



Materials Management
Purchasing Department
101 Old Venice Road, Osprey, FL 34229
Phone 941-486-2183 • Fax 941-486-2188
SarasotaCountySchools.net

MEMORANDUM

TO: Members of the School Board
Dr. Brennan Asplen III, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer

FROM: Tracy Brizendine, Director of Materials Management

TITLE: APPROVAL TO AWARD BID #21-0023 FOR ATHLETIC CLOTHING & EQUIPMENT

Bids to provide ‘Athletic Clothing & Equipment’ were received from fourteen (14) vendors on September 16, 2020. The bids of Baker’s Sports, Inc., BSN Sports LLC, Coastal Enterprises, MFAC LLC, Neff, Promaxima Manufacturing LLC, Riddell/All American, S&S Worldwide, Southern Park and Play, Inc., and Varsity Spirit Fashions & Supplies LLC, were the best percentage discount meeting the advertised specifications. This bid is for a period of one year with an option to renew for two additional one-year periods. The funds for these purchases are contained in the budgets allocated to the Schools and Departments. Reasons for not selecting the apparent low bid were included with the bid tabulation.

Requested by:
Tracy Brizendine

“Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes.”

Posting Date: 10/13/20

Financial Impact:
Not to exceed
\$500,000.00

Recommended Motion: That the bids of Baker’s Sports, Inc., BSN Sports LLC, Coastal Enterprises, MFAC LLC, Neff, Promaxima Manufacturing LLC, Riddell/All American, S&S Worldwide, Southern Park and Play, Inc., and Varsity Spirit Fashions & Supplies LLC ‘Athletic Clothing & Equipment’ in an amount not to exceed \$500,000.00 be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Athletic Clothing and Equipment - Bid #21-0023

Opened: September 16, 2020 at 2:00 p.m. EST

		Aluminum Athletic Equipment, Co.		Baker's Sports, Inc.		BSN Sports, LLC	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
1	AAE - Equipment	5%*					
2	ADAMS - Equipment			25%			
3	ADIDAS - Clothing			45%	45%		
4	ADIDAS - Equipment			45%			
5	ALL STAR - Clothing			25%	25%	15%	
6	ALL STAR - Equipment			25%		20%	
7	ASICS - Clothing			25%	25%	35%	25%
8	ATEC - Equipment			25%		20%	
9	ATHLETIC SPECIALTIES - Equipment			25%			
10	AUGUSTA - Clothing			25%	25%	30%	20%
11	BADEN SPORTS - Equipment			25%		15%	
12	BRUTE WRESTLING - Clothing			25%	25%	25%	25%
13	CHAMPION - Clothing			25%	25%	35%	20%
14	CLIFF KEEN - Clothing			25%	25%	30%	25%
15	COBBLESTONES - Clothing			25%	25%		
16	CRAMER - Clothing			25%	25%	10%	
17	CRAMER - Equipment			25%		10%	
18	DIAMOND SPORTS - Equipment			25%		10%	
19	DON ALLESON - Clothing			25%	25%	35%	30%
20	DUDLEY SPORTS - Equipment			25%		15%	
21	DYNAMIC - Clothing			25%	25%		
22	EASTON - Equipment			25%		10%	
23	FIRST PLACE - Equipment						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

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		Coastal Enterprises		MFAC, LLC		Neff	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
1	AAE - Equipment						
2	ADAMS - Equipment						
3	ADIDAS - Clothing						
4	ADIDAS - Equipment						
5	ALL STAR - Clothing						
6	ALL STAR - Equipment						
7	ASICS - Clothing						
8	ATEC - Equipment						
9	ATHLETIC SPECIALTIES - Equipment						
10	AUGUSTA - Clothing	10%	10%				
11	BADEN SPORTS - Equipment						
12	BRUTE WRESTLING - Clothing						
13	CHAMPION - Clothing	10%	10%				
14	CLIFF KEEN - Clothing						
15	COBBLESTONES - Clothing						
16	CRAMER - Clothing						
17	CRAMER - Equipment						
18	DIAMOND SPORTS - Equipment						
19	DON ALLESON - Clothing	10%	10%				
20	DUDLEY SPORTS - Equipment						
21	DYNAMIC - Clothing						
22	EASTON - Equipment						
23	FIRST PLACE - Equipment			10%*			

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		NOW Promotions		Promaxima Manufacturing, LLC		Pyramid School Products	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
1	AAE - Equipment						
2	ADAMS - Equipment						
3	ADIDAS - Clothing						
4	ADIDAS - Equipment						
5	ALL STAR - Clothing					10%	5%
6	ALL STAR - Equipment					10%	
7	ASICS - Clothing						
8	ATEC - Equipment					10%	
9	ATHLETIC SPECIALTIES - Equipment						
10	AUGUSTA - Clothing					5%	5%
11	BADEN SPORTS - Equipment					10%	
12	BRUTE WRESTLING - Clothing					10%	10%
13	CHAMPION - Clothing						
14	CLIFF KEEN - Clothing					5%	5%
15	COBBLESTONES - Clothing						
16	CRAMER - Clothing						
17	CRAMER - Equipment						
18	DIAMOND SPORTS - Equipment						
19	DON ALLESON - Clothing						
20	DUDLEY SPORTS - Equipment					10%	
21	DYNAMIC - Clothing						
22	EASTON - Equipment						
23	FIRST PLACE - Equipment						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Athletic Clothing and Equipment - Bid #21-0023

Opened: September 16, 2020 at 2:00 p.m. EST

		Riddell/All American		S&S Worldwide		School Health DBA Palos Sports	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
1	AAE - Equipment					12%	
2	ADAMS - Equipment						
3	ADIDAS - Clothing						
4	ADIDAS - Equipment						
5	ALL STAR - Clothing						
6	ALL STAR - Equipment						
7	ASICS - Clothing						
8	ATEC - Equipment						
9	ATHLETIC SPECIALTIES - Equipment	5%					
10	AUGUSTA - Clothing	5%	5%				
11	BADEN SPORTS - Equipment					12%	
12	BRUTE WRESTLING - Clothing						
13	CHAMPION - Clothing						
14	CLIFF KEEN - Clothing						
15	COBBLESTONES - Clothing						
16	CRAMER - Clothing						
17	CRAMER - Equipment	5%					
18	DIAMOND SPORTS - Equipment						
19	DON ALLESON - Clothing	5%	5%				
20	DUDLEY SPORTS - Equipment					12%	
21	DYNAMIC - Clothing						
22	EASTON - Equipment					12%	
23	FIRST PLACE - Equipment						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Athletic Clothing and Equipment - Bid #21-0023

Opened: September 16, 2020 at 2:00 p.m. EST

		Southern Park and Play, Inc.		Varsity Spirit Fashions & Supplies, LLC	
Manufacturer		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
1	AAE - Equipment	5%			
2	ADAMS - Equipment	5%			
3	ADIDAS - Clothing	5%	5%		
4	ADIDAS - Equipment	5%			
5	ALL STAR - Clothing	5%	5%		
6	ALL STAR - Equipment	5%			
7	ASICS - Clothing	5%	5%		
8	ATEC - Equipment	5%			
9	ATHLETIC SPECIALTIES - Equipment	5%			
10	AUGUSTA - Clothing	5%	5%		
11	BADEN SPORTS - Equipment	5%			
12	BRUTE WRESTLING - Clothing	5%	5%		
13	CHAMPION - Clothing	5%	5%		
14	CLIFF KEEN - Clothing	5%	5%		
15	COBBLESTONES - Clothing	5%	5%		
16	CRAMER - Clothing	5%	5%		
17	CRAMER - Equipment	5%			
18	DIAMOND SPORTS - Equipment	5%			
19	DON ALLESON - Clothing	5%	5%		
20	DUDLEY SPORTS - Equipment	5%			
21	DYNAMIC - Clothing	5%	5%		
22	EASTON - Equipment	5%			
23	FIRST PLACE - Equipment	5%			

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		Aluminum Athletic Equipment, Co.		Baker's Sports, Inc.		BSN Sports, LLC	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
24	GEAR 2000 - Equipment					20%	
25	GILL - Equipment			10%		20%	
26	GILMAN - Equipment					5%	
27	HOLLOWAY - Clothing			25%	25%	35%	30%
28	JUGS - Equipment			25%		10%	
29	KWIK GOAL - Equipment			25%		10%	
30	MAJESTIC ATHLETIC - Clothing			25%	25%	30%	25%
31	MATMAN WRESTLING - Clothing			25%	25%	10%	10%
32	MIKASA - Equipment			25%			
33	NEW ERA - Clothing			25%	25%	15%	
34	NIKE - Clothing					40%	30%
35	PORT-A-PIT - Equipment					15%	
36	PRO DOWN - Equipment					15%	
37	PROMAXIMA Equipment						
38	RAWLINGS - Clothing			25%	25%	35%	25%
39	RAWLINGS - Equipment			25%		20%	
40	RICHARDSON - Clothing			25%	25%	20%	20%
41	RIDDELL - Clothing						
42	RIDDELL - Equipment						
43	RIDDELL - Helmets						
44	ROGERS ATHLETIC - Equipment					5%	
45	RUSSELL - Clothing			25%	25%	35%	25%
46	RUSSELL - Equipment			25%		10%	

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		Coastal Enterprises		MFAC, LLC		Neff	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
24	GEAR 2000 - Equipment						
25	GILL - Equipment			10%*			
26	GILMAN - Equipment						
27	HOLLOWAY - Clothing	10%	10%				
28	JUGS - Equipment						
29	KWIK GOAL - Equipment						
30	MAJESTIC ATHLETIC - Clothing						
31	MATMAN WRESTLING - Clothing						
32	MIKASA - Equipment						
33	NEW ERA - Clothing						
34	NIKE - Clothing						
35	PORT-A-PIT - Equipment						
36	PRO DOWN - Equipment						
37	PROMAXIMA Equipment						
38	RAWLINGS - Clothing						
39	RAWLINGS - Equipment						
40	RICHARDSON - Clothing	10%	10%				
41	RIDDELL - Clothing						
42	RIDDELL - Equipment						
43	RIDDELL - Helmets						
44	ROGERS ATHLETIC - Equipment						
45	RUSSELL - Clothing						
46	RUSSELL - Equipment						

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		NOW Promotions		Promaxima Manufacturing, LLC		Pyramid School Products	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
24	GEAR 2000 - Equipment						
25	GILL - Equipment						
26	GILMAN - Equipment						
27	HOLLOWAY - Clothing						
28	JUGS - Equipment					5%	
29	KWIK GOAL - Equipment					5%	
30	MAJESTIC ATHLETIC - Clothing						
31	MATMAN WRESTLING - Clothing					5%	5%
32	MIKASA - Equipment						
33	NEW ERA - Clothing						
34	NIKE - Clothing						
35	PORT-A-PIT - Equipment						
36	PRO DOWN - Equipment						
37	PROMAXIMA Equipment			1% - 30%			
38	RAWLINGS - Clothing					5%	5%
39	RAWLINGS - Equipment					5%	
40	RICHARDSON - Clothing						
41	RIDDELL - Clothing						
42	RIDDELL - Equipment						
43	RIDDELL - Helmets						
44	ROGERS ATHLETIC - Equipment						
45	RUSSELL - Clothing						
46	RUSSELL - Equipment						

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		Riddell/All American		S&S Worldwide		School Health DBA Palos Sports	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
24	GEAR 2000 - Equipment						
25	GILL - Equipment	5%				12%	
26	GILMAN - Equipment						
27	HOLLOWAY - Clothing	5%	5%				
28	JUGS - Equipment	5%					
29	KWIK GOAL - Equipment	5%				12%	
30	MAJESTIC ATHLETIC - Clothing						
31	MATMAN WRESTLING - Clothing						
32	MIKASA - Equipment					12%	
33	NEW ERA - Clothing						
34	NIKE - Clothing						
35	PORT-A-PIT - Equipment	5%					
36	PRO DOWN - Equipment	5%					
37	PROMAXIMA Equipment						
38	RAWLINGS - Clothing						
39	RAWLINGS - Equipment					12%	
40	RICHARDSON - Clothing						
41	RIDDELL - Clothing	25%	25%				
42	RIDDELL - Equipment	10%					
43	RIDDELL - Helmets	5%	5%				
44	ROGERS ATHLETIC - Equipment						
45	RUSSELL - Clothing	5%	5%				
46	RUSSELL - Equipment						

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		Southern Park and Play, Inc.		Varsity Spirit Fashions & Supplies, LLC	
Manufacturer		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
24	GEAR 2000 - Equipment	5%			
25	GILL - Equipment	5%			
26	GILMAN - Equipment	5%			
27	HOLLOWAY - Clothing	5%	5%		
28	JUGS - Equipment	5%			
29	KWIK GOAL - Equipment	5%			
30	MAJESTIC ATHLETIC - Clothing	5%	5%		
31	MATMAN WRESTLING - Clothing	5%	5%		
32	MIKASA - Equipment	5%			
33	NEW ERA - Clothing	5%	5%		
34	NIKE - Clothing	5%	5%		
35	PORT-A-PIT - Equipment	5%			
36	PRO DOWN - Equipment	5%			
37	PROMAXIMA Equipment	5%			
38	RAWLINGS - Clothing	5%	5%		
39	RAWLINGS - Equipment	5%			
40	RICHARDSON - Clothing	5%	5%		
41	RIDDELL - Clothing	5%	5%		
42	RIDDELL - Equipment	5%			
43	RIDDELL - Helmets	5%	5%		
44	ROGERS ATHLETIC - Equipment	5%			
45	RUSSELL - Clothing	5%	5%		
46	RUSSELL - Equipment	5%			

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Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
47	SCHUTT - Clothing			25%	25%	10%	10%
48	SCHUTT - Equipment			25%		20%	
49	SCHUTT - Helmets			25%	25%	20%	20%
50	SOFFE - Clothing			25%	25%	15%	15%
51	SPAULDING - Equipment			25%		10%	
52	SPEEDLINE - Clothing			25%	25%	25%	25%
53	SPORT-TEK - Clothing			25%	25%	30%	25%
54	TACHIKARA - Equipment			25%		10%	
55	TONIX - Clothing			25%	25%	20%	20%
56	UCS - Equipment						
57	UHL SPORT - Equipment						
58	UNDER ARMOUR - Clothing			45%	45%	40%	30%
59	UNIVERSAL - Clothing						
60	VARSITY SPIRIT - Clothing						
61	VS ATHLETICS - Clothing						
62	VS ATHLETICS - Equipment						
63	WILSON - Clothing			25%	25%	30%	25%
64	WILSON - Equipment			25%		20%	
65	WORTH - Clothing			25%	25%		
66	WORTH - Equipment			25%			

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		Coastal Enterprises		MFAC, LLC		Neff	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
47	SCHUTT - Clothing						
48	SCHUTT - Equipment						
49	SCHUTT - Helmets						
50	SOFFE - Clothing	10%	10%				
51	SPAULDING - Equipment						
52	SPEEDLINE - Clothing						
53	SPORT-TEK - Clothing	10%	10%				
54	TACHIKARA - Equipment						
55	TONIX - Clothing	10%	10%				
56	UCS - Equipment			10%*			
57	UHL SPORT - Equipment						
58	UNDER ARMOUR - Clothing						
59	UNIVERSAL - Clothing						
60	VARSITY SPIRIT - Clothing						
61	VS ATHLETICS - Clothing						
62	VS ATHLETICS - Equipment						
63	WILSON - Clothing						
64	WILSON - Equipment						
65	WORTH - Clothing						
66	WORTH - Equipment						

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		NOW Promotions		Promaxima Manufacturing, LLC		Pyramid School Products	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
47	SCHUTT - Clothing						
48	SCHUTT - Equipment						
49	SCHUTT - Helmets						
50	SOFFE - Clothing						
51	SPAULDING - Equipment					5%	
52	SPEEDLINE - Clothing						
53	SPORT-TEK - Clothing						
54	TACHIKARA - Equipment					10%	
55	TONIX - Clothing						
56	UCS - Equipment						
57	UHL SPORT - Equipment						
58	UNDER ARMOUR - Clothing						
59	UNIVERSAL - Clothing						
60	VARSITY SPIRIT - Clothing						
61	VS ATHLETICS - Clothing						
62	VS ATHLETICS - Equipment						
63	WILSON - Clothing					5%	5%
64	WILSON - Equipment					5%	
65	WORTH - Clothing					5%	5%
66	WORTH - Equipment					5%	

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		Riddell/All American		S&S Worldwide		School Health DBA Palos Sports	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
47	SCHUTT - Clothing						
48	SCHUTT - Equipment						
49	SCHUTT - Helmets						
50	SOFFE - Clothing						
51	SPAULDING - Equipment					12%	
52	SPEEDLINE - Clothing						
53	SPORT-TEK - Clothing	5%	5%				
54	TACHIKARA - Equipment	5%				12%	
55	TONIX - Clothing						
56	UCS - Equipment						
57	UHL SPORT - Equipment						
58	UNDER ARMOUR - Clothing						
59	UNIVERSAL - Clothing						
60	VARSITY SPIRIT - Clothing						
61	VS ATHLETICS - Clothing						
62	VS ATHLETICS - Equipment						
63	WILSON - Clothing						
64	WILSON - Equipment					12%	
65	WORTH - Clothing						
66	WORTH - Equipment					12%	

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		Southern Park and Play, Inc.		Varsity Spirit Fashions & Supplies, LLC	
Manufacturer		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
47	SCHUTT - Clothing	5%	5%		
48	SCHUTT - Equipment	5%			
49	SCHUTT - Helmets	5%	5%		
50	SOFFE - Clothing	5%	5%		
51	SPAULDING - Equipment	5%			
52	SPEEDLINE - Clothing	5%	5%		
53	SPORT-TEK - Clothing	5%	5%		
54	TACHIKARA - Equipment	5%			
55	TONIX - Clothing	5%	5%		
56	UCS - Equipment	5%			
57	UHL SPORT - Equipment	5%			
58	UNDER ARMOUR - Clothing	5%	5%		
59	UNIVERSAL - Clothing	5%	5%		
60	VARSITY SPIRIT - Clothing	5%	5%	10%*	10%**
61	VS ATHLETICS - Clothing	5%	5%		
62	VS ATHLETICS - Equipment	5%			
63	WILSON - Clothing	5%	5%		
64	WILSON - Equipment	5%			
65	WORTH - Clothing	5%	5%		
66	WORTH - Equipment	5%			

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Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
67	Balance of Line Discount for any manufacturer's product not previously listed.					10%*	
67a	Additional Mfr:			BSG Sublimation 25%	BSG Sublimation 25%		
67b	Additional Mfr:						
67c	Additional Mfr:						
67d	Additional Mfr:						
Delivery time frame for stock and customized items		20 Days		21 Days	60 - 180 Days	2 - 60 days aro	5 - 60 days aro
Notes:		*Exclusions: pv/hj crossbars, vaulting poles, portable press box. mbs/fbs-35'/40' delivered pricing for UPS items over \$75.00 & motor frt. items over \$650.00				*Exceptions: see attached	

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Tabulation for Athletic Clothing and Equipment - Bid #21-0023

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		Coastal Enterprises		MFAC, LLC		Neff	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
67	Balance of Line Discount for any manufacturer's product not previously listed.	10%	10%			5%	5%
67a	Additional Mfr:			MF Athletic 10%*		Neff 5%	Neff 5%
67b	Additional Mfr:			Perform Better 10%*			
67c	Additional Mfr:						
67d	Additional Mfr:						
Delivery time frame for stock and customized items		5 - 15 Days	15 - 30 Days	3 - 5 Days Aro on in stock items		15 - 20 Days	15 - 20 Days
Notes:				*10% Excludes: Sales, Pits, Hurdles, Pole Vault Poles, Crossbars, Timing Systems, Software, Cardio Equip., Weight Equip., In-ground Equip. Items requiring special shipping or truck shipment by common carrier. Other exclusions may apply.			

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		NOW Promotions		Promaxima Manufacturing, LLC		Pyramid School Products	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
67	Balance of Line Discount for any manufacturer's product not previously listed.						
67a	Additional Mfr:						
67b	Additional Mfr:						
67c	Additional Mfr:						
67d	Additional Mfr:						
Delivery time frame for stock and customized items				30 Days	30 Days	10 - 14 Days	21 - 30 Days
Notes:		Please contact NOW Promotions, as each manufacturer's pricing structure and availability differ.				This number must be listed on all orders placed against the bid #21-0023SAR	

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		Riddell/All American		S&S Worldwide		School Health DBA Palos Sports	
Manufacturer		% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
67	Balance of Line Discount for any manufacturer's product not previously listed.					12%	
67a	Additional Mfr:			Spectrum 20%*			
67b	Additional Mfr:			S&S 20%*			
67c	Additional Mfr:						
67d	Additional Mfr:						
Delivery time frame for stock and customized items		30 Days ARO	30 Days ARO	W/I 30 Days		3 - 7 working days ARO	
Notes:				*20% of current list price at time of order placement. Not to be combined with sale prices, offer codes, Internet specials & quantity breaks. Items labeled FOB/Dropship are ineligible for free inside delivery, liftgate, and shipping. Installation/assembly not provided.		Please reference Code #: 5510071 on your order. Free shipping on orders over \$125.00. Orders under \$125.00 incur a \$12.95 shipping charge. Items with an X, T or C prefix are excluded from free shipping. Dock delivery only.	

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		Southern Park and Play, Inc.		Varsity Spirit Fashions & Supplies, LLC	
Manufacturer		% Discount from MSRP		% Discount from MSRP	
		For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
67	Balance of Line Discount for any manufacturer's product not previously listed.	5%	5%		
67a	Additional Mfr:	Hadar (pads) 5%	Hadar (pads) 5%		
67b	Additional Mfr:	Bison 5%	Bison 5%		
67c	Additional Mfr:	Athletic Connection 5%	Athletic Connection 5%		
67d	Additional Mfr:	Joy Pro 5%	Joy Pro 5%		
Delivery time frame for stock and customized items		14 Days	30 Days	14 Days if no customs	30 - 75 Days**
Notes:				<p>*Plus free shipping discount.</p> <p>**Delivery depends on when the order is received/processed and availability.</p>	

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	Aluminum Athletic Equipment, Co.	Baker's Sports, Inc.	BSN Sports, LLC	
Manufacturer	% Discount from MSRP		% Discount from MSRP	
	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
VENDOR SERVICE REPRESENTATIVE				
Contact during regular hours:	7 am to 5 pm EST			
Name:	Tom Syron	Justin Barnes	Richard Roudybush, Regional Sales Manager	
Address:	1000 Enterprise Drive Royersford, PA 19468	3600 Beachwood Court Jacksonville, FL 32224	Davie, FL	
Phone Number:	610-825-6565 X109	904-591-8761	239-464-3714	
Email Address:	toms@aaesports.com		rroudybush@bsnsports.com	
Emergency contact for after hours, weekends, holidays:				
Name:		Justin Barnes	Richard Roudybush	
Address:		3600 Beachwood Court Jacksonville, FL 32224	Davie, FL	
Phone Number:		904-591-8761	239-464-3714	
I certify that, upon request, I can provide a letter from the manufacturer attesting to being an authorized dealer and territory coverage for any line item bid as submitted. Failure to do so within five (5) days of request the bidder will be considered non-responsive.	No Dealers	Yes	Yes	
Name:	Tom Syron	Josh S. Baker	Craig A. Mostaffa	
Address:	1000 Enterprise Drive Royersford, PA 19468	3600 Beachwood Court Jacksonville, FL 32224	P.O. Box 7726 Dallas TX, 75209	
Phone Number:	610-825-6565 X109	904-388-8126	800-527-7510	
Fax Number:	610-825-2378	904-388-8127	800-365-7653	
Federal ID #:	23-2270684	59-3663358	47-2460272	
Email Address:	toms@aaesports.com	customerservice@bakerssports.com	bsnbid@bsnsports.com	

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	Coastal Enterprises		MFAC, LLC		Neff	
Manufacturer	% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
VENDOR SERVICE REPRESENTATIVE						
Contact during regular hours:						
Name:	Sylvia Wojtalewicz or Tina Young		Jenn Lachapelle		Rob Lear	
Address:	17281 Mount Wynne Fountain Valley, CA 92708		1600 Division Road West Warwick, RI 02893		19177 Shoreward Court Jupiter, FL 33458	
Phone Number:	800-644-3900		800-556-7464		561-309-7069	
Email Address:						
Emergency contact for after hours, weekends, holidays:						
Name:	Sylwia Wojtalewicz or Tina Young		Holly Fagan		Rob Lear	
Address:	17281 Mount Wynne Fountain Valley, CA 92708		1600 Division Road, West Warwick, RI 02893		19177 Shoreward Court Jupiter, FL 33458	
Phone Number:	800-644-3900		800-667-9363		561-309-7069	
I certify that, upon request, I can provide a letter from the manufacturer attesting to being an authorized dealer and territory coverage for any line item bid as submitted. Failure to do so within five (5) days of request the bidder will be considered non-responsive.	Yes		Yes		Yes	
Name:	Shayne Kollins		Jenn Lachapelle		Tara Adams	
Address:	17281 Mount Wynne Fountain Valley, CA 92708		1600 Division Road West Warwick, RI 02893		P.O. Box 992, 148 East Broadway Street Owatonna, MN 55060	
Phone Number:	800-644-3900		800-556-7464		800-232-633	
Fax Number:	714-437-7251		800-682-6950		800-544-9030	
Federal ID #:	95-3806755		26-2148521		41-0343440	
Email Address:	goods@coastalsportswear.com		mfathletic@mfathletic.com		bids2@jostens.com	

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	NOW Promotions		Promaxima Manufacturing, LLC		Pyramid School Products	
Manufacturer	% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
VENDOR SERVICE REPRESENTATIVE						
Contact during regular hours:						
Name:	Carl Adesso		John Yager		Kenneth D. Miller	
Address:	P.O. Box 6239 Spring Hill, FL 34611		5310 Ashbrook Drive Houston TX, 77081		6510 North 54th Street Tampa, FL 33610-1908	
Phone Number:	352-597-8822		800-231-6652		800-792-2644 Ext. 225	
Email Address:						
Emergency contact for after hours, weekends, holidays:						
Name:	Carl Adesso		Cindy Steele		Kenneth D. Miller	
Address:	P.O. Box 6239 Spring Hill, FL 34611		8204 Borgia Court Orlando, FL 32836		6510 North 54th Street Tampa, FL 33610-1908	
Phone Number:	352-597-8822		407-429-9972		813-690-2224	
I certify that, upon request, I can provide a letter from the manufacturer attesting to being an authorized dealer and territory coverage for any line item bid as submitted. Failure to do so within five (5) days of request the bidder will be considered non-responsive.	Yes		Promaxima Mfg. is the manufacturer.		Yes	
Name:	Carl Adesso		Cindy Steele		Kenneth D. Miller	
Address:	P.O. Box 6239 Spring Hill, FL 34611		5310 Ashbrook Drive Houston TX, 77081		6510 North 54th Street Tampa, FL 33610-1908	
Phone Number:	352-597-8822		800-231-6652		800-792-2644 Ext. 225	
Fax Number:					813-621-7688	
Federal ID #:	22-3519849		76-0578028		59-0932660	
Email Address:	info@nowpromotionsonline.com		order@promaxima.com		biddept@pyramidsp.com	

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	Riddell/All American		S&S Worldwide		School Health DBA Palos Sports	
Manufacturer	% Discount from MSRP		% Discount from MSRP		% Discount from MSRP	
	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
VENDOR SERVICE REPRESENTATIVE						
Contact during regular hours:	8 a.m. - 5 p.m. Eastern					
Name:	James Brady		Lisa Tripoli		Rachelle Shipp	
Address:	7501 Performance Lane North Ridgeville, OH 44039		75 Mill Street Colchester, CT 06415		11711 South Austin Avenue Alsip, IL 60803	
Phone Number:	440-353-8600		800-243-9232		407-921-4400	
Email Address:						
Emergency contact for after hours, weekends, holidays:						
Name:	Mark Swanson		Lisa Tripoli		Rachelle Shipp	
Address:	7501 Performance Lane North Ridgeville, OH 44039		75 Mill Street Colchester, CT 06415		11711 South Austin Avenue Alsip, IL 60803	
Phone Number:	239-649-5691		800-243-9232		407-921-4400	
I certify that, upon request, I can provide a letter from the manufacturer attesting to being an authorized dealer and territory coverage for any line item bid as submitted. Failure to do so within five (5) days of request the bidder will be considered non-responsive.	Yes		Yes		Yes	
Name:	James Brady		Jenna Schall		Amy Gallagher	
Address:	7501 Performance Lane North Ridgeville, OH 44039		75 Mill Street Colchester, CT 06415		11711 South Austin Avenue Alsip, IL 60803	
Phone Number:	440-353-8600		800-243-9232		800-233-5484	
Fax Number:	440-353-8601		800-432-2842		877-800-5973	
Federal ID #:	34-1688715		06-0520020		36-2425385	
Email Address:	djgilles@riddellsales.com		bids@ssww.com		bids@palosports.com	

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	Southern Park and Play, Inc.		Varsity Spirit Fashions & Supplies, LLC	
Manufacturer	% Discount from MSRP		% Discount from MSRP	
	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %	For Stock Equipment or Clothing	For Customized Clothing Indicate N/A or %
VENDOR SERVICE REPRESENTATIVE				
Contact during regular hours:				
Name:	Katherine Johnson		Cecelia Patroliia	
Address:	8534 Eola Court Melbourne, FL 32940		6745 Lenox Center Court, Suite 300 Attn: Bid Dept. Memphis, TN 38115	
Phone Number:	321-729-9700		800-533-5022 ext. 5921	
Email Address:			oe bids@varsity.com	
Emergency contact for after hours, weekends, holidays:				
Name:	Katherine Johnson		Kathy Sumner	
Address:	8534 Eola Court Melbourne, FL 32940		6745 Lenox Center Court, Suite 300 Attn: Bid Dept. Memphis, TN 38115	
Phone Number:	321-729-9700		239-440-8890 or KSumner@varsity.com	
I certify that, upon request, I can provide a letter from the manufacturer attesting to being an authorized dealer and territory coverage for any line item bid as submitted. Failure to do so within five (5) days of request the bidder will be considered non-responsive.	Yes		Yes	
Name:	Katherine Johnson		Cecelia Patroliia	
Address:	8534 Eola Court Melbourne, FL 32940		6745 Lenox Center Court, Suite 300 Attn: Bid Dept. Memphis, TN 38115	
Phone Number:	321-729-9700		800-533-5022 ext. 5921	
Fax Number:				
Federal ID #:	45-5479591		47-2460272	
Email Address:	info@southernparkandplay.com		oe bids@varsity.com	
Recorded by: Maria L. Hernandez-Ron Witnessed by: JoAnn Joyce				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

Athletic Clothing and Equipment - Bid #21-0023

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ITEM	MANUFACTURER	VENDOR	REASON FOR NOT AWARDING
1	AAE - Equipment	Aluminum Athletic Equipment	Bids received from Aluminum Athletic Equipment and School Health dba Palos Sports qualified bids with shipping charge requirements vs. FOB shipping, per bid specifications. Stock equipment or clothing awarded to Southern Park and Play, Inc.
		School Health dba Palos Sports	
12	BRUTE WRESTLING - Clothing	BSN Sports, LLC	Stock equipment or clothing and customized clothing awarded to Baker's Sports, Inc. per bidder's preference.
26	GILMAN - Equipment	BSN Sports, LLC	Stock equipment or clothing awarded to Southern Park and Play, Inc. per bidder's preference.
43	RIDDELL- Helmets	Southern Park and Play, Inc.	All Riddell stock equipment and clothing and customized clothing awarded to Riddell as overall better discount for manufacturer's product.
44	ROGERS ATHLETIC - Equipment	BSN Sports, LLC	Stock equipment or clothing awarded to Southern Park and Play, Inc. per bidder's preference.
52	SPEEDLINE - Clothing	BSN Sports, LLC	Stock equipment or clothing and customized clothing awarded to Baker's Sports, Inc. per bidder's preference.
67	Balance of Line	School Health dba Palos Sports	School Health dba Palos Sports qualified bid with minimum shipping charge requirements vs. FOB shipping, per bid specifications.