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# UNIVERSITY CONTRACT AWARD

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DATE ISSUED: December 8, 2016

COMMODITY: Promotional Supplies and Apparel

AWARD #: UC-17-JL101515 (see below for Vendor-specific Award numbers)

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For: University of Connecticut, University of Connecticut Health, and Connecticut Colleges Purchasing Group Member Institutions

Procurement Contact: Michael Franklin, Jr., Purchasing Agent II  
(860) 486-4970, [michael.franklin\\_jr@uconn.edu](mailto:michael.franklin_jr@uconn.edu)

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## PART 1: KEY TERMS OF AWARD

1. The University will submit purchase orders or remit payment via PCard. All invoices and packing slips must reference the purchase order number. All PCard transactions must occur in accordance with the PCard Program's requirements, guidelines, and restrictions. Category 3 items are not permitted in the PCard.
2. The term shall be from December 8, 2016 through November 30, 2019 with the option to extend for up to two (2) one (1) year terms or parts thereof.
3. Delivery shall be F.O.B. Destination. Shipping charges shall be allowed but are exempt from the Contractor Cost Plus Percentage Markup.
4. All quotes must include a unit cost, quantity and extended cost on formal letterhead and must include total purchase price, in addition to the Contractor Cost and the Cost Plus Percentage Markup and all pricing per Part 5 of this document.
5. "Contractor Cost" shall mean the cost of goods including any directly related costs such as embellishment services, setup fees, art charges, proof charges, PMS matching charges, and other costs assessed by the item manufacturer/supplier. Contractor Cost specifically excludes Shipping Charges and any royalties.
6. "Shipping Charges" shall mean any cost for shipping from the Contractor's supplier to the University or from a Contractor's supplier to another Contractor's supplier, and any other handling fees and packaging charges associated specifically with the shipment of product.
7. Vendors must respond to requests for quotations within one (1) business day.
8. Vendors must provide sample items to the requestors no more than five (5) business days from the date they are requested. Samples will be at no additional charge unless the person requesting the sample retains possession of sample for a period exceeding ten (10) business days. At that point an invoice will be furnished to the department, unless the department requests an additional five (5) day period. The vendor shall be responsible for the cost of ground shipping of samples to and from the University.
9. All Awardees must be licensed as an Internal Campus Supplier with the University's licensing partner, Collegiate Licensing Company ("CLC"). Said license must be renewed annually. The nominal fee related to securing said license shall be the sole responsibility of the Awardee.
10. All Awardees shall be required to utilize a standalone CLC solution which monitors and approves the usage of University marks on branded promotional products. All promotional products and apparel produced pursuant to this Award shall be subject to this review and approval process.
11. Awardees within Category 4 must maintain a valid SBE/MBE certification for the duration of the contract, inclusive of extensions. Any firm whose qualifications prevent them from maintaining the requisite SBE/MBE certification and secured an Award in the category which requires such certification shall have their Award terminated unless sufficient remedies, as determined in the sole opinion of the University, are taken to re-establish their status as an SBE/MBE firm.

## **PART 2: USING THIS CONTRACT AWARD**

1. This Award includes two categories of service:
  - a. Category 3, Apparel and Imprinting & Embroidery on Apparel provided by the Vendor
    - i. Examples of apparel include but are not limited to T-shirts, sweatshirts, jackets, and polo shirts. There are no restrictions on the types of apparel to be made available pursuant to this Award.
    - ii. Prices quoted shall be based on a percentage markup from Contractor Cost for the apparel, and either a fixed price or percentage markup from Contractor Cost for the embellishment.
    - iii. Each Contractor's percentage markup for apparel and percentage markup or fixed cost for embellishment is outlined in Part 5 of this document.
  - b. Category 4, Promotional Items, CT DAS SBE/MBE Firms: This category includes any novelty items or promotional items available to the vendor and consistent with the scope of the Request for Proposal. This category excludes items within the scope of Category 3.
    - i. Prices quoted shall be based on a percentage markup from Contractor Cost.
    - ii. Each Contractor's percentage markup for promotional items is outlined in Part 5 of this document.
  - c. Category 5: Promotional Items, Non-CT DAS SBE/MBE Firms Vendors: This category includes any novelty items or promotional items available to the vendor and consistent with the scope of the Request for Proposal. This category excludes items within the scope of Category 3.
    - i. Prices quoted shall be based on a percentage markup from Contractor Cost.
    - ii. Each Contractor's percentage markup for promotional items is outlined in Part 5 of this document.
2. The University will use this contract as its primary source for the goods and services within scope of this award. Procurement Services and the Office of Trademark Licensing & Branding will allow for a one (1) month transitional period, ending on January 1, 2017. Following completion of the transition period, the University departments will only be permitted to use UC-17-JL101515 vendors due to licensing requirements. Any inquiries related to this requirement should be directed to the Procurement Contact noted on page 1 of this document.
3. Usage of Division of Athletics Marks (such as the Husky Dog) require written permission from the Office of Trademark Licensing and Branding. Securing this permission is the sole responsibility of the department making the purchase.
4. Although not required, Procurement Services strongly recommends soliciting quotes from multiple awardees within the appropriate category to ensure the most competitive price. This can be accomplished by:
  - a. Sending one email to a number of awardees citing the Award # noted in Part 3, requesting a quote. To help target the vendors' searches, departments may want to include details such in the body of the email and provide as much detail as you can for the item you are looking for: For example: You would like a quote for 1,000 lanyards, color royal blue, j-hook, "Your Department" imprinted with white lettering. Need delivery in 4 weeks. Include your name, email and phone number.
  - b. Upon receipt of the requested quotes, review them against the specific Vendor's price schedule in Part 5 to ensure you are being quoted the correct price. It is recommended that the University department go with the lowest total cost that meets your business need.
5. All of the Vendors will provide you with any type of assistance you need. Feel free to ask them for suggestions or creative ideas for your event or the particular reason you need an item.
6. Vendors will provide catalogs upon request. Some catalogs are printed and others are in an electronic format.

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## **PART 3: AWARDEES**

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### **Category 3: Apparel and Imprinting & Embroidery on Apparel provided by the Vendor**

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- Ad – Merica
- Barker Specialty Company
- Bay State Apparel
- Darter Specialties
- John Michael Associates
- PrintabiliTees
- Silver Screen Design
- The Branding Company
- Victor Advertising Service, LLC

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### **Category 4: Promotional Items, CT DAS SBE/MBE Firms**

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- Ad - Merica
- Barker Specialty Company
- Connecticut Advertising Services
- Darter Specialties
- John Michael Associates
- Presto Print II, Inc.
- The Perfect Promotion
- Signature Marketing Group
- Victor Advertising Service, LLC

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### **Category 5: Promotional Items, Non-CT DAS SBE/MBE Firms Vendors**

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- New England Promotional Marketing

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## PART 4: AWARDEE INFORMATION

<p style="text-align: center;"><b><u>Ad-Merica</u></b></p> <p>Contact: Win Opel            Address: 34 Soundview Ave            Shelton, CT 06484            Tel: (203) 929-4708            Email: <a href="mailto:win@ad-merica.com">win@ad-merica.com</a>            Award #: UC-17-JL101515-7            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>Barker Specialty Company</u></b></p> <p>Contact: Kelly Cortellino            Address: 27 Realty Drive            Cheshire, CT 06410            Tel: (203) 272-2222            Email: <a href="mailto:kcortellino@barkerspecialty.com">kcortellino@barkerspecialty.com</a>            Award #: UC-17-JL101515-9            Payment Terms: Net 30</p>
<p style="text-align: center;"><b><u>Bay State Apparel</u></b></p> <p>Contact: Brian Whitney            Address: 44 Mead Street            Leominster, MA 01453            Tel: (978) 534-5810            Email: <a href="mailto:brian@baystateapparel.com">brian@baystateapparel.com</a>            Award #: UC-17-JL101515-2            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>Connecticut Advertising Services</u></b></p> <p>Contact: Karen Depray            Address: 5 National Drive, Suite 104            Windsor Locks, CT 06096            Tel: (860) 370-9934            Email: <a href="mailto:karen@connecticutadvertising.com">karen@connecticutadvertising.com</a>            Award #: UC-17-JL101515-12            Payment Terms: Net 30</p>
<p style="text-align: center;"><b><u>Darter Specialties</u></b></p> <p>Contact: Elizabeth Dodge            Address: P.O. Box 88            Cheshire, CT 06410            Tel: (203) 669-9805            Email: <a href="mailto:liz@darterpress.com">liz@darterpress.com</a>            Award #: UC-17-JL101515-8            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>John Michael Associates</u></b></p> <p>Contact: Jay Botwick            Address: 94 Holmes Road            Newington, CT 06111            Tel: (203) 666-1414 ext. 115            Email: <a href="mailto:jay@jmalogos.com">jay@jmalogos.com</a>            Award #: UC-17-JL101515-13            Payment Terms: Net 30</p>
<p style="text-align: center;"><b><u>New England Promotional Marketing</u></b></p> <p>Contact: Kelly Fecteau            Address: 15 Main Street            Wilbraham, MA 01095            Tel: (860) 729-4823            Email: <a href="mailto:kelly@nepm.com">kelly@nepm.com</a>            Award #: UC-17-JL101515-1            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>Presto Print II, Inc.</u></b></p> <p>Contact: Renee Gere            Address: 195 Brentwood Drive            Hamden, CT 06517            Tel: (203) 287-3006            Email: <a href="mailto:renee@prestoprint2.com">renee@prestoprint2.com</a>            Award #: UC-17-JL101515-6            Payment Terms: Net 30</p>
<p style="text-align: center;"><b><u>PrintabiliTees</u></b></p> <p>Contact: Jere Eaton            Address: 180 Turn of River Road            Stamford, CT 06905            Tel: (203) 322-3390            Email: <a href="mailto:jere@printabilitees.com">jere@printabilitees.com</a>            Award #: UC-17-JL101515-4            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>Signature Marketing Group</u></b></p> <p>Contact: Evelyn Golden            Address: 134 West Street            Simsbury, CT 06070            Tel: (860) 658-7172            Email: <a href="mailto:e.golden@signaturemarketing.com">e.golden@signaturemarketing.com</a>            Award #: UC-17-JL101515-11            Payment Terms: Net 30</p>
<p style="text-align: center;"><b><u>Silver Screen Design</u></b></p> <p>Contact: Cheryl Termo            Address: 324 Wells Street            Greenfield, MA 01301            Tel: (800) 593-4052, ext. 11            Email: <a href="mailto:cheryl@silverscreendesign.com">cheryl@silverscreendesign.com</a>            Award #: UC-17-JL101515-3            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>The Branding Company</u></b></p> <p>Contact: Christine Stewart-Styra            Address: 66 Brookfield Drive            Northford, CT 06472            Tel: (203) 793-1923            Email: <a href="mailto:cstewart@thebrandingcompanyusa.com">cstewart@thebrandingcompanyusa.com</a>            Award #: UC-17-JL101515-5            Payment Terms: Net 30</p>
<p style="text-align: center;"><b><u>The Perfect Promotion</u></b></p> <p>Contact: Jody Ferrer            Address: 801 Farmington Ave.            West Hartford, CT 06119            Tel: 860-523-1200            Email: <a href="mailto:jody@theprecpectpromotion.net">jody@theprecpectpromotion.net</a>            Award #: UC-17-JL101515-10            Payment Terms: Net 30</p>	<p style="text-align: center;"><b><u>Victor Advertising Service</u></b></p> <p>Contact: Jerry Margolis            Address: 54 Tuttle Place            Middletown, CT 06457            Tel: (860) 632-9400            Email: <a href="mailto:jmargolis@victoradvertising.com">jmargolis@victoradvertising.com</a>            Award #: UC-17-JL101515-14            Payment Terms: Net 30</p>

# PART 5: PRICING

## AD-MERICA AWARD # UC-17-JL101515-7

<b>Category 3 Pricing</b>	
<b>Contractor Cost percentage (%) markup: 20 %</b>	
<b>PLEASE NOTE: AD-MERICA HAS NOT PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE.</b>	
<b>Category 4 Pricing</b>	
<b>Item</b>	<b>% Markup from Contractor Cost</b>
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>
<b>PLEASE NOTE: AD-MERICA HAS NOT PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE.</b>	

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# BARKER SPECIALTY COMPANY

## AWARD # UC-17-JL101515-9

### Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: BARKER SPECIALTY COMPANY HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

#### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.00	\$2.75	\$2.50	\$2.25	\$2.15	\$2.00
5,001-10,000 Stitches	\$4.00	\$3.75	\$3.50	\$3.25	\$3.15	\$3.00
Cost per 1,000 additional Stitches	\$.50	\$.50	\$.50	\$.25	\$.25	\$.25
Personalized: Additional Cost	\$3.00					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	5	5	5	5	5	5
Number of Colors at No Charge:	7	One Time Tape Charge: None				

#### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$3.75	\$1.60	\$.75	\$.60	\$.50	\$.45
Two Colors, Per Location	\$4.80	\$1.95	\$1.00	\$.80	\$.65	\$.60
Three Colors, Per Location	\$5.85	\$2.30	\$1.23	\$1.00	\$.80	\$.75
Four Colors, Per Location	\$6.90	\$2.65	\$1.50	\$1.20	\$.95	\$.90
Five Colors, Per Location	\$7.95	\$3.05	\$1.75	\$1.40	\$1.10	\$1.05
Six Color, Per Location	\$9.00	\$3.40	\$2.00	\$1.50	\$1.25	\$1.20
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	5	5	5	5	5	5

### Category 4 Pricing

Item	% Markup from Contractor Cost
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20%</b>
<b>PLEASE NOTE: BARKER SPECIALTY COMPANY HAS NOT PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE.</b>	

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# BAY STATE APPAREL AWARD # UC-17-JL101515-2

## Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: BAY STATE APPAREL HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.00	\$2.65	\$2.05	\$1.90	\$1.80	\$1.75
5,001-10,000 Stitches	\$4.20	\$3.55	\$3.00	\$2.70	\$2.50	\$2.40
Cost per 1,000 additional Stitches	\$.30	\$.25	\$.25	\$.25	\$.20	\$.20
Personalized: Additional Cost	\$4.00					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	6	6	7	7	8	8
Number of Colors at No Charge:	15	One Time Tape Charge: \$45.00				

### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$2.75	\$.90	\$.70	\$.60	\$.50	\$.40
Two Colors, Per Location	\$4.00	\$1.25	\$.95	\$.85	\$.65	\$.52
Three Colors, Per Location	\$6.75	\$1.60	\$1.20	\$1.05	\$.80	\$.64
Four Colors, Per Location	\$10.00	\$1.95	\$1.45	\$1.25	\$.95	\$.76
Five Colors, Per Location	\$13.00	\$2.30	\$1.70	\$1.45	\$1.10	\$.88
Six Color, Per Location	\$15.00	\$2.65	\$1.95	\$1.65	\$1.25	\$1.00
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	6	6	6	6	7	7

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**CONNECTICUT ADVERTISING  
AWARD # UC-17-JL101515-12**

<b>Category 4 Pricing</b>	
<b>Item</b>	<b>% Markup from Contractor Cost</b>
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>
<b>PLEASE NOTE: CONNECTICUT ADVERTISING HAS NOT PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE.</b>	

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# DARTER SPECIALTIES

## AWARD # UC-17-JL101515-8

### Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 10 %**

**PLEASE NOTE: DARTER SPECIALTIES HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

EMBROIDERY						
Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.00	\$2.40	\$2.00	\$1.80	\$1.60	\$1.50
5,001-10,000 Stitches	\$4.10	\$3.40	\$3.10	\$2.90	\$2.70	\$2.60
Cost per 1,000 additional Stitches	\$.22	\$.22	\$.22	\$.22	\$.22	\$.22
Personalized: Additional Cost	\$3.00					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	7	7	7	7	7	14
Number of Colors at No Charge:	8	One Time Tape Charge: \$8.00/m				
IMPRINTING						
Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$2.04	\$1.38	\$.99	\$.86	\$.85	\$.81
Two Colors, Per Location	\$3.89	\$2.35	\$1.58	\$1.30	\$1.19	\$.99
Three Colors, Per Location	\$4.89	\$3.32	\$2.17	\$1.72	\$1.52	\$1.21
Four Colors, Per Location	\$6.35	\$4.28	\$2.77	\$2.15	\$1.86	\$1.42
Five Colors, Per Location	\$7.35	\$5.26	\$3.36	\$2.58	\$2.20	\$1.61
Six Color, Per Location	\$7.66	\$6.23	\$3.95	\$3.01	\$2.53	\$1.81
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	7	7	7	7	14	14

### Category 4 Pricing

Item	% Markup from Contractor Cost
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>
<b>PLEASE NOTE: DARTER SPECIALTIES HAS PROPOSED FIXED COST PRICING FOR THE EMBELLISHMENT SERVICE NOTED BELOW, THEREFORE ANY COSTS FOR EMBELLISHMENT WHICH ARE NOT OUTLINED BELOW ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE. THE BELOW EMBELLISHMENT COST IS NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.</b>	
FIXED COST EMBELLISHMENT SERVICE	
EMBELLISHMENT SERVICES	FIXED COST
Screen Charge	\$10.00 / screen

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# JOHN MICHAEL ASSOCIATES

## AWARD # UC-17-JL101515-13

### Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: JOHN MICHAEL ASSOCIATES HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

#### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$2.90	\$2.50	\$2.25	\$1.95	\$1.95	\$1.85
5,001-10,000 Stitches	Additional costs for >5,000 stitches should be based on the Cost per Additional Stitches below					
Cost per 1,000 Additional Stitches	\$.30	\$.30	\$.30	\$.30	\$.30	\$.30
Personalized: Additional Cost	\$3.90					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	5	5	5	5	5	5
Number of Colors at No Charge:	8	One Time Tape Charge: \$50.00				

#### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$2.30	\$1.70	\$1.15	\$.95	\$.75	\$.60
Two Colors, Per Location	\$4.25	\$3.00	\$1.95	\$1.55	\$1.20	\$.90
Three Colors, Per Location	\$6.20	\$4.35	\$2.80	\$2.15	\$1.70	\$1.20
Four Colors, Per Location	\$8.15	\$5.70	\$3.60	\$2.80	\$2.15	\$1.50
Five Colors, Per Location	\$10.10	\$7.05	\$4.40	\$3.40	\$2.60	\$1.85
Six Color, Per Location	\$12.05	\$8.40	\$5.20	\$4.00	\$3.05	\$2.10
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	5	5	5	5	5	5

### Category 4 Pricing

Item	% Markup from Contractor Cost
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>

**PLEASE NOTE: JOHN MICHAEL ASSOCIATES HAS NOT PROPOSED FIXED COST PRICING FOR EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE**

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# NEW ENGLAND PROMOTIONAL MARKETING

## AWARD # UC-17-JL101515-1

<b>Category 5 Pricing</b>	
<b>Item</b>	<b>% Markup from Contractor Cost</b>
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20%</b>
<b>PLEASE NOTE: NEW ENGLANMD PROMOTIONAL MARKETING HAS NOT PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE.</b>	

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**PRESTO PRINT II**  
**AWARD # UC-17-JL101515-6**

**Category 4 Pricing**

<b>Item</b>	<b>% Markup from Contractor Cost</b>
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>
<b>PLEASE NOTE: PRESTO PRINT II HAS NOT PROPOSED FIXED COST PRICING FOR EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE</b>	

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# PRINTABILITEES

## AWARD # UC-17-JL101515-4

### Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: PRINTABILITEES HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

#### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.99	\$2.79	\$2.29	\$2.19	\$1.94	\$1.84
5,001-10,000 Stitches	\$5.99	\$4.54	\$3.69	\$3.44	\$3.04	\$2.07
Cost per 1,000 Additional Stitches	\$.40	\$.35	\$.28	\$.25	\$.22	\$.19
Personalized: Additional Cost	\$4.00					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	5	5	5	7	7	10
Number of Colors at No Charge:	N/A	One Time Tape Charge: \$60.00				

#### IMPRINTING

**PLEASE NOTE: PRINTABILITEES SCREENPRINTING PRICES INCLUDE SEPARATE PRICE POINTS FOR LIGHT COLORS VS. DARK COLORS DUE TO THE REQUIREMENT FOR A "FLASH".**

Number of Items	12	48	144	288	576	1008+
LIGHT: One Color, Per Location	\$2.00	\$1.20	\$.85	\$.70	\$.50	\$.45
DARK: One Color, Per Location	\$3.00	\$1.60	\$1.15	\$.95	\$.80	\$.55
LIGHT: Two Colors, Per Location	\$3.00	\$1.60	\$.95	\$.80	\$.60	\$.55
DARK: Two Colors, Per Location	\$4.00	\$2.00	\$1.20	\$1.00	\$.70	\$.65
LIGHT: Three Colors, Per Location	\$4.00	\$2.00	\$1.20	\$1.00	\$.70	\$.65
DARK: Three Colors, Per Location	\$5.00	\$2.40	\$1.45	\$1.20	\$.80	\$.75
LIGHT: Four Colors, Per Location	\$5.00	\$2.40	\$1.45	\$1.20	\$.80	\$.75
DARK: Four Colors, Per Location	\$6.00	\$2.80	\$1.70	\$1.40	\$.90	\$.85
LIGHT: Five Colors, Per Location	\$6.00	\$2.80	\$1.70	\$1.40	\$.9	\$.85
DARK: Five Colors, Per Location	\$7.00	\$3.20	\$1.95	\$1.60	\$1.00	\$.95
LIGHT: Six Color, Per Location	\$7.00	\$3.20	\$1.95	\$1.60	\$1.00	\$.95
DARK: Six Color, Per Location	\$8.00	\$3.65	\$2.20	\$1.80	\$1.10	\$1.05
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	5	5	5	7	7	10

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**SIGNATURE MARKETING  
AWARD # UC-17-JL101515-11**

**Category 4 Pricing**

Item	% Markup from Contractor Cost
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	20 %
<b>PLEASE NOTE: SIGNATURE MARKETING HAS NOT PROPOSED FIXED COST PRICING FOR EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE</b>	

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# SILVER SCREEN DESIGN

## Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: SILVER SCREEN HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP. THE SECTION TITLED "MISCELLANEOUS FEES" IS ALSO APPLICABLE.**

### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.45	\$2.85	\$2.05	\$1.90	\$1.80	\$1.75
5,001-10,000 Stitches	\$4.05	\$3.55	\$3.00	\$2.75	\$2.55	\$2.45
Cost per 1,000 additional Stitches	\$.40	\$.30	\$.30	\$.30	\$.25	\$.22
Personalized: Additional Cost	\$3.75 for the 1 <sup>st</sup> line; \$3.00 for the 2 <sup>nd</sup> line					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	7	7	10	10	10	15
Number of Colors at No Charge:	9	One Time Tape Charge: \$32 for up to 5K stitches, \$5.00 for each additional 1K stitches (waived for orders of a quantity of 144 or more)				

### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$2.50	\$1.25	\$.75	\$.60	\$.50	\$.46
Two Colors, Per Location	\$3.55	\$1.75	\$1.05	\$.85	\$.65	\$.56
Three Colors, Per Location	\$4.60	\$2.25	\$1.35	\$1.10	\$.80	\$.66
Four Colors, Per Location	\$5.65	\$2.75	\$1.65	\$1.35	\$.95	\$.76
Five Colors, Per Location	\$6.70	\$3.25	\$1.95	\$1.60	\$1.10	\$.86
Six Color, Per Location	\$7.75	\$3.75	\$2.25	\$1.85	\$1.25	\$.96
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	7	7	7	10	10	10

### MISCELLANEOUS FEE TABLE

Embellishment service	Cost
Screens	\$15.00/color per print location
Under base (adding white under a color to more vibrancy)	Considered an additional color
Glitter, metallic, glow-in-the-dark inks	Add \$1.00 per specialty ink per print location
Performance inks (stretch, dye block)	Add \$.50 per specialty ink per print location
Athletics numbering (screened/transferred or embroidered)	Add \$4.50 line one; \$2.50 for additional lines
Ink color change	Add \$15.00 per change
Additional charge for difficult items such as jackets, duffel bags, etc.	Add \$1.50 per piece per location
Art charges	No charge for lettering or simple rendering; Complex design services to be billed at \$35.00/hr.

# THE BRANDING COMPANY

## AWARD # UC-17-JL101515-5

### Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: THE BRANDING COMPANY HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

#### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$2.30	\$2.00	\$1.80	\$1.60	\$1.60	\$1.35
5,001-10,000 Stitches	\$2.52	\$2.22	\$2.02	\$1.82	\$1.82	\$1.57
Cost per 1,000 Additional Stitches	\$.22	\$.22	\$.22	\$.22	\$.22	\$.22
Personalized: Additional Cost	\$2.75					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	5 - 7	5 - 7	5 - 7	5 - 7	5 - 7	5 - 7
Number of Colors at No Charge:	15	One Time Tape Charge: \$1.00 / M				

#### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$4.00	\$1.85	\$.95	\$.80	\$.65	\$.60
Two Colors, Per Location	\$5.05	\$2.30	\$1.25	\$1.00	\$.80	\$.75
Three Colors, Per Location	\$6.10	\$2.65	\$1.50	\$1.20	\$.95	\$.90
Four Colors, Per Location	\$7.15	\$3.05	\$1.75	\$1.40	\$1.10	\$1.05
Five Colors, Per Location	\$8.20	\$3.40	\$2.50	\$2.00	\$1.60	\$1.25
Six Color, Per Location	\$9.25	\$3.75	\$2.75	\$2.25	\$1.80	\$1.40
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	5 - 7	5 - 7	5 - 7	5 - 7	5 - 7	5 - 7

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# THE PERFECT PROMOTION AWARD # UC-17-JL101515-10

## Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: THE PERFECT PROMOTION HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.44	\$2.81	\$2.19	\$2.19	\$1.875	\$1.875
5,001-10,000 Stitches	\$5.31	\$4.69	\$4.06	\$3.75	\$3.50	\$3.00
Cost per 1,000 Additional Stitches	\$.63	\$.50	\$.44	\$.38	\$.31	\$.25
Personalized: Additional Cost	\$3.75					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	5	7	10	10	10	10
Number of Colors at No Charge:	15	One Time Tape Charge: \$56.25				

### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$2.44	\$1.44	\$.75	\$.63	\$.56	\$.50
Two Colors, Per Location	\$3.00	\$1.94	\$1.00	\$.81	\$.75	\$.63
Three Colors, Per Location	\$3.56	\$2.19	\$1.25	\$1.00	\$.94	\$.81
Four Colors, Per Location	\$4.13	\$2.50	\$1.50	\$1.19	\$1.13	\$.94
Five Colors, Per Location	As quoted					
Six Color, Per Location	As quoted					
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of calendar days)	7	10	10	10	10	10

## Category 4 Pricing

Item	% Markup from Contractor Cost
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>

**PLEASE NOTE: THE PERFECT PROMOTION HAS NOT PROPOSED FIXED COST PRICING FOR EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE**

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# VICTOR ADVERTISING

## AWARD # UC-17-JL101515-14

### Category 3 Pricing

**Contractor Cost percentage (%) markup for Apparel: 20 %**

**PLEASE NOTE: VICTOR ADVERTISING HAS PROPOSED FIXED COST PRICING FOR ANY EMBELLISHMENT SERVICES AS NOTED BELOW. THE BELOW FIXED COSTS ARE NOT SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP.**

#### EMBROIDERY

Number of Items	12	48	144	288	576	1008+
First 5000 Stitches	\$3.76	\$3.20	\$2.82	\$2.63	\$2.24	\$2.06
5,001-10,000 Stitches	\$5.82	\$5.00	\$4.27	\$3.95	\$3.58	\$3.00
Cost per 1,000 Additional Stitches	\$.68	\$.53	\$.46	\$.40	\$.32	\$.25
Personalized: Additional Cost	\$4.10	\$4.00	\$3.94	\$3.94	\$3.84	\$3.75
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	5	7	10	10	10	10
Number of Colors at No Charge:	6	One Time Tape Charge: \$55.00				

#### IMPRINTING

Number of Items	12	48	144	288	576	1008+
One Color, Per Location	\$3.57	\$1.60	\$.80	\$.66	\$.79	\$.63
Two Colors, Per Location	\$4.64	\$2.15	\$1.06	\$.86	\$.99	\$.75
Three Colors, Per Location	\$5.71	\$2.43	\$1.33	\$1.05	\$1.18	\$.88
Four Colors, Per Location	\$6.78	\$2.78	\$1.60	\$1.25	\$1.38	\$1.00
Five Colors, Per Location	\$7.85	\$3.13	\$1.87	\$1.45	\$1.57	\$1.13
Six Color, Per Location	\$8.92	\$3.47	\$2.13	\$1.65	\$1.77	\$1.25
Standard Turn-around Time for Volume Shown without Additional RUSH charge (# of business days)	7 – 10	7 – 10	7 - 10	7 – 10	7 – 10	7 – 10

### Category 4 Pricing

Item	% Markup from Contractor Cost
Promotional Items (i.e. mugs, key chains, bookmarks, umbrellas)	<b>20 %</b>

**PLEASE NOTE: VICTOR ADVERTISING HAS NOT PROPOSED FIXED COST PRICING FOR EMBELLISHMENT SERVICES, THEREFORE ANY COSTS FOR EMBELLISHMENT ARE SUBJECT TO THE CONTRACTOR COST PERCENTAGE MARKUP NOTED ABOVE.**