

**Catalog Discount
for
Cheerleading, Drill Team and Color Guard
Uniforms and Supplies
Bid Number 10-005**

VENDORS	Award Center	Blue Moose Tees	BSN Sports	Cheers, Etc., Inc.	Costume Closet, The	Curtain Call Costumes	Dance Sophisticates, Inc.
	DQ	DQ				NS	
Item	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount
Cheerleading Uniforms	0%	0%	10%, with exceptions in catalog	N/A		0%	0%
Drill Team Uniforms	0%	0%		All custom-made, will include discounts with quotes.		0%	0%
Color Guard Uniforms	0%	0%		N/A			0%
Drill Team and Color Guard Gloves	0%	0%		N/A		0%	0%
Dance, Cheerleading, Drill Team and Color Guard Shoes	0%	0%		N/A	0%	0%	0%
Drill Team and Color Guard Head Gear	0%	0%		N/A			0%
Cheerleading, Drill Team and Color Guard Rain Gear	0%	0%		N/A			0%
Cheerleading, Drill Team and Color Guard Bags and Totes	0%	0%	10%, with exceptions in catalog	N/A			0%
Cheerleading, Drill Team and Color Guard Accessories (hair, jewelry, cosmetic bags, etc.)	0%	0%		All custom-made, will include discounts with quotes.		0%	0%
Drill Team and Color Guard Props	0%	0%		N/A			0%
Cheerleading Megaphones	0%	0%	10%, with exceptions in catalog	N/A			0%

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Costumes	0%	0%		All custom-made, will include discounts with quotes.	0%	0%	0%
Dance Supplies	0%	0%	10%, with exceptions in catalog	N/A	0%		0%
Color Guard Supplies	0%	0%		N/A			0%
Catalogs	Varsity, Team Work, Spirit Innovations	2009-2010 School Year, screenprinted and embroidered apparel		All custom-made, no catalog			
EPCNT Agreement?	Yes	Yes	Yes	Yes	Yes	No	Yes
Minimum Order	Only on decorated apparel	Minimum 12 shirts	\$25.00	None	\$100.00	N/A	Depends upon items ordered. Call vendor.
Freight	Business in Mansfield. Normal, rush, overnight, drop-shipped, if needed	Included in pricing	F.O.B. Destination, with some exceptions	UPS actual charge will be passed on the MISD	\$14.95 to \$39.95, depending upon the size of the order. Call.	Determined by dollar amount of order.	5%

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Blank Cell = No Bid

Present at opening:

Dottie Morrow, Buyer

Russell Sanders, Fine Arts Director

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VENDORS	Dancewear, Etc.	eSix Sportswear	Flipdog Sportswear	Happy Feet, Inc.	L.A. Cheer	Kelle Company	Leapin' Leotards, Ltd.	Reynolds Uniforms
		DQ				NS		
Item	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount
Cheerleading Uniforms	30%		0%		0%			
Drill Team Uniforms	30%		0%			Various. See catalog.	0%	0%, all custom-made
Color Guard Uniforms	30%		0%			Various. See catalog.	0%	0-25% for in-stock and made-to-order uniforms
Drill Team and Color Guard Gloves	30%		0%			Various. See catalog.	0%	0-33%
Dance, Cheerleading, Drill Team and Color Guard Shoes	30%		0%	21%		Various. See catalog.	0%	0-20%
Drill Team and Color Guard Head Gear	30%		0%			Various. See catalog.		0-10%
Cheerleading, Drill Team and Color Guard Rain Gear	30%		0%			Various. See catalog.		0-10%
Cheerleading, Drill Team and Color Guard Bags and Totes	30%	10%	0%			Various. See catalog.	0%	0-25%
Cheerleading, Drill Team and Color Guard Accessories (hair, jewelry, cosmetic bags, etc.)	30%		0%			Various. See catalog.	0%	0-10%
Drill Team and Color Guard Props	30%		0%			Various. See catalog.		0-25%
Cheerleading Megaphones	30%		0%			Various. See catalog.		0%

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VENDORS	Dancewear, Etc.	eSix Sportswear	Flipdog Sportswear	Happy Feet, Inc.	L.A. Cheer	Kelle Company	Leapin' Leotards, Ltd.	Reynolds Uniforms
Costumes	30%		0%			Various. See catalog.	0%	0%
Dance Supplies	30%		0%			Various. See catalog.	0%	
Color Guard Supplies	30%		0%			Various. See catalog.	0%	0-25%
Catalogs	All Catalogs	eSix Sportswear		Flyers or website only	No catalog.		Leapin' Leotards 1020	DSI Sourcebook, Style Plus and reynoldsuniforms.com
EPCNT Agreement?	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
Minimum Order	N/A	12 items	None	None	None	None	None	None
Freight	N/A	None	Call vendor. Depends upon weight	\$1.50 per pair	None	Depends on size or order. Call vendor.	3%	All items shipped prepaid with shipping added to invoice

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VENDORS	Team Express, Inc.	Team Go Figure	Terri's Stuff	Tote Unlimited	Varsity Spirit Fashions/ Cheerleader & Danzteam
	NS				
Item	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount	Percent of Discount
Cheerleading Uniforms	10%		35-40%		10%
Drill Team Uniforms	10%	0%	35-40%		10%
Color Guard Uniforms		0%	35-40%	0%, all types of color guard uniforms, equipment, shoes, etc.	10%
Drill Team and Color Guard Gloves		0%	30-35%	0%, all types of guard and drill team gloves	10%
Dance, Cheerleading, Drill Team and Color Guard Shoes	10%	0%	30-40%	0%	10%, excludes EXCLUSIVE shoes
Drill Team and Color Guard Head Gear	10%	0%	30-40%	0%	10%
Cheerleading, Drill Team and Color Guard Rain Gear	10%	0%	30-40%	0%	10%
Cheerleading, Drill Team and Color Guard Bags and Totes	10%	0%	30-40%	0%	10%
Cheerleading, Drill Team and Color Guard Accessories (hair, jewelry, cosmetic bags, etc.)	10%	0%	30-40%	0%	10%
Drill Team and Color Guard Props		0%		0%	10%
Cheerleading Megaphones	10%	0%	30-40%	0%	10%

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VENDORS	Team Express, Inc.	Team Go Figure	Terri's Stuff	Tote Unlimited	Varsity Spirit Fashions/ Cheerleader & Danzteam
Costumes		0%			10%
Dance Supplies	10%	0%		0%	10%
Color Guard Supplies	10%	0%		0%, flag poles, rifles, sabers, etc.	10%
Catalogs	Cheerleading America; Team Express			Director Showcase; Style Plus; tote unlimited.com	Varsity Spirit Fashions/ Cheerleader & Danzteam
EPCNT Agreement?	Yes	Yes	Yes	Yes	Yes
Minimum Order	None	\$100.00 or six pieces	None	Depends on item(s).	All minimums noted in catalogs
Freight	None for most items. Call.	3% and 5% on shoes, bags or poms	"Yes", call vendor for shipping.	UPS actual cost added to invoice	Free shipping and handling

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