

**COLLEGE STATION I.S.D.  
9304 ROCK PRAIRIE ROAD, COLLEGE STATION, TX. 77845  
(979) 764-5408**

**PURCHASING OFFICE**

**INTER-DEPARTMENTAL MEMO**

**TO:** Mike Martindale  
**DATE:** April 25, 2017  
**SUBJECT:** Athletic Supplies, Equipment and Apparel RFP# 17-005

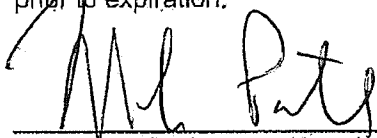
Request for Proposal (RFP) #17-005, Athletic Supplies, Equipment and Apparel for 2016-2017 was mailed January 22 and posted on the district website and advertised January 27 and February 3, 2017. Seventy (70) vendors responded to the RFP which opened March 9, 2017. The most responsive bidders were:

Alert Services, Inc.  
Aluminum Athletic Equipment Co.  
Barcelona Sporting Goods  
Boathouse  
Brazos Running Co.  
BSN Sports  
Cardinals Sport Center  
CC Creations  
Clarke Distributing Co.  
Coach Com, LLC  
Coaches Video, LLC  
Conner Athletic Supply dba Power Lift Products  
Cornish Medical  
Dick Pond Athletics  
Gandy Ink  
Gillman Gear  
Golf Team Products, Inc.  
Gopher Sport  
GTM Sportswear  
Gulf Coast Athletics Supply  
GV Pro Tables  
Henry Schein Inc.  
Image Maker 4U, Inc.  
Izner Advance Designs  
KL Creations, LLC  
MFAC LLB (M-F Athletic Company)  
Medco Supply

Miller Net Co.  
M&M Apparel  
Oates Specialties, LLC  
Pebble Creek Country Club  
Power Systems, LLC.  
Promaxima Mfg.  
Rae Crowther Co.  
Resistance Band Training Systems, LLC  
RB Sporting Goods  
Riddell All American  
Ritchey Athletics  
Rogers Athletic Company  
School Specialty Inc.  
Soccer 4 All  
Soccer.com  
Sports Imports, Inc.  
Suplay Products  
Swim Shops of the Southwest  
Tennis Outlet  
Texas Letter Jackets  
The Soccer Corner  
Titan Support Systems, Inc.  
Texas Swim Shop  
US Games  
Varsity Spirit Fashions  
Vicki Mc Annally Ranch Hand Designs

The proposal was based on a discount off catalog or retail pricing rather than item-by-item. A committee of Mark Pantel, Director of Purchasing, Sue Betts, Assistant Director of Athletics, Lee Fedora, AMCHS Athletic Coordinator and Steve Huff, CSHS Athletic Coordinator evaluated and scored each proposal and provided vendor award recommendations using the attached evaluation matrix.

It is the recommendation of Mark Pantel, Director of Purchasing and Sue Betts, Assistant Director of Athletics to award the Athletic Supplies RFP #17-005 to the vendors listed above effective June 1, 2017 through May 31, 2018 with the option to renew this RFP two (2) additional years if agreed upon by both parties sixty (60) days prior to expiration.

  
\_\_\_\_\_  
Mark Pantel, Director of Purchasing

  
\_\_\_\_\_  
Sue Betts, Assistant Director of Athletics

**College Station Independent School District  
RFP #17-005 Athletic Supplies, Apparel and Equipment**

**Item Evaluated**

	Getpoms .com	Cornish Medical	Miller Net Company, Inc.	Varsity Spirit Fashions	Cheers, Etc., Inc.	Power Systems, LLC	Knockout Sportswear	Bill Fritz Sports Corporation	Barcelona Sporting Goods	Rogers Athletic Company	Oates Specialties, LLC	Alert Services Inc.
<b>1.0</b> Price: \$ / _____ x 15 = (Lowest Price) (Proposers Price) (Maximum Points)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
<b>2.0</b> The reputation of the vendor and of the vendor's goods and/or services (0-20) =	20	20	20	20	20	10	20	10	20	15	16	20
<b>3.0</b> The quality of the vendor's goods and/or services (0-20) =	1	20	20	15	1	20	15	10	15	20	20	20
<b>4.0</b> The extent of which the vendor's goods and/or services meet the District's needs (0-20) =	1	20	20	15	1	20	15	10	15	20	20	20
<b>5.0</b> The vendor's past relationship with the district; (0-20) =	10	20	20	10	10	10	10	10	15	20	10	20
<b>6.0</b> The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor surplus area firms (CFR 200.321) (0-1) =	0	0	1	0	1	0	0	1	0	0	1	1
<b>7.0</b> The total long-term cost to the District to acquire vendor's goods and/or services (0-4) =	3	2	3	3	3	3	2	2	3	2	3	3
<b>Sum of Points by Bidder (Sum of above 100 Max.) =</b>	50.00	97.00	99.00	78.00	51.00	78.00	77.00	58.00	83.00	92.00	85.00	99.00
<b>Awarded Vendors:</b>		Yes	Yes	Yes		Yes			Yes	Yes	Yes	Yes

Evaluators: Mark Pantel, Sue Betts, Steve Huff, Lee Fedora  
Date :4/18/2017

Item Evaluated		RB Sporting Goods	Golf Team Products, Inc.	Wisstech Enterprises	Rae Crowther Co.	Sports Imports inc	Gilman Gear	Richey Athletics	Inzer Advance Designs	Independent Golf Research (IGR) dba Pelz Golf	Texas Letter Jackets	Kranos Corporation dba Schutt Sports	GV Pro Tables
<b>1.0</b>	Price: \$ / _____ x 15 = (Lowest Price) (Proposers Price) (Maximum Points)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
<b>2.0</b>	The reputation of the vendor and of the vendor's goods and/or services <b>(0-20) =</b>	20	13	20	16	20	20	20	18	0	20	19	20
<b>3.0</b>	The quality of the vendor's goods and/or services <b>(0-20) =</b>	15	20	15	20	20	20	15	18	0	20	15	20
<b>4.0</b>	The extent of which the vendor's goods and/or services meet the District's needs <b>(0-20) =</b>	15	20	15	20	20	20	15	20	1	20	15	20
<b>5.0</b>	The vendor's past relationship with the district; <b>(0-20) =</b>	10	10	10	20	20	10	10	15	10	20	10	10
<b>6.0</b>	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor surplus area firms (CFR 200.321) <b>(0-1) =</b>	0	0	1	0	1	0	0	0	1	1	0	0
<b>7.0</b>	The total long-term cost to the District to acquire vendor's goods and/or services <b>(0-4) =</b>	3	3	3	3	3	1	3	3	3	3	3	3
<b>Sum of Points by Bidder (Sum of above 100 Max.) =</b>		78.00	81.00	79.00	94.00	99.00	86.00	78.00	89.00	30.00	99.00	77.00	88.00
<b>Awarded Vendors:</b>		Yes	Yes		Yes	Yes	Yes	Yes	Yes		Yes	Yes	Yes

Evaluators: Mark Pantel, Sue Betts, Steve Huff, Lee Fedor  
Date :4/18/2017

Item Evaluated												
Bidders	Vicki McAnally Ranch Hand Designs	Soccer 4 All	Suplay Products	CoachComm, LLC	C.C. Creations	Aluminum Athletic Equipment Co.	Pebble Creek Country Club	GTM Sportswear	Titan Support Systems, Inc.	Gandy Ink	K L Creations LLC	Pepwear , LLC
<b>1.0</b> Price: \$ / _____ x 15 = (Lowest Price) (Proposers Price) (Maximum Points)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
<b>2.0</b> The reputation of the vendor and of the vendor's goods and/or services (0-20) =	18	20	14	20	20	20	20	20	20	20	15	20
<b>3.0</b> The quality of the vendor's goods and/or services (0-20) =	20	20	20	20	20	20	20	20	20	20	15	1
<b>4.0</b> The extent of which the vendor's goods and/or services meet the District's needs (0-20) =	20	20	20	20	20	20	20	20	20	20	16	1
<b>5.0</b> The vendor's past relationship with the district; (0-20) =	10	20	10	20	20	10	20	10	10	10	10	10
<b>6.0</b> The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor surplus area firms (CFR 200.321) (0-1) =	1	1	1	0	1	0	1	0	1	0	1	0
<b>7.0</b> The total long-term cost to the District to acquire vendor's goods and/or services (0-4) =	3	2	2	3	3	3	4	2	2	2	2	2
<b>Sum of Points by Bidder (Sum of above 100 Max.) =</b>	87.00	98.00	82.00	98.00	99.00	88.00	100.00	87.00	88.00	87.00	74.00	49.00
<b>Awarded Vendors:</b>	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Evaluators: Mark Pantel, Sue Betts, Steve Huff, Lee Fedor  
Date: 4/18/2017

Item Evaluated													
Bidders													
1.0	Price: \$ / _____ x 15 =	Visual Promotions	Boathouse	Resistance Band Training Systems, LLC	Soccer.com	Image Maker 4U	Team Golf Gear	Clarke Distributing Company	Pioneer Manufacturing Company	Henry Schein, Inc.	Texas Swim Shop	Connor Athletic Products Inc. dba Power Lift	The Soccer Corner
	(Lowest Price) (Proposers Price) (Maximum Points)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
2.0	The reputation of the vendor and of the vendor's goods and/or services (0-20) =	20	20	13	18	20	20	20	12	16	20	20	20
3.0	The quality of the vendor's goods and/or services (0-20) =	1	15	20	20	20	10	20	1	18	20	20	18
4.0	The extent of which the vendor's goods and/or services meet the District's needs (0-20) =	1	15	20	20	20	10	20	1	20	20	20	15
5.0	The vendor's past relationship with the district; (0-20) =	10	10	10	20	20	10	20	1	10	10	20	10
6.0	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor surplus area firms (CFR 200.321) (0-1) =	0	0	1	0	1	1	0	0	0	0	0	0
7.0	The total long-term cost to the District to acquire vendor's goods and/or services (0-4) =	2	2	3	3	3	2	3	3	2	3	3	3
Sum of Points by Bidder (Sum of above 100 Max.) =		49.00	77.00	82.00	96.00	99.00	68.00	98.00	33.00	81.00	88.00	98.00	81.00
Awarded Vendors:													
Evaluators: Mark Pantel, Sue Betts, Steve Huff, Lee Fedor													
Date :4/18/2017													

Item Evaluated		Pro Maxima Mfg.	Gulf Coast Athletic Supply	Swim Shops of the Southwest	Coaches Video	Texas Motion Sports	School Outfitters	Gopher Sport	Dick Pond Athletics	Brazos Running Company	School Specialty, Inc.	Score Sports	US Games	BSN Sports	Medco Supply
1.0	Price: \$ / _____ x 15 = (Lowest Price) (Proposers Price) (Maximum Points)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
2.0	The reputation of the vendor and of the vendor's goods and/or services (0-20) =	20	20	20	20	20	15	20	20	20	20	18	20	20	20
3.0	The quality of the vendor's goods and/or services (0-20) =	20	20	20	20	20	1	20	10	20	20	5	10	20	20
4.0	The extent of which the vendor's goods and/or services meet the District's needs (0-20) =	20	20	20	20	20	1	20	10	20	20	5	10	20	20
5.0	The vendor's past relationship with the district; (0-20) =	10	20	20	10	10	0	20	10	20	20	10	10	20	20
6.0	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor surplus area firms (CFR 200.321) (0-1) =	0	0	0	0	1	0	0	0	0	0	1	0	0	0
7.0	The total long-term cost to the District to acquire vendor's goods and/or services (0-4) =	3	2	3	3	2	3	3	3	4	3	3	2	2	2
Sum of Points by Bidder (Sum of above 100 Max.) =		88.00	97.00	98.00	88.00	50.00	35.00	98.00	68.00	99.00	98.00	57.00	67.00	97.00	97.00
Awarded Vendors:		Yes	Yes	Yes	Yes			Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Evaluators: Mark Pantel, Sue Betts, Steve Huff, Lee Fedor  
Date :4/18/2017



Item Evaluated		Neff Motivation, Inc.	Tennis Outlet, Inc.	Cardinals Sport Center	M&M Apparel	Moore Medical, LLC	Midway PSG dba Pasadena Sporting Goods	MFAC, LLC	Riddell/ All American
<b>1.0</b>	Price: \$ / _____ x 15 = (Lowest Price) (Proposers Price) (Maximum Points)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
<b>2.0</b>	The reputation of the vendor and of the vendor's goods and/or services (0-20) =	20	20	20	20	10	20	20	20
<b>3.0</b>	The quality of the vendor's goods and/or services (0-20) =	15	15	20	20	1	10	15	20
<b>4.0</b>	The extent of which the vendor's goods and/or services meet the District's needs (0-20) =	15	15	20	20	1	10	20	20
<b>5.0</b>	The vendor's past relationship with the district; (0-20) =	10	20	20	20	10	10	15	20
<b>6.0</b>	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor surplus area firms (CFR 200.321) (0-1) =	0	0	0	1	0	0	0	0
<b>7.0</b>	The total long-term cost to the District to acquire vendor's goods and/or services (0-4) =	2	3	3	3	2	3	3	2
<b>Sum of Points by Bidder (Sum of above 100 Max.) =</b>		77.00	88.00	98.00	99.00	39.00	68.00	88.00	97.00
<b>Awarded Vendors:</b>		Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Evaluators: Mark Pantel, Sue Betts, Steve Huff, Lee Fedor									
Date :4/18/2017									



**COLLEGE STATION INDEPENDENT SCHOOL DISTRICT  
ATHLETIC SUPPLIES, EQUIPMENT AND APPAREL RFP # 17-005**

Description	Getpoms.com	Cornish Medical	Miller Net Company, Inc.	Varsity Spirit Fashions	Cheers, Etc., Inc.	Power Systems, LLC	Knockout Sportswear	Bill Fritz Sports Corporation	Barcelona Sporting Goods	Rogers Athletic Company	Oates Specialties, LLC	Alert Services Inc.	RB Sporting Goods
<b>PERCENTAGE DISCOUNT:</b>	0-15%	10%	Not given	0%	Not given	0-25%	10%	10%	0-35%	5%	Not given	0-20%	Not given
<b>COMMENTS:</b>	Discount depends on volume	None	None	None	Every uniform is custom. Call for prices.	None	None	None	None	None	None	See attached letter percentage prices	None
<b>MINIMUM ORDER:</b>	No	Yes, \$25.00	No	No	No	No	Yes, 12 per style for sub limited items, 24 for goheric	Yes, \$50.00	No	No	No	No	No
<b>NOTES:</b>	None	None	None	None	None	None	None	None	None	None	None	None	None
<b>EXCLUSIONS OR DEVIATIONS IN PERCENTAGE DISCOUNT:</b>	None	None	None	Varsity is offering "free shipping and handling only" for all orders placed under this bid, to be accompanied by: School District PO's, Business Checks or Purchasing Cards	None	None	10% off all items (orders) knockoutsportwear.com	None	None	Shipping charges not included in catalog discount pricing.	These will depend on the volume and amount of order.	None	None

Description	Golf Team Products, Inc.	Wisstech Enterprises	Rae Crowther Co.	Sports Imports inc	Gilman Gear	Richey Athletics	Inzer Advance Designs	Independent Golf Research (IGR) dba Pelz Golf	Texas Letter Jackets	Kranos Corporation dba Schutt Sports	GV Pro Tables	Vicki McAnally-Ranch Hand Designs	Soccer 4 All	Supplay.com
<b>PERCENTAGE DISCOUNT:</b>	0%	Not given	7%	0%	5%	15%	35%	0%	Not given	33%	0%	Not given	5-35%	Not given
<b>COMMENTS:</b>	None	None	None	None	None	None	None	None	None	None	None	None	None	We can also offer other sports uniforms, softball, lacrosse, football etc.
<b>MINIMUM ORDER:</b>	No	No	No	No	Yes, \$50.00	No	No	No	No	No	No	No	Yes, dependent on what items are requested	See notes
<b>NOTES:</b>	Member prices are listed in the catalog	None	None	None	None	None	None	None	None	None	Custom Manufactured products	Contract embroidery only, no catalog orders	None	For apparel uniforms, headgear there are minimum order amounts for discounts.
<b>EXCLUSIONS OR DEVIATIONS IN PERCENTAGE DISCOUNT:</b>	None	None	None	None	Freight is prepaid and added to invoice	None	None	None	Does not apply	None	None	Contract embroidery only, no catalog orders	Discount percentage dependent on item(s) and quantity	For most items there is a discount for 10 or more and 20 or more.

Description	CoachComm, LLC	c.c. Creations	Aluminum Athletic Equipment Co.	Pebble Creek Country Club	GTM Sportswear	Titan Support Systems, Inc.	Gandy Ink	K.L. Creations LLC	Pepwear, LLC	Visual Promotions	Boathouse	Resistance Band Training Systems, LLC	Soccer.com
<b>PERCENTAGE DISCOUNT:</b>	0%	0-30%	14%	Cost plus 10%	0%	No discount, see price list attached	0% net pricing with quantity price breaks	0%	Not given	15%	9%	0%	10%
<b>COMMENTS:</b>	None	None	None	None	None	None	None	None	We offer quantity discounts	None	None	None	None
<b>MINIMUM ORDER:</b>	Not given	Yes, varies per item	No	No	Yes, minimum of 6 on 1st order sublimation	No	Yes, 12 for screen print, 6 pieces for embroidery	Yes, 12 for screen print	Yes, 1 embroidery, 12 pcs screen-print	Yes, for screen printing minimum of 6 pieces	Yes, 6 for outerwear, 12 for uniforms	No	No
<b>NOTES:</b>	None	None	None	None	None	None	None	None	none	None	None	Orders can be made online or VIA PO.	None
<b>EXCLUSIONS OR DEVIATIONS IN PERCENTAGE DISCOUNT:</b>	None	None	Pole vault & high jump crossbars, vaulting poles, MBS-40/MBS-35, FBS-40/FBS-35, portable press box/donkey	Pebble Creek has always offered from all vendors a cost plus 10%	We are offering up to 15% off on package discounts for 2017. If 3-4 items are ordered 5% off, 5-6 is 10% off 7 or more items is 15% off. Items have to be ordered over \$50.00 and no clearance sales.	None	On most screen printed shirts we give 5 free shirts for every 50 ordered	None	Discounts are offered on quantity	None	Embellishments are regular price as stated on pg 90 of catalog.	None	None

Description	Image Maker 4U	Team Golf Gear	Clarke Distributing Company	Pioneer Manufacturing Company	Henry Schein, Inc.	Texas Swim Shop	Connor Athletic Products Inc. dba Power Lift	The Soccer Corner	Pro Maxima Mfg.	Gulf Coast Athletic Supply	Swim Shops of the Southwest	Coaches Video	Texas Motion Sports	School Outfitters
<b>PERCENTAGE DISCOUNT:</b>	0%	0%	0% already wholesale pricing	0% quantity discounts may apply	18%	10-20%	5%	10-25%	1-30%	0-30%	0-30%	Discounts vary by product. Please call or email for pricing	0-20%	2%
<b>COMMENTS:</b>	None	None	None	None	None	My individual brand have independent catalogs available upon request	None	Please call for quote to get better discount	None	None	None	None	Shipping:\$12 minimum, 3.5% of invoice unless quoted otherwise	None
<b>MINIMUM ORDER:</b>	None	Yes, depends on product	None	No	Yes, only free freight	No	No	No	No	Yes, 12 to print, 6 to emb./ \$200.00 min	No	No	Yes, 12 item min. on screen print items	No
<b>NOTES:</b>	None	None	None	None	None	None	None	None	None	None	None	None	none	None
<b>EXCLUSIONS OR DEVIATIONS IN PERCENTAGE DISCOUNT:</b>	None	All prices shown school program prices	None	None	See bid for specific deviations, exclusions, etc.	None	Freight is not included, please contact Power Lift for freight quote	None	Shipping and install not included in catalog discount price sheet. Please see enclosed "shipping& install instructional"	None	None	Discounts vary by product. Please call or email for pricing	None	Please see attached page for deviations in discounts, freight and delivery.

Description	Gopher Sport	Dick Pond Athletics	Brazos Running Company	School Specialty, Inc.	Score Sports	US Games	BSN Sports	Medco Supply	Neff Motivation, Inc.	Tennis Outlet, Inc.	Cardinals Sport Center	M&M Apparel	Moore Medical LLC
<b>PERCENTAGE DISCOUNT:</b>	10%	25-30%	15-50%	12-35%	9.42-33%	15-70%	10-35%	0-18%	5-10%	0-30%	20-40%	20%	18%
<b>COMMENTS:</b>	None	None	All of our products will be covered	None	None	None	See attachment for specifics.	See attachment for specific discounts	None	None	See attachment for specific discounts	none	See attachment for specific discounts
<b>MINIMUM ORDER:</b>	No	No	No	No	No	Yes, \$50.00 order, 1 location on 1 purchase order.	Yes, \$50.00 order, 1 location on 1 purchase order.	No, but orders over \$90.00 have no freight	Yes, apparel-6 piece min. embroidery, 12 piece min. screen print	No	No	Yes, min. of 12 on screen-print	Yes, \$100.00
<b>NOTES:</b>	None	None	None	None	None	None	None	None	None	None	None	None	None
<b>EXCLUSIONS OR DEVIATIONS IN PERCENTAGE DISCOUNT:</b>	Discount does not apply to truck ship items	Percent price off of retail cost	Nike, Asics, Sacony, Under Armour, Adidas add more.	None	Soccer goals and accessories not included in drop freight not included in discount/ Paint and paint supplies not included in discount.	None	See attachment for specifics.	See attachment for specific discounts/ deviations.	PUJKA caps-no discount offered	None	None	None	See attachment for specific discounts/ deviations.

Description	Midway PSG dba Pasadena Sporting Goods	MFAC, LLC	Riddell/All American
<b>PERCENTAGE DISCOUNT:</b>	0-50%	10%	1-40%
<b>COMMENTS:</b>	See attachment for specific discounts	None	Online catalog available at www.riddell.com
<b>MINIMUM ORDER:</b>	No	No	Yes, 12 custom cloth items (apparel)
<b>NOTES:</b>	None	None	None
<b>EXCLUSIONS OR DEVIATIONS IN PERCENTAGE DISCOUNT:</b>	None	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 apply.	Please see attached