



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO AWARD BID #11-0023 FOR ATHLETIC CLOTHING AND EQUIPMENT

Bids to provide 'Athletic Clothing and Equipment' were received from eleven vendors on April 14, 2011. The bids of Allen Sports Center, Aluminum Athletic Equipment Company, Gilman Gear, MFAC, LLC, Neff Motivation, Inc., Pyramid School Products, Riddell, Sports Supply Group, Inc., dba BSN, Passon's US Games, and Varsity Spirit Fashions/CDT were the best low bids meeting the advertised specifications. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the operating and internal account budgets of the schools.

Requested by:
Jim Clark

"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: 05-31-11

Fiscal Impact: Not to exceed
\$500,000.00

Funding: Operating and
Internal Accounts

Recommended Motion: That the bids of Allen Sports Center, Aluminum Athletic Equipment Company, Gilman Gear, MFAC, LLC, Neff Motivation, Inc., Pyramid School Products, Riddell, Sports Supply Group, Inc., dba BSN, Passon's US Games, and Varsity Spirit Fashions/CDT, to provide 'Athletic Clothing and Equipment' in an amount not to exceed \$500,000.00, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

			10-S Tennis Supply			Allen Sports Center			Aluminum Athletic Equipment Co.		
Manufacturer		MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
1	AAE - Equipment (track)	MSRP					5%	n/a		*10%	*10%
2	ABC - Hats (fabric cap) REJECT	MSRP									
3	ADAMS - Equipment	Dealer			4		+15%	+15%			
4	ADIDAS - Clothing (fabric)	MSRP					25%	20%			
5	ADIDAS - Equipment REJECT CUSTOM	MSRP					20%	n/a			
6	ALL STAR - Equipment REJECT	MSRP									
7	ASICS - Clothing (fabric)	MSRP					10%	10%			
8	ATEC - Equipment REJECT	Dealer									
9	ATHLETIC SPECIALTIES - Equipment REJECT CUSTOM	Dealer			4		+20%	n/a			
10	AUSTIN ATHLETIC - Equipment REJECT	MSRP									
11	BADEN - Equipment REJECT	Dealer									
12	BIKE - Equipment REJECT	MSRP									
13	BRUTE - Clothing (fabric)	MSRP				Dealer Price	+20%	+20%			
14	CANNON - Clothing (fabric) REJECT	Dealer									
15	CLIFF KEEN - Clothing (fabric)	MSRP									
16	COBBLESTONES - Clothing (fabric) REJECT	MSRP					30%	30%			
17	CRAMER - Equipment REJECT	MSRP					5%	n/a			
18	CRONUS - Equipment REJECT	MSRP									
19	DIAMOND - Equipment REJECT	Dealer									
20	DON ALLESON - Clothing (fabric)	MSRP					35%	35%			
21	DUDLEY - Equipment REJECT	MSRP									
22	DYNAMIC - Clothing (fabric)	Dealer									

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Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

Manufacturer		MSRP or Dealer Price as indicate	Gilman Gear			MFAC.LLC			Neff Motivation, Inc.		
			Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
1	AAE - Equipment (track)	MSRP									
2	ABC - Hats (fabric cap) REJECT	MSRP									
3	ADAMS - Equipment	Dealer									
4	ADIDAS - Clothing (fabric)	MSRP									
5	ADIDAS - Equipment REJECT CUSTOM	MSRP									
6	ALL STAR - Equipment REJECT	MSRP									
7	ASICS - Clothing (fabric)	MSRP									
8	ATEC - Equipment REJECT	Dealer									
9	ATHLETIC SPECIALTIES - Equipment REJECT CUSTOM	Dealer									
10	AUSTIN ATHLETIC - Equipment REJECT	MSRP									
11	BADEN - Equipment REJECT	Dealer									
12	BIKE - Equipment REJECT	MSRP									
13	BRUTE - Clothing (fabric)	MSRP									
14	CANNON - Clothing (fabric) REJECT	Dealer									
15	CLIFF KEEN - Clothing (fabric)	MSRP									
16	COBBLESTONES - Clothing (fabric) REJECT	MSRP									
17	CRAMER - Equipment REJECT	MSRP									
18	CRONUS - Equipment REJECT	MSRP									
19	DIAMOND - Equipment REJECT	Dealer									
20	DON ALLESON - Clothing (fabric)	MSRP									
21	DUDLEY - Equipment REJECT	MSRP									
22	DYNAMIC - Clothing (fabric)	Dealer									

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Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

Manufacturer		MSRP or Dealer Price as indicate	Pyramid School Products			Riddell			School Health Corporation		
			Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
1	AAE - Equipment (track)	MSRP									
2	ABC - Hats (fabric cap) REJECT	MSRP									
3	ADAMS - Equipment	Dealer									
4	ADIDAS - Clothing (fabric)	MSRP									
5	ADIDAS - Equipment REJECT CUSTOM	MSRP									
6	ALL STAR - Equipment REJECT	MSRP									
7	ASICS - Clothing (fabric)	MSRP									
8	A TEC - Equipment REJECT	Dealer	MSRP	10%	n/a						
9	ATHLETIC SPECIALTIES - Equipment REJECT CUSTOM	Dealer									
10	AUSTIN ATHLETIC - Equipment REJECT	MSRP									
11	BADEN - Equipment REJECT	Dealer									
12	BIKE - Equipment REJECT	MSRP									
13	BRUTE - Clothing (fabric)	MSRP									
14	CANNON - Clothing (fabric) REJECT	Dealer									
15	CLIFF KEEN - Clothing (fabric)	MSRP		20%	20%						
16	COBBLESTONES - Clothing (fabric) REJECT	MSRP									
17	CRAMER - Equipment REJECT	MSRP							10%	n/a	
18	CRONUS - Equipment REJECT	MSRP									
19	DIAMOND - Equipment REJECT	Dealer									
20	DON ALLESON - Clothing (fabric)	MSRP									
21	DUDLEY - Equipment REJECT	MSRP									
22	DYNAMIC - Clothing (fabric)	Dealer									

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Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

			Sports Supply Group, Inc., dba BSN, Passon's, US Games			Varsity Spirit Fashions/CDT		
Manufacturer		MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
1	AAE - Equipment (track)	MSRP						
2	ABC - Hats (fabric cap) REJECT	MSRP						
3	ADAMS - Equipment	Dealer	1	15%	n/a			
4	ADIDAS - Clothing (fabric)	MSRP		20%	10%			
5	ADIDAS - Equipment REJECT CUSTOM	MSRP		20%	n/a			
6	ALL STAR - Equipment REJECT	MSRP						
7	ASICS - Clothing (fabric)	MSRP					*Varsity Spirit Fashions 10%	*Varsity Spirit Fashions 10%
8	A TEC - Equipment REJECT	Dealer						
9	ATHLETIC SPECIALTIES - Equipment REJECT CUSTOM	Dealer	1	+15%	n/a			
10	AUSTIN ATHLETIC - Equipment REJECT	MSRP						
11	BADEN - Equipment REJECT	Dealer						
12	BIKE - Equipment REJECT	MSRP						
13	BRUTE - Clothing (fabric)	MSRP	Dealer 1	+25%	+35%			
14	CANNON - Clothing (fabric) REJECT	Dealer						
15	CLIFF KEEN - Clothing (fabric)	MSRP	Team Price	0%	+10%			
16	COBBLESTONES - Clothing (fabric) REJECT	MSRP		30%	20%			
17	CRAMER - Equipment REJECT	MSRP						
18	CRONUS - Equipment REJECT	MSRP						
19	DIAMOND - Equipment REJECT	Dealer						
20	DON ALLESON - Clothing (fabric)	MSRP		35%	25%			
21	DUDLEY - Equipment REJECT	MSRP						
22	DYNAMIC - Clothing (fabric)	Dealer	1	20%	10%			

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Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

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			10-S Tennis Supply			Allen Sports Center			Aluminum Athletic Equipment Co.		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise	
23	EASTON - Equipment REJECT	Dealer									
24	FIBERSPORT - Equipment REJECT	MSRP									
25	GAME WEAR TEAM SPORTS - Clothing REJECT	MSRP									
26	GAME WEAR TEAM SPORTS - Equipment REJECT	MSRP									
27	GEAR 2000 LTD - Equipment REJ CUSTOM	Dealer									
28	GILL - Equipment (track) REJ CUSTOM	MSRP				5%	n/a				
29	GILMAN - Equipment REJ CUSTOM	MSRP									
30	GORILLA GRIP - Equipment REJECT	MSRP									
31	HOLLOWAY - Clothing (fabric)	MSRP				32%	32%				
32	HOLLYWOOD - Equipment REJECT	MSRP									
33	KUDZU - Hats (fabric cap) REJECT	MSRP									
34	JUGS - Equipment REJECT	MSRP									
35	KWIK GOAL - Equipment REJ CUSTOM	MSRP									
36	MACGREGOR - Equipment REJ CUSTOM	MSRP		5%							
37	M - F Athletics - Equipment (track) REJECT	MSRP									
38	MBM - Equipment REJECT	MSRP									
39	MAJESTIC ATHLETIC - Clothing (fabric)	MSRP				32%	32%				
40	MATMAN - Clothing (fabric)	MSRP				30%	30%				
41	MIKASSA - Equipment REJECT	Dealer									
42	NEW ERA - Hats (fabric cap) REJECT	MSRP									
43	NIKE - Clothing (fabric)	MSRP									

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			Gilman Gear			MFAC.LLC			Neff Motivation, Inc.		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise	
23	EASTON - Equipment REJECT	Dealer									
24	FIBERSPORT - Equipment REJECT	MSRP									
25	GAME WEAR TEAM SPORTS - Clothing REJECT	MSRP									
26	GAME WEAR TEAM SPORTS - Equipment REJECT	MSRP									
27	GEAR 2000 LTD - Equipment REJ CUSTOM	Dealer									
28	GILL - Equipment (track) REJ CUSTOM	MSRP					*10%				
29	GILMAN - Equipment REJ CUSTOM	MSRP		5%							
30	GORILLA GRIP - Equipment REJECT	MSRP									
31	HOLLOWAY - Clothing (fabric)	MSRP									
32	HOLLYWOOD - Equipment REJECT	MSRP									
33	KUDZU - Hats (fabric cap) REJECT	MSRP									
34	JUGS - Equipment REJECT	MSRP									
35	KWIK GOAL - Equipment REJ CUSTOM	MSRP									
36	MACGREGOR - Equipment REJ CUSTOM	MSRP									
37	M - F Athletics - Equipment (track) REJECT	MSRP									
38	MBM - Equipment REJECT	MSRP									
39	MAJESTIC ATHLETIC - Clothing (fabric)	MSRP									
40	MATMAN - Clothing (fabric)	MSRP									
41	MIKASSA - Equipment REJECT	Dealer									
42	NEW ERA - Hats (fabric cap) REJECT	MSRP									
43	NIKE - Clothing (fabric)	MSRP									

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			Pyramid School Products			Riddell			School Health Corporation		
Manufacturer		MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
23	EASTON - Equipment	REJECT	Dealer								
24	FIBERSPORT - Equipment	REJECT	MSRP								
25	GAME WEAR TEAM SPORTS - Clothing	REJECT	MSRP								
26	GAME WEAR TEAM SPORTS - Equipment	REJECT	MSRP								
27	GEAR 2000 LTD - Equipment	REJ CUSTOM	Dealer								
28	GILL - Equipment (track)	REJ CUSTOM	MSRP								
29	GILMAN - Equipment	REJ CUSTOM	MSRP								
30	GORILLA GRIP - Equipment	REJECT	MSRP								
31	HOLLOWAY - Clothing (fabric)		MSRP								
32	HOLLYWOOD - Equipment	REJECT	MSRP								
33	KUDZU - Hats (fabric cap)	REJECT	MSRP								
34	JUGS - Equipment	REJECT	MSRP		15%		n/a				
35	KWIK GOAL - Equipment	REJ CUSTOM	MSRP		20%		n/a				
36	MACGREGOR - Equipment	REJ CUSTOM	MSRP								
37	M - F Athletics - Equipment (track)	REJECT	MSRP								
38	MBM - Equipment	REJECT	MSRP								
39	MAJESTIC ATHLETIC - Clothing (fabric)		MSRP								
40	MATMAN - Clothing (fabric)		MSRP		20%		20%				
41	MIKASSA - Equipment	REJECT	Dealer	MSRP	20%		n/a				
42	NEW ERA - Hats (fabric cap)	REJECT	MSRP								
43	NIKE - Clothing (fabric)		MSRP								

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			Sports Supply Group, Inc., dba BSN, Passon's, US Games			Varsity Spirit Fashions/CDT		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise	
23	EASTON - Equipment REJECT	Dealer						
24	FIBERSPORT - Equipment REJECT	MSRP						
25	GAME WEAR TEAM SPORTS - Clothing REJECT	MSRP						
26	GAME WEAR TEAM SPORTS - Equipment REJECT	MSRP						
27	GEAR 2000 LTD - Equipment REJ CUSTOM	Dealer	1	20%	n/a			
28	GILL - Equipment (track) REJ CUSTOM	MSRP						
29	GILMAN - Equipment REJ CUSTOM	MSRP						
30	GORILLA GRIP - Equipment REJECT	MSRP						
31	HOLLOWAY - Clothing (fabric)	MSRP		25%	15%	*Varsity Spirit Fashions 10%	*Varsity Spirit Fashions 10%	
32	HOLLYWOOD - Equipment REJECT	MSRP						
33	KUDZU - Hats (fabric cap) REJECT	MSRP						
34	JUGS - Equipment REJECT	MSRP						
35	KWIK GOAL - Equipment REJ CUSTOM	MSRP						
36	MACGREGOR - Equipment REJ CUSTOM	MSRP		*10%	n/a			
37	M - F Athletics - Equipment (track) REJECT	MSRP						
38	MBM - Equipment REJECT	MSRP						
39	MAJESTIC ATHLETIC - Clothing (fabric)	MSRP		20%	10%			
40	MATMAN - Clothing (fabric)	MSRP	Team Dealer Price	0%	+10%			
41	MIKASSA - Equipment REJECT	Dealer						
42	NEW ERA - Hats (fabric cap) REJECT	MSRP						
43	NIKE - Clothing (fabric)	MSRP		*30%	20%	*Varsity Spirit Fashions 10%	*Varsity Spirit Fashions 10%	

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				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
44	PORT-A-PIT - Equip. (track) REJ CUSTOM	MSRP									
45	POWERS - Clothing (fabric) REJECT	MSRP									
46	PRO DOWN - Equipment REJ CUSTOM	MSRP									
47	PROLINE - Hats (fabric cap) REJECT	Dealer									
48	RAWLINGS - Clothing (fabric)	MSRP					30%	30%			
49	RAWLINGS - Equipment REJ CUSTOM	MSRP					30%	n/a			
50	RECORDMASTER - Equipment REJECT	MSRP									
51	REEBOK - Clothing (fabric) REJECT	MSRP									
52	REUSCH - Clothing (fabric) REJECT	MSRP									
53	RICHARDSON - Hats (fabric cap)	Dealer				MSRP	25%	25%			
54	RIDDELL - Clothing (fabric)	MSRP									
55	RIDDELL - Equipment REJECT CUSTOM	MSRP									
56	RIDDELL - Helmets(football) REJ CUSTOM	MSRP									
57	ROCKER - Equipment (track) REJECT	MSRP									
58	ROGERS ATHLETIC CO. REJECT	MSRP									
59	ROXXI - Hats (fabric cap) REJECT	MSRP									
60	RUSSELL - Clothing (fabric) REJ CUSTOM	MSRP					25%				
61	SCHUTT - Equipment REJ CUSTOM	Dealer				4	+25%	n/a			
62	SCHUTT - Helmets (football) REJECT	Dealer				4	+25%	n/a			
63	SPALDING - Equipment REJECT	MSRP									
64	SPEEDLINE - Clothing (fabric)	MSRP					*20%	20%			
65	SPORTS BELLE Clothing (fabric) REJECT	MSRP									
66	M. J. SOFFE - Clothing (fabric)	Dealer									
67	STEELEX - Equipment REJECT	MSRP									
68	TACHIKARA - Equipment REJ CUSTOM	Dealer				4	+25%	n/a			
69	TONIX - Clothing (fabric) REJ CUSTOM	MSRP					30%	n/a			

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46	PRO DOWN - Equipment REJ CUSTOM	MSRP									
47	PROLINE - Hats (fabric cap) REJECT	Dealer									
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49	RAWLINGS - Equipment REJ CUSTOM	MSRP									
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54	RIDDELL - Clothing (fabric)	MSRP									
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57	ROCKER - Equipment (track) REJECT	MSRP									
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64	SPEEDLINE - Clothing (fabric)	MSRP									
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			Pyramid School Products			Riddell			School Health Corporation		
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53	RICHARDSON - Hats (fabric cap)	Dealer									
54	RIDDELL - Clothing (fabric)	MSRP					20%	25%			
55	RIDDELL - Equipment REJECT CUSTOM	MSRP					*15%				
56	RIDDELL - Helmets(football) REJ CUSTOM	MSRP					*5%				
57	ROCKER - Equipment (track) REJECT	MSRP									
58	ROGERS ATHLETIC CO. REJECT	MSRP									
59	ROXXI - Hats (fabric cap) REJECT	MSRP									
60	RUSSELL - Clothing (fabric) REJ CUSTOM	MSRP									
61	SCHUTT - Equipment REJ CUSTOM	Dealer									
62	SCHUTT - Helmets (football) REJECT	Dealer									
63	SPALDING - Equipment REJECT	MSRP									
64	SPEEDLINE - Clothing (fabric)	MSRP									
65	SPORTS BELLE Clothing (fabric) REJECT	MSRP									
66	M. J. SOFFE - Clothing (fabric)	Dealer									
67	STEELEX - Equipment REJECT	MSRP									
68	TACHIKARA - Equipment REJ CUSTOM	Dealer	MSRP	20%	n/a						
69	TONIX - Clothing (fabric) REJ CUSTOM	MSRP									

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			Sports Supply Group, Inc., dba BSN, Passon's, US Games			Varsity Spirit Fashions/CDT		
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			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise	
44	PORT-A-PIT - Equip. (track) REJ CUSTOM	MSRP		10%	n/a*			
45	POWERS - Clothing (fabric) REJECT	MSRP						
46	PRO DOWN - Equipment REJ CUSTOM	MSRP		10%	n/a*			
47	PROLINE - Hats (fabric cap) REJECT	Dealer						
48	RAWLINGS - Clothing (fabric)	MSRP		35%	25%			
49	RAWLINGS - Equipment REJ CUSTOM	MSRP		*35%	n/a			
50	RECORDMASTER - Equipment REJECT	MSRP						
51	REEBOK - Clothing (fabric) REJECT	MSRP						
52	REUSCH - Clothing (fabric) REJECT	MSRP						
53	RICHARDSON - Hats (fabric cap)	Dealer	3	+30%	+30%			
54	RIDDELL - Clothing (fabric)	MSRP						
55	RIDDELL - Equipment REJECT CUSTOM	MSRP						
56	RIDDELL - Helmets(football) REJ CUSTOM	MSRP						
57	ROCKER - Equipment (track) REJECT	MSRP						
58	ROGERS ATHLETIC CO. REJECT	MSRP						
59	ROXXI - Hats (fabric cap) REJECT	MSRP						
60	RUSSELL - Clothing (fabric) REJ CUSTOM	MSRP						
61	SCHUTT - Equipment REJ CUSTOM	Dealer						
62	SCHUTT - Helmets (football) REJECT	Dealer						
63	SPALDING - Equipment REJECT	MSRP						
64	SPEEDLINE - Clothing (fabric)	MSRP		n/a	25%			
65	SPORTS BELLE Clothing (fabric) REJECT	MSRP						
66	M. J. SOFFE - Clothing (fabric)	Dealer	1	+10%	+20%			
67	STEELEX - Equipment REJECT	MSRP						
68	TACHIKARA - Equipment REJ CUSTOM	Dealer						
69	TONIX - Clothing (fabric) REJ CUSTOM	MSRP						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

			10-S Tennis Supply			Allen Sports Center			Aluminum Athletic Equipment Co.			
Manufacturer			MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
					Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
70	UCS - Equipment (track)	REJ CUSTOM	MSRP									
71	UHLSPORT - Equipment	REJECT	MSRP									
72	UMBRO - Clothing (fabric)	REJECT	MSRP									
73	UNIVERSAL - Clothing (fabric)		Dealer									
74	WASTON - Equipment	REJECT	MSRP									
75	WILSON - Clothing (fabric)		MSRP					30%	30%			
76	WILSON - Equipment		MSRP		5%			30%	n/a			
77	WORTH - Equipment	REJECT CUSTOM	Dealer									
78	Additional Mfr:		Circle: MSRP or Dealer					Under Armour 30%	30%			
	Additional Mfr:		MSRP or Dealer									
	Additional Mfr:		MSRP or Dealer									
Clothing sizes considered standard:						S M L XL XXL						
Clothing sizes considered non-standard:						XXL XXXL XXXXL XXXXXL						
Addl cost per manufacturer for non-standard sizes:						10%						
VENDOR SERVICE REPRESENTATIVE						Jeff Sourbeer			E. Merritt Lentz, V.P./Sales			
Contact during regular hours:												
Name:			Ellen Smart			Jeff Sourbeer			Aluminum Athletic Equipment Co.			
Address:			1400 NW 13th Avenue Pompano Beach, FL 33069			6585 Seminole Boulevard Seminole, FL 33772			1000 Enterprise Drive Royersford, PA 19468			
Phone Number:			800-247-3917			941-720-0572			800-523-5471			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

			Gilman Gear			MFAC.LLC			Neff Motivation, Inc.		
Manufacturer		MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
70	UCS - Equipment (track) REJ CUSTOM	MSRP					10%				
71	UHLSPORT - Equipment REJECT	MSRP									
72	UMBRO - Clothing (fabric) REJECT	MSRP									
73	UNIVERSAL - Clothing (fabric)	Dealer									
74	WASTON - Equipment REJECT	MSRP									
75	WILSON - Clothing (fabric)	MSRP									
76	WILSON - Equipment	MSRP									
77	WORTH - Equipment REJECT CUSTOM	Dealer									
78	Additional Mfr:	Circle: MSRP or Dealer				MSRP	M-F Athletic 10%		MSRP		Neff Motivation, Inc. -5%
	Additional Mfr:	MSRP or Dealer									
	Additional Mfr:	MSRP or Dealer									
Clothing sizes considered standard:									S M L XL XXL XXXL		
Clothing sizes considered non-standard:									XXXXL XXXXXL		
Addl cost per manufacturer for non-standard sizes:									\$4.00 Upcharge		
VENDOR SERVICE REPRESENTATIVE						Jenn Lachapelle					
Contact during regular hours:											
Name:			Neil Gilman			Jenn Lachapelle			Gregg Hiller		
Address:			30 Gilman Road Gilman , CT 06336			11 Amflex Drive Cranston, RI 02921			445 South 12th Street, Apartment 904 Tampa, FL 33602		
Phone Number:			800-243-0398			800-556-7464			937-417-7588, Fax 813-500-5453		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

			Pyramid School Products			Riddell			School Health Corporation		
Manufacturer		MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
				Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
70	UCS - Equipment (track)	REJ CUSTOM	MSRP								
71	UHLSPORT - Equipment	REJECT	MSRP								
72	UMBRO - Clothing (fabric)	REJECT	MSRP								
73	UNIVERSAL - Clothing (fabric)		Dealer								
74	WASTON - Equipment	REJECT	MSRP								
75	WILSON - Clothing (fabric)		MSRP								
76	WILSON - Equipment		MSRP	MSRP	20% Award only Tennis & Badminton	20% Award only Tennis & Badminton					
77	WORTH - Equipment	REJECT CUSTOM	Dealer	MSRP	20%	n/a					
78	Additional Mfr:		Circle: MSRP or Dealer	MSRP	Champion Sports 25%	n/a					
	Additional Mfr:		MSRP or Dealer								
	Additional Mfr:		MSRP or Dealer								
Clothing sizes considered standard:			S M L XL			S M L XL XXL					
Clothing sizes considered non-standard:			XXL XXXL XXXXL XXXXXL			XXXL XXXXL XXXXXL					
Addl cost per manufacturer for non-standard sizes:			10%			5%					
VENDOR SERVICE REPRESENTATIVE			Adrain Barton								
Contact during regular hours:											
Name:			Neil Gilman			Mark Swanson			Scott Jacobson		
Address:			30 Gilman Road Gilman , CT 06336			Naples, FL			865 Muirfield Drive Hanover Park, IL 60133		
Phone Number:			800-792-2644			239-784-6199			800-323-1305		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

			Sports Supply Group, Inc., dba BSN, Passon's, US Games			Varsity Spirit Fashions/CDT		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise	
70	UCS - Equipment (track) REJ CUSTOM	MSRP						
71	UHLSPORT - Equipment REJECT	MSRP						
72	UMBRO - Clothing (fabric) REJECT	MSRP						
73	UNIVERSAL - Clothing (fabric)	Dealer	1	+20%	+30%			
74	WASTON - Equipment REJECT	MSRP						
75	WILSON - Clothing (fabric)	MSRP		35%	25%			
76	WILSON - Equipment	MSRP		*15%	n/a			
77	WORTH - Equipment REJECT CUSTOM	Dealer						
78	Additional Mfr:	Circle: MSRP or Dealer	Off catalog	*BSN Sports/OTS 10%	n/a	*Varsity Spirit Fashions/CDT 10%	*Varsity Spirit Fashions/CDT 10%	
	Additional Mfr:	MSRP or Dealer		Under Armour 20%	Under Armour 10%			
	Additional Mfr:	MSRP or Dealer	MSRP	Champion Athletic 20%	Champion Athletic 10%			
Clothing sizes considered standard:			S M L XL			YS YM YL XS S M L XL XXL		
Clothing sizes considered non-standard:			XXL XXXL XXXXL XXXXXL			XXXL XXXXL XXXXXL		
Addl cost per manufacturer for non-standard sizes:			2XL-5XL 15%			Costs vary depending upon what is ordered.		
VENDOR SERVICE REPRESENTATIVE			Jack Simon					
Contact during regular hours:						8 am - 5 pm (C.S.T.)		
Name:			Jack Simon			Cathy Ray - Bid Coordinator		
Address:			3615 Orangepointe Road			6745 Lenox Center Court, Suite 300 Attn: Bid Dept.		
			Valrico, FL 33596			Memphis, TN 38115		
Phone Number:			813-245-2757			800-533-8022 x 5827		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

		10-S Tennis Supply			Allen Sports Center			Aluminum Athletic Equipment Co.		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
Contact during after hours, weekends, holidays:										
Name:		Ellen Smart			Jeff Sourbeer			E. Merritt Lentz, V.P./Sales		
Address:		1400 NW 13th Avenue Pompano Beach, FL 33069			6585 Seminole Boulevard Seminole, FL 33772			1000 Enterprise Drive Royersford, PA 19468		
Phone Number:		800-247-3917			941-720-0572			800-523-5471		
Notes					Allen Sports Center is the exclusive selling agent for Speedline Athletic Wear in Sarasota County, FL.			Use AAE Bid Ref. No. 110466 when ordering. Item 1: Exceptions: Crossbars, Vaulting Poles, The Multi-Purpose Tower, Pit Form Systems, Donkey Press Box.		
Contact		Ellen Smart			Don Bates			E. Merritt Lentz, V.P./Sales		
Address		1400 NW 13th Avenue Pompano Beach, FL 33069			6585 Seminole Boulevard Seminole, FL 33772			1000 Enterprise Drive Royersford, PA 19468		
Phone		800-247-3907			727-397-0421			800-523-5471		
Fax		954-969-5451			727-392-8574			610-825-2378		
Federal I.D.		592138496			591773377			232270684		
Email		sales@10-s.com			dbates@allensports.biz			merritt.lentz@myaaeworld.com		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

		Gilman Gear			MFAC.LLC			Neff Motivation, Inc.		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
Contact during after hours, weekends, holidays:										
Name:		Neil Gilman			Holly Thompson			Gregg Hiller		
Address:		30 Gilman Road Gilman , CT 06336			11 Amflex Drive Cranston, RI 02921			445 South 12th Street, Apartment 904 Tampa, FL 33602		
Phone Number:		860-798-7093 Cell			800-667-9363			937-417-7588, Fax 813-500-5453		
Notes					10% Catalog Discount does not include: Sale prices, special promos, & the following items: pits, pit covers, hurdles, equip. carts, cages, standards, steeplechase barriers, clocks, timing & finish line systems, rubber mats, benches, bleachers, field marking paint, curbing, excercise bicycles, treadmills, goals, computer software, weight equipment, in-ground equipment & turf armor.					
Contact		Neil Gilman			Jenn Lachapelle			Betsy Hesson		
Address		30 Gilman Road Gilman, CT 06336			11 Amflex Drive Cranston, RI 02921			645 Pine Street, PO Box 218 Greenville, OH 45331		
Phone		800-243-0398			800-556-7464			800-232-6333		
Fax		860-823-1859			800-682-6950			800-544-9030		
Federal I.D.		060623419			262148521			344377440		
Email		neil@gilmangear.com			mfathletic@mfalthetic.com			bhesson@neffco.com		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

		Pyramid School Products			Riddell			School Health Corporation		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
Contact during after hours, weekends, holidays:		n/a								
Name:					Mark Swanson			Damian Dollard		
Address:					Naples, FL			5908 Falconside Road Lithia, FL 33547		
Phone Number:					239-784-6199			813-234-4924		
Notes		Use Bid Ref. No. 11-0023 (SarasotaCoSB) on all POs.			Vendor Bid No. 112764 must appear on all POs. We are the sole source for Riddell branded football, baseball/softball or lacrosse equipment. Adult Riddell products can only be purchased through local Riddell sales rep. Item 55: Outside vendor product excluded. Item 56: Unless specified in bid docs, add \$15 for each XL size helmet & \$8 for each Hi-gloss/metallic paint, special facemask and/or hard cup chin strap.			Reference bid #1873577 when placing orders.		
Contact		Adrain Barton			James Brady			Scott Jacobson		
Address		6510 North 54th Street			669 Sugar Lane			865 Muirfield Drive		
		Tampa, FL 33610			Elyria, OH 44035-6309			Hanover Park, IL 60133		
Phone		800-792-2644			440-366-8225			800-323-1305		
Fax		813-621-7688			440-366-0041			800-235-1305		
Federal I.D.		590932660			341688715			362425385		
Email		bids@pyramidsp.com			jbrady@riddellsales.com			bids@schoolhealth.com		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation: Athletic Clothing and Equipment - Bid #11-0023

Bid Opening: April 14, 2011 - 2:00 p.m.

		Sports Supply Group, Inc., dba BSN, Passon's, US Games			Varsity Spirit Fashions/CDT		
Manufacturer	MSRP or Dealer Price as indicate	Dealer Price List (1-4)	% Discount from MSRP or Dealer Price		Dealer Price List (1-4)	% Discount from MSRP or Dealer Price	
			Stock Merchandise	Customized Merchandise		Stock Merchandise	Customized Merchandise
Contact during after hours, weekends, holidays:							
Name:		Jack Simon			Atali Maruri, Local Sales Rep.		
Address:		3615 Orangepointe Road			%6745 Lenox Center Court, Suite 300 Attn: Bid Dept.		
		Valrico, FL 33596			Memphis, TN 38115		
Phone Number:		813-245-2757			239-440-8890		
Notes		Use Bid Log ID #3065513-2011 or SCBS Bid #11-0023 on POs. Item 36, 44, 46: These brand names appear exclusively in the BSN/OTS catalog and do not produce individual catalogs. Item 43: Designated by Nike as sole providers of Nike footwear, uniforms, apparel & equip. in Sarasota County. Items 49, 76: 10% discount on balls. Item 78: Exceptions to discount-see attached list. Internet & Catalog Promos (offers & certificates) cannot be used with bid pricing.			Items 7, 31, 43, 78: Free S/H. Delivery depends on when order is received/processed & availability.		
Contact		William Rusnak			Cathy Ray		
Address		PO Box 49			6745 Lenox Center Court, Suite 300 Attn: Bid Dept.		
		Jenkintown, PA 19046			Memphis, TN 38115		
Phone		800-445-9446			800-533-8022 x 5827		
Fax		800-523-5112			800-218-0818 (Attn: C. Ray-Bid Dept.)		
Federal I.D.		222795073			411459853		
Email		passonsbid@sportssupplygroup.com			oebids@varsityspirit.com		
		Recorded by: Peggy Long			Witnessed by: Joyce Haney		

ATHLETIC CLOTHING AND EQUIPMENT - BID #11-0023

JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

ITEM #	MANUFACTURER	VENDOR	REASON FOR NOT AWARDING
2.	ABC		Reject item. No bids were received.
5.	ADIDAS - Custom		Reject custom category. No bids were received.
	ADIDAS - Stock	Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	Tie Bid. Awarded to Allen's Sports Center per tie bid specifications.
6.	ALL STAR		Reject item. No bid were received.
7.	ASICS - Custom & Stock	Varsity Spirit Fashions/CDT	Vendor bid alternate manufacturer for ASICS category.
8.	ATEC - Custom		Reject custom category. No bids were received.
	ATEC - Stock	Pyramid School Products	Vendor submitted list pricing, but did not submit a manufacturer's catalog as required per bid specification. Reject item. No other bids were received.
9.	ATHLETIC SPECIALTIES - Custom		Reject custom category. No bids were received.
10.	AUSTIN ATHLETIC		Reject item. No bids were received.
11.	BADEN		Reject item. No bids were received.
12.	BIKE		Reject item. No bids were received.
14.	CANNON		Reject item. No bids were received.
16.	COBBLESTONE	Allen Sports Center	Vendors did not submit a manufacturer's catalog with pricing or dealer's price list as required per the bids specification. Reject item. No other bids were received.
		Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	
17.	CRAMER - Stock	School Health Corporation	Vendor submitted Sports Medicine catalog; did not submit a manufacturer's catalog with pricing or dealer's price list for Cramer as required per the bid specification.
		Allen Sports Center	Vendors did not submit a manufacturer's catalog with pricing or dealer's price list as required per the bids specification. Reject stock category. No other bids were received.
	CRAMER - Custom		Reject custom category. No bids were received.
18.	CRONUS		Reject item. No bids were received.
19.	DIAMOND		Reject item. No bids were received.
20.	DON ALLESON - Stock	Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	Tie Bid. Awarded to Allen's Sports Center per tie bid specifications.

ATHLETIC CLOTHING AND EQUIPMENT - BID #11-0023

JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

ITEM #	MANUFACTURER	VENDOR	REASON FOR NOT AWARDING
21.	DUDLEY		Reject item. No bids were received.
23.	EASTON		Reject item. No bids were received.
24.	FIBERSPORT		Reject item. No bids were received.
25.	GAME WEAR TEAM SPORTS - Clothing		Reject item. No bids were received.
26.	GAME WEAR TEAM SPORTS - Equipment		Reject item. No bids were received.
27.	GEAR 2000 LTD. - Custom		Reject custom category. No bids were received.
28.	GILL - Custom		Reject custom category. No bids were received.
29.	GILMAN - Custom		Reject custom category. No bids were received.
30.	GORILLA GRIP		Reject item. No bids were received.
31.	HOLLOWAY	Varsity Spirit Fashions/CDT	Vendor bid alternate manufacturer for Holloway category.
32.	HOLLYWOOD		Reject item. No bids were received.
33.	KUDZU		Reject item. No bids were received.
34.	JUGS - Stock	Pyramid School Products	Vendor did not submit a manufacturer's catalog with pricing or dealer's price list as required per the bids specification. Reject stock category. No other bids were received.
	JUGS - Custom		Reject custom category. No bids were received.
35.	KWIK GOAL - Custom		Reject custom category. No bids were received.
36.	MACGREGOR - Custom		Reject custom category. No bids were received.
37.	M - F Athletics		Reject item. No bids were received.
38.	MBM		Reject item. No bids were received.
40.	Matman	Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	Unable to evaluate price as vendor did not submit a manufacturer's catalog with pricing or dealer's price list as required per the bid specification.
41.	MiKASSA - Stock	Pyramid School Products	Vendor submitted list pricing, but did not submit a manufacturer's catalog as required per bid specification. Reject item. No other bids were received.
	MIKASSA - Custom		Reject custom category. No bids received.
42.	NEW ERA		Reject item. No bids were received.

ATHLETIC CLOTHING AND EQUIPMENT - BID #11-0023

JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

ITEM #	MANUFACTURER	VENDOR	REASON FOR NOT AWARDING
43.	NIKE - Clothing	Varsity Spirit Fashions/CDT	Vendor bid alternate manufacturer for Nike category.
44.	PORT-A-PIT - Custom		Reject custom category. No bids were received.
45.	POWERS		Reject item. No bids were received.
46.	PRO DOWN - Custom		Reject custom category. No bids were received.
47.	PROLINE		Reject item. No bids were received.
48.	RAWLINGS - Custom	Allen Sports Center	Vendor did not submit a manufacturer's price list with the submitted catalog.as required per the bids specification.
49.	RAWLINGS - Custom		Reject custom category. No bids were received.
50.	RECORDMASTER		Reject item. No bids were received.
51.	REEBOK		Reject item. No bids were received.
52.	REUSCH		Reject item. No bids were received.
53.	RICHARDSON	Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	Unable to evaluate price as vendor did not submit a dealer's price list as bid; only submitted MSRP pricing in catalog.
55.	RIDDELL - Equipment - Custom		Reject custom category. No bids were received.
56.	RIDDELL - Helmets (football) - Custom		Reject custom category. No bids were received.
57.	ROCKER		Reject item. No bids were received.
58.	ROGERS ATHETIC CO.		Reject item. No bids were received.
59.	ROXXI		Reject item. No bids were received.
60.	RUSSELL - Custom		Reject custom category. No bids were received.
61.	SCHUTT - Equipment - Custom		Reject custom category. No bids were received.
62.	SCHUTT - Helmets (football) Stock	Allen Sports Center	Vendor did not submit a manufacturer's price list or dealer's price list with catalog submitted as required per the bids specification. Reject item. No other bids were received.
	SCHUTT - Helmets (football) Custom		Reject custom category. No bids were received.
63.	SPALDING		Reject item. No bids were received.

ATHLETIC CLOTHING AND EQUIPMENT - BID #11-0023

JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

ITEM #	MANUFACTURER	VENDOR	REASON FOR NOT AWARDING
64.	SPEEDLINE - Custom	Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	Vendor did not submit a manufacturer's catalog with pricing or dealer's price list as required per the bids specification.
65.	SPORTS BELLE		Reject item. No bids were received.
67.	STEELEX		Reject item. No bids were received.
68.	TACHIKARA - Stock	Pyramid School Products	Unable to evaluate pricing as vendor did not submit a catalog with MSRP or dealer's price list as required per the bid specifications.
	TACHIKARA - Custom		Reject custom category. No bids were received.
69.	TONIX - Custom		Reject custom category. No bids were received.
70.	UCS - Custom		Reject custom category. No bids were received.
71.	UHLSPORT		Reject item. No bids were received.
72.	UMBRO		Reject item. No bids were received.
74.	WASTON		Reject item. No bids were received.
76.	WILSON - Equipment - Stock	Allen Sports Center	Vendor submitted a catalog for equipment; did not include pricing or dealer's price list for Wilson equipment as required per the bid specification.
		Sports Supply Group, Inc., dba BSN, Passon's, U.S. Games	Vendor did not submit a manufacturer's catalog with pricing or dealer's price list as required per the bids specification.
77.	WORTH - Custom		Reject custom category. No bids were received.