

Cheerleading/Drill Team  
Supplies and Equipment  
Bid # 2011-082

<b>Bid Request Number</b>	2011-082			
<b>Title</b>	Drill Team and Cheerleading Equipment and Supplies			
<b>Close Date</b>	1/24/2012			
				<b>Award Info</b>
<u>Line Items</u>				
<b>Line 1</b>	Please state the percent of discount you will offer the Plano ISD from your current catalog prices for Drill Team supplies. If you are not offering a discount, please enter "0".			
<u>Name</u>	<u>Percent Off</u>	<u>Note to Buyer</u>	<u>Exceptions(Optional)</u>	
Alert Services, Inc.	<b>20%</b>	20% off catalog list prices for supplies; 15 % off catalog list prices for Equipment. No more than 10% off J & J , regardless of quantity. Modalities and/or items with a cost of \$150.00 or more are excluded from this bid. Please call to receive your discount.	Catalog discount does not apply to Gatorade Performance Packages; Catalog discount does not apply to \$125.00 charge to paint pump boxes on Oh-A-Sis 10 Gallon, Oh-A-Sis 20 Gallon & Station	<b>Awarded</b>
All American Balloons Wholesale Distributors	<b>10%</b>	As a wholesale distributor, I direct source to manufacturers and suppliers in order to provide Plano ISD with competitive pricing. Upon notification of brand and specific product information from Plano ISD, I will provide updated pricing, specifications and discounts. We can provide professional grade face paint, props, accessories and related supplies to drill team and cheerleading.		<b>Awarded</b>
Ares Sportswear	<b>10%</b>			<b>Awarded</b>
Aztec Promotional Group, LP	<b>30%</b>		No exceptions	<b>Awarded</b>
Bill Reed Decorations, Inc	<b>0%</b>	Costs quoted include a 20% discount		<b>Awarded</b>
Biogime Int.	<b>0%</b>		no exceptions	<b>Awarded</b>
Blue Moose Tees	<b>0%</b>			<b>Awarded</b>
Cheerleading Company	<b>3%</b>	While we do not provide traditional Drill Team uniforms, we do sell pom poms and other accessories. Many items are in stock in our Dallas warehouse.	no exceptions	<b>Awarded</b>
Cheers, Etc., Inc.	<b>0%</b>	We bid upon request based on specifications that you provide. Everything we manufacture is customized for you. At the time of your request for pricing, we always strive to be competitive. At the time of bidding, we promise to give the best price possible		<b>Awarded</b>
Costumes by Dusty, Inc.	<b>0%</b>		We will work within reasonable budgets of the school	<b>Awarded</b>
Costumes Unlimited	<b>0%</b>	The items on the web site are already marked down to a discounted price.		<b>Awarded</b>
Curtain Call Costumes	<b>0%</b>	Discounts are figured by total amount of purchase. However, if paying by purchase order, the discount is not applicable.	no exceptions	<b>Awarded</b>
CustomChenillePatches.com	<b>10%</b>		Single Items will not receive the discount.	<b>Awarded</b>
Dance N' T's	<b>15%</b>	Pricing discounts vary depending on the manufacturer. Some discounts are 25% off of retail. Minimum discount is 5%. The average discount is 15%.	no exceptions	<b>Awarded</b>
DeMoulin Brothers & Co.	<b>0%</b>			<b>Awarded</b>
Down Patt	<b>0%</b>	Pricing is determined by design. Drill Team Uniforms are custom made. See our website: www.downpatt.com.		<b>Awarded</b>
Educational Products, Inc.	<b>15%</b>	We have a great sale that you can see on our website and seem to be the cheapest in town. www.educationalproducts.com....we are the cheapest only because we offer free shipping, free art, free set ups....however, the merchandise is not cheap. We suggest Gildan. If we do not have a sale, we will offer you a 15% discount.		<b>Awarded</b>
Flipdog Sportswear	<b>0%</b>			<b>Awarded</b>
Floyette Originals Inc.	<b>0%</b>			<b>Awarded</b>
Gandy Ink Screen Printing & Embroidery	<b>0%</b>	Our pricing is net pricing with quantity price breaks.	No exceptions.	<b>Awarded</b>
Gemini Stage Lighting & Equipment Co., Inc.	<b>0%</b>	Lighting Equipment and Labor for Spring Drill Team Shows.	Pricing is based upon each Drill Teams Directors requirements for their shows.	<b>Awarded</b>
GetPoms.com	<b>0%</b>	Discount quoted per order.		<b>Awarded</b>
Glendale Parade Store, LLC	<b>0%</b>		no exceptions	<b>Awarded</b>
Green Eyed Monster	<b>30%</b>			<b>Awarded</b>
Happy Feet Inc	<b>21%</b>	This discount of 21% is already reflected on our website		<b>Awarded</b>
Heated Ink Designs	<b>10%</b>	The percentage of discount could change based on the quantity ordered. All artwork created by Heated Ink will be provided at no cost to PISD. Artwork submitted directly from PISD which needs to be redrawn may result in an art fee.		<b>Awarded</b>

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Impressions Marketing LLC	5%		No Exceptions	Awarded
Leapin' Leotards	0%	Catalog is already discounted.		Awarded
Marilyn J. Levy d/b/a Dance-N-Things	0%	Catalog prices represent a 20-25% discount off of retail prices.	no exceptions	Awarded
McCormick's Enterprises, Inc.	0%			Awarded
Music in Motion, Inc.	6%	6% discount offered, plus an additional 6% in the form of an annual gift certificate equal to 6% of the district's total annual purchases IF the district's volume exceeds \$5,000.00		Awarded
North Texas Sports	10%			Awarded
Prop Warehouse	0%		no exceptions	Awarded
Reynolds Uniforms	0%	Prices shown on web site are already discounted; Prices shown in catalogs linked to website (Augusta,Holloway,DSI,Styleplus,Charles River,etc. have a discount that varies from 0-30%);No catalog for custom drill team uniforms-price is quoted based on specific design created or requested.		Awarded
Rochelle Rodriguez Clothing	0%			Awarded
Ross Athletic Supply	0%		no exceptions	Awarded
Spirit Innovations	15%			Awarded
Spiritwear Embroidery	5%		Price increase from my supplier to SpiritWear	Awarded
Team Go Figure, Inc.	0%	Catalog pricing is already discounted.	Plano ISD is eligible for any promotions or specials that Team Go Figure runs during the contract. Team Go Figure will match or beat competitors' advertised pricing for same products that Team Go Figure normally distributes.	Awarded
Team Spirit Sales	3%	Published prices on website/catalogs	Custom designed and/or manufactured items or items previously discounted or combined with other discounts.	Awarded
TeamLeader	5%	5% + free shipping		Awarded
Terri's Stuff	30%			Awarded
The Costume Closet	0%	All of our costumes are on consignment and most are 60% or more off of the retail prices.	Occasionally we offer discounts and promotions.	Awarded
Tote Unlimited	0%		NO EXCEPTIONS	Awarded
Varsity Spirit Fashions	10%	10% and free shipping with Exclusions: all package priced items & exclusive shoes We will also accept "Personal Checks" as an MOP, honoring discounts, but will have to charge "Sales Tax" for those orders!!	10% and free shipping with Exclusions: all package priced items & exclusive shoes We will also accept "Personal Checks" as an MOP, honoring discounts, but will have to charge "Sales Tax" for those orders!!	Awarded
VSrhinestones.com	10%			Awarded
<b>Line 2</b>	<b>Please state the percent of discount you will offer the Plano ISD from your current catalog prices for Cheerleading supplies. If you are not offering a discount, please enter "0".</b>			
<u>Name</u>	<u>Percent Off</u>	<u>Note to Buyer</u>	<u>Exceptions(Optional)</u>	
Alert Services, Inc.	20%	20% off catalog list prices for supplies 15 % off catalog list prices for Equipment No more than 10% off J & J, regardless of quantity Modalities and/or items with a cost of \$150.00 or more are excluded from this bid. Please call to receive your discount.	Catalog discount does not apply to Gatorade Performance Packages. Catalog discount does not apply to \$125.00 charge to paint pump boxes on Oh-A-Sis 10 Gallon, Oh-A-Sis 20 Gallon & Station	Awarded
Ares Sportswear	10%			Awarded
Aztec Promotional Group, LP	30%		No exceptions	Awarded
Bill Reed Decorations, Inc	0%	Costs quoted include a 20% discount		Awarded
Biogime Int.	0%		no exceptions	Awarded
Blue Moose Tees	0%			Awarded
Bravo Designs	0%			Awarded
Cheerleading Company	3%		no exceptions	Awarded
Costumes by Dusty, Inc.	0%		We will work within reasonable budgets of the school	Awarded
Costumes Unlimited	0%	The items on the web site are already marked down to a discounted price.		Awarded
Curtain Call Costumes	0%	Discounts are figured by total amount of purchase. However, if paying by Purchase order, the discount is not applicable.	no exceptions	Awarded
CustomChenillePatches.com	10%		Single Items will not receive the discount.	Awarded
Dance N' T's	7%	The pricing discount is based on retail pricing.	no exceptions	Awarded
DeMoulin Brothers & Co.	0%			Awarded
Educational Products, Inc.	15%			Awarded
Flipdog Sportswear	0%			Awarded
Floyette Originals Inc.	0%			Awarded
Gandy Ink Screen Printing & Embroidery	0%	Our pricing is net pricing with quantity price breaks.	No exceptions.	Awarded
GetPoms.com	0%	Discount quoted per order.	Discount quoted per order.	Awarded
Glendale Parade Store, LLC	0%		no exceptions	Awarded
Green Eyed Monster	30%			Awarded
Happy Feet Inc	21%	Already reflected on website		Awarded

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Heated Ink Designs	10%	The percentage of discount could change based on the quantity ordered. All artwork created by Heated Ink will be provided at no cost to PISD. Artwork submitted directly from PISD which needs to be redrawn may result in an art fee.		Awarded
Impressions Marketing LLC	5%			Awarded
Leapin' Leotards	0%			Awarded
Marilyn J. Levy d/b/a Dance-N-Things	0%	Catalog prices represent a 20-25% discount off of retail prices.	no exceptions	Awarded
Music in Motion, Inc.	6%	6% discount offered, plus an additional 6% in the form of an annual gift certificate equal to 6% of the district's total annual purchases IF the district's volume exceeds \$5,000.00		Awarded
Norcostco, Inc.	10%	Discounts are calculated on individual orders 10 - 25% based on Purchase amount.		Awarded
North Texas Sports	10%			Awarded
Prop Warehouse	0%		no exceptions	Awarded
Reynolds Uniforms	0%	Prices shown on website are already discounted; Prices shown in catalogs linked to website (Augusta, Holloway, DSI, Stylplus, Charles River, etc. have a discount that varies from 0-30%).		Awarded
Rochelle Rodriguez Clothing	0%			Awarded
Ross Athletic Supply	0%		no exceptions	Awarded
S&S Worldwide	16%	% off of catalog list price. Not to be combined with sale prices, offer codes, internet specials or quantity breaks. Installations not included. Discount off catalog current at time of order.	Items labeled FOB/Drop Ship in catalog will be charged shipping prepaid and added to invoice.	Awarded
Spirit Innovations	15%			Awarded
Spiritwear Embroidery	5%		price increase from my supplier to SpiritWear	Awarded
Team Go Figure, Inc.	0%	Catalog pricing is already discounted.	Plano ISD is eligible for any promotions or specials that Team Go Figure runs during the contract. Team Go Figure will match or beat competitors' advertised pricing for same products that Team Go Figure normally distributes.	Awarded
Team Spirit Sales	3%		custom designed and/or manufactured items or items previously discounted or combined with other discounts	Awarded
TeamLeader	10%	10% + free shipping		Awarded
Terri's Stuff	25%			Awarded
The Costume Closet	0%	All of our costumes are on consignment and most are 60% or more off of the retail prices.	Occasionally we offer discounts and promotions.	Awarded
Tote Unlimited	0%		NO EXCEPTIONS	Awarded
Varsity Spirit Fashions	10%	10% and free shipping with Exclusions: all package priced items & exclusive shoes We will also accept "Personal Checks" as an MOP, honoring discounts, but will have to charge "Sales Tax" for those orders!!	10% and free shipping with Exclusions: all package priced items & exclusive shoes We will also accept "Personal Checks" as an MOP, honoring discounts, but will have to charge "Sales Tax" for those orders!!	Awarded
VSrhinestones.com	10%			Awarded
<b>Line 3</b>	<b>Please state the percent of discount you will offer the Plano ISD for rental of equipment and supplies. This will include rental of costumes, props, etc. If you offer no discount, please enter "0".</b>			
<u>Name</u>	<u>Percent Off</u>	<u>Note to Buyer</u>		
Aztec Promotional Group, LP	30%			Awarded
Bill Reed Decorations, Inc	0%	Costs quoted include a 20% discount		Awarded
Biogime Int.	0%			Awarded
Bravo Designs	0%			Awarded
Costumes by Dusty, Inc.	0%	Middle schools receive 50% rental discount on shows.		Awarded
Costumes Unlimited	0%	The items on the web site are already marked down to a discounted price.		Awarded
CustomChenillePatches.com	10%			Awarded
Flipdog Sportswear	0%			Awarded
Floyette Originals Inc.	0%			Awarded
Gandy Ink Screen Printing & Embroidery	0%	Our pricing is net pricing with quantity price breaks.		Awarded
GetPoms.com	0%	Discount quoted per order.		Awarded
Green Eyed Monster	30%			Awarded
Impressions Marketing LLC	0%			Awarded
Leapin' Leotards	0%			Awarded
Marilyn J. Levy d/b/a Dance-N-Things	0%	Catalog prices represent a 20-25% discount off of retail prices.		Awarded
Music in Motion, Inc.	0%			Awarded

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Prop Warehouse	0%			Awarded
Rochelle Rodriguez Clothing	0%			Awarded
Ross Athletic Supply	0%			Awarded
Spiritwear Embroidery	0%			Awarded
Team Go Figure, Inc.	0%			Awarded
Team Spirit Sales	3%			Awarded
Terri's Stuff	25%			Awarded
The Costume Closet	0%	All of our costumes are on consignment and most are 60% or more off of the retail prices.		Awarded
Varsity Spirit Fashions	10%	10% and free shipping with Exclusions: all package priced items & exclusive shoes We will also accept "Personal Checks" as an MOP, honoring discounts, but will have to charge "Sales Tax" for those orders!!		Awarded
VShinestones.com	10%			Awarded