All return requests and claims of mis shipments, shortages, defective workmanship, etc. **MUST** be made within 30 days from receipt of the shipment.

A Return Authorization must be obtained prior to returning any eligible item. A Return Authorizations can be obtained through your Riddell.com account or by calling our Consumer Care Team at 1-888-681-1717, Ext 1.

The return shipping cost is at the customer's expense. Your return must be shipped to the Riddell address printed on your packing slip. Within one week of receiving your return, we will inspect the equipment to ensure that it is new and unused. Upon completion of this inspection, we will issue a refund less any applicable restocking fees. Please note that it may take up to 10 additional business days for your payment method to reflect the refund.

NO RETURNS OR REFUNDS ON ITEMS THAT HAVE BEEN WORN, WASHED OR USED.

NO EXCEPTIONS WILL BE MADE.

Returns on eligible items will not be accepted if any part of the above is not followed. This includes, but is not limited to, returns attempted past 30 days from shipment receipt, returns without the proper authorization forms and returns without a valid return authorization code.

## Delivery information

Orders are processed promptly, on a first in, first out basis.

- Custom orders average 2-3 weeks from the date the order was placed for delivery.
- All in-stock merchandise average 1-2 weeks from the date the order was placed for delivery.
- Custom items will ship average 4-6 weeks from the date the order was placed for delivery.

## M- Delivery Options

The only delivery method we offer is FedEx Home Delivery.

- Delivery Times: 1-5 business days within the contiguous U.S., 3-7 business days to and from Alaska and Hawaii.
- Service Days: Monday-Saturday. Delivery is between 9 a.m. and 8 p.m.

Exceptions: FedEx Home Delivery cannot deliver to P.O. boxes.

**N- All stock is sufficiently maintained for all catalog items orders.**

**O- Please refer to item L.**

**P- Brand factory warranties apply to all products.**

**Q- Quality Control: RIDDELL is in compliance with NOCAE and NAERA guidelines for new and reconditioned Football Helmets and is audited by NAERA and SEI.**



R- All products are warrantied for one full season of normal use.

S- Reconditioning Services: Refer to Exhibit A. Reconditioning.

T- Standard helmet paint is included in price per helmet.

U- Please refer to Exhibit B for embroidery and screen printing prices.

V- SEE ATTACHED

**NOTICE:** Contract pricing will increase based on the 2021-22 Riddell Catalog which will be available in late September 2021.

**2021 RIDDELL CATALOG DISCOUNT PRICING**

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	HELMETS	Pg #	LIST	10%
R41175	SPEEDFLEX DIAMOND (S-L)	20	480.00	432.00
R41175	SPEEDFLEX DIAMOND (XL)	20	495.00	445.50
R61175	SPEEDFLEX DIAMOND W/ INSITE (S-L)	14	630.00	567.00
R61175	SPEEDFLEX DIAMOND W/ INSITE (XL)	14	645.00	580.50
R41195	SPEEDFLEX (S-L)	22	435.00	391.50
R41195	SPEEDFLEX (XL)	22	450.00	405.00
R61195	SPEEDFLEX WITH INSITE (S-L)	15	585.00	526.50
R61195	SPEEDFLEX WITH INSITE (XL)	15	600.00	540.00
R41197	SPEED ICON (S-L)	24	335.00	301.50
R41197	SPEED ICON (XL)	24	350.00	315.00
R61197	SPEED ICON WITH INSITE (S-L)	16	460.00	414.00
R61197	SPEED ICON WITH INSITE (XL)	16	475.00	427.50
R41198	SPEED CLASSIC ICON (M-L)	26	310.00	279.00
R41198	SPEED CLASSIC ICON (XL)	26	325.00	292.50
R63311	INSITE ALERT MONITOR	19	225.00	202.50
R41178	SPEEDFLEX DIAMOND YOUTH (S-L)	28	420.00	378.00
R41178	SPEEDFLEX DIAMOND YOUTH (XL)	28	435.00	391.50
R61178	SPEEDFLEX DIAMOND YOUTH WITH INSITE (S-L)	17	540.00	486.00
R61178	SPEEDFLEX DIAMOND YOUTH WITH INSITE (XL)	17	555.00	499.50
R41196	SPEEDFLEX YOUTH (S-L)	30	350.00	315.00
R41196	SPEEDFLEX YOUTH (XL)	30	365.00	328.50
R61196	SPEEDFLEX YOUTH WITH INSITE (S-L)	18	500.00	450.00
R61196	SPEEDFLEX YOUTH WITH INSITE (XL)	18	515.00	463.50
R41191	SPEED ICON YOUTH (S-L)	32	225.00	202.50
R41191	SPEED ICON YOUTH (XL)	32	240.00	216.00
R61191	SPEED ICON YOUTH WITH INSITE (S-L)	19	385.00	346.50
R61191	SPEED ICON YOUTH WITH INSITE (XL)	19	400.00	360.00
R41169	SPEED CLASSIC YOUTH (S-L)	34	170.00	153.00
R41169	SPEED CLASSIC YOUTH (XL)	34	185.00	166.50
R41187	VICTOR-i (XXS-XL)	36	115.00	103.50
R41188	VICTOR (XXS-XL)	38	105.00	94.50
UPGRADE	CONVERT TO BLACK UPGRADE	40	5.00	4.50
UPGRADE	TCP CHINSTRAP UPGRADE	40	10.00	9.00
UPGRADE	FACEFRAME SIZE OPTIONS	40	2.00	1.80
UPGRADE	STRAP-LOC INSTALLED	40	7.00	6.30
UPGRADE	QUICK RELEASE UPGRADE	40	18.00	16.20
	MINI HELMETS	57	17.00	15.30

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	HELMET ACCESSORY KITS / MOX BOX / CHIN STRAPS	Pg	List	10%
R278099	EQUIPMENT REMOVAL TRAINING KIT	57	320.00	288.00
R27599	SPEEDFLEX ACCESSORY KIT	57	315.00	283.50
R27523	SPEEDFLEX/SPEED COMBO MOX BOX	57	170.00	153.00
R27620	RIDDELL 360 VARSITY ACCESSORY KIT	57	315.00	283.50
R27590	REVO SPEED VARSITY ACCESSORY KIT	57	270.00	243.00
R27595	SPEED CLASSIC/FOUNDATION ACCESSORY KIT	57	270.00	243.00
R27512	REVOLUTION ACCESSORY KIT	57	270.00	243.00
R27598	SPEEDFLEX YOUTH ACCESSORY KIT	57	315.00	283.50
R27426	RIDDELL 360 YOUTH ACCESSORY KIT	57	315.00	283.50
R27591	REVO SPEED YOUTH ACCESSORY KIT	57	270.00	243.00
R27596	REVO SPEED CLASSIC YOUTH ACCESSORY KIT	57	220.00	198.00
R27597	REVO EDGE ACCESSORY KIT	57	220.00	198.00
R27651	SPEED ICON ACCESSORY KIT	57	285.00	256.50
R27653	SPEED CLASSIC ICON ACCESSORY KIT	57	275.00	247.50
R27625	SPEEDFLEX MOX BOX (Varsity & Youth)	57	170.00	153.00
R27621	RIDDELL 360 MOX BOX (Varsity & Youth)	57	170.00	153.00
R27592	SPEED/SPEED CLASSIC/FOUNDATION MOX BOX (Varsity & Youth)	57	145.00	130.50
R27519	REVOLUTION MOX BOX	57	145.00	130.50
R27613	SPEED CLASSIC YTH/EDGE MOX BOX	57	145.00	130.50
R27650	SPEED ICON MOX BOX	57	155.00	139.50
R276501	SPEED CLASSIC ICON MOX BOX	57	155.00	139.50
R918601	SPEEDFLEX/SPEEDFLEX YTH CUSTOM FITTING SHIM KIT	57	23.00	20.70
R718360	Riddell 360/360 YTH Helmet Components-Custom-Fitting Shim Kit	57	23.00	20.70
R918529	SPEED/SPEED YTH CUSTOM FITTING SHIM KIT	57	23.00	20.70
R918540	SPEED CLSC/FOUNDATION CUSTOM FITTING SHIM KIT	57	23.00	20.70
R918540	SPEED CLSC YTH/EDGE CUSTOM FITTING SHIM KIT	57	23.00	20.70
R45620	Hard Cup Chin Strap Mid Hook-Up (SM)	54	16.00	14.40
R655122	Hard Cup Chin Strap Mid Hook-Up (M)	54	16.00	14.40
R655133	Hard Cup Chin Strap Mid Hook-Up (L)	54	16.00	14.40
R458411	SPEEDFLEX HARD CUP CAM-LOC (SM)	54	25.00	22.50
R458422	SPEEDFLEX HARD CUP CAM-LOC (M)	54	25.00	22.50
R458433	SPEEDFLEX HARD CUP CAM-LOC (L)	54	25.00	22.50
R45747	Soft Cup Chin Strap Mid Hook-Up Standard Size - White	54	10.00	9.00
R45748	Soft Cup Chin Strap Mid Hook-Up Standard Size - Black	54	10.00	9.00
R4576700	Soft Cup Chin Strap Mid Hook-Up Small White	54	10.00	9.00
R4576701	Soft Cup Chin Strap Mid Hook-Up Small Black	54	10.00	9.00
R451200	SPEEDFLEX SOFT CUP CAM-LOC STANDARD - WHITE	54	20.00	18.00
R451300	SPEEDFLEX SOFT CUP CAM-LOC SMALL - WHITE	54	20.00	18.00
R451201	SPEEDFLEX SOFT CUP CAM-LOC STANDARD - BLACK	54	20.00	18.00
R451301	SPEEDFLEX SOFT CUP CAM-LOC SMALL - BLACK	54	20.00	18.00
	COLOR MIX OPTIONS	54	3.00	2.70
RSTENCILX	Custom Chin Strap PRINTING	54	3.00	2.70

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	SHOULDER PADS	Pg	List	10%
R44130/4	CUSTOM POWER CPK	66	455.00	409.50
R44020/4	CPX SHOULDER PAD	68	455.00	409.50
RPMX16	PMX SHOULDER PAD	70	455.00	409.50
R48263	POWER SPK+	72	320.00	288.00
R48334	POWER SPX	74	310.00	279.00
R48312	KOMBINE	76	205.00	184.50
R48325	PHENOM	78	160.00	144.00
R48320	RIDDELL RIVAL VARSITY	80	120.00	108.00
R48271	POWER JPK +	82	190.00	171.00
R48328	POWER JPX	84	155.00	139.50
R48321	RIVAL JV	86	95.00	85.50
R48323	SURGE YOUTH (XS - 3XL)	87	96.00	86.40
R4832400xx	RIDDELL PURSUIT XS - 3XL	88	67.00	60.30
R4828000xx	QUEST YOUTH XS - XL	89	51.00	45.90
R44199P0	POWER INCIDENTAL CONTACT PRACTICE PAD	90	90.00	81.00
R48993/4C	PK RIB BELT EXTENDED	66	138.00	124.20
R48991/2CW	PK WIDE BACK QB/WR PLATE	66	104.00	93.60
R48992C	PK BACK PLATE QB/WR	66	94.00	84.60
R48991C	PK BACK PLATE EXTENDED LARGE	66	94.00	84.60
R48990C	PK BACK PLATE EXTENDED SMALL	66	94.00	84.60
R48984	ADJUSTABLE DELTOID PADS - ANY STYLE	66	17.00	15.30
R50420C33	RIPKORD BACK PLATE CUSTOM LARGE	68	97.00	87.30
R50420C11	RIPKORD BACK PLATE CUSTOM SMALL	68	97.00	87.30
R48966CP	CPX RIB BELTS - REINFORCED FLAT SCREW-ON	68	138.00	124.20
R48966C	CPX RIB BELTS - FLAT ZIPPERED	68	138.00	124.20
R48965C	CPX RIB BELTS - FLAT SCREW-ON	68	138.00	124.20
R48961C	CPX BACK PLATES - FLAT SCREW-ON	68	97.00	87.30
R48960C	CPX BACK PLATES - EXTENDED SCREW	68	97.00	87.30
R48995C11	CUSTOM POWER PMX BACK PLATE	70	97.00	87.30
R48995C33	CUSTOM POWER PMX WIDE BACK PLATE	70	97.00	87.30
R48996C	CUSTOM POWER PMX RIB BELT	70	138.00	124.20
R48991/2	POWER PK BACK QB/WR PLATE	72	76.00	68.40
R48990	PK BACK PLATE EXTENDED SMALL	72	76.00	68.40
R48998	POWER SPX RIB BELT - FLAT SCREW-ON	74	114.00	102.60
R4899700xx	POWER SPX BACK PLATE 10 OR 11 3/4	74	76.00	68.40
R49020	KOMBINE BACK PLATE	76	48.00	43.20
R49009	Varsity RIB BELT	80	63.00	56.70
R49008	Varsity BACK PLATE	80	43.00	38.70
R48990	POWER PK BACK PLATE SMALL OR LARGE	82	76.00	68.40
R48996	POWER JPK EXTENDED RIB BELT	82	114.00	102.60
R45249	YOUTH BACK PLATE	84	32.00	28.80
R45248	YOUTH RIB BELT	84	43.00	38.70
R4524700	YOUTH RIB VEST (S-L)	87	40.00	36.00
R49003	Varsity RIB VEST (S-3XL)	91	41.00	36.90

**2021 RIDDELL CATALOG DISCOUNT PRICING**

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	SHOULDER PAD ACCESSORIES / PARTS	Pg	List	10%
R001221	6" EXTENSION 1.5" WIDE HARD SP BELT	91	10.90	9.81
R001220	6" EXTENSION 1" WIDE HARD SP BELT	91	10.90	9.81
R001219	1 1/2" T-HOOK (SPECIFY SILVER OR BLACK)	91	0.70	0.63
R001215	BARREL LACE LOCK, BLACK	91	0.70	0.63
R001209	1 1/2" SLIDE	91	0.70	0.63
R001208	1" T-HOOK (SPECIFY SILVER OR BLACK)	91	0.70	0.63
R001207	1 1/2" KEYWAY (SPECIFY SILVER OR BLACK)	91	0.70	0.63
R001206	1" SLIDE	91	0.70	0.63
R001205	1" J-Hook	91	0.70	0.63
R001204	1" KEYWAY	91	0.70	0.63
R001203BK	1 1/2" BLACK Swivel T-HOOK	91	1.10	0.99
R001203	1 1/2" STEEL Swivel T-HOOK	91	1.10	0.99
R001633	SHOULDER PAD HARDWARE ACCESSORIES 1" BLACK ELASTIC PER YARD	91	3.90	3.51
R001603P	SHOULDER PAD HARDWARE ACCESSORIES 1 1/2" POWER WEBBING PER YARD	91	4.30	3.87
R001603BK	SHOULDER PAD HARDWARE ACCESSORIES 1 1/2" BLACK ELASTIC PER YARD	91	3.90	3.51
R001603	SHOULDER PAD HARDWARE ACCESSORIES 1 1/2" WHITE ELASTIC PER YARD	91	3.90	3.51
R001600	SHOULDER PAD HARDWARE ACCESSORIES 1" WHITE ELASTIC PER YARD	91	3.90	3.51
R48989	SHOULDER PAD ACCESSORY ATTACHMENT KIT	91	2.70	2.43
RBLES10	1" ELASTIC, BLACK (15")	91	1.70	1.53
RBLES15	1 1/2" ELASTIC, BLACK (20")	91	1.20	1.08
RWHES10	1" ELASTIC, WHITE (15")	91	1.70	1.53
RWHES15	1 1/2" ELASTIC, WHITE (20")	91	1.20	1.08
SP4	SHOULDER PAD RACK	91	380.00	342.00

**2021 RIDDELL CATALOG DISCOUNT PRICING**

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	HELMET FACEMASKS ACCESSORIES / PARTS	Pg	List	10%
R27585	OAKLEY EYE SHIELD/CLEAR	56	66.00	59.40
R27557	OAKLEY EYE SHIELD/COLORS	56	66.00	59.40
RUA9907	UNDER ARMOUR EYE SHIELD PRO CLEAR	56	70.00	63.00
RUA9903	UNDER ARMOUR EYE SHIELD GREY MIRROR	56	70.00	63.00
RUA9902	UNDER ARMOUR EYE SHIELD GREY	56	70.00	63.00
RFMEXTRACT	SMC FACEMASK EXTRACTOR III	56	430.00	387.00
R45973	(COLOR) STRAP-LOC KIT COMPLETE	56	8.30	7.47
R27526	MINI JAW CUTTER	56	48.00	43.20
R000977	CHIN STRAP BUCKLE STAINLESS STEEL	56	1.15	1.04
R27640	QUICK RELEASE COMBO TOOL	56	6.00	5.40
R27655	PREMIUM HELMET INFLATION KIT	56	29.00	26.10
R27645	PREMIUM INFLATION PUMP AND GLYCERIN KIT	56	17.00	15.30
R60120	HELMET PUMP REPLACEMENT NEEDLE	56	1.30	1.17
R45935	RIDDELL NO-SPILL GLYCERIN BOTTLE	56	3.20	2.88
R45933	GLYCERIN 1 OUNCE BOTTLE	56	6.20	5.58
R27514	HELMET T-NUT TOOL / VALVE PULLER	56	8.30	7.47
R45791(xx)	Scholastic Mouthpieces	56	1.60	1.44
SCP2	HELMET BEANIE	56	11.00	9.90
1197739	3-Shelf HELMET RACK	56	165.00	148.50
R000906	Varsity Plastic Buckle	56	1.20	1.08
R000911	Youth Plastic Buckle	56	1.20	1.08
HRAK	HELMET CART	56	355.00	319.50
H-1	HELMET STACKMASTER	56	313.20	281.88

**2021 RIDDELL CATALOG DISCOUNT PRICING**

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BIOLITE	Pg	List	10%
R48172	BIOLITE VENT AIR KNEE PADS-PAIR PACK (L 7.5")	93	9.00	8.10
R48168	BIOLITE VENT AIR KNEE PADS-PAIR PACK (M 6.5")	93	8.10	7.29
R48159	BIOLITE VENT AIR KNEE PADS-PAIR PACK (S 3.5")	93	7.00	6.30
TSO	VINYL DIPPED KNEE PADS-PAIR PACK (L 7.25")	93	10.05	9.05
R48170	TAIL PAD-SLOTTED (M/L)	93	4.90	4.41
R48166	BIOLITE VENT AIR THIGH PADS-PAIR PACK (L 7.75")	93	14.30	12.87
R48167	BIOLITE VENT AIR THIGH PADS-PAIR PACK (M 6.75")	93	11.20	10.08
R48155	BIOLITE VENT AIR THIGH PADS-PAIR PACK (S 5.75")	93	9.10	8.19
TLB	VINYL DIPPED 9" THIGH PADS WITH BUMPER EDGE (L)	93	13.25	11.93
TMB	VINYL DIPPED THIGH PADS-PAIR PACK (L 8.5")	93	12.15	10.94
KMA	VINYL DIPPED THIGH PADS-PAIR PACK (M 6.75")	93	8.27	7.44
R48163	BIOLITE VENT AIR 3-PIECE HIP PAD SET-SLOTTED (L 10")	93	13.50	12.15
R48164	BIOLITE VENT AIR 3-PIECE HIP PAD SET-SLOTTED (M 9")	93	11.40	10.26
R48154	BIOLITE VENT AIR 3-PIECE HIP PAD SET-SLOTTED (S 6.5")	93	10.20	9.18
R48164	BIOLITE 3-PIECE HIP PAD SET-SLOTTED COLORS	93	16.60	14.94
R48165	BIOLITE VENT AIR 3-PIECE HIP PAD SET-SLIDING SNAPS (M 9")	93	11.40	10.26
R48156	BIOLITE VENT AIR 3-PIECE HIP PAD SET-SLIDING SNAPS (S 6.5")	93	10.20	9.18
R48160	BIOLITE VENT AIR 7-PIECE PAD SET-SLOTTED (M)	93	17.60	15.84
R48150	BIOLITE VENT AIR 7-PIECE PAD SET-SLOTTED (S)	93	15.50	13.95
R48161	BIOLITE VENT AIR 7-PIECE PAD SET-SLIDING SNAPS (M)	93	18.60	16.74
R48151	BIOLITE VENT AIR 7-PIECE PAD SET-SLIDING SNAPS (S)	93	16.50	14.85
R48137	SHOULDER PAD INJURY	91	28.00	25.20



**2021 RIDDELL CATALOG DISCOUNT PRICING****Contract pricing will increase based on the 2021-22 Riddell Catalog**

Part #	STOCK DUMMIES / GOAL POST PADS	Pg	List	10%
R224738	TACKLING RING - 38" YOUTH	95	370.50	333.45
R224752	TACKLING RING - 52" ADULT	95	386.00	347.40
RV60	R-13 HALF ROUND STEP-OVER DUMMY	95	94.00	84.60
RV21	CT-P SLED REPLACEMENT PADS	95	80.00	72.00
RV20	C-2 SLED REPLACEMENT PADS	95	122.00	109.80
RV19	C-1 SLED REPLACEMENT PADS	95	122.00	109.80
RV18	AS-10 SCRIMMAGE FOREARM SHIELD	95	80.00	72.00
RV17	FS-48 FULL BLOCKING SHIELD	95	95.00	85.50
RV16	HS-24 HALF BLOCKING SHIELD	95	59.00	53.10
RV15	R-12 STAND UP DUMMY	95	112.00	100.80
RV14	SQ-14 SQUARE BLOCKING DUMMY	95	158.00	142.20
RV13	R-14 STAND UP DUMMY	95	122.00	109.80
RV12	R-15 STAND UP DUMMY	95	132.00	118.80
RV10	R-166 STAND UP DUMMY	95	184.00	165.60
W378	POP-UP DUMMY BIG SAM	95	605.00	544.50
RV45	REPLACEMENT PARTS V46 LACE-ON BOTTOM FOR THE R-15 DUMMY	95	35.00	31.50
RV46	REPLACEMENT PARTS V45 LACE-ON BOTTOM FOR THE R-15 DUMMY	95	35.00	31.50
2080804V	VELCRO POST PAD 4 1/2" O.D. MAX	98	250.00	225.00
2080804Z	ZIPPERED POST PAD 4 1/2" O.D. MAX	98	250.00	225.00
2080806V	VELCRO POST PAD 6" O.D. MAX	98	269.00	242.10
2080806Z	ZIPPERED POST PAD 6" O.D. MAX	98	269.00	242.10
	<b>ADD \$100.00 FOR EACH POST PAD GRAPHICS</b>			

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	MISCELLANEOUS FOOTBALL / BALLS	Pg	List	10%
R60216	PRO PREP	62	29.00	26.10
R45904	RIDDELL ODOR ELIMINATOR 1 GALLON BOTTLE	62	46.00	41.40
R45903	RIDDELL ODOR ELIMINATOR 6 OZ. BOTTLE	62	5.60	5.04
R27506	DE-GLUE	62	93.00	83.70
R27505	HI-SHINE	62	93.00	83.70
R27504	HELMET WAR MARK REMOVER (4 PER CARTON)	62	93.00	83.70
R27503	HELMET CARE KIT	62	142.00	127.80
APH-BK/WH	GAME DAY SPORTS WRISTBAND BLACK	93	8.50	7.65
APH3	TRIPLE PLAY CARD HOLDER	93	13.00	11.70
S452	CUTTERS S452 REV PRO 3.0	93	51.50	46.35
HWMW/B	HAND WARMER	93	20.50	18.45
R42339	RDS-C OFFICIAL COMPOSITE FOOTBALL	94	36.00	32.40
R42338	RDP-C YOUTH COMPOSITE FOOTBALL	94	29.00	26.10
R42337	RDJ-C YOUTH COMPOSITE FOOTBALL	94	29.00	26.10
R42336	RDY-C YOUTH COMPOSITE FOOTBALL	94	31.00	27.90
R42335	RDJ PEE WEE LEATHER FOOTBALL	94	39.00	35.10
R42334	RDJ JUNIOR LEATHER FOOTBALL	94	44.00	39.60
R42333	RDY YOUTH LEATHER FOOTBALL	94	42.00	37.80
R42332	RDS OFFICIAL LEATHER FOOTBALL HIGH SCHOOL	94	55.00	49.50
R42331	RFP-100 OFFICIAL LEATHER FOOTBALL COLLEGIATE	94	57.00	51.30
R42305	YOUTH RUBBER FOOTBALL JUNIOR	94	13.00	11.70
R42304	YOUTH RUBBER FOOTBALL YOUTH	94	13.00	11.70
R42303	RUBBER HS2 FOOTBALL ADULT	94	18.00	16.20
R42300	FOOTBALL BRUSH	94	9.00	8.10
R27544	KICKOFF TEE FOR LEFT-FOOTED KICKER SOCCER STYLE	94	8.00	7.20
R27543	KICKOFF TEE FOR RIGHT-FOOTED KICKER SOCCER STYLE	94	8.00	7.20
R27541	PLACEMENT TEES 2" KICKOFF TEE (ORANGE)	94	8.00	7.20
R27540	PLACEMENT TEES EXTRA POINT TEE (BLACK)	94	8.00	7.20
WZ-8	WIZARD KICKING STIX	94	69.00	62.10

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BAGS / MEDICAL	Pg	List	10%
R27518	RIDDELL EQUIPMENT TRAVEL BAG	190	45.00	40.50
R27574	TEAM EQUIPMENT BAG	190	37.00	33.30
R27575	PERSONAL EQUIPMENT BAG	190	42.00	37.80
R27576	DUFFEL EQUIPMENT BAG	190	44.00	39.60
ST25	TEAM SPORT BAG	190	29.00	26.10
S36	EXTRA LARGE FB EQUIPMENT BAG	190	77.00	69.30
RRMEB35	MESH EQUIPMENT BAG	190	19.00	17.10
MRC9136-BK	MONSTER BAG	190	170.00	153.00
BG802	DELUXE SHOULDER PAD BAG	190	27.98	25.18
MRC3936 -BK	PLAYERS EQUIPMENT BAG	190	62.00	55.80
R60201	100% COTTON ZINC OXIDE TAPE	191	69.00	62.10
R6020201	RIDDELL ZINC OXIDE TAPE (BLACK)	191	69.00	62.10
R6020200	RIDDELL ZINC OXIDE TAPE (WHITE)	191	58.40	52.56
R6020289	RIDDELL ZINC OXIDE TAPE (GREY)	191	72.20	64.98
R60204	HEEL & LACE PADS	191	45.60	41.04
R602080011	ANKLE BRACE	191	25.60	23.04
R6021301	STRETCH TAPE (BLACK)	191	96.60	86.94
R6021300	STRETCH TAPE (WHITE)	191	92.40	83.16
214625	TAPE UNDERWRAP (PURPLE)	191	60.00	54.00
214630	TAPE UNDERWRAP (GREEN)	191	60.00	54.00
214635	TAPE UNDERWRAP (ORANGE)	191	60.00	54.00
214641	TAPE UNDERWRAP (PINK)	191	60.00	54.00
R6020301	TAPE UNDERWRAP (BLACK)	191	57.40	51.66
R6020302	TAPE UNDERWRAP (SCARLET)	191	57.40	51.66
R020309	TAPE UNDERWRAP (BLUE)	191	57.40	51.66
R6020326	TAPE UNDERWRAP (BEIGE)	191	57.40	51.66
R60211	TAPE CUTTER	191	9.60	8.64
R60209	RIDDELL ICE BAG ROLL	191	84.80	76.32
R60210	ICE BAG DISPENSER	191	63.60	57.24
R60212	INSTANT COLD PACK	192	21.20	19.08
R60214	INSTANT HOT PACK	192	58.40	52.56
R60205	RIDDELL TEAM FIRST AID KIT	192	79.60	71.64
R60218	RIDDELL WATER BOTTLE CARRIER SET	192	45.60	41.04
R45903	RIDDELL ODOR ELIMINATOR (6 oz.)	192	5.75	5.18
R45904	RIDDELL ODOR ELIMINATOR (1 gal)	192	44.60	40.14
851	Ultra GelLace Ankle Support	192	35.99	32.39
760390	Stay Cool Towels (17"L x 13"W)	192	13.00	11.70
760391	Stay Cool Towels (27"L x 17"W)	192	16.00	14.40
131236	Matt-Kleen	192	79.00	71.10

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	FOOTBALL FIELD EQUIPMENT	Pg	List	10%
LMS-0	SIDELINE OFFICIAL PINNIES SET (ORANGE)	97	22.00	19.80
LMS	SIDELINE OFFICIAL PINNIES SET (YELLOW)	97	22.00	19.80
TCC	TRAVEL CLEAT CLEANER	97	40.00	36.00
RWAP	RIDDELL WEIGHTED ANCHOLESS PYLON SET	97	41.00	36.90
PC3	LOW PROFILE CONES (2 1/2")	97	1.00	0.90
PC4	LOW PROFILE CONES (4 1/2")	97	3.00	2.70
RCSLM	RIDDELL CRUSHABLE SIDELINE MARKER SET	97	234.00	210.60
FBWSM	FLAG FOOTBALL YARDMARKER SET	97	559.80	503.82
RCCSLM	RIDDELL CRUSHABLE SIDELINE MARKER SET CANADIAN	97	54.60	49.14
RRCONE18	RIDDELL CONES 18" CONES	97	13.50	12.15
RRCONE12	RIDDELL CONES 12" CONES	97	9.00	8.10
RRCONE06	RIDDELL CONES 6" CONES	97	8.00	7.20
CS03	PRO DOWN SLIDE DOWN MARKER WITH COLLEGIATE CHAIN SET ONLY	97	155.25	139.73
RFDMRC	RIDDELL FLIP DOWN MARKER W/RECREATIONAL CHAIN	97	190.00	171.00
RFDMHP	FLIP DOWN MARKER HEAD W/POLE ONLY	97	88.00	79.20
M1700	FOOTBALL THROWING MACHINE	98	4024.80	3622.32
FKN	VARSITY KICKING CAGE (FRAME WITH NET)	98	237.00	213.30
FKN-BAG	VARSITY KICKING CAGE (FKN ONLY)	NC	83.43	75.09
FKN-NET	VARSITY KICKING CAGE (FKN ONLY)	98	67.50	60.75
AAL27	ADJUSTABLE AGILITY LADDER	98	74.73	67.26
FBHSTP	HIGH STEP AGILITY TRAINER	98	300.60	270.54
OLS	LINEMAN SPLITS MARKER	98	123.75	111.38
FBGP-620YW	Deluxe Goose Neck Goal Posts 23'4" Wide Cross Bar (High School) Yellow	98	5650.20	5085.18
FBGP-620	Deluxe Goose Neck Goal Posts 23'4" Wide Cross Bar (High School) White	98	5650.20	5085.18
FBGP-520C	Deluxe Goose Neck Goal Posts 23'4" Wide Cross Bar (College) White	98	9833.40	8850.06
FBSLV5	OPTIONAL GROUND SLEEVES	98	1002.60	902.34
WS-42	WIND-DIRECTIONAL FLAGS	98	39.60	35.64
274000	STEEL COMBO FOOTBALL/SOCCER GOAL	98	2898.00	2608.20
PCG-800	PORTABLE COMBO FOOTBALL/SOCCER GOAL	98	2514.60	2263.14
1686	INDOOR/OUTDOOR TABLE TOP SCOREBOARD	98	667.00	600.30
1142266	TABLE TOP SCOREBOARD CARRYING BAG	98	75.00	67.50
8389PC	MULTI-SPORT SCOREBOARD	98	7395.00	6655.50
KILZONE	KilZone Disinfectant	98	200.00	180.00

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	DECALS	Pg	List	10%
	OVERSIZE 3D DECAL 1 COLOR	61	11.95	10.75
	OVERSIZE 3D DECAL 2 COLOR	61	11.95	10.75
	OVERSIZE 3D DECAL 3 COLOR	61	11.95	10.75
	OVERSIZE 3D DECAL 4 COLOR	61	11.95	10.75
STSTRIPE	SPLIT TAPERED STRIPE	61	7.11	6.40
KDSTRIPE	DETAIL STRIPE	61	4.64	4.17
FWEDGE	FLYING WEDGE DECAL	61	7.11	6.40
EFLAG	AMERICAN FLAG	61	0.72	0.65
EF7400050	OVERSIZE CHROME DECAL 4 COLOR	61	17.00	15.30
EF7300050	OVERSIZE CHROME DECAL 3 COLOR	61	14.94	13.44
EF7200050	OVERSIZE CHROME DECAL 2 COLOR	61	13.80	12.42
EF7100050	OVERSIZE CHROME DECAL 1 COLOR	61	12.77	11.49
EF6000025	HELMET MULTI STRIPE 3" CHROME	61	6.90	6.21
EF3000300	3" DIE CUT NUMBERS CHROME	61	10.09	9.08
EF3000250	2.5" DIE CUT NUMBERS CHROME	61	9.58	8.62
EF3000200	2" DIE CUT NUMBERS CHROME	61	9.58	8.62
EF3000150	1.5" DIE CUT NUMBERS CHROME	61	9.06	8.16
EF3000000	1" DIE CUT NUMBERS CHROME	61	8.03	7.23
EF2000013	RIDDELL REVOLUTION STRIPES 2 COLOR CHROME	61	5.67	5.10
EF2000011	RIDDELL REVOLUTION STRIPES 1 COLOR CHROME	61	4.84	4.36
EF2000000	ALL PURPOSE NUMBERING SYSTEM CHROME	61	33.99	30.59
EF1402550	DECAL 4 COLOR CHROME	61	13.60	12.24
EF1302550	DECAL 3 COLOR CHROME	61	12.26	11.03
EF1202550	DECAL 2 COLOR CHROME	61	10.92	9.83
EF1102550	DECAL 1 COLOR CHROME	61	9.37	8.44
E7400050	OVERSIZE DECAL 4 COLOR	61	10.40	9.36
E7300050	OVERSIZE DECAL 3 COLOR	61	9.06	8.16
E7200050	OVERSIZE DECAL 2 COLOR	61	7.73	6.95
E7100050	OVERSIZE DECAL 1 COLOR	61	6.39	5.75
E6000025	HELMET MULTI STRIPE 3"	61	4.33	3.89
E4000114	AWARD MARKINGS STOCK DESIGNS 1.25"	61	0.62	0.56
E4000100	AWARD MARKINGS STOCK DESIGNS 1"	61	0.62	0.56
E3D402550	3D DECAL 4 COLOR	61	7.73	6.95
E3D302550	3D DECAL 3 COLOR	61	7.73	6.95
E3D202550	3D DECAL 2 COLOR	61	7.73	6.95
E3D102550	3D DECAL 1 COLOR	61	7.73	6.95
E3000300	3" DIE CUT NUMBERS	61	8.03	7.23
E3000250	2.5" DIE CUT NUMBERS	61	7.52	6.77
E3000200	2" DIE CUT NUMBERS	61	6.90	6.21
E3000150	1.5" DIE CUT NUMBERS	61	6.39	5.75
E3000000	1" DIE CUT NUMBERS	61	5.05	4.54

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	DECALS	Pg	List	10%
E2000200	2" HELMET TAPE	62	30.28	27.25
E2000114	1.25" HELMET TAPE	62	20.19	18.17
E2000112	1.5" HELMET TAPE	62	25.03	22.53
E2000100	1" HELMET TAPE	62	17.51	15.76
E2000034	3/4" HELMET TAPE	62	17.00	15.30
E2000013	RIDDELL REVOLUTION STRIPES 2 COLOR	62	3.40	3.06
E2000012	1/2" HELMET TAPE	62	15.97	14.37
E2000011	RIDDELL REVOLUTION STRIPES 1 COLOR	62	2.88	2.60
E2000000	ALL PURPOSE NUMBERING SYSTEM	62	28.12	25.31
E1402550	DECAL 4 COLOR	62	7.73	6.95
E1302550	DECAL 3 COLOR	62	6.90	6.21
E1202550	DECAL 2 COLOR	62	5.97	5.38
E1102550	DECAL 1 COLOR	62	5.25	4.73
MHQS	MINI HELMET QUICK SAYINGS	62	1.34	1.21
EMSB	MINI SWEATBAND	62	1.34	1.21
EMS38	MINI 3/8 SIDE STRIPE	62	0.62	0.56
EMS12	MINI CENTER STRIPE	62	0.72	0.65
DECALKIT	360/REVO/SPEED DECAL KIT	62	22.97	20.67
RDECALWIN2	MEDIUM WINDOW DECALS 4"x6" 2 COLOR	62	2.58	2.32
RDECALWIN1	MEDIUM WINDOW DECALS 4"x6" 1 COLOR	62	2.27	2.04
RDECALPER2	INDIVIDUAL PLAYERS NAME & NUMBER 8"x8" 2 COLOR	62	6.70	6.03
RDECALPER1	INDIVIDUAL PLAYERS NAME & NUMBER 8"x8" 1 COLOR	62	5.67	5.10
RDECALBAN2	LARGE WINDOW DECALS 3"x15" 2 COLOR	62	4.02	3.62
RDECALBAN1	LARGE WINDOW DECALS 3"x15" 1 COLOR	62	3.30	2.97
E5200134	AWARD 1 3/4" 2 COLOR CUSTOM	62	1.03	0.93
E5200114	AWARD 1 1/4" 2 COLOR CUSTOM	62	0.93	0.83
E5200100	AWARD 1" 2 COLOR CUSTOM	62	0.72	0.65
E5002000	SWEATBAND DECAL 2 COLOR	62	1.03	0.93
E5001000	SWEATBAND DECAL	62	0.72	0.65
E5000134	AWARD 1 3/4" 1 COLOR CUSTOM	62	0.93	0.83
E5000114	AWARD 1 1/4" 1 COLOR CUSTOM	62	0.93	0.83
E5000100	AWARD 1" 1 COLOR CUSTOM	62	0.62	0.56
E3000302	NAMEPLATE DECAL 2 COLOR	62	2.37	2.13
E3000301	NAMEPLATE DECAL	62	1.85	1.67
E1900000	1.5" MEMORIAL AWARD MARKERS 2 COLOR	62	0.82	0.74
E1800000	1.5" MEMORIAL AWARD MARKERS 1 COLOR	62	0.72	0.65

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BASEBALLS / SOFTBALLS	Pg	List	10%
R42201	BASEBALLS BB-ML MAJOR LEAGUE	182	52.50	47.25
R42202	BASEBALLS BB-PRO PROFESSIONAL	182	49.50	44.55
R42203	BASEBALLS BB-HS SCHOLASTIC	182	40.00	36.00
R42227	BASEBALLS BB-PB PRACTICE	183	35.00	31.50
R42210	BASEBALLS BB-LL1 LITTLE LEAGUE	182	40.00	36.00
R42110Blank	BASEBALLS BB-LL1 LITTLE LEAGUE BLANK	182	40.00	36.00
R42211	BASEBALLS BB-DY DIXIE YOUTH	182	35.00	31.50
R42213	BASEBALLS BB-PL PONY LEAGUE	182	41.00	36.90
R42214	BASEBALLS BB-DB DIXIE	182	41.00	36.90
R42215	BASEBALLS BB-BR BABE RUTH	182	41.00	36.90
R42216	BASEBALL BB-OLB OFFICIAL LEAGUE	182	35.00	31.50
R42218	BASEBALLS BB-FL1 FLEXCORE LEVEL1	182	38.00	34.20
R42219	BASEBALLS BB-FL5 FLEX CORE LEVEL5	182	38.00	34.20
R42208	SOFTBALLS SB-PRO YELLOW	182	60.00	54.00
R42224	SOFTBALLS SB-Y11	183	60.00	54.00
R42226	SOFTBALLS SB-PRO-YP	183	62.00	55.80
RBBBPRO	Baseball Bucket Special 3 Doz BP-PRO Baseballs	183	145.00	130.50
RBBBLL1	Baseball Bucket Special 3 Doz BB-LL1 LITTLE LEAGUE Baseballs	183	118.00	106.20
RBBBPPL	Baseball Bucket Special 3 Doz BB-PL PONY Baseballs	183	120.00	108.00
RBBBBR	Baseball Bucket Special 3 Doz BB-BR BABE RUTH Baseballs	183	120.00	108.00
RBBBOLB	Practice Ball Bucket Special 3 Doz BB-OLB OFFICIAL LEAGUE Baseballs	183	102.00	91.80
RBBPB	Practice Ball Bucket Special 3 Doz BB-PB PRACTICE Baseballs	183	114.00	102.60
B5000	Lite-Flite Practice Baseballs per Doz	185	30.60	27.54
B5005	Lite-Flite Practice Softball 12" per Doz	185	37.80	34.02
B5010	Lite-Flite Practice Softball 11" per Doz	185	37.80	34.02
B5130	SMALL-BALL per Doz	185	13.50	12.15
B3000	Realistic Seam Baseballs per Doz	185	40.50	36.45
B4015	Realistic Seam Softballs 12" Yellow per Doz	185	49.50	44.55
B1000	Dimpled Baseballs Yellow per Doz	185	40.50	36.45
B2015	Dimpled Softballs 12" Yellow per Doz	185	49.50	44.55
B2020	Dimpled Softballs 11" Optic Yellow per Doz	185	49.50	44.55

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BASEBALL/SOFTBALL FIELD EQUIPMENT	Pg	List	10%
KSA	KNEE SAVER SUPPORT	186	19.19	17.27
KSX	KNEE SAVER SUPPORT	186	19.19	17.27
BBT	SUPER BATTING TEE	186	24.47	22.02
BTS	REPLACEMENT TUBES FOR BATTING TEE	186	5.84	5.26
S0100	INSTANT SCREEN	186	186.00	167.40
TCC	TRAVEL CLEAT CLEANER	186	40.25	36.23
RCC	THE ORIGINAL CLEAT CLEANER	186	40.25	36.23
R27570	BALL BAG	186	22.00	19.80
R27572	BAT FENCE BAG	186	33.00	29.70
R27573	B. HELMET FECE BAG	186	33.00	29.70
R27571	TEAM BAT BAG	186	22.00	19.80
M1101	JUGS SOFTBALL PITCHING MACHINE	186	1,944.00	1749.60
M1601	MVP BASEBALL PITCHING MACHINE	186	1,438.56	1294.70
M1401	JR. PITCHING MACHINE (BASEBALL ONLY)	186	1,944.00	1749.60
M7000	SMALL BALL PITCHING MACHINE	186	315.36	283.82
AA0050	BATTERY PACK	186	336.15	302.54
A0600	TOSS MACHINE FOR BASEBALL OR SOFTBALL	186	286.56	257.90
A0410	5-POINT HITTING TEE	186	105.00	94.50
PRNA	END SPIKED RUBBERS	187	21.21	19.09
PRNY	END SPIKED RUBBERS (YOUTH)	187	14.33	12.90
ANPRA	REMOVEABLE PITCHERS PLATE & ANCHOR SYSTEM (24"L X 6"W)	187	46.92	42.23
ANPRL	REMOVEABLE PITCHERS PLATE & ANCHOR SYSTEM (18"L X 4"W)	187	40.53	36.48
ANCA	OFFICIAL GROUND ANCHOR WITH INSERT	187	37.47	33.72
ANCY	YOUTH GROUND ANCHOR WITH INSERT	187	33.30	29.97
R2750800005	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (SHORT FORM SCOREBOOK)	187	12.00	10.80
R2750800007	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (LARGE CLIPBOARD)	187	20.95	18.86
R2750800008	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (SMALL CLIPBOARD)	187	16.00	14.40
R27509	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (SCOREBOOK BAG)	187	28.30	25.47
R2750800001	(GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (BASEBALL BINDER)	187	23.00	20.70
R2750800002	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (30 GAME SCORE/STAT REFILL)	187	17.30	15.57
R2750800003	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (50 GAME SCORE/STAT REFILL)	187	17.30	15.57
R2750800004	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (LINE-UP CARDS)	187	9.75	8.78
R2750800006	GLOVERS SCOREBOOKS EASY SCORE SCORING & STATS (LINEUP CARD HOLDER)	187	15.18	13.66



## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BASEBALL/SOFTBALL FIELD EQUIPMENT	Pg	List	10%
PROM	SOFTBALL PROTECTOR SCREEN	187	189.11	170.20
MNET	SOFTBALL PROTECTOR SCREEN (REPLACEMENT NET)	187	63.28	56.95
PROL	PITCHERS PROTECTIVE SCREEN	187	165.00	148.50
LNET	PITCHERS PROTECTIVE SCREEN (REPLACEMENT NET)	187	63.28	56.95
WHEEL	WHEEL KIT	187	81.69	73.52
HBPRO	MAJOR LEAGUE HOME PLATE	187	83.08	74.77
HBXW	WOOD FILLED HOME PLATE	187	76.48	68.83
HBXW	WAFFLE STYLE IN GROUND HOME PLATE	187	80.65	72.59
HB2W	RUBBER HOME PLATE	187	15.22	13.70
FLMR-100HD	Heavy-Duty Steel 4-Wheel Dry Line Markers 100 lb Capacity	192	550.80	495.72
FLMR-50HD	Heavy-Duty Steel 4-Wheel Dry Line Markers 50 lb Capacity	192	428.40	385.56
BBDLM654	4-Wheel Dry Line Markers 65 lb Capacity	192	237.58	213.82
FLMR-25	2-Wheel Dry Line Markers 25 lb Capacity	192	237.60	213.84
WLL6	Athletic Field Striper	192	116.12	104.51
WLH	Hand Wand Unit	192	36.00	32.40
01651K	String Winder	192	37.00	33.30
VPM-T-G2	Vertical Power Model w/Tank	192	2,448.00	2203.20
HPM-T-G2	Horizontal Power Filling Station	192	3,595.50	3235.95
M-10	Manifold ONLY	192	183.60	165.24
TS-10	Tripod Stand	192	803.25	722.93
IL-4	In-Line System	192	918.00	826.20
1240405	Portable Cooling System	192	2,185.90	1967.31
HC-120-G2	Horizontal Chiller	192	3,060.00	2754.00
SS-5	Safety Spout	192	30.60	27.54

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BASKETBALL EQUIPMENT	Pg	List	10%
ALB-24BT	Official Aluminum Backboard Silver	188	554.00	498.60
BR12	Wide Body Ball Cart 12-Ball Cart	188	64.78	58.30
BR16	Wide Body Ball Cart 16-Ball Cart	188	71.98	64.78
DBC2	Deluxe Portable Ball Locker	188	267.00	240.30
GBA-342A	Front Mount Flex Goal	188	252.00	226.80
GBSG-50	Front Mount Super Goal w/Nylon Net	188	165.60	149.04
RRMEB35*	MESH EQUIPMENT BAG	188	16.00	14.40
SHOTRING	The "Shooter" Ring	188	36.00	32.40
3381	Official Aluminum Backboard (White Powder Coated)	188	494.08	444.67
TRK	"Trac Mate" Floor Wipes by Slipp-Not	188	216.00	194.40
TRKR	"Trac Mate" (Replacement Mat Refills)	188	68.00	61.20
UBG-500F	DOUBLE RIM FRONT MOUNT FLEX GOAL	188	322.20	289.98

Part #	TRACK EQUIPMENT	Pg	List	10%
82310	PREMIER II (1.0k)	189	61.20	55.08
82316	PREMIER II (1.6k)	189	81.00	72.90
82320	PREMIER II (2.0k)	189	91.80	82.62
RD10	BLACK RUBBER DISCUS-PRACTICE (1.0K)	189	8.14	7.33
RD16	BLACK RUBBER DISCUS-PRACTICE (1.6K)	189	10.29	9.26
TIS12	TURNED IRON (12LB)	189	48.60	43.74
TIS16	TURNED IRON (16LB)	189	68.40	61.56
TIS45	COMPETITION SHOT (4k ORANGE)	189	30.60	27.54
TIS12	COMPETITION SHOT (12 LBS, 5.44k)	189	48.60	43.74
SBT	TRACK & FIELD SCORE BOOK	189	6.88	6.19
TMT05	FIBERGLASS MEASURING TAPES (50'-15M)	189	12.44	11.20
TMT1	FIBERGLASS MEASURING TAPES (100'-30M)	189	17.95	16.16
MSTAP165	FIBERGLASS MEASURING TAPES (165'-50m)	189	26.70	24.03
TMT2	FIBERGLASS MEASURING TAPES (200'-60M)	189	32.69	29.42
TMT3	FIBERGLASS MEASURING TAPES (330'-100M)	189	45.20	40.68
TSP18	PYRAMID NEEDLE SPIKES (1/8")	189	9.86	8.87
TSP14	PYRAMID NEEDLE SPIKES (1/4")	189	10.44	9.40
TSN18	PYRAMID NEEDLE SPIKES (1/8")	189	9.86	8.87
TSN14	PYRAMID NEEDLE SPIKES (1/4")	189	10.44	9.40
TSW	SPIKE WRENCH	189	4.19	3.77

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	STOCK FOOTBALL APPAREL	Pg	List	30%
RTPTW	Riddell Power WT Shirt Adult	74	48.00	33.60
RTPTWY	Riddell Power WT Shirt Youth	74	43.00	30.10
RTPTP	Riddell Power Si Shirt Adult	74	48.00	33.60
RTPTPY	Riddell Power Si Shirt Youth	74	43.00	30.10
RGWPWT	Riddell Riddell WT Girdle Adult	92	52.00	36.40
RGWPWY	Riddell Riddell WT Girdle Youth	92	46.00	32.20
RGWPTE	Riddell Power Si Girdle Adult	92	52.00	36.40
RYGWPTE	Riddell Power Si Girdle Youth	92	46.00	32.20
RGWPT	5 POCKET 5 PADDED GIRDLE ADULT	93	34.00	23.80
RGJIFF	Zone Jersey Adult (stock colors)	140	33.00	23.10
RYJIFFY	Zone Jersey Youth (stock colors)	140	30.00	21.00
RGPNCF	Titan Pant Adult	140	46.00	32.20
RYGPNCF	Titan Pant Youth	140	35.00	24.50
RGPW	Drive Pant Adult	140	41.00	28.70
RYGPW	Drive Pant Youth	140	38.00	26.60
RPPW	Safety Pant Adult	140	26.00	18.20
RYPPW	Safety Pant Youth	140	23.00	16.10
RPJME	Post Jersey Adult (stock colors)	140	23.00	16.10
RPJMEY	Post Jersey Youth (stock colors)	140	21.00	14.70
RPJPE	Scamper Jersey Adult (stock colors)	140	16.00	11.20
RPJPEY	Scamper Jersey Youth (stock colors)	140	13.00	9.10
RPPDK	Rush Pant Adult	141	27.00	18.90
RPPPC	Rocket Pant Adult	141	19.00	13.30
RPPPCY	Rocket Pant Youth	141	16.00	11.20
RSVD	Deluxe Scrimmage Vest	141	14.00	9.80
RSVN	Scrimmage Vest	141	10.00	7.00
RDB	54" Dazzle Belt	141	7.47	5.23
RWB52	Web Belt 52"	141	2.58	1.81
RWB60	Web Belt 60"	141	2.83	1.98
R46889	Riddell 7-on-7 Flag Football Cap	136	60.00	42.00
761FFJ	Adult Reversible Flag Football Jersey	137	19.00	13.30
761FFJY	Youth Reversible Flag Football Jersey	137	16.00	11.20
762FFJ	Adult Hero Flag Football Jersey	137	25.00	17.50
762FFJY	Youth Hero Flag Football Jersey	137	23.00	16.10
FAFFBJ	FFBJ Jersey Adult	137	19.00	13.30
FYFFBJ	FFBJ Jersey Youth	137	16.00	11.20
FAJBT1BF	Basic Team Adult Football Jersey	137	20.00	14.00
FYJBT1BF	Basic Team Youth Football Jersey	137	18.00	12.60

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	SUBLIMATED APPAREL	Pg	List	30%
	HP Adult Long Sleeve PermaTek (sublimated) Cage Jacket	104	105.00	73.50
	HP Youth Long Sleeve PermaTek (sublimated) Cage Jacket	104	100.00	70.00
	HP Adult Short Sleeve PermaTek (sublimated) Cage Jacket	104	103.00	72.10
	HP Youth Short Sleeve PermaTek (sublimated) Cage Jacket	104	98.00	68.60
	HP Adult Long Sleeve PermaTek (sublimated) Coaches Jacket	104	115.00	80.50
	HP Adult PermaTek (sublimated) Quarter Zip	104	80.00	56.00
	HP Youth PermaTek (sublimated) Quarter Zip	104	79.00	55.30
	HP Adult Loose Fit PermaTek (sublimated) Long Sleeve	104	64.00	44.80
	HP Youth Loose Fit PermaTek (sublimated) Long Sleeve	104	63.00	44.10
	HP Adult Loose Fit PermaTek (sublimated) Short Sleeve	104	55.00	38.50
	HP Youth Loose Fit PermaTek (sublimated) Short Sleeve	104	54.00	37.80
	Adult PermaTek (sublimated) Team Short (wo pocket)	104	81.00	56.70
	Youth PermaTek (sublimated) Team Short (wo pocket)	104	78.00	54.60
	Adult PermaTek (sublimated) Team Short (with pocket)	104	86.00	60.20
	Youth PermaTek (sublimated) Team Short (with pocket)	104	80.00	56.00
	HP Adult Sublimated Game Day Polo	104	75.00	52.50
	HP Adult PermaTek (sublimated) Short Sleeve Tech Tees	106	55.00	38.50
	HP Women's PermaTek (sublimated) Short Sleeve Tech Tees	106	55.00	38.50
	HP Youth PermaTek (sublimated) Short Sleeve Tech Tees	106	54.00	37.80
	HP Adult PermaTek (sublimated) Long Sleeve Tech Tees	106	64.00	44.80
	HP Youth PermaTek (sublimated) Long Sleeve Tech Tees	106	63.00	44.10
	HP Adult PermaTek (sublimated) Short Sleeve Tech Tees - Vapor Mesh	NC	60.00	42.00
	HP Women's PermaTek (sublimated) Short Sleeve Tech Tees - Vapor Mesh	NC	60.00	42.00
	HP Youth PermaTek (sublimated) Short Sleeve Tech Tees	NC	60.00	42.00
	HP Adult PermaTek (sublimated) Long Sleeve Tech Tees - Vapor Mesh	NC	70.00	49.00
	HP Women's PermaTek (sublimated) Long Sleeve Tech Tees - Vapor Mesh	NC	70.00	49.00
	HP Youth PermaTek (sublimated) Long Sleeve Tech Tees - Vapor Mesh	NC	70.00	49.00
KTMTTSS	HP PermaTek Short Sleeve Performance Tee	113	55.00	38.50
KTUHS	HP PermaTek Hooded Sweatshirt	113	100.00	70.00
KTUQZSS	HP PermaTek Quarter Zip Long Sleeve	113	80.00	56.00
KTMRLFT	HP PermaTek Replica Loose Fit V-Neck Jersey	113	55.00	38.50
KTWTSS	HP PermaTek Women's Short Sleeve Performance Tee	113	55.00	38.50
KTYHS	HP PermaTek Youth Hooded Sweatshirt	113	94.00	65.80
KTYRLFT	HP PermaTek Youth Replica Loose Fit V-Neck Jersey	113	55.00	38.50
KTYTTSS	HP PermaTek Youth Short Sleeve Performance Tee	113	55.00	38.50
KTCS	HP PermaTek Cinch Sack	113	30.00	21.00
KTWRLFT	HP PermaTek Women's Replica Loose Fit V-Neck Jersey	113	55.00	38.50

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	STOCK APPAREL (SIZE UPCHARGES MAY APPLY)	Pg	List	30%
5100	SS Performance Tee - Adult	108	16.00	11.20
5600	SS Performance Tee - Women	108	16.00	11.20
5200	SS Performance Tee - Youth	108	16.00	11.20
5104	LS Performance Tee - Adult	108	19.00	13.30
5604	LS Performance Tee - Women	108	19.00	13.30
5204	LS Performance Tee - Youth	108	19.00	13.30
4120	B Core SS Performance Tee - Adult	108	20.00	14.00
4162	B Core SS Performance Tee - Women	108	20.00	14.00
2120	B Core SS Performance Tee - Youth	108	20.00	14.00
4104	B Core LS Performance Tee - Adult	108	23.00	16.10
4164	B Core LS Performance Tee - Women	108	23.00	16.10
2104	B Core LS Performance Tee - Youth	108	23.00	16.10
4631	Sleeveless Compression Shirt- Adult	108	25.00	17.50
4621	SS Compression Shirt - Adult	108	27.00	18.90
2621	SS Compression Shirt - Youth	108	27.00	18.90
4605	LS Compression Shirt - Adult	108	31.00	21.70
2605	LS Compression Shirt - Youth	108	31.00	21.70
18500	Hooded Sweatshirt - Adult	108	26.00	18.20
18500B	Hooded Sweatshirt - Youth	108	26.00	18.20
5129	Performance Short 9" Inseam - Adult (no pockets)	109	16.00	11.20
5127	Performance Short 7" Inseam - Adult (no pockets)	109	16.00	11.20
5229	Performance Short 6" Inseam - Youth (no pockets)	109	16.00	11.20
5616	Performance Short 5" Inseam - Womens (no pockets)	109	15.00	10.50
4109	B Core Performance Short 9" Inseam - Adult (no pockets)	109	17.00	11.90
4107	B Core Performance Short 7" Inseam - Adult (no pockets)	109	16.00	11.20
2107	B Core Performance Short 6" Inseam - Youth (no pockets)	109	16.00	11.20
4116	B Core Performance Short 5" Inseam - Womens (no pockets)	109	16.00	11.20
4119	B Core Pocketed Performance Short 10" Inseam - Adult	109	20.00	14.00
2119	B Core Pocketed Performance Short 7" Inseam - Youth	109	20.00	14.00
R569P	Mesh Workout Short 9" Inseam - Adult (no pockets)	109	15.00	10.50
567P	Mesh Workout Short 7" Inseam - Adult (no pockets)	109	15.00	10.50
566PY	Mesh Workout Short 6" Inseam - Youth (no pockets)	109	15.00	10.50
18300	Open Bottom Sweat Pant - Adult	109	18.00	12.60
18400B	Open Bottom Sweat Pant - Youth	109	18.00	12.60
975MPR	Jogger Sweat Pant - Adult	109	16.50	11.55
975YR	Jogger Sweat Pant - Youth	109	12.75	8.93

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	STOCK APPAREL (SIZE UPCHARGES MAY APPLY)	Pg	List	30%
3620	Record Setter 1/4 Zip - Adult	110	42.00	29.40
3622	Record Setter 1/4 Zip - Women	110	42.00	29.40
4386	Medalist 2.0 Pullover - Adult	110	37.00	25.90
4388	Medalist 2.0 Pullover - Women	110	37.00	25.90
4387	Medalist 2.0 Pullover - Youth	110	36.00	25.20
4172	Tonal Blend 1/4 Zip - Adult	110	29.00	20.30
4173	Tonal Blend 1/4 Zip - Women	110	29.00	20.30
2174	Tonal Blend 1/4 Zip - Youth	110	28.00	19.60
2785	Attain 1/4 Zip Pullover - Adult	110	23.00	16.10
2787	Attain 1/4 Zip Pullover - Women	110	23.00	16.10
2786	Attain 1/4 Zip Pullover - Youth	110	22.00	15.40
4280	1/4 Zip Pollover - Adult	110	36.00	25.20
4286	1/4 Zip Pollover - Women	110	36.00	25.20
2908	Shadow Tonal Heather 1/4 Zip Pullover - Adult	110	34.00	23.80
2909	Shadow Tonal Heather 1/4 Zip Pullover - Women	110	34.00	23.80
229541	Deviate Pullover - Adult	110	75.00	52.50
229741	Deviate Pullover - Adult	110	75.00	52.50
222553	3D Regulate Lightweight Pullover - Adult	110	61.00	42.70
222753	3D Regulate Lightweight Pullover - Women	110	61.00	42.70
4040	Ultimate Softlock Polo - Adult	111	35.00	24.50
3344	Hook Polo - Adult	111	37.00	25.90
3346	Drive Polo - Adult	111	37.00	25.90
5017	Vital Polo - Adult	111	23.00	16.10
5019	Vital Polo - Women	111	23.00	16.10
222530	Avenger Polo - Adult	111	41.00	28.70
222730	Avenger Polo - Women	111	41.00	28.70
222564	Converge Polo - Adult	111	39.00	27.30
222764	Converge Polo - Women	111	39.00	27.30
222529	Electrify 2.0 Polo - Adult	111	39.00	27.30
222729	Electrify 2.0 Polo - Women	111	39.00	27.30
5412	Shadow Tonal Heather Polo - Adult	111	31.00	21.70
5413	Shadow Tonal Heather Polo - Women	111	31.00	21.70
229162	Conquest Jacket - Adult	112	113.00	79.10
229542	Range Jacket - Adult	112	72.00	50.40
229642	Range Jacket - Youth	112	70.00	49.00
229157	Raider Soft Shell Jacket - Adult	112	79.00	55.30
229357	Raider Soft Shell Jacket - Women	112	79.00	55.30
229592	3D Regulate Jacket - Adult	112	90.00	63.00
229792	3D Regulate Jacket - Women	112	90.00	63.00
4395	Medalist Jacket 2.0 - Adult	112	38.00	26.60
4397	Medalist Jacket 2.0 - Women	112	38.00	26.60
229016	Wizard Pullover - Adult	112	62.00	43.40
JS009J	Rain Stop Jacket - Adult	112	88.00	61.60
229140	Heritage Jacket - Adult	112	64.00	44.80

**2021 RIDDELL CATALOG DISCOUNT PRICING**

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	SOCKS / BELTS	Pg	List	30%
KT20LS01	Custom Permatek (Sublimated) Sock Adult Over the Calf with Ankle Padding	114	25.00	17.50
KT20LS01	Custom Permatek (Sublimated) Sock Adult Over the Calf with Ankle Padding XL	114	26.00	18.20
KT20LS01Y	Custom Permatek (Sublimated) Sock Youth Over the Calf with Ankle Padding	114	25.00	17.50
KT20LS02	Custom Permatek (Sublimated) Sock Adult Over the Calf without Ankle Padding	114	25.00	17.50
KT20LS02	Custom Permatek (Sublimated) Sock Adult Over the Calf without Ankle Padding XL	114	26.00	18.20
KT20LS02Y	Custom Permatek (Sublimated) Sock Youth Over the Calf without Ankle Padding	114	25.00	17.50
KT9CS01	Custom Permatek (Sublimated) Sock Adult Crew Sock without Ankle Padding	114	18.00	12.60
KT9CS01	Custom Permatek (Sublimated) Sock Adult Crew Sock without Ankle Padding XL	114	19.00	13.30
KT9CS01Y	Custom Permatek (Sublimated) Sock Youth Crew Sock without Ankle Padding	114	18.00	12.60
KT9CS02	Custom Permatek (Sublimated) Sock Adult Crew Sock with Ankle Padding	114	18.00	12.60
KT9CS02	Custom Permatek (Sublimated) Sock Adult Crew Sock with Ankle Padding XL	114	19.00	13.30
KT9CS02Y	Custom Permatek (Sublimated) Sock Youth Crew Sock with Ankle Padding	114	18.00	12.60
PCM61	Champion Game Sock Small	114	9.00	6.30
PCM81	Champion Game Sock Med	114	9.00	6.30
PCM10	Champion Game Sock Large	114	9.00	6.30
PCM13	Champion Game Sock XL	114	9.00	6.30
NA151	Collegiate Game Sock 1 color	114	9.00	6.30
NA152	Collegiate Game Sock 2 color	114	8.00	5.60
PROK1	Pro Game Sock Solid	114	8.00	5.60
PROK2	Pro Game Sock 2 color	114	8.00	5.60
S8009	PRO TEAM SOCK	114	4.50	3.15
PCRWC	Team Performance Crew	114	5.00	3.50
TSC11	Multisport Sock Small	115	4.24	2.97
TSK11	Multisport Sock XL	115	4.24	2.97
TSR11	Multisport Sock Large	115	4.24	2.97
TSY11	Multisport Sock Med	115	4.24	2.97
BELTE	Elastic Belt Small	115	7.42	5.19
BELTE	Elastic Belt Large	115	7.42	5.19
BELTL	Leather Belt	115	20.14	14.10
MSC	Multisport+ Sock X Small	115	6.36	4.45
MSK	Multisport+ Sock Large	115	6.36	4.45
MSR	Multisport+ Sock Med	115	6.36	4.45
MSST1	Sanitary Liner	115	5.30	3.71
MSY	Multisport+ Sock Small	115	6.36	4.45
BSTSK	Elastic Belt Sock Combo Large	115	10.60	7.42
OBK11	OB Series Sock Large	115	6.36	4.45
BSTSR	Elastic Belt Sock Combo Med	115	10.60	7.42
OBKXL	OB Series Sock XL	115	7.42	5.19
BSTSY	Elastic Belt Sock Combo Small	115	10.60	7.42
OBR11	OB Series Sock Med / Small	115	6.36	4.45
URT10	Basketball Socks - Blister Resister (L)	115	9.54	6.68
URT13	Basketball Socks - Blister Resister (XL)	115	9.54	6.68
URT61	Basketball Socks - Blister Resister (S)	115	9.54	6.68
URT81	Basketball Socks - Blister Resister (M)	115	9.54	6.68

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM FOOTBALL APPAREL	Pg	List	30%
	HP SPEED ELITE ADULT JERSEY	118	185.00	129.50
	HP SPEED ELITE YOUTH JERSEY	118	177.00	123.90
	HP SPEED ADULT JERSEY	118	154.00	107.80
	HP SPEED YOUTH JERSEY	118	145.00	101.50
	HP SPEED ADULT PANT	118	137.00	95.90
	HP SPEED YOUTH Pant	118	130.00	91.00
	HP FBP Adult Pant (1 Emb)	118	105.00	73.50
	HP FBP Youth Pant (1 Emb)	118	98.00	68.60
	HP MOTION ADULT JERSEY	120	150.00	105.00
	HP MOTION ADULT PANT	120	114.00	79.80
	HP ADULT JERSEY	122	150.00	105.00
	HP ADULT PANT	122	137.00	95.90
	HP Youth Jersey	122	142.00	99.40
	HP Youth Pant	122	130.00	91.00
	HP Lite Adult Jersey	124	127.00	88.90
	HP Lite Adult Pant	124	114.00	79.80
	HP Lite Youth Jersey	124	110.00	77.00
	HP Lite Youth Pant	124	97.00	67.90
	HP PermaTek (sublimated) Adult Jersey	126	103.00	72.10
	HP PermaTek (sublimated) Adult Pant	126	103.00	72.10
	HP PermaTek (sublimated) Adult Integrated Pant	126	122.00	85.40
	HP PermaTek (sublimated) Youth Jersey	126	99.00	69.30
	HP PermaTek (sublimated) Youth Pant	126	99.00	69.30
	HP PermaTek (sublimated) Youth Integrated Pant	126	117.00	81.90
	HP PermaTek (sublimated) Adult Reversible Football Jersey	128	107.00	74.90
	HP PermaTek (sublimated) Youth Reversible Football Jersey	128	100.00	70.00
	HP PermaTek (sublimated) Adult Integrated Pant	128	122.00	85.40
	HP PermaTek (sublimated) Youth Integrated Pant	128	117.00	81.90
	HP PermaTek (sublimated) Adult Pant	128	103.00	72.10
	HP PermaTek (sublimated) Youth Pant	128	99.00	69.30
	HP Limited Plus PermaTek (sublimated) Adult Jersey	130	73.00	51.10
	HP Limited Plus PermaTek (sublimated) Adult Jersey 2XL+	130	77.00	53.90
	HP PermaTek (sublimated) Limited Plus Adult Pant	130	56.00	39.20
	HP PermaTek (sublimated) Limited Plus Adult Pant 2XL+	130	59.00	41.30
	HP PermaTek (sublimated) Limited Plus Adult Integrated Pant	130	83.00	58.10
	HP PermaTek (sublimated) Limited Plus Adult Integrated Pant 2XL+	130	87.00	60.90
	HP Limited Plus PermaTek (sublimated) Youth Jersey	130	65.00	45.50
	HP Limited Plus PermaTek (sublimated) Youth Jersey 2XL+	130	72.00	50.40
	HP Limited Plus PermaTek (sublimated) Youth Pant	130	49.00	34.30
	HP Limited Plus PermaTek (sublimated) Youth Pant 2XL+	130	57.00	39.90
	HP Limited Plus PermaTek (sublimated) Youth Integrated Pant	130	82.00	57.40
	HP Limited Plus PermaTek (sublimated) Youth Integrated Pant 2XL+	130	84.00	58.80



## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM FOOTBALL APPAREL	Pg	List	30%
	Franchise Jersey Style #2 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #2 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #2 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #2 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #2 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #2 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #2 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #2 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #2 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #2 Youth (two color twill)	132	85.00	59.50
	Franchise Pants Adult (No Decoration)	132	50.00	35.00
	Franchise Pants Youth (No Decoration)	132	48.00	33.60
	Franchise Jersey Style #5 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #5 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #5 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #5 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #5 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #5 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #5 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #5 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #5 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #5 Youth (two color twill)	132	85.00	59.50
	Franchise Jersey Style #13 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #13 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #13 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #13 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #13 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #13 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #13 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #13 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #13 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #13 Youth (two color twill)	132	85.00	59.50
	Franchise Jersey Style #14 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #14 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #14 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #14 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #14 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #14 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #14 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #14 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #14 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #14 Youth (two color twill)	132	85.00	59.50

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM FOOTBALL APPAREL	Pg	List	30%
	Franchise Jersey Style #37 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #37 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #37 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #37 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #37 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #37 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #37 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #37 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #37 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #37 Youth (two color twill)	132	85.00	59.50
	Franchise Jersey Style #40 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #40 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #40 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #40 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #40 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #40 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #40 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #40 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #40 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #40 Youth (two color twill)	132	85.00	59.50
	Franchise Jersey Style #42 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #42 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #42 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #42 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #42 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #42 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #42 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #42 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #42 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #42 Youth (two color twill)	132	85.00	59.50
	Franchise Jersey Style #43 Adult (Blank)	132	46.00	32.20
	Franchise Jersey Style #43 Adult (one color screened)	132	60.00	42.00
	Franchise Jersey Style #43 Adult (two color screened)	132	71.00	49.70
	Franchise Jersey Style #43 Adult (one color twill)	132	74.00	51.80
	Franchise Jersey Style #43 Adult (two color twill)	132	88.00	61.60
	Franchise Jersey Style #43 Youth (Blank)	132	44.00	30.80
	Franchise Jersey Style #43 Youth (one color screened)	132	58.00	40.60
	Franchise Jersey Style #43 Youth (two color screened)	132	69.00	48.30
	Franchise Jersey Style #43 Youth (one color twill)	132	72.00	50.40
	Franchise Jersey Style #43 Youth (two color twill)	132	85.00	59.50
FAPFR01	Franchise Pant Style #1 Adult	132	50.00	35.00
FAPFR02	Franchise Pant Style #2 Adult	132	50.00	35.00
FAPFR03	Franchise Pant Style #3 Adult	132	50.00	35.00
FAPFR07	Franchise Pant Style #7 Adult	132	50.00	35.00
FAPFR19	Franchise Pant Style #19 Adult	132	50.00	35.00
FAPFR19	Franchise Pant Style #19 Youth	132	48.00	33.60

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM BASEBALL APPAREL	Pg	List	30%
	HP Adult Baseball Jersey (Men & Women)	144	123.00	86.10
	HP Adult Baseball Pants (Men & Women)	144	118.00	82.60
	HP Basic Adult Baseball Pants (Men & Women)	144	85.00	59.50
	HP Basic Youth Baseball Pants	144	81.00	56.70
	HP Basic Softball Pants (Women)	144	85.00	59.50
	HP Youth Baseball Jersey	144	116.00	81.20
	HP Youth Baseball Pants	144	108.00	75.60
	HP Lite Adult Baseball Jersey (Men & Women)	144	99.00	69.30
	HP Lite Adult Baseball Pants (Men & Women)	144	99.00	69.30
	HP Lite Youth Baseball Jersey	144	94.00	65.80
	HP Lite Youth Baseball Pants	144	94.00	65.80
	HP Softball Jersey (Women)	146	123.00	86.10
	HP Softball Pants (Women)	146	115.00	80.50
	HP Lite Softball Jersey (Women)	146	99.00	69.30
	HP Lite Softball Pants (Women)	146	99.00	69.30
	HP PermaTek (sublimated) Baseball Jersey 2 Button Adult	148	95.00	66.50
	HP PermaTek (sublimated) Baseball Jersey 2 Button Youth	148	90.00	63.00
	HP PermaTek (sublimated) Baseball Jersey Full Button Adult	148	99.00	69.30
	HP PermaTek (sublimated) Baseball Jersey Full Button Youth	148	94.00	65.80
	HP PermaTek (sublimated) Baseball Jersey V Neck Adult	148	92.00	64.40
	HP PermaTek (sublimated) Baseball Jersey V Neck Youth	148	87.00	60.90
	HP PermaTek (sublimated) Baseball Pant Full Length Elastic Cuff Adult	148	102.00	71.40
	HP PermaTek (sublimated) Baseball Pant Full Length Elastic Cuff Youth	148	97.00	67.90
	HP PermaTek (sublimated) Baseball Pant Full Length Open Cuff Pant Adult	148	102.00	71.40
	HP PermaTek (sublimated) Baseball Pant Full Length Open Cuff Pant Youth	148	97.00	67.90
	HP PermaTek (sublimated) Baseball Pant Knicker Pant Adult	148	97.00	67.90
	HP PermaTek (sublimated) Baseball Pant Knicker Pant Youth	148	91.00	63.70
	HP PermaTek (sublimated) Limited Baseball Jersey 2 Button Adult	148	91.00	63.70
	HP PermaTek (sublimated) Limited Baseball Jersey 2 Button Youth	148	82.00	57.40
	HP PermaTek (sublimated) Limited Baseball Jersey Full Button Adult	148	94.00	65.80
	HP PermaTek (sublimated) Limited Baseball Jersey Full Button Youth	148	86.00	60.20
	HP PermaTek (sublimated) Limited Baseball Jersey V Neck Adult	148	89.00	62.30
	HP PermaTek (sublimated) Limited Baseball Jersey V Neck Youth	148	87.00	60.90
	HP PermaTek (sublimated) Softball Jersey 2 Button (Women)	148	95.00	66.50
	HP PermaTek (sublimated) Softball Jersey V Neck (Women)	148	94.00	65.80
	HP PermaTek (sublimated) Softball Jersey Full Button (Women)	148	99.00	69.30
	HP PermaTek (sublimated) Softball Mid Calf Elastic Cuff Pant (Women)	148	97.00	67.90
	HP PermaTek (sublimated) Limited Softball Jersey 2 Button (Women)	148	91.00	63.70
	HP PermaTek (sublimated) Limited Softball Jersey Full Button (Women)	148	94.00	65.80

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM BASEBALL APPAREL	Pg	List	30%
	Franchise Baseball Jersey Styles, Men or Women, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (Blank)	150	26.00	18.20
	Franchise Baseball Jersey Styles, Men or Women, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (1 color screened)	150	40.00	28.00
	Franchise Baseball Jersey Styles, Men or Women, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (2 color screened)	150	48.00	33.60
	Franchise Baseball Jersey Styles, Men or Women, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (1 color twill)	150	58.00	40.60
	Franchise Baseball Jersey Styles, Men or Women, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (2 color twill)	150	65.00	45.50
	Franchise Baseball Jersey Styles, Youth, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (Blank)	150	24.00	16.80
	Franchise Baseball Jersey Styles, Youth, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (1 color screened)	150	38.00	26.60
	Franchise Baseball Jersey Styles, Youth, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (2 color screened)	150	47.00	32.90
	Franchise Baseball Jersey Styles, Youth, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (1 color twill)	150	57.00	39.90
	Franchise Baseball Jersey Styles, Youth, ALL V Necks, ALL 2 Buttons, ALL Set In Sleeves, ALL Raglan Sleeves or ALL Sleeveless: (2 color twill)	150	64.00	44.80
	Franchise Baseball Jersey Styles, Men or Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (Blank)	150	34.00	23.80
	Franchise Baseball Jersey Styles, Men or Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (1 color screened)	150	50.00	35.00
	Franchise Baseball Jersey Styles, Men or Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (2 color screened)	150	59.00	41.30
	Franchise Baseball Jersey Styles, Men or Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (1 color twill)	150	64.00	44.80
	Franchise Baseball Jersey Styles, Men or Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (2 color twill)	150	71.00	49.70
	Franchise Baseball Jersey Styles, Youth, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (Blank)	150	32.00	22.40
	Franchise Baseball Jersey Styles, Youth, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (1 color screened)	150	49.00	34.30
	Franchise Baseball Jersey Styles, Youth, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (2 color screened)	150	58.00	40.60
	Franchise Baseball Jersey Styles, Youth, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (1 color twill)	150	62.00	43.40
	Franchise Baseball Jersey Styles, Youth, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (2 color twill)	150	71.00	49.70
	Franchise Softball Jersey Styles, Women, ALL V Necks, ALL 2 Buttons, Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (Blank)	150	26.00	18.20
	Franchise Softball Jersey Styles, Women, ALL V Necks, ALL 2 Buttons, Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (1 color screened)	150	40.00	28.00
	Franchise Softball Jersey Styles, Women, ALL V Necks, ALL 2 Buttons, Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (2 color screened)	150	48.00	33.60
	Franchise Softball Jersey Styles, Women, ALL V Necks, ALL 2 Buttons, Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (1 color twill)	150	58.00	40.60
	Franchise Softball Jersey Styles, Women, ALL V Necks, ALL 2 Buttons, Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (2 color twill)	150	65.00	45.50
	Franchise Softball Jersey Styles, Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: any combinations (Blank)	150	34.00	23.80
	Franchise Softball Jersey Styles, Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (1 color screened)	150	50.00	35.00
	Franchise Softball Jersey Styles, Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (2 color screened)	150	59.00	41.30
	Franchise Softball Jersey Styles, Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (1 color twill)	150	64.00	44.80
	Franchise Softball Jersey Styles, Women, ALL Full Buttons; Set In Sleeves, Raglan Sleeves or Sleeveless: (2 color twill)	150	71.00	49.70
	Franchise Baseball Pant Styles #2, 4 & 5 Men or Women's (pro poly solid)	150	47.00	32.90
	Franchise Baseball Pant Styles #2, 4 & 5 Men or Women's (dk polyester)	150	36.00	25.20
	Franchise Baseball Pant Styles #2, 4 & 5 Youth (pro poly solid)	150	43.00	30.10
	Franchise Baseball Pant Styles #2, 4 & 5 Youth (double knit polyester)	150	32.00	22.40
	Franchise Softball Pant Style #3 Women (pro poly solid)	150	47.00	32.90
	Franchise Softball Pant Style #3 Women (double knit polyester)	150	36.00	25.20

**2021 RIDDELL CATALOG DISCOUNT PRICING**

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	STOCK BASEBALL/SOFTBALL APPAREL (SIZE UPCHARGES APPLY)	Pg	List	30%
221025	Adult Game 7 Full Button Baseball Jersey	154	43.00	30.10
221225	Youth Game 7 Full Button Baseball Jersey	154	41.00	28.70
1655	Adult Full Button Baseball Jersey	154	30.00	21.00
1656	Youth Full Button Baseball Jersey	154	28.00	19.60
1557	Adult Power plus 2.0 Baseball Jersey	154	23.00	16.10
1558	Youth Power plus 2.0 Baseball Jersey	154	21.00	14.70
1559	Women Power plus 2.0 Baseball Jersey	154	23.00	16.10
1565	Adult Attain Two Button Baseball Jersey	154	13.00	9.10
1566	Youth Attain Two Button Baseball Jersey	154	11.00	7.70
1567	Women Attain Two Button Baseball Jersey	154	13.00	9.10
1445	Adult Series Baseball/Softball Pant with Piping	154	26.00	18.20
1446	Youth Series Baseball/Softball Pant with Piping	154	24.00	16.80
1440	Adult Series Baseball/Softball Pant	154	23.00	16.10
1441	Youth Series Baseball/Softball Pant	154	21.00	14.70
1487	Adult Pull Up Baseball/Softball Pant	154	10.00	7.00
1488	Youth Pull Up Baseball/Softball Pant	154	8.00	5.60
1240	Ladies Low Rise Homerun Pant	154	33.00	23.10
1241	Girls Low Rise Homerun Pant	154	31.00	21.70

# 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM BASKETBALL APPAREL	Pg	List	30%
	HP Basketball Jersey Men	156	120.00	84.00
	HP Basketball Jersey Women	156	120.00	84.00
	HP Basketball Short Men	156	118.00	82.60
	HP Basketball Short Women	156	118.00	82.60
	HP Basketball Jersey Youth	156	115.00	80.50
	HP Basketball Short Youth	156	112.00	78.40
	HP Lite Basketball Jersey Men	156	99.00	69.30
	HP Lite Basketball Jersey Women	156	99.00	69.30
	HP Lite Basketball Short Men	156	95.00	66.50
	HP Lite Basketball Short Women	156	95.00	66.50
	HP Lite Basketball Jersey Youth	156	95.00	66.50
	HP Lite Basketball Short Youth	156	89.00	62.30
	HP PermaTek (sublimated) Basketball Jersey Men	158	87.00	60.90
	HP PermaTek (sublimated) Basketball Jersey Women	158	87.00	60.90
	HP PermaTek (sublimated) Basketball Short Men	158	87.00	60.90
	HP PermaTek (sublimated) Basketball Short Women	158	87.00	60.90
	HP PermaTek (sublimated) Basketball Jersey Youth	158	82.00	57.40
	HP PermaTek (sublimated) Basketball Short Youth	158	81.00	56.70
	HP Men's PermaTek (sublimated) Reversible Basketball Jersey	160	85.00	59.50
	HP Men's PermaTek (sublimated) Reversible Basketball Short	160	90.00	63.00
	HP Women's PermaTek (sublimated) Reversible Basketball Jersey	160	85.00	59.50
	HP Women's Sublimated Reversible Basketball Short	160	90.00	63.00
	HP Youth PermaTek (sublimated) Reversible Basketball Jersey	160	84.00	58.80
	HP Youth PermaTek (sublimated) Reversible Basketball Short	160	89.00	62.30
	Franchise Basketball Jersey, Men or Women, Styles #1, 3, 4, 5, 7, 9, 10, 19, 23, 24, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (Blank)	162	32.00	22.40
	Franchise Basketball Jersey, Men or Women, Styles #1, 3, 4, 5, 7, 9, 10, 19, 23, 24, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (1 Color Screen Print)	162	42.00	29.40
	Franchise Basketball Jersey, Men or Women, Styles #1, 3, 4, 5, 7, 9, 10, 19, 23, 24, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (2 Color Screen Print)	162	50.00	35.00
	Franchise Basketball Jersey, Youth, Styles #1, 3, 4, 5, 7, 9, 10, 19, 23, 24, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (Blank)	162	30.00	21.00
	Franchise Basketball Jersey, Youth, Styles #1, 3, 4, 5, 7, 9, 10, 19, 23, 24, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (1 Color Screen Print)	162	40.00	28.00
	Franchise Basketball Jersey, Youth, Styles #1, 3, 4, 5, 7, 9, 10, 19, 23, 24, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (2 Color Screen Print)	162	48.00	33.60
	Franchise Basketball Jersey, Men or Women, Styles #2, 6, 8, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 29, 30, 31, Mock Mesh or Flat Mesh, (Blank)	162	39.00	27.30
	Franchise Basketball Jersey, Men or Women, Styles #2, 6, 8, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 29, 30, 31, Mock Mesh or Flat Mesh, (1 Color Screen Print)	162	50.00	35.00
	Franchise Basketball Jersey, Men or Women, Styles #2, 6, 8, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 29, 30, 31, Mock Mesh or Flat Mesh, (2 Color Screen Print)	162	58.00	40.60
	Franchise Basketball Jersey, Youth, Styles #2, 6, 8, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 29, 30, 31, Mock Mesh or Flat Mesh, (Blank)	162	38.00	26.60
	Franchise Basketball Jersey, Youth, Styles #2, 6, 8, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 29, 30, 31, Mock Mesh or Flat Mesh, (1 Color Screen Print)	162	48.00	33.60
	Franchise Basketball Jersey, Youth, Styles #2, 6, 8, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 29, 30, 31, Mock Mesh or Flat Mesh, (2 Color Screen Print)	162	56.00	39.20
	Franchise Basketball Shorts, Men or Women, Styles #1, 3, 5, 7, 10, 13, 14, 15, 16, 21, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (NO DECORATIONS)	162	25.00	17.50
	Franchise Basketball Shorts, Men or Women, Styles #2, 4, 6, 8, 9, 11, 12, 17, 18, 19, 20, 22, 23, 24, 27, 28, 29, 30, 31, Mock Mesh or Flat Mesh, (NO DECORATIONS)	162	23.00	16.10
	Franchise Basketball Shorts, Youth, Styles #1, 3, 5, 7, 10, 13, 14, 15, 16, 21, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (NO DECORATIONS)	162	27.00	18.90
	Franchise Basketball Shorts, Youth, Styles #1, 3, 5, 7, 10, 13, 14, 15, 16, 21, 25, 26, 27, 28, Mock Mesh or Flat Mesh, (NO DECORATIONS)	162	26.00	18.20

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	CUSTOM / STOCK BASKETBALL APPAREL	Pg	List	30%
KMRJFTM	Mens Reversible Basketball Jerseys - Tricot Mesh - Custom Colors	165	12.00	8.40
KWRJFTM	Womens Reversible Basketball Jerseys - Tricot Mesh - Custom Colors	165	12.00	8.40
KYRJFTM	Youth Reversible Basketball Jerseys - Tricot Mesh - Custom Colors	165	11.00	7.70
KMRSFTM	Mens Basketball Shorts - Tricot Mesh - Custom Colors	165	10.00	7.00
KWRSFTM	Womens Basketball Shorts - Tricot Mesh - Custom Colors	165	10.00	7.00
KYRSFTM	Youth Basketball Shorts - Tricot Mesh - Custom Colors	165	9.75	6.83
KMRJFMM	Mens Reversible Basketball Jerseys - Mock Mesh - Custom Colors	165	14.00	9.80
KWRJFMM	Womens Reversible Basketball Jerseys - Mock Mesh - Custom Colors	165	14.00	9.80
KYRJFMM	Youth Reversible Basketball Jerseys - Mock Mesh - Custom Colors	165	13.50	9.45
KMRSFMM	Mens Basketball Shorts - Mock Mesh - Custom Colors	165	12.00	8.40
KWRSFMM	Womens Basketball Shorts - Mock Mesh - Custom Colors	165	12.00	8.40
KYRSFMM	Youth Basketball Shorts - Mock Mesh - Custom Colors	165	11.50	8.05
KMRJFFM	Mens Reversible Basketball Jerseys - Flat Mesh - Custom Colors	165	14.00	9.80
KWRJFFM	Womens Reversible Basketball Jerseys - Flat Mesh - Custom Colors	165	14.00	9.80
KYRJFFM	Youth Reversible Basketball Jerseys - Flat Mesh - Custom Colors	165	13.50	9.45
KMRSFFM	Mens Basketball Shorts - Flat Mesh - Custom Colors	165	12.00	8.40
KWRSFFM	Womens Basketball Shorts - Flat Mesh - Custom Colors	165	12.00	8.40
KYRSFFM	Youth Basketball Shorts - Flat Mesh - Custom Colors	165	11.50	8.05
	HP Men's Modified Custom Basketball Jersey	NC	76.00	53.20
	HP Men's Modified Custom Basketball Short	NC	73.00	51.10
	HP Women's Modified Custom Basketball Jersey	NC	76.00	53.20
	HP Women's Modified Custom Basketball Short	NC	73.00	51.10
	HP Youth Modified Custom Basketball Jersey	NC	72.00	50.40
	HP Youth Modified Custom Basketball Short	NC	68.00	47.60
	HP Men's Limited PermaTek (sublimated) Basketball Jersey	NC	67.00	46.90
	HP Men's Limited PermaTek (sublimated) Basketball Short	NC	66.00	46.20
	HP Women's Limited PermaTek (sublimated) Basketball Jersey	NC	67.00	46.90
	HP Women's Limited PermaTek (sublimated) Basketball Short	NC	66.00	46.20
	HP Youth Limited PermaTek (sublimated) Basketball Jersey	NC	65.00	45.50
	HP Youth Limited PermaTek (sublimated) Basketball Short	NC	64.00	44.80



## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	BASKETBALL PRACTICE/STOCK APPAREL	Pg	List	30%
1166	Adult Alley OOP Reversible Basketball Jersey	164	30.00	21.00
1167	Youth Alley OOP Reversible Basketball Jersey	164	29.00	20.30
1168	Adult Alley OOP Reversible Basketball Short	164	30.00	21.00
1169	Youth Alley OOP Reversible Basketball Short	164	29.00	20.30
224078	Adult Dual-Side Single Ply Reversible Basketball Jersey	164	32.00	22.40
224278	Youth Dual-Side Single Ply Reversible Basketball Jersey	164	31.00	21.70
224378	Women's Dual-Side Single Ply Reversible Basketball Jersey	164	32.00	22.40
224079	Adult Dual-Side Single Ply Reversible Basketball Short	164	32.00	22.40
224279	Youth Dual-Side Single Ply Reversible Basketball Short	164	31.00	21.70
224379	Women's Dual-Side Single Ply Reversible Basketball Short	164	32.00	22.40
332380	Adult Campus Reversible Basketball Jersey	164	36.00	25.20
332381	Youth Campus Reversible Basketball Jersey	164	35.00	24.50
335850	Adult Campus Reversible Basketball Short	164	36.00	25.20
335851	Youth Campus Reversible Basketball Short	164	35.00	24.50
332400	Adult Competition Reversible Basketball Jersey	164	29.00	20.30
332401	Youth Competition Reversible Basketball Jersey	164	28.00	19.60
332402	Women's Competition Reversible Basketball Jersey	164	29.00	20.30
335870	Adult Competition Reversible Basketball Short	164	30.00	21.00
335871	Youth Competition Reversible Basketball Short	164	29.00	20.30
1730	Adult Step-Back Basketball Jersey	165	20.00	14.00
1731	Youth Step-Back Basketball Jersey	165	19.00	13.30
1732	Women's Step-Back Basketball Jersey	165	20.00	14.00
1733	Adult Step-Back Basketball Short	165	20.00	14.00
1734	Youth Step-Back Basketball Short	165	19.00	13.30
224076	Adult Retro Basketball Jersey	165	35.00	24.50
224276	Youth Retro Basketball Jersey	165	34.00	23.80
224376	Women's Retro Basketball Jersey	165	35.00	24.50
224077	Adult Retro Basketball Short	165	35.00	24.50
224277	Youth Retro Basketball Short	165	34.00	23.80
224377	Women's Retro Basketball Short	165	35.00	24.50
560R	Adult Reversible Mesh Basketball Jersey	165	12.00	8.40
560RW	Women Reversible Mesh Basketball Jersey	165	12.00	8.40
560RY	Youth Reversible Mesh Basketball Jersey	165	11.00	7.70
569P	Adult Mesh Basketball Short 9"	165	10.00	7.00
567P	Adult Mesh Basketball Short 7"	165	10.00	7.00
566PY	Youth Mesh Basketball Short 6"	165	10.00	7.00



## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	VOLLEYBALL HP AND STOCK UNIFORMS	Pg	List	30%
	HP Women's Sublimated Long Sleeve Volleyball Jersey	168	75.00	52.50
	HP Women's Sublimated Short Sleeve Volleyball Jersey	168	70.00	49.00
	HP Women's Sublimated Cap Sleeve Volleyball Jersey	168	70.00	49.00
	HP Women's Sublimated Volleyball Short	168	62.00	43.40
342212	Ladies Truhit Long Sleeve Jersey	170	31.00	21.70
342213	Girls Truhit Long Sleeve Jersey	170	29.00	20.30
345592	Ladies Truhit Short	170	21.00	14.70
345593	Girls Truhit Short	170	19.00	13.30
342142	Ladies Raptor Long Sleeve Jersey	170	34.00	23.80
342143	Girls Raptor Long Sleeve Jersey	170	32.00	22.40
345572	Ladies Side Insert Short	170	22.00	15.40
345573	Girls Side Insert Short	170	21.00	14.70
342162	Ladies Long Sleeve Jersey with Contrasting Stitching	170	29.00	20.30
342163	Girls Long Sleeve Jersey with Contrasting Stitching	170	27.00	18.90
342172	Ladies Short Sleeve Jersey with Piping	170	26.00	18.20
342173	Girls Short Sleeve Jersey with Piping	170	24.00	16.80
1335	Ladies Stride Short	170	20.00	14.00
1336	Girls Stride Short	170	19.00	13.30
1218	Ladies Blash Jersey	170	18.00	12.60
1219	Girls Blash Jersey	170	17.00	11.90
1305	Ladies Spike Long Sleeve Jersey	170	28.00	19.60

Part #	HOCKEY HP / NON-CATALOGUED UNIFORM	Pg	List	30%
	Adult PermaTek 1-Ply Reversible Hockey Jersey	176	97.00	67.90
	Youth PermaTek 1-Ply Reversible Hockey Jersey	176	91.00	63.70
	Adult PermaTek 1-Ply Reversible Goalie Jersey	176	105.00	73.50
	Youth PermaTek 1-Ply Reversible Goalie Jersey	176	100.00	70.00
	Adult PermaTek Hockey Jersey (XS-2XL)	176	74.00	51.80
	Youth PermaTek Hockey Jersey (YS/YM-YL-YXL)	176	62.00	43.40
	Adult PermaTek Goalie Jersey	176	80.00	56.00
	Youth PermaTek Goalie Jersey	176	74.00	51.80
	Adult PermaTek Hockey Sock	176	55.00	38.50
	Youth PermaTek Hockey Sock	176	50.00	35.00
	HP Adult Hockey Jersey - Non cataloged	NC	130.00	91.00
	HP Youth Hockey Jersey - Non cataloged	NC	120.00	84.00
	HP Lite Adult Hockey Jersey - Non cataloged	NC	100.00	70.00
	HP Lite Youth Hockey Jersey - Non cataloged	NC	90.00	63.00
	HP Phantom Adult Hockey Jersey - Non cataloged	NC	86.00	60.20
	HP Phantom Youth Hockey Jersey - Non cataloged	NC	80.00	56.00

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	LACROSSE CUSTOM / STOCK UNIFORMS	Pg	List	30%
	Adult HP PermaTek 1-Ply Reversible LAX Jersey	172	98.00	68.60
	Youth HP PermaTek 1-Ply Reversible LAX Jersey	172	90.00	63.00
	Women HP PermaTek 1-Ply Reversible LAX Jersey	172	98.00	68.60
	Adult HP PermaTek 1-Ply Reversible LAX Pennie	172	82.00	57.40
	Youth HP PermaTek 1-Ply Reversible LAX Pennie	172	76.00	53.20
	Women HP PermaTek 1-Ply Reversible LAX Pennie	172	82.00	57.40
	Adult HP PermaTek 1-Ply Reversible LAX Short	172	87.00	60.90
	Youth HP PermaTek 1-Ply Reversible LAX Short	172	80.00	56.00
	Women HP PermaTek 1-Ply Reversible LAX Short	172	87.00	60.90
	Adult HP PermaTek Sublimated LAX Jersey	172	76.00	53.20
	Youth HP PermaTek Sublimated LAX Jersey	172	70.00	49.00
	Women HP PermaTek Sublimated LAX Jersey	172	76.00	53.20
	Adult HP PermaTek LAX Short	172	80.00	56.00
	Youth HP PermaTek LAX Short	172	74.00	51.80
	Women HP PermaTek LAX Short	172	80.00	56.00
9725	Adult High Score Jersey	171	25.00	17.50
9726	Youth High Score Jersey	171	24.00	16.80
9735	Adult Top Score Short	171	25.00	17.50
9736	Youth Top Score Short	171	24.00	16.80
9730	Adult Winning Score Jersey	171	25.00	17.50
9731	Youth Winning Score Jersey	171	24.00	16.80
9715	Adult Face Off Reversible Jersey	171	16.00	11.20
9716	Youth Face Off Reversible Jersey	171	15.00	10.50
968	Women's Face Off Reversible Jersey	171	14.00	9.80
962	Women's Shockwave Short	171	21.00	14.70
963	Girls Shockwave Short	171	19.00	13.30
2436	Women's Crossover Tank Jersey	171	23.00	16.10
2437	Girls Crossover Tank Jersey	171	22.00	15.40
2440	Women's Full Force Skort	171	34.00	23.80
2441	Girls Full Force Skort	171	33.00	23.10
2420	Women's Femfit Skort	171	32.00	22.40
2421	Girls Femfit Skort	171	31.00	21.70
966	Ladies Kilt	171	20.00	14.00
967	Girls Kilt	171	19.00	13.30

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	TRACK HP UNIFORMS	Pg	List	30%
SPM	Men's Loose Fit Track Jersey	174	52.00	36.40
SPW	Women's Loose Fit Track Jersey	174	52.00	36.40
SPY	Youth Loose Fit Track Jersey	174	52.00	36.40
SP	HP PermaTek Adult Loose Fit Track Short No Brief 2" inseam	174	44.00	30.80
SP	HP PermaTek Adult Loose Fit Track Short With Brief 2" inseam	174	47.00	32.90
SPW	HP PermaTek Women's Loose Fit Track Short No Brief 2" inseam	174	44.00	30.80
SPW	HP PermaTek Women's Loose Fit Track Short With Brief 2" inseam	174	47.00	32.90
SPY	HP PermaTek Youth Loose Fit Track Short No Brief 2" inseam	174	44.00	30.80
SPY	HP PermaTek Youth Loose Fit Track Short With Brief 2" inseam	174	47.00	32.90
SP	HP PermaTek Adult Loose Fit Track Short No Brief 4" inseam	174	47.00	32.90
SP	HP PermaTek Adult Loose Fit Track Short With Brief 4" inseam	174	51.00	35.70
SPW	HP PermaTek Women's Loose Fit Track Short No Brief 4" inseam	174	47.00	32.90
SPW	HP PermaTek Women's Loose Fit Track Short With Brief 4" inseam	174	51.00	35.70
SPY	HP PermaTek Youth Loose Fit Track Short No Brief 4" inseam	174	47.00	32.90
SPY	HP PermaTek Youth Loose Fit Track Short With Brief 4" inseam	174	51.00	35.70
SP	HP PermaTek Adult Loose Fit Track Short No Brief 5" inseam	174	51.00	35.70
SP	HP PermaTek Adult Loose Fit Track Short With Brief 5" inseam	174	53.00	37.10
SPW	HP PermaTek Women's Loose Fit Track Short No Brief 5" inseam	174	51.00	35.70
SPW	HP PermaTek Women's Loose Fit Track Short With Brief 5" inseam	174	53.00	37.10
SPY	HP PermaTek Youth Loose Fit Track Short No Brief 5" inseam	174	51.00	35.70
SPY	HP PermaTek Youth Loose Fit Track Short With Brief 5" inseam	174	53.00	37.10
SP	HP PermaTek Adult Loose Fit Track Short No Brief 7" inseam	174	53.00	37.10
SP	HP PermaTek Adult Loose Fit Track Short With Brief 7" inseam	174	56.00	39.20
SPW	HP PermaTek Women's Loose Fit Track Short No Brief 7" inseam	174	53.00	37.10
SPW	HP PermaTek Women's Loose Fit Track Short With Brief 7" inseam	174	56.00	39.20
SPY	HP PermaTek Youth Loose Fit Track Short No Brief 7" inseam	174	53.00	37.10
SPY	HP PermaTek Youth Loose Fit Track Short With Brief 7" inseam	174	56.00	39.20
SXM1	HP PermaTek Men's Tight Fit Track Jersey	174	55.00	38.50
SXM3	HP PermaTek Men's Fuller Back Tight Fit Track Jersey	174	55.00	38.50
SXW1	HP PermaTek Women's Tight Fit Track Jersey	174	55.00	38.50
SXY1	HP PermaTek Youth Tight Fit Track Jersey	174	55.00	38.50
SX	HP PermaTek Tight Fit Track Shorts - 3" Boycut	174	44.00	30.80
SX	HP PermaTek Tight Fit Track Shorts - 3" Inseam	174	47.00	32.90
SX	HP PermaTek Tight Fit Track Shorts - 5" Inseam	174	49.00	34.30
SX	HP PermaTek Tight Fit Track Shorts - 8" Inseam	174	52.00	36.40
SXM2	HP PermaTek Men's Tight Fit Track Speed Suits	174	70.00	49.00
SXW2	HP PermaTek Women's Tight Fit Track Speed Suits	174	70.00	49.00
SXY2	HP PermaTek Youth Tight Fit Track Speed Suits	174	70.00	49.00

## 2021 RIDDELL CATALOG DISCOUNT PRICING

Contract pricing will increase based on the 2021-22 Riddell Catalog

Part #	TRACK STOCK UNIFORMS	Pg	List	30%
221040	Adult Vertical Singlet	175	29.00	20.30
221340	Ladies Vertical Singlet	175	29.00	20.30
221041	Adult Approach Short	175	29.00	20.30
221341	Ladies Approach Short	175	29.00	20.30
332	Adult Sprint Singlet	175	20.00	14.00
333	Youth Sprint Singlet	175	18.00	12.60
334	Ladies Sprint Singlet	175	20.00	14.00
335	Adult Sprint Short	175	22.00	15.40
336	Youth Sprint Short	175	20.00	14.00
337	Ladies Sprint Short	175	22.00	15.40
352	Adult Accelerate Singlet	175	16.00	11.20
353	Youth Accelerate Singlet	175	14.00	9.80
354	Ladies Accelerate Singlet	175	16.00	11.20
355	Adult Accelerate Short	175	18.00	12.60
356	Youth Accelerate Short	175	16.00	11.20
357	Ladies Accelerate Short	175	18.00	12.60
2436	Ladies Crossover Singlet	175	23.00	16.10
2437	Girls Crossover Singlet	175	22.00	15.40
1232	Ladies Dare Short	175	18.00	12.60
1233	Girls Dare Short	175	17.00	11.90
221049	Adult Anchor Short	175	25.00	17.50

Part #	WRESTLING UNIFORMS	Pg	List	30%
	HP Adult PermaTek (sublimated) Wrestling Singlet	178	96.00	67.20
	HP Youth PermaTek (sublimated) Wrestling Singlet	178	88.00	61.60
	HP PermaTek (sublimated) Adult Hooded Sweatshirt	180	96.00	67.20
	HP PermaTek (sublimated) Youth Hooded Sweatshirt	180	94.00	65.80
	HP Adult Compression PermaTek (sublimated) Short Sleeve Tee	180	68.00	47.60
	HP Youth Compression PermaTek (sublimated) Short Sleeve Tee	180	63.00	44.10
	HP Adult Compression PermaTek (sublimated) Competition Long Sleeve Tee	180	76.00	53.20
	HP Youth Compression PermaTek (sublimated) Competition Long Sleeve Tee	180	72.00	50.40
	HP Adult PermaTek (sublimated) Athletic Fit Fight Short	180	88.00	61.60
	HP Youth PermaTek (sublimated) Athletic Fit Fight Short	180	81.00	56.70
	HP Adult PermaTek (sublimated) Compression Fit Fight Short	180	73.00	51.10
	HP Youth PermaTek (sublimated) Compression Fit Fight Short	180	67.00	46.90



**7501 Performance Lane  
North Ridgeville, Ohio 44039  
800-275-5338**

**EXHIBIT A**

**RECONDITIONING**

## RECONDITIONING

As the world's largest reconditioner of football equipment, Riddell is the expert in keeping your equipment game ready. Reconditioning - including cleaning, sanitizing and recertifying - is essential for prolonging the life of your equipment.

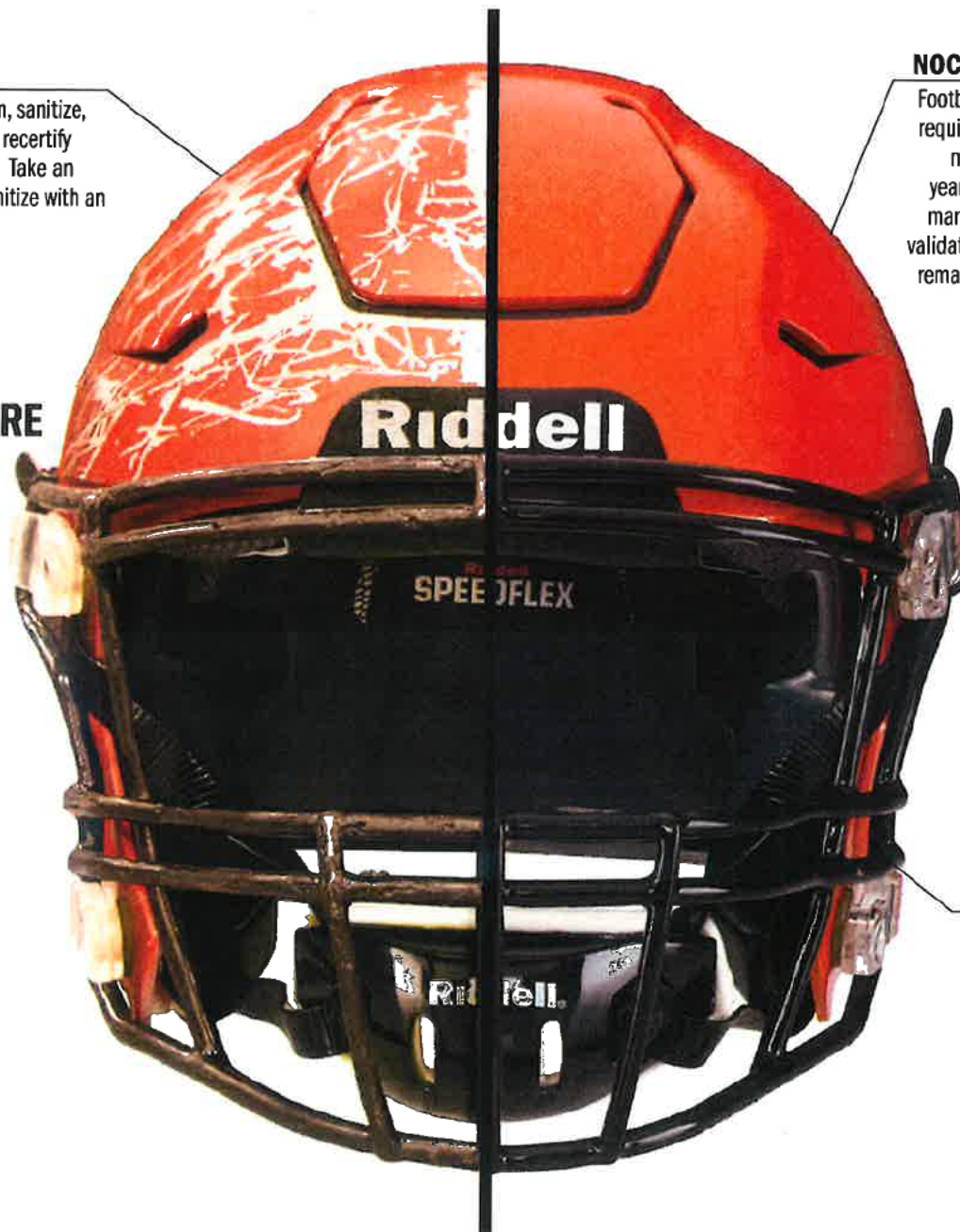
### SANITIZE

Riddell will clean, sanitize, recondition and recertify your equipment. Take an extra step to sanitize with an O-Zone add-on.

### NOCSAE CERTIFIED

Football helmets are now required to be recertified minimally every other year in accordance with manufacturer's warranty validation requirements to remain NOCSAE certified.

**BEFORE**



**AFTER**

### PERFORMANCE

Annual reconditioning ensures equipment continues to meet performance standards.



### SCAN QR CODE

Watch this video from our YouTube page to see more of the reconditioning process steps.



### ONLINE

Visit [catalog.riddell.com](http://catalog.riddell.com) for additional information on technologies & features.

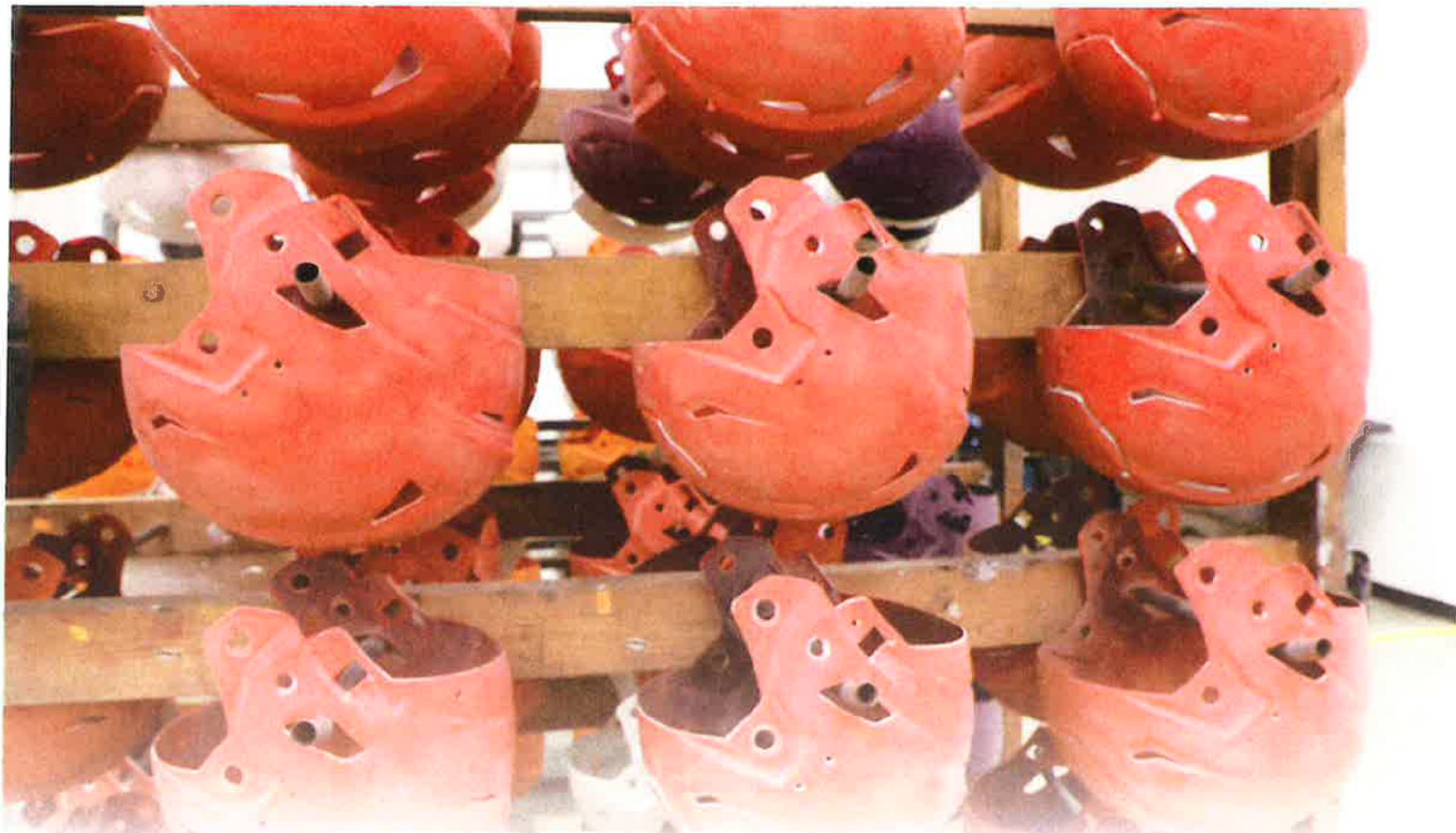


### FROM THE SIDELINES

"I can't say enough good things about Riddell. There is comfort in knowing that when my equipment is reconditioned, the turnaround time is phenomenal and exceeds my expectations each and every time."

**Brandon Horne - Head Coach**  
Bristol Virginia Junior Bearcats  
Bristol, VA





## WHAT IS THE RECONDITIONING PROCESS?



**CALL NOW**  
Free Reconditioning Quote  
**1-800-275-5338**



**CONTACT YOUR REP**  
Contact the Riddell Sales Rep  
in your area for further details.



**YOUTUBE CHANNEL**  
Visit [youtube.com/riddellsports](https://www.youtube.com/riddellsports) for videos  
about our full reconditioning process.

Riddell reserves the right to reject any equipment obsolete, outdated, not meeting the required standards or not meeting the expense of repair.

**WARNING:** Football is a dangerous sport which may result in serious injuries or even death. Although our equipment is designed to help reduce the risk of such injuries, there is no guarantee that any injury will be prevented by the use of this equipment.



"Commissioning research and establishing standards for athletic equipment, where feasible, and encouraging dissemination of research findings on athletic equipment and sports injuries."  
**The National Operating Committee on Standards for Athletic Equipment**

11020 King Street, Suite 215  
Overland Park, KS 66210

913-888-1340 Fax: 913-498-8817  
[www.nocsae.org](http://www.nocsae.org)

October 27, 2020

Riddell/All American  
Ray Cromwell  
7501 Performance Lane  
North Ridgeville, OH 44039

Re: NOCSAE Recertification License

Dear Mr. Cromwell:

Please accept this letter as verification that Riddell/All American is a NOCSAE licensee in good standing, and licensed by NOCSAE to recertify all athletic equipment that is subject to any of our standards, including all football helmets and faceguards. This license authorizes Riddell/All American to recertify all brands of football helmets, batter's helmets, catcher's helmets, lacrosse helmets, and faceguards, where recertification standards exist for those products, and obligates Riddell/All American to use only parts, paints, and accessories that meet or exceed OEM standards when recertifying equipment to the NOCSAE standards.

Please feel free to distribute copies of this letter to anyone needing confirmation of the fact that Riddell/All American is a NOCSAE licensee in good standing and authorized by NOCSAE to recertify athletic equipment, including football helmets for the 2020-2021 reconditioning season.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael Oliver", is written over a horizontal line.

Michael Oliver  
Executive Director/General Counsel





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
07/02/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

**PRODUCER**  
MARSH USA INC.  
540 W. MADISON  
CHICAGO, IL 60661  
Attn: Chicago.CertRequest@marsh.com FAX: 212-948-0770

RIDDEL

**CONTACT**

NAME:

PHONE  
(A/C, No, Ext):

FAX  
(A/C, No):

E-MAIL

ADDRESS:

**INSURER(S) AFFORDING COVERAGE**

**NAIC #**

**INSURER A :** Zurich American Insurance Company

16535

**INSURER B :** James River Insurance Company

12203

**INSURER C :** Everest National Insurance Company

10120

**INSURER D :** American Guarantee and Liability Insurance Company

26247

**INSURER E :**

**INSURER F :**

**INSURED**  
BRG SPORTS, LLC INCLUDING  
RIDDELL AND ALL AMERICAN SPORTS CORPORATION  
AND THE ADDITIONAL SUBSIDIARIES & AFFILIATES  
AS SHOWN ON THE ATTACHED  
1700 WEST HIGGINS ROAD, #500  
DES PLAINES, IL 60018

**COVERAGES**

**CERTIFICATE NUMBER:**

CHI-007240950-47

**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> PROD-COMP/OP SIR <input checked="" type="checkbox"/> SEE ATTACHED GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			GLO 0179405-06  00056354-6 (PRODUCTS ONLY)	07/01/2021  12/30/2020	07/01/2022  06/30/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPIOP AGG \$ 2,000,000 \$
D	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			BAP 0179407-06 COMP / COLL DED. \$1,000	07/01/2021	07/01/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 25,000			XC5CU00198-211 (Excludes Products)	07/01/2021	07/01/2022	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	WC 0179406-06	07/01/2021	07/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER**

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE  
of Marsh USA Inc.

Manashi Mukherjee

*Manashi Mukherjee*

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AGENCY CUSTOMER ID: CN102648290

LOC #: Chicago



## ADDITIONAL REMARKS SCHEDULE

Page 2 of 2

AGENCY MARSH USA INC.		NAMED INSURED BRG SPORTS, LLC INCLUDING RIDDELL AND ALL AMERICAN SPORTS CORPORATION AND THE ADDITIONAL SUBSIDIARIES & AFFILIATES AS SHOWN ON THE ATTACHED 1700 WEST HIGGINS ROAD, #500 DES PLAINES, IL 60018	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

## ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

## PRODUCTS SIR:

Helmets SIR: \$2M occ/\$5M agg

Soft Goods: \$50k/\$150k

All other products: \$2M occ

## NAMED INSURED INCLUDES:

4078624 CANADA INC. (CANADA)

ALL AMERICAN SPORTS CORPORATION (DELAWARE)

ALL AMERICAN SPORTS LTD. (CANADA)

BRG RUBBER PRODUCTS, LIMITED (HONG KONG)

CDT NEVADA, INC. (NEVADA)

EB SPORTS CORP. (DELAWARE)

EQUILINK LICENSING, LLC (DELAWARE)

KOLLEGE TOWN SPORTS

MACGREGOR CORPORATION (DELAWARE)

MACMARK CORPORATION (DELAWARE)

RIDDELL SPORTS GROUP, INC. (DELAWARE)

RIDDELL, INC. (ILLINOIS)

RIDMARK CORPORATION (DELAWARE)

BRG SPORTS, INC. (DELAWARE)

BRG SPORTS HOLDING CORP.



## Riddell Standard Helmet Reconditioning Steps

January 1, 2021

### **Step 1 - Schedule**

Contracts are reviewed for return instructions and credit and P.O. Approval. Contracts are then analyzed by production supervisor who will indicate instructions as required on the helmet recap prepared for each job.

### **Step 2 - Open**

All bags are opened and a count and condition report is prepared. Counts are verified with production copy of original contract. Job is assigned a production number. Helmets are marked with customer number and style of face mask. Chin straps, jaw pads and other accessories are removed and placed in numbered pin bag. Counts are verified, and job released for production providing no major problems. Job is put on hold in the event problems are discovered. Customer or salesman notified of problem.

### **Step 3 - Remove Cages**

Cages are removed from *all helmets* at a station we call R & R #1. Cages are removed using an air screwdriver, end cutter, or air powered cutter. Cages are tied together and tagged for identification.

### **Step 4 - Shell Preparation**

Contract is reviewed, and shells prepared accordingly. Helmets are buffed to remove decals and then finish buffed if not painted. Obvious rejects are marked.

### **Step 5 - Cleaning and Sanitation**

Helmets are steam cleaned in high pressure helmet washer.

### **Step 6 - Drying Room**

Helmets are stored overnight until dry.

### **Step 7 - Helmet Repair**

Helmets are individually inspected and tested for proper response and air leaks. Factory helmet recap is completed listing the model and age of all helmets recertified. Rejects are also categorized by model and year. Sizes of rejects is also noted on recap. Reject shells are marked with the year of manufacture and obvious cracks are marked. New parts are added to helmets as required and recorded on recap.

### **Step 8 - NOCSAE Drop Testing**

Helmets are randomly selected for NOCSAE drop testing. Helmets selected will be tested both before and after reconditioning. Helmets are tested to the NOCSAE Recertification standard.

### **Step 9 - Helmet Wax / Wrap**

Helmets are either wrapped for painting or waxed depending on contract instructions.

### **Step 10 - Helmet Painting**

Helmets are painted per instructions on contract, if applicable.

### **Step 11 - Reinstallation of Cages**

Customer's good used cages are installed on helmets. New cages are added to job per instructions on contract and recap.

### **Step 12 - Helmet Finishing**

Customers good used chin straps and jaw pads are installed and new added per instructions on contract. New items added are marked on helmet recap. Recertification label is attached to the inside of helmets recertified. Additionally, warning labels are installed on the outside of the shell and replaced on the inside if required. Helmet quality check list is completed with employee signing the bottom of the check list.

### **Step 13 - Packing**

Helmets are wrapped in plastic bag and packed for shipping as required on contract. Packing list is completed indicating what was placed in each carton. The quality check list is reviewed for any omissions and employee signs the bottom.



## Riddell Standard Shoulder Pad Reconditioning Steps

January 1, 2021

### **Step 1 - Schedule**

Contracts are reviewed for return instructions and credit and P.O. Approval. Contracts are then analyzed by production supervisor who will indicate instructions as required on the shoulder pad recap prepared for each job.

### **Step 2 - Open**

All bags are opened and a count and condition report is prepared. Counts are verified with production copy of original contract. Job is assigned a production number. Shoulder Pads are marked with customer account number. Accessories are removed and placed in numbered pin bag. Tape and obvious bad elastic is removed prior to washing. Counts are verified, and job released for production providing no major problems. Job is put on hold in the event problems are discovered. Customer or salesman notified of problem.

### **Step 3 - Cleaning and Sanitation**

Shoulder Pads are sorted by color and style before loading into washer. Air Management Shoulder Pads (Power for example) are cleaned using lower water levels, lower temperatures, and shorter cycle times. Refer to laundry instructions for detailed instructions.

### **Step 4 - Drying Room**

Shoulder Pads are put in specialty designed drying area. Temperatures are increased, and air is blown over pads until dry. Standard Shoulder Pads generally take 24 hours to dry and Air Management Shoulder Pads can take up to 48 hours before moisture is removed.

### **Step 5 - Inspection**

Shoulder Pads are evaluated to determine if they can be reconditioned. Custom or non-stock flaps or caps are identified and ordered. Pads rejected are marked with the reason circled if obvious. Generally, there are two reasons for rejects:

- 1) Crack in Arch
- 2) Overall condition does not merit cost of repair

### **Step 6 - Repair / Replacement Flaps and Caps**

Flaps, caps, cap pockets, stays, snubbers, springs, belts, and deltoids are reattached or replaced as necessary. Rivets are replaced using Power rivets where appropriate. Accessory items (neck rolls, back plates, rib protectors, etc.) are checked and repaired as necessary. Velcro is checked and replaced as required.

### **Step 7 - Installation / Repair of Necks and Bindings**

Necks are replaced as required using premium Power necks where appropriate. Bindings are repaired or replaced as necessary. Air Management Shoulder Pads receive special attention and require binding material designed for use with Power or other Air Management Shoulder Pads.

### **Step 8 - Finishing**

Shoulder Pads are given final inspection and labels added as instructed. Elastics and hardware are replaced as necessary and new laces installed.

### **Step 9 - Packing**

Packing list is completed indicating what was placed in each carton. The quality check list is reviewed for any omissions and employee signs the bottom. Final inspection by shipper who is trained to notice any repairs or accessories missed during the process.

## Riddell - All American

### Reconditioning Equipment on-site at North Ridgeville location

Downdraft Tables-Model DT3000-MS-F-BF-VP	NOCSAE TEST MACHINE	Personalizing Baseball SP2 Machine
Downdraft Table-Model TDD8-3000	HELMET TESTING EQUIPMENT	Heavy Duty Thermal Laminator
Rotary Air Compressors - 40 Hp	NOCSAE MEP TESTING PAD	Decal Printing System
Hydraulic Swing Arm Clicker Press	CHIC RIVET MACHINE	Decal Edge FX & Plotters
Rivet Machine - Model 256	KNOCKOUT PUNCH HELMETS	Thermo Roll Laminator & Vacuum Tables
Miscellaneous Machinery & Equipment	SINGER SEWING MACHINE	Facility Tools/Equipment
General Plant Equipment	Helmet Racks (20)	Accessories Line
Helmet Washer	Racks for New Helmets	Screw/Install Guns for Teardown & Assembly
Trash Compactor	Washer 480#	Distribution Stretch Wrapper Machine
Airflow System / HD Downdraft Table	Reconditioning Helmet Carts	Decal Printing - Phase 1
Ten Helmet Carts	Opening Carts Phase II - Recon Helmets-Elyria	Sand Blaster Machine
1990 Milnor 135# Washer/extractor	Sewing Machine Upgrade	Milestones 1 Stage
15 Helmet Carts	Sandblast Equip Upgrade	Sewing Machine Upgrade
16 Air Screw Guns	Industrial Vacuum - Buff/Sand Room	Helmet Racks
Chin Strap Machine And Tool Sets	Paint Booth Improvements	Screw Guns
Helmet Racks (50)	RF Scanners	
Helmet Racks (20)	90 Helmet Cars - New Equipment	
Helmet Production Racks (50)	Shipping Layout Improvement Project	
Airflow System / HD Downdraft Table	Chrome Station/Booth	
Airflow Systems Downdraft Table	Water Transfer Imaging Project	
Die Cutting Press	NOCSAE Test Accelerometer	
Rivet Machine	Helmet Wash System	
Heat Press Machine	Laundry Dryer	
Hard Cup Chin Strap Machine - CP Tr #2785	Laundry Dryer	
Airflow Systems / HD Downdraft Table	Laundry Dryer	
Chicago Rivet Machine 912	Laundry Dryer	
Helmet Racks (49)	Dust Collector & Buffing Room Project	
Shiplinx Shipping System	Air Compressor - TDQ	
Sports-O-Zone Machine	Paint Booths & Conveyors	
Barrel Lift	Trash Compactor & Enclosure	
Washex Laundry Machine	Thermal Oxidizer	
Helmet Racks (25)	Consumer Helmet Racks	
HELMET TESTING MACHINE		



# Reconditioning Pricing for James Madison University

Sport	Item	2021 Price	JMU PRICING
Baseball	Ball Bags	\$11.39	\$9.11
Baseball	Bat Bags	\$11.39	\$9.11
Baseball	Bats Regripped - Leather	\$11.39	\$9.11
Baseball	Bats Regripped - Regular	\$9.19	\$7.35
Baseball	Batting Helmets	\$6.98	\$5.59
Baseball	Catchers Helmets	\$5.83	\$4.66
Baseball	Catcher's Masks	\$11.39	\$9.11
Baseball	Chest Protectors	\$11.39	\$9.11
Baseball	Equipment Bags	\$11.39	\$9.11
Baseball	Gloves - Catchers	\$33.65	\$26.92
Baseball	Gloves - Fielders	\$33.65	\$26.92
Baseball	Gloves - First Basemen	\$33.65	\$26.92
Baseball	Helmet Bags	\$11.39	\$9.11
Baseball	Jackets	\$6.98	\$5.59
Baseball	Jerseys/Shirts	\$4.73	\$3.78
Baseball	Major Repairs	\$5.83	\$4.66
Baseball	New Face Mask Installed	\$12.73	\$10.18
Baseball	New Special Catchers Mask Installed	\$21.47	\$17.18
Baseball	Paint Batters Helmet Visors	\$3.62	\$2.90
Baseball	Paint Batters Helmets	\$8.66	\$6.93
Baseball	Paint Catchers Helmets	\$8.66	\$6.93
Baseball	Paint Special Helmets	\$11.13	\$8.90
Baseball	Pants	\$5.30	\$4.24
Baseball	Parts	\$11.39	\$9.11
Baseball	Single Shin Guards	\$11.39	\$9.11
Baseball	Single Socks	\$1.42	\$1.13
Baseball	Single Stirrups	\$1.42	\$1.13
Baseball	Sliding Shorts	\$4.73	\$3.78
Baseball	Special Catchers Helmets	\$18.11	\$14.49
Baseball	Umpire Chest Protectors	\$16.96	\$13.57
Baseball	Undershirts/Turtlenecks	\$3.62	\$2.90
Basketball	Duffle Bags	\$11.39	\$9.11
Basketball	Equipment Bags	\$11.39	\$9.11
Basketball	Jerseys/Shirts	\$4.20	\$3.36
Basketball	Laundry Bags	\$11.39	\$9.11
Basketball	Major Repairs	\$5.83	\$4.66
Basketball	Mesh Bags	\$11.39	\$9.11
Basketball	Other	\$6.98	\$5.59
Basketball	Reversible Jerseys	\$3.62	\$2.90
Basketball	Shooters Shirts	\$4.73	\$3.78
Basketball	Shorts/Trunks	\$3.62	\$2.90

Basketball	Sweat Pants	\$4.20	\$3.36
Basketball	Sweat Shirts/Hoods	\$4.20	\$3.36
Basketball	Travel Bags	\$11.39	\$9.11
Basketball	Warm-Up Pants	\$4.73	\$3.78
Basketball	Warm-Up Tops	\$4.73	\$3.78
Blocking Equipment	Boots Installed Only	\$33.65	\$30.28
Blocking Equipment	Dummys - Cone Stand-Ups	\$89.36	\$80.42
Blocking Equipment	Dummys - Cylindrical Stand-Ups	\$82.74	\$74.46
Blocking Equipment	Dummys - Specialty Stand-Ups	\$104.95	\$94.45
Blocking Equipment	Dummys - Square Stand-Ups	\$106.10	\$95.49
Blocking Equipment	Heavy Duty Zippers - 10" - 19"	\$12.55	\$11.29
Blocking Equipment	Heavy Duty Zippers - 20" - 29"	\$14.75	\$13.27
Blocking Equipment	Heavy Duty Zippers - 30" - 39"	\$15.91	\$14.31
Blocking Equipment	Heavy Duty Zippers - 40" - 49"	\$18.11	\$16.29
Blocking Equipment	Heavy Duty Zippers - 50" - 59"	\$20.32	\$18.28
Blocking Equipment	Heavy Duty Zippers - 6" - 9"	\$11.39	\$10.25
Blocking Equipment	Heavy Duty Zippers - 60" - 69"	\$22.52	\$20.26
Blocking Equipment	Major Repairs	\$22.52	\$20.26
Blocking Equipment	Parts	\$11.39	\$10.25
Blocking Equipment	Shields - Full Length	\$44.78	\$40.30
Blocking Equipment	Shields - Half Length	\$33.65	\$30.28
Blocking Equipment	Single Arm Flippers	\$44.78	\$40.30
Blocking Equipment	Sled Pads	\$67.10	\$60.39
Blocking Equipment	Sled Pads With T-Rolls	\$78.23	\$70.40
Blocking Equipment	T-Rolls	\$28.09	\$25.28
Cheerleading/Dance	Major Repairs	\$5.83	\$4.66
Cheerleading/Dance	Other	\$6.98	\$5.59
Cheerleading/Dance	Shorts/Trunks	\$3.62	\$2.90
Cheerleading/Dance	Skirts/Kilts	\$8.03	\$6.43
Cheerleading/Dance	Sweat Pants	\$4.20	\$3.36
Cheerleading/Dance	Sweat Shirts/Hoods	\$4.20	\$3.36
Cheerleading/Dance	Sweaters	\$4.73	\$3.78
Cheerleading/Dance	Tops	\$3.62	\$2.90
Cheerleading/Dance	Vests	\$4.73	\$3.78
Cheerleading/Dance	Warm-Up Pants	\$4.73	\$3.78
Cheerleading/Dance	Warm-Up Tops	\$4.73	\$3.78
Field Hockey	Body Suits	\$11.39	\$9.11
Field Hockey	Chest Protectors	\$19.16	\$15.33
Field Hockey	Helmets	\$11.39	\$9.11
Field Hockey	Jerseys	\$3.62	\$2.90
Field Hockey	Kilts	\$8.03	\$6.43
Field Hockey	Major Repairs	\$5.83	\$4.66
Field Hockey	Parts	\$11.39	\$9.11
Field Hockey	Single Gloves	\$10.34	\$8.27
Field Hockey	Single Goalie Kickers	\$14.75	\$11.80
Field Hockey	Single Goalie Pads	\$33.65	\$26.92
Field Hockey	Single Kane Type Goalie Pads & Kickers	\$39.27	\$31.42
Field Hockey	Sticks - New Grips	\$12.55	\$10.04



Field Hockey	Sweaters	\$4.73	\$3.78
Field Hockey	Vests	\$4.73	\$3.78
Football Helmets	Helmet Base Price	\$9.45	\$8.50
Football Helmets	Recertification	\$1.05	\$0.95
Football Helmets	Inspection	\$4.20	\$3.78
Football Helmets	Cages R&R	\$4.20	\$3.78
Football Helmets	Shell Preparation	\$5.25	\$4.72
Football Helmets	Snap Hardware	\$1.05	\$0.95
Football Helmets	Cage Hardware	\$4.20	\$3.78
Football Helmets	Helmet Process	\$29.40	\$26.46
Football Helmets	Paint	\$13.50	\$12.15
Football Helmets	Cages - Titanium	\$99.75	\$89.77
Football Helmets	Cages - Special	\$45.00	\$40.50
Football Helmets	Cages - Standard	\$45.00	\$40.40
Football Helmets	Cages - Kra Lite	\$45.00	\$40.50
Football Helmets	Revo Z-Pads or S-Pads	\$18.00	\$16.20
Football Helmets	Standard Jaw Pads	\$9.00	\$8.10
Football Helmets	Chin Straps Low	\$15.50	\$13.95
Football Helmets	Chin Straps High	\$15.50	\$13.95
Football Helmets	Chin Straps Hard	\$26.25	\$23.62
Football Helmets	Parts	\$26.25	\$23.62
Football Helmets	Decal Installation	\$2.10	\$1.89
Football Helmets	Striping	\$2.10	\$1.89
Football	Arm Pads	\$5.83	\$5.24
Football	Bruise/Injury Pads	\$6.98	\$6.28
Football	Duffle Bags	\$11.39	\$10.25
Football	Equipment Bags	\$11.39	\$10.25
Football	Game Jerseys	\$4.73	\$4.25
Football	Game Pants	\$5.83	\$5.24
Football	Girdle Inserts	\$2.47	\$2.22
Football	Girdles Shells	\$3.62	\$3.25
Football	Girdles with Inserts	\$5.83	\$5.24
Football	Gloves	\$6.98	\$6.28
Football	Hand Pads	\$5.83	\$5.24
Football	Hand Warmers	\$5.83	\$5.24
Football	Hip Pads	\$5.83	\$5.24
Football	Knee Pads	\$2.47	\$2.22
Football	Laundry Bags	\$11.39	\$10.25
Football	Major Repairs	\$5.83	\$5.24
Football	Mesh Bags	\$11.39	\$10.25
Football	Other	\$6.98	\$6.28
Football	Practice Jerseys	\$4.73	\$4.25
Football	Practice Pants	\$5.83	\$5.24
Football	Rib Pads	\$8.03	\$7.22
Football	Scrimmage Vests	\$4.73	\$4.25
Football	Shoes	\$10.50	\$9.45
Football	Sideline Coats	\$6.98	\$6.28
Football	Socks	\$1.42	\$1.27



Football	Thigh Pads	\$2.47	\$2.22
Football	Travel Bags	\$11.39	\$10.25
Football Shoulder Pads	Base	\$6.30	\$5.67
Football Shoulder Pads	Major Repairs	\$9.45	\$8.50
Football Shoulder Pads	Elastics	\$2.10	\$1.89
Football Shoulder Pads	Flaps	\$7.35	\$6.61
Football Shoulder Pads	Neck/Collars	\$2.10	\$1.89
Football Shoulder Pads	Caps	\$3.15	\$2.83
Football Shoulder Pads	Stay / Snubbers	\$2.10	\$1.89
Football Shoulder Pads	Hardware	\$1.05	\$0.04
Ice Hockey	Arm Pads	\$12.55	\$10.04
Ice Hockey	Elbow Pads	\$8.03	\$6.43
Ice Hockey	Gloves - Goalie Catching	\$51.50	\$41.20
Ice Hockey	Gloves - Goalie Stick Hand	\$27.04	\$21.63
Ice Hockey	Gloves - Regular	\$22.52	\$18.02
Ice Hockey	Goalie Chest Protectors	\$21.47	\$17.18
Ice Hockey	Goalie Protective Cups	\$3.62	\$2.90
Ice Hockey	Helmets	\$20.32	\$16.25
Ice Hockey	Hip Pads	\$11.39	\$9.11
Ice Hockey	Jerseys	\$5.83	\$4.66
Ice Hockey	Major Repairs	\$5.83	\$4.66
Ice Hockey	Pants	\$10.34	\$8.27
Ice Hockey	Pants With Fibers	\$22.52	\$18.02
Ice Hockey	Parts	\$11.39	\$9.11
Ice Hockey	Shoulder Pads	\$14.75	\$11.80
Ice Hockey	Single Goalie Leg Pads	\$73.87	\$59.09
Ice Hockey	Single Shin Guards	\$11.39	\$9.11
Ice Hockey	Single Socks	\$2.89	\$2.31
Lacrosse	Arm Pads	\$11.39	\$9.11
Lacrosse	Chest Protectors	\$19.16	\$15.33
Lacrosse	Helmets	\$20.32	\$16.25
Lacrosse	Jackets	\$8.03	\$6.43
Lacrosse	Jerseys	\$4.73	\$3.78
Lacrosse	Kilts/Skirts	\$8.03	\$6.43
Lacrosse	Major Repairs	\$5.83	\$4.66
Lacrosse	Pants	\$5.83	\$4.66
Lacrosse	Parts	\$11.39	\$9.11
Lacrosse	Reversible Jerseys	\$3.62	\$2.90
Lacrosse	Rib Pads	\$11.39	\$9.11
Lacrosse	Shorts/Trunks	\$3.62	\$2.90
Lacrosse	Shoulder Pads	\$12.55	\$10.04
Lacrosse	Single Gloves	\$19.16	\$15.33
Lacrosse	Single Socks	\$1.42	\$1.13
Lacrosse	Sticks	\$33.65	\$26.92
Lacrosse	Sweat Pants	\$4.20	\$3.36
Lacrosse	Sweat Shirts/Hoods	\$4.20	\$3.36
Lacrosse	Warm-Up Pants	\$4.73	\$3.78
Lacrosse	Warm-Up Tops	\$4.73	\$3.78

Other Cloth	Body Suits	\$8.03	\$6.43
Other Cloth	Duffle Bags	\$11.39	\$9.11
Other Cloth	Equipment Bags	\$11.39	\$9.11
Other Cloth	Goalie Jerseys/Shirts	\$4.73	\$3.78
Other Cloth	Goalie Pants	\$5.83	\$4.66
Other Cloth	Jackets	\$4.20	\$3.36
Other Cloth	Jerseys/Shirts	\$4.20	\$3.36
Other Cloth	Laundry Bags	\$11.39	\$9.11
Other Cloth	Major Repairs	\$5.83	\$4.66
Other Cloth	Mesh Bags	\$11.39	\$9.11
Other Cloth	Mesh Jerseys/Vests	\$3.62	\$2.90
Other Cloth	Other	\$6.98	\$5.59
Other Cloth	Pants	\$4.73	\$3.78
Other Cloth	Parts	\$11.39	\$9.11
Other Cloth	Reversible Jerseys/Vests	\$3.62	\$2.90
Other Cloth	Shooters Shirts	\$4.73	\$3.78
Other Cloth	Shorts/Trunks	\$3.62	\$2.90
Other Cloth	Single Injury Pads	\$3.62	\$2.90
Other Cloth	Single Socks/Stirrups	\$1.42	\$1.13
Other Cloth	Skirts/Kilts	\$8.03	\$6.43
Other Cloth	Sweat Pants	\$4.20	\$3.36
Other Cloth	Sweat Shirts/Hoods	\$4.20	\$3.36
Other Cloth	Sweaters	\$4.20	\$3.36
Other Cloth	Tank Tops	\$4.73	\$3.78
Other Cloth	Tights/Leotards	\$8.03	\$6.43
Other Cloth	Travel Bags	\$11.39	\$9.11
Other Cloth	Undershirts/Turtlenecks	\$3.10	\$2.48
Other Cloth	Warm-Up Pants	\$4.73	\$3.78
Other Cloth	Warm-Up Tops	\$4.73	\$3.78
Other Pads & Equipment	Chest Protectors	\$11.39	\$9.11
Other Pads & Equipment	Major Repairs	\$5.83	\$4.66
Other Pads & Equipment	Other	\$11.39	\$9.11
Other Pads & Equipment	Parts	\$11.39	\$9.11
Other Pads & Equipment	Rib Pads/Protectors	\$6.98	\$5.59
Other Pads & Equipment	Single Arm/Elbow Pads	\$2.47	\$1.97
Other Pads & Equipment	Single Bicep Pads	\$3.62	\$2.90
Other Pads & Equipment	Single Cloth Knee Pads	\$3.62	\$2.90
Other Pads & Equipment	Single Cloth Shin Guards	\$3.62	\$2.90
Other Pads & Equipment	Single Football Knee Pads	\$1.42	\$1.13
Other Pads & Equipment	Single Football Thigh Pads	\$1.42	\$1.13
Other Pads & Equipment	Single Gloves	\$3.62	\$2.90
Other Pads & Equipment	Single Knee Braces	\$3.62	\$2.90
Other Pads & Equipment	Single Misc. Pads	\$3.62	\$2.90
Ozone Treatment	Ozone Treatment - Bags of Pads	\$16.49	\$13.19
Ozone Treatment	Ozone Treatment - Cloth	\$0.42	\$0.34
Ozone Treatment	Ozone Treatment - Other Equip.	\$2.36	\$1.89
Shoes	Cleated Pairs	\$11.39	\$9.11
Shoes	Cleated Pairs - Color Change	\$18.11	\$14.49

Shoes	Cleated Pairs - Refinished	\$14.75	\$11.80
Shoes	Cleated Singles	\$5.83	\$4.66
Shoes	Cleated Singles - Color Change	\$9.19	\$7.35
Shoes	Cleated Singles - Refinished	\$7.51	\$6.01
Shoes	Major Repairs	\$5.83	\$4.66
Shoes	Molded Pairs	\$11.39	\$9.11
Shoes	Molded Pairs - Color Change	\$18.11	\$14.49
Shoes	Molded Pairs - Refinished	\$14.75	\$11.80
Shoes	Molded Singles	\$5.83	\$4.66
Shoes	Molded Singles - Color Change	\$9.19	\$7.35
Shoes	Molded Singles - Refinished	\$7.51	\$6.01
Shoes	New Cleat Sets	\$3.62	\$2.90
Shoes	Other Pairs	\$11.39	\$9.11
Shoes	Other Pairs - Color Change	\$18.11	\$14.49
Shoes	Other Pairs Refinished	\$14.75	\$11.80
Soccer	Goalie Helmets	\$11.39	\$9.11
Soccer	Goalie Jerseys/Shirts	\$4.73	\$3.78
Soccer	Goalie Pants	\$5.83	\$4.66
Soccer	Jerseys	\$4.20	\$3.36
Soccer	Major Repairs	\$5.83	\$4.66
Soccer	Pants	\$4.20	\$3.36
Soccer	Parts	\$11.39	\$9.11
Soccer	Shorts/Trunks	\$3.62	\$2.90
Soccer	Single Gloves	\$8.03	\$6.43
Soccer	Single Shin Guards	\$6.98	\$5.59
Soccer	Single Stockings	\$1.42	\$1.13
Soccer	Sweat Pants	\$4.20	\$3.36
Soccer	Sweat Shirts/Hoods	\$4.20	\$3.36
Soccer	Warm-Up Pants	\$4.73	\$3.78
Soccer	Warm-Up Tops	\$4.73	\$3.78
Softball	Ball Bags	\$11.39	\$9.11
Softball	Bat Bags	\$11.39	\$9.11
Softball	Bats Regripped - Leather	\$11.39	\$9.11
Softball	Bats Regripped - Regular	\$9.19	\$7.35
Softball	Batting Helmets	\$6.98	\$5.59
Softball	Catchers Helmets	\$5.83	\$4.66
Softball	Catcher's Masks	\$11.39	\$9.11
Softball	Chest Protectors	\$11.39	\$9.11
Softball	Equipment Bags	\$11.39	\$9.11
Softball	Gloves - Catchers	\$33.65	\$26.92
Softball	Gloves - Fielders	\$33.65	\$26.92
Softball	Helmet Bags	\$11.39	\$9.11
Softball	Jackets	\$6.98	\$5.59
Softball	Jerseys/Shirts	\$4.73	\$3.78
Softball	Major Repairs	\$5.83	\$4.66
Softball	New Face Mask Installed	\$12.73	\$10.18
Softball	New Special Catchers Mask Installed	\$21.47	\$17.18
Softball	Paint Batters Helmet Visors	\$3.62	\$2.90

Softball	Paint Batters Helmets	\$8.66	\$6.93
Softball	Paint Catchers Helmets	\$8.66	\$6.93
Softball	Paint Special Helmets	\$11.13	\$8.90
Softball	Pants	\$5.30	\$4.24
Softball	Parts	\$11.39	\$9.11
Softball	Shorts	\$4.73	\$3.78
Softball	Single Shin Guards	\$11.39	\$9.11
Softball	Single Socks	\$1.42	\$1.13
Softball	Single Stirrups	\$1.42	\$1.13
Softball	Sliding Shorts	\$4.73	\$3.78
Softball	Special Catchers Helmets	\$18.11	\$14.49
Softball	Umpire Chest Protectors	\$16.96	\$13.57
Softball	Undershirts/Turtlenecks	\$3.62	\$2.90
Tennis/Badminton	Jackets	\$6.98	\$5.59
Tennis/Badminton	Jerseys/Shirts	\$4.20	\$3.36
Tennis/Badminton	Major Repairs	\$5.83	\$4.66
Tennis/Badminton	Other	\$6.98	\$5.59
Tennis/Badminton	Shorts/Trunks	\$3.62	\$2.90
Tennis/Badminton	Sweat Pants	\$4.20	\$3.36
Tennis/Badminton	Sweat Shirts/Hoods	\$4.20	\$3.36
Tennis/Badminton	Warm-Up Pants	\$4.73	\$3.78
Tennis/Badminton	Warm-Up Tops	\$4.73	\$3.78
Track/Cross Country	Duffle Bags	\$11.39	\$9.11
Track/Cross Country	Equipment Bags	\$11.39	\$9.11
Track/Cross Country	Jerseys/Shirts	\$4.20	\$3.36
Track/Cross Country	Laundry Bags	\$11.39	\$9.11
Track/Cross Country	Major Repairs	\$5.83	\$4.66
Track/Cross Country	Mesh Bags	\$11.39	\$9.11
Track/Cross Country	Other	\$6.98	\$5.59
Track/Cross Country	Shorts/Trunks	\$3.62	\$2.90
Track/Cross Country	Sweat Pants	\$4.20	\$3.36
Track/Cross Country	Sweat Shirts/Hoods	\$4.20	\$3.36
Track/Cross Country	Travel Bags	\$11.39	\$9.11
Track/Cross Country	Warm-Up Pants	\$4.73	\$3.78
Track/Cross Country	Warm-Up Tops	\$4.73	\$3.78
Volleyball	Duffle Bags	\$11.39	\$9.11
Volleyball	Equipment Bags	\$11.39	\$9.11
Volleyball	Jerseys/Shirts	\$4.20	\$3.36
Volleyball	Laundry Bags	\$11.39	\$9.11
Volleyball	Major Repairs	\$5.83	\$4.66
Volleyball	Mesh Bags	\$11.39	\$9.11
Volleyball	Other	\$6.98	\$5.59
Volleyball	Shorts/Trunks	\$3.62	\$2.90
Volleyball	Single Arm/Elbow Pads	\$2.47	\$1.97
Volleyball	Single Cloth Knee Pads	\$3.62	\$2.90
Volleyball	Sweat Pants	\$4.20	\$3.36
Volleyball	Sweat Shirts/Hoods	\$4.20	\$3.36
Volleyball	Travel Bags	\$11.39	\$9.11

Volleyball	Warm-Up Pants	\$4.73	\$3.78
Volleyball	Warm-Up Tops	\$4.73	\$3.78
Weekly Laundry	Arm/Elbow Pad Singles	\$3.62	\$2.90
Weekly Laundry	Equipment Bags	\$11.39	\$9.11
Weekly Laundry	Game Jerseys	\$4.73	\$3.78
Weekly Laundry	Game Pants	\$5.83	\$4.66
Weekly Laundry	Girdle Insert Sets	\$5.83	\$4.66
Weekly Laundry	Girdle Insert Singles	\$2.47	\$1.97
Weekly Laundry	Girdles	\$5.83	\$4.66
Weekly Laundry	Hip Pad Sets	\$5.83	\$4.66
Weekly Laundry	Hip Pad Singles	\$2.47	\$1.97
Weekly Laundry	Injury Pad Singles	\$3.62	\$2.90
Weekly Laundry	Knee Pad Singles	\$1.42	\$1.13
Weekly Laundry	Laundry Bags	\$11.39	\$9.11
Weekly Laundry	Major Repairs	\$5.83	\$4.66
Weekly Laundry	Misc. Pad Singles	\$3.62	\$2.90
Weekly Laundry	Other	\$6.98	\$5.59
Weekly Laundry	Parts	\$11.39	\$9.11
Weekly Laundry	Practice Jerseys	\$4.73	\$3.78
Weekly Laundry	Practice Pants	\$5.83	\$4.66
Weekly Laundry	Rib Pads/Vests	\$6.98	\$5.59
Weekly Laundry	Single Socks	\$1.42	\$1.13
Weekly Laundry	Thigh Pad Singles	\$1.42	\$1.13
Weekly Laundry	Travel Bags	\$11.39	\$9.11
Wrestling	Duffle Bags	\$11.39	\$9.11
Wrestling	Equipment Bags	\$11.39	\$9.11
Wrestling	Jackets	\$6.98	\$5.59
Wrestling	Laundry Bags	\$11.39	\$9.11
Wrestling	Major Repairs	\$5.83	\$4.66
Wrestling	Mesh Bags	\$11.39	\$9.11
Wrestling	Other	\$11.39	\$9.11
Wrestling	Parts	\$11.39	\$9.11
Wrestling	Shorts/Trunks	\$3.62	\$2.90
Wrestling	Single Arm/Elbow Pads	\$2.47	\$1.97
Wrestling	Single Cloth Knee Pads	\$3.62	\$2.90
Wrestling	Sweat Pants	\$4.20	\$3.36
Wrestling	Sweat Shirts/Hoods	\$4.20	\$3.36
Wrestling	Tights	\$8.03	\$6.43
Wrestling	Travel Bags	\$11.39	\$9.11
Wrestling	Warm-Up Pants	\$4.73	\$3.78
Wrestling	Warm-Up Tops	\$4.73	\$3.78
Wrestling	Wrestling Head Gear	\$4.73	\$3.78
Wrestling	Wrestling Singlets	\$4.73	\$3.78

# Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type.  
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

**All American Sports Corp.**

2 Business name/disregarded entity name, if different from above

**DBA: RIDDELL / ALL AMERICAN**

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ►

**Note:** Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

**7501 Performance Lane**

6 City, state, and ZIP code

**North Ridgeville Ohio 44039**

7 List account number(s) here (optional)

Requester's name and address (optional)

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

\_\_\_\_ - \_\_\_\_ - \_\_\_\_

or

Employer identification number

\_\_\_\_

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign  
Here

Signature of  
U.S. person ►

*Paul J. Fabanich*

Date ► *7/15/21*

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



7501 Performance Lane  
North Ridgeville, Ohio 44039  
800-275-5338

**EXHIBIT E**

**Embroidery & Screen Printing**

# Riddell®

DECORATION PRICING STARTING 12/1/2020		<24	25-47	48-95	96-143	144-200	201-399	400+
1CL	1-COLOR LOGO / EMBLEM	2.50	1.50	1.25	1.25	1.25	1.00	1.00
2CL	2-COLOR LOGO / EMBLEM	2.75	1.75	1.50	1.50	1.50	1.25	1.25
3CL	3-COLOR LOGO / EMBLEM	3.00	2.00	1.75	1.75	1.75	1.50	1.50
4CL	4-COLOR LOGO / EMBLEM	3.25	2.25	2.00	2.00	2.00	1.75	1.75
1CN	1-COLOR NUMBERS	2.50	1.50	1.50	1.50	1.50	1.25	1.25
2CN	2-COLOR NUMBERS	3.00	2.00	2.00	2.00	2.00	1.75	1.75
RON	1-COLOR LOGO WITH REVERSE NUMBER	4.00	3.00	3.00	3.00	3.00	2.75	2.75
RON2	2-COLOR LOGO WITH REVERSE NUMBER	4.50	3.50	3.50	3.50	3.50	3.25	3.25
1CLSSV	1-COLOR SLEEVE STRIPE ON STOCK	6.00	4.00	4.00	3.50	3.25	3.25	3.00
2CLSSV	2-COLOR SLEEVE STRIPE ON STOCK	9.00	5.50	5.50	4.75	4.00	4.00	3.75
1CLSSVM	1-COLOR SLEEVE STRIPE W/MASCOT	9.00	6.00	5.00	4.00	4.00	3.00	3.00
2CLSSVM	2-COLOR SLEEVE STRIPE W/MASCOT	13.00	9.00	8.00	7.00	7.00	6.00	6.00
SCRNAME	SCREENED INDIVIDUAL NAME	6.00	5.00	5.00	5.00	5.00	5.00	5.00
EMB1X1	EMBROIDERY up to 4 x 4	6.00	5.00	5.00	4.50	4.50	4.00	4.00
TT1	1-COLOR TACKLE TWILL LETTERS OR NUMBERS 2" - 5"	1.75	1.75	1.65	1.65	1.55	1.55	1.50
TT1	1-COLOR TACKLE TWILL LETTERS OR NUMBERS 6" - 8"	2.25	2.25	2.15	2.15	2.05	2.05	2.00
TT1	1-COLOR TACKLE TWILL LETTERS OR NUMBERS 10" - 12"	3.00	3.00	2.90	2.90	2.80	2.80	2.75
TT2	2-COLOR TACKLE TWILL LETTERS OR NUMBERS 2" - 5"	3.50	3.50	3.30	3.30	3.15	3.15	3.00
TT2	2-COLOR TACKLE TWILL LETTERS OR NUMBERS 6" - 8"	4.00	4.00	3.80	3.80	3.65	3.65	3.50
TT2	2-COLOR TACKLE TWILL LETTERS OR NUMBERS 10" - 12"	4.75	4.75	4.55	4.55	4.40	4.40	4.25
TTNAME1	1-COLOR TACKLE TWILL NAME (7 UP TO LETTERS) 2" - 5"	11.25	11.25	11.00	11.00	10.75	10.75	10.50
TTNAME2	2-COLOR TACKLE TWILL NAME (7 UP TO LETTERS) 2" - 5"	14.75	14.75	14.50	14.50	14.00	14.00	13.50
TTTAIL1	1-COLOR TACKLE TWILL TAIL SWEEP	3.50	3.50	3.00	3.00	3.00	3.00	2.50
TTTAIL2	2-COLOR TACKLE TWILL TAIL SWEEP	5.00	5.00	4.50	4.50	4.50	4.50	4.00
TTNAME	1-COLOR TACKLE TWILL NAME	13.50	13.50	13.00	13.00	13.00	12.00	12.00





7501 Performance Lane  
North Ridgeville, Ohio 44039  
440-353-8600

RIDDELL / ALL AMERICAN has been in business since 1929 and has maintained a high level of success throughout the world as a leader in the athletic apparel and equipment business.

At RIDDELL / ALL AMERICAN, we believe that communication with our customer is a quintessential aspect of our purchasing process.

We continually strive to establish and maintain close relationships with customers by offering an experienced staff of sales and customer service representatives at their disposal as follows:

1. Customer service representatives are available to accept any concerns relating to customer purchase orders.
2. Customer will work directly with the local RIDDELL sales representative in placing orders. Orders can be placed in person, over the phone or via email or with card services.
3. The local sales representative will place customers order with his account manager who will oversee the completion of the order through our production facility.

RIDDELL/ALL AMERICAN has and extremely qualified sales representative Andy Neufeld at your disposal, with questions or concerns regarding all aspects of you order at: [alneufeld@riddellsales.com](mailto:alneufeld@riddellsales.com) or by phone at: 407-637-6300



7501 Performance Lane  
North Ridgeville, Ohio 44039  
440-353-8600

### Decoration

All Decoration for Riddell bid cloth is produced at our California (USA) location: RIDDELL, 288 East Spruce Street, Ontario, CA 91761

### Artwork

Please refer to the RIDDELL online guide: [www.riddellart.com](http://www.riddellart.com) for all artwork, stock/custom designs.

### Sales Representative

Locally, RIDDELL/ALL AMERICAN sales representative Andy Neufeld for all details concerning custom artwork submission and approval at: [alneufeld@riddellsales.com](mailto:alneufeld@riddellsales.com) or by telephone at: 407-637-6300

### Screen Set-up:

Screen print set-up charges are: \$22.00/design

Contact Andy Neufeld for any other details regarding artwork and changes.

Standard turn around time: 30 ARO. Speak with your local Riddell sales representative Andy Neufeld regarding faster delivery times.

Contractor Guarantee: All apparel is guaranteed for one season of normal use



July 12, 2021

**ADDENDUM NO.: One**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP JGM-1124**  
Dated: **July 12, 2021**  
Commodity: **Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services**  
RFP Closing On: **July 19, 2021**

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #1* \_\_\_\_\_" on the signature page of your proposal.

1. Question: How often can we update products when and if products become available and or discontinued? What is the process for updating said products with JMU?

**Answer: JMU prefers that items be added and dropped at the time of contract renewal. In the event that items are needed to be added prior to renewal, JMU will add or drop said items through a contract modification.**

2. Question: Regarding Section IV – A, Can you please clarify exactly what you mean by 'electronic catalog.'

**Answer: A price list of products your firm is offering in accordance with the RFP document. Price list should specify list price and discount being offered. We encourage a link and or 'electronic catalog' be included, so the committee can view the exact equipment being offered.**

3. Question: Can you provide us with cost estimations for equipment and service?

**Answer: A cost estimate can not be provided at this time.**

Sincerely,

Garrett Morris  
Buyer Senior  
Phone: (540-568-4501)

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of  
PROCUREMENT SERVICES 540.568.3145 Phone  
540.568.7935 Fax



**July 14, 2021**

**ADDENDUM NO.: Two**

**TO ALL OFFERORS:**

<b>REFERENCE:</b>	Request for Proposal No:	<b>RFP JGM-1124</b>
	Dated:	<b>July 14, 2021</b>
	Commodity:	<b>Athletic Fitness Equipment, Strength &amp; Conditioning Equipment, Apparel, &amp; Related Services</b>
	RFP Closing On:	<b><del>July 19, 2021</del> July 21, 2021</b>

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #2*\_\_\_\_" on the signature page of your proposal.

1. The closing date and time has been extended to **Wednesday, July 21, 2021 at 2:00 p.m. (eastern)**

Sincerely,

A handwritten signature in blue ink that reads "Garrett Morris".

Garrett Morris  
Buyer Senior  
Phone: (540-568-4501)



July 15, 2021

**ADDENDUM NO.: Three**

**TO ALL OFFERORS:**

<b>REFERENCE:</b>	Request for Proposal No:	<b>RFP JGM-1124</b>
	Dated:	<b>July 15, 2021</b>
	Commodity:	<b>Athletic Fitness Equipment, Strength &amp; Conditioning Equipment, Apparel, &amp; Related Services</b>
	RFP Closing On:	<b><del>July 19, 2021</del> July 21, 2021</b>

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #3*\_\_\_\_" on the signature page of your proposal.

1. Question: Are clarifications or exceptions to the terms and conditions of the Bid Documents permitted?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

2. Question: Will the Commonwealth of Virginia agree to a mutual waiver of consequential damages?

**Answer: No.**

3. Question: Will the Commonwealth of Virginia agree the addition of a mutually agreeable force majeure clause? Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

4. Question: Assignment of Contract (RFP, pg. 14, N.): Will the Commonwealth of Virginia agree to allow the Contractor to assign the contract without notice or consent in connection with a merger, consolidation, sale of all of the equity interests of Contractor, or a sale of all or substantially all of the assets of Contractor to which the Contract relates?

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax

**Answer: The University will require notice in connection with a merger, consolidation, sale of all of the equity interests of Contractor, or a sale of all or substantially all of the assets of Contractor to which the Contract relates.**

5. Question: Insurance (RFP pg. 15, Q.3.): Will the Commonwealth of Virginia remove the requirement to name the Commonwealth of Virginia as additional insured and so endorse it on the policy?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

6. Price Adjustment (RFP, pg. 19, F.): Will the Commonwealth of Virginia agree with a price escalation clause allowing Contractor to increase the price annually if there are increases in input costs?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

7. Question: Price Adjustment (RFP, pg. 19, F.): Will the Commonwealth of Virginia agree with a price escalation clause allowing Contractor to increase the price periodically if there are significant increases in input costs?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

8. Question: Small Business Subcontracting (RFP, pg. 21, J. 3.): Will the Commonwealth of Virginia agree to waive the requirement that when a prime contractor wins an award of over \$200,000 the Contractor shall deliver to the contracting agency or institution with every request for payment, information on the use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses?

**Answer: This term shall apply, if Contractor is proposing to use subcontractors to perform any of the work as outlined in the RFP.**

9. Question: Indemnification (RFP, pg. 22, N.): Will the Commonwealth of Virginia agree to limit the indemnity and hold harmless provision to bodily injury and tangible property damage to the extent caused by Contractor's negligence and bidder's defense obligation, if any, if caused solely by a defect in design or manufacturing of the equipment or the sole negligence of the Contractor?

**Answer: No.**

Sincerely,



Garrett Morris

Buyer Senior

Phone: (540-568-4501)



**July 21, 2021**

**ADDENDUM NO.: Four**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP JGM-1124**  
Dated: **July 21, 2021**  
Commodity: **Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services**  
RFP Closing On: **July 19, 2021**  
**July 21, 2021**  
**July 28, 2021**

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #4*\_\_\_\_" on the signature page of your proposal.

1. The closing date and time has been extended to **Wednesday, July 28, 2021 at 2:00 p.m. (eastern)**

Sincerely,

A handwritten signature in blue ink, appearing to read "Garrett Morris".

Garrett Morris  
Buyer Senior  
Phone: (540-568-4501)

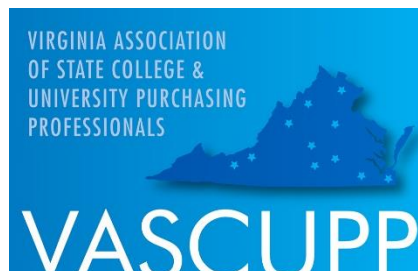


# Request for Proposal

## **RFP# JGM-1124**

**Athletic Fitness Equipment, Strength &  
Conditioning Equipment, Apparel, & Related  
Services**

**June 28, 2021**





# ***REQUEST FOR PROPOSAL***

## ***RFP# JGM-1124***

**Issue Date:** 06/28/2021

**Title:** Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services

**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Building  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract: From Date of Award Through One Year (Renewable)**

**Sealed Proposals Will Be Received Until 2:00 PM on Monday, July 19, 2021 for Furnishing The Services Described Herein.**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information And Clarification Should Be Directed To: Garrett Morris, Buyer Senior, Procurement Services, [morrisjg@jmu.edu](mailto:morrisjg@jmu.edu); 540-568-4501; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

By: \_\_\_\_\_  
(Signature in Ink)

Name: \_\_\_\_\_  
(Please Print)

Date: \_\_\_\_\_

Title: \_\_\_\_\_

Web Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Fax #: \_\_\_\_\_

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

~~Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.~~

# ***REQUEST FOR PROPOSAL***

***RFP # JGM-1124***

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide quality fitness equipment, athletic apparel and related services for James Madison University (JMU), an agency of the Commonwealth of Virginia and on behalf of the Virginia Higher Education Procurement Consortium (VHEPC). Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

This solicitation is being issued by James Madison University on behalf of the Virginia Higher Education Procurement Consortium ("VHEPC") which includes all members from the Virginia Association of State College and University Purchasing Professionals ("VASCUPP"). Reference the VASCUPP Zone Map <https://www.vascupp.org/VASCUPPzonemap.pdf>

It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, this may include any and all state, local governments, school districts, public body, public or private health or higher education institutions or the University's affiliated foundations in the United States may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor will notify the University in writing of any such entities accessing the contract. No modification of this contract or execution of a separate contract is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor. The Contractor will provide semi-annual usage reports for all entities accessing the Contract. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity, and will not be considered in default of the contract no matter the circumstances.

Use of this contract does not preclude any participating entity from using other contracts or competitive processes if need be. The Contractor is strongly encouraged to offer additional discounts to all contract participants as the result of increasing aggregated spending among all entities accessing the contract. A plan for extending deeper discounts among all contract participants will be requested during negotiations.

### **JMU Athletics**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>. The University sponsors an 18-sport intercollegiate athletics program that competes at The Division I level of the National Collegiate Athletic Association. JMU is also affiliated with the Colonial Athletic Association, of which it was a charter member in 1985, and with the Eastern College Athletic Conference.

JMU has men's athletic programs in baseball, basketball, football, golf, soccer, and tennis. Women's athletic programs include basketball, cross country, field hockey, golf, lacrosse, soccer, softball, swimming and diving, tennis, track and field (indoor and outdoor), and volleyball.

All JMU football and basketball contests are streamed either on FloSports as part of the CAA's media rights agreement or on JMU Sports.com. All other sports are streamed to the extent possible on JMU Sports.com.

The JMU Athletics Department's vision is to be the NCAA model for the student-athlete experience, distinguished by our academic achievement, integrity, personal development and nationally-competitive programs, and our sports embody that both on and off the field. JMU's football program has been a consistent force over the last two decades, having made the FCS playoffs 12 times since 2004, including two national championships in 2004 & 2017. The programs all have a strong history of CAA and NCAA Championship showings, with basketball and soccer each having won the conference title multiple times within the last five years.

JMU's women athletics tradition is among the oldest in the nation, dating nearly back to the institution's founding in 1908. Strong intercollegiate programs for women have been in place at the University since the early 1920s, and JMU was among the first of the nation's institutions to provide well-rounded overall intercollegiate offerings for females. JMU's lacrosse program has been one of the most prominent programs in the country, having been nationally ranked each of the last 29 years and even winning the national title in 2018. The women's basketball team ranks third nationally in all-time program wins. Softball has elevated itself to one of the top programs in the country, reaching the national semifinals of the Women's College World Series in 2021 and making the Super Regionals in three of the last five years. More information about JMU Athletics can be found at <https://jmusports.com/>

## **JMU UREC**

In 1994, Dr. Ronald Carrier, JMU's fourth president, and other university leaders broke ground for construction to begin on the James Madison University Recreation Center. The project included a synthetic turf field, which was the first synthetic field designated for recreational use on campus.

The first Director of University Recreation, Eric Nickel, was hired in 1995, and the Grand Opening of UREC was held in 1996. Two years later, the Climbing Wall was added to the UREC Atrium. The new facility was awarded the Athletic Business Facility of Merit Award in 1997 and the NIRSA Outstanding Sports Facility Award in 2000.

In 2008, UREC's Upper Turf opened, which provided much needed field space for the Intramural and Sport Club programs. Later that year, Dr. Linwood Rose, JMU's fifth president, approved the planning and construction of University Park. That same year, then-Presidential candidate Barack Obama spoke on the UREC Lower Turf, prior to a campaign event in the Convocation Center. 2010 marked the ground-breaking for University Park, and that same year, the first cohort of JMU's Campus Recreation Leadership concentration master's degree students graduated. University Park opened in 2012, with the Disc Golf Course and TEAM Challenge Course facilities projects being completed a year later. In 2012, UREC assumed responsibilities for East Campus Fields and added an Archery Range in 2013. A synthetic multi-purpose turf field was installed on the East Campus site in 2014.

In January 2016, UREC's facility addition opened, effectively doubling the building size, and in August of that same year, renovations were completed on the original 1996 building to re-purpose

spaces to create dynamic new spaces including an adventure center, wellness center, demonstration kitchen, food service operation, a meditation/mindfulness space and a wet/dry classroom. Jon Alger, JMU's sixth president, spoke at the Grand Re-Opening and 20<sup>th</sup> Anniversary Celebration in October 2016. In 2017, the facility was awarded the NIRSA Outstanding Sports Facility Award.

UREC operates an award-winning recreation facility, opened in 1996, and also utilizes additional indoor and outdoor facilities around campus including University Park.

UREC is more than a place to sweat. It is a place to learn about healthy lifestyles and develop positive habits that students can take with them when they leave JMU. UREC is a national leader in the development and use of student learning outcomes in the field of collegiate recreation.

The department offers over 300 non-credit educational programs a year as well as credit-based courses. UREC is the number one provider of educational programs for the wellness passport program in Cluster Five of the General Education Curriculum. UREC is also one of the largest employers of students on campus. More information about UREC can be found <https://www.jmu.edu/recreation/about/history-index.shtml>

\* University currently is under contract with Nike until May 31, 2024.

### **III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION**

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

### **IV. STATEMENT OF NEEDS**

James Madison University desires to partner with a Contractor(s) to provide quality fitness equipment, athletic apparel and related services for its athletic programs and university recreation. JMU may extend marketing opportunities to a Contractor(s) in exchange for apparel, equipment, and related services at no cost to the University or a further discounted rate. Athletic equipment includes but is not limited to strength and conditioning equipment, cardio equipment, fitness equipment, protection equipment, bags, etc.

The Contractor shall be the manufacturer or a fully authorized reseller of the athletic apparel and equipment being offered. The Contractor shall not ship substitute items without prior approval from James Madison University. The Contractor shall include list price, percentage discount, and JMU price on all quotes and invoices. Direct involvement by the contractor may be necessary to assist University in understanding the different types of products /services available and in selecting the best solution to fit their needs.

Offered equipment should be constructed of highest quality materials and workmanship. Meets or exceeds governing association specifications, (i.e., NCAA, NAIA, NBA, USLTA, NFSHSA) and is approved for use in competition by one or more of the governing associations. A recognizable brand name, and is warranted or guaranteed for minimum of 1-5 years unless specified longer, or manufacturer's standard, whichever is longer. Meets or exceeds all educational and competitive requirements

Describe in detail your approach to each of the following items. Failure to provide responses to the items below may result in rejection and return of the proposal.

- A. Provide complete electronic catalog of all available athletic apparel and fitness equipment being offered. Include published price list or instructions on how to access published price list electronically. Provide discount price and or percentage discount off published price list.
- B. Specify any annual allotments of apparel and equipment that will be provided to JMU free of charge. Describe the ordering and delivery process of free items.
- C. Provide all information for trade-in program for fitness equipment.
- D. Identify any other offerings to the University in regard to discounts, incentives, etc.
- E. List all contact information for ordering, invoicing, customer service, etc.
- F. Describe experience in working directly with Athletic programs and or University Recreation to determine needs and provide athletic/fitness apparel and equipment. Include method for collaboration for the term of the resulting contract.
- G. Describe in detail communication plan with JMU Athletics and University Recreation, specifically the method in which the University will stay informed of the status of pending orders.
- H. Describe your service support/repair process to include response time. Identify any potential costs associated with service/repair in *Section X. Pricing Schedule*.
- I. Describe available trainings for fitness equipment. Identify any potential costs associated for training in *Section X. Pricing Schedule*.
- J. Describe installation process for fitness equipment. Identify any potential costs associated with installation in *Section X. Pricing Schedule*.
- K. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.
- L. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic fitness apparel and equipment being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule*.
- M. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.
- N. Describe ability to maintain sufficient stock for timely delivery.
- O. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.
- P. Describe available warranties.
- Q. Describe quality control process.
- R. Describe the process for replacement of defective, broken, or damaged athletic apparel and equipment. Include ability to provide replacement apparel and equipment within competition time restraints.

- S. Describe equipment re-conditioning services to include the re-conditioning of football helmets, shoulder pads, field equipment, etc. Specify associated costs in *Section X. Pricing Schedule*.
- T. Describe helmet painting services. Specify associated costs in *Section X. Pricing Schedule*.
- U. Describe embroidery and screen-printing services. Identify associated costs in *Section X. Pricing Schedule*.
- V. Identify any other goods or services being offered to James Madison University.

## V. PROPOSAL PREPARATION AND SUBMISSION

### A. GENERAL INSTRUCTIONS

**To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.**

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
  - a. **One (1) original and two (2) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - b. **One (1) electronic copy in WORD format or searchable PDF** (*CD or flash drive*) of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.

### 3. Proposal Preparation

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.
- e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The



classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

## **B. SPECIFIC PROPOSAL INSTRUCTIONS**

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

## **VI. EVALUATION AND AWARD CRITERIA**

### **A. EVALUATION CRITERIA**

Proposals shall be evaluated by James Madison University using the following criteria:

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	35
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	15
	<u>100</u>

**AWARD TO MULTIPLE OFFERORS:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## **VII. GENERAL TERMS AND CONDITIONS**

- A. **PURCHASING MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color,

gender, sexual orientation, gender identity, or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
    - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
    - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
    - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
  2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
1. To Prime Contractor:
    - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
    - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
    - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
    - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
    - e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:
    - a. A contractor awarded a contract under this solicitation is hereby obligated:
      - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
      - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
    - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
  3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
    - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the

subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:**

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
  2. Employer's Liability: \$100,000
  3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- S. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
- Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
    - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
    - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
  2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
  3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.
- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of



\$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.

- Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a “Contract Worker”), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, “State workplace” includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth’s excise tax exemption registration number is 54-73-0076K.
- AA. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## VIII. SPECIAL TERMS AND CONDITIONS

- A. **AUDIT:** The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. **CANCELLATION OF CONTRACT:** James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. **IDENTIFICATION OF PROPOSAL ENVELOPE:** The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:			
	Name of Offeror	Due Date	Time
	Street or Box No.		RFP #
	City, State, Zip Code		RFP Title
Name of Purchasing Officer:			

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. **LATE PROPOSALS:** To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. **UNDERSTANDING OF REQUIREMENTS:** It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this

solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/568-7935.

- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals

required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-

certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

- K. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly

introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.

- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.
- S. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- T. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- U. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand, or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contract Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- V. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

## **IX. METHOD OF PAYMENT**

The contractor will be paid based on invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers; we request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to

<https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

## **XI. ATTACHMENTS**

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map



## ATTACHMENT A

### OFFEROR DATA SHEET

#### TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years \_\_\_\_\_ Months \_\_\_\_\_

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.


5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[ ] YES [ ] NO

IF YES, EXPLAIN: \_\_\_\_\_


## ATTACHMENT B

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

**Offeror Name:** \_\_\_\_\_ **Preparer Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWaMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWaM Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWaM Program, all certified minority-owned businesses are also a small business enterprise.**

**Micro Business** is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees **AND** no more than \$3 million in average annual revenue over the three-year period prior to their certification.

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWaM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).**

***RETURN OF THIS PAGE IS REQUIRED***

**ATTACHMENT B (CNT'D)**  
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: \_\_\_\_\_

Date Form Completed: \_\_\_\_\_

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
for this Proposal and Subsequent Contract

Offeror / Proposer:

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Address

\_\_\_\_\_  
Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

*(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)*

***RETURN OF THIS PAGE IS REQUIRED***

ATTACHMENT C



**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary dated \_\_\_\_\_.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

<b><u>Zone 1</u></b> George Mason University (Fairfax)	<b><u>Zone 2</u></b> James Madison University (Harrisonburg)	<b><u>Zone 3</u></b> University of Virginia (Charlottesville)
<b><u>Zone 4</u></b> University of Mary Washington (Fredericksburg)	<b><u>Zone 5</u></b> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<b><u>Zone 6</u></b> Virginia Commonwealth University (Richmond)
<b><u>Zone 7</u></b> Longwood University (Farmville)	<b><u>Zone 8</u></b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b><u>Zone 9</u></b> University of Virginia - Wise (Wise)