



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

TITLE: Purchasing of Athletic Uniforms

NUMBER: REF-6739.0

ISSUER: Earl R. Perkins, Associate Superintendent
Division of District Operations

Trenton Cornelius, Coordinator
Interscholastic Athletic Department

ROUTING
Local District Superintendents
Administrators of Operations
Operation Coordinators
Principals
Financial Managers
Athletic Directors
Athletic Coaches

DATE: August 24, 2016

PURPOSE: The purpose of this Reference Guide is to provide guidelines for schools for the purchase of athletic uniforms from vendors awarded contracts by the Procurement Services Division.

MAJOR CHANGES: This is a new Reference Guide.

GUIDELINES: School uniform sets must be purchased for all interscholastic athletic teams. These uniforms may not be personalized or customized and will remain school property. The District is seeking to centralize the funding and ordering process for athletic uniforms and eliminate pupil fees associated with uniform cost. Schools will be allowed to purchase uniforms on a three year cycle beginning July 2016. The next purchase year will be July 2019.

Schools will purchase uniforms from the awarded vendors for all athletic teams based on participation in the 2015-2016 school year. One uniform set will be purchased in the sport of cheer, cross country, golf, swimming, track and field, tennis, and wrestling. For water polo, home and away caps are eligible for purchase only. All other sports must purchase uniforms for home and away contests.

School site staff should refer to Attachment C of this Reference Guide for information on the list of vendors awarded the contract for athletic uniforms. The Interscholastic Athletic Department (IAD) will only approve quotes from awarded vendors.

I. PROCEDURES FOR ORDERING UNIFORMS

- A. The school athletic director will determine the quantity and sizes for each athletic uniform that needs to be purchased with a maximum of 140% of the 2015-2016 rosters that were submitted to the Interscholastic Athletic Department (example: rosters of 18 will be



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

- allotted 25 uniforms). Please refer to Attachment E for the list of athletic uniforms that can be purchased with a maximum per pupil cost after decoration excluding tax.
- B. The athletic director must contact the awarded vendor assigned for each athletic uniform to schedule a meeting to order uniforms. Please refer to Attachment C for the list of assigned for each athletic uniform.
1. The vendor's representative will provide the approved options of the National Federation of State High School Associations (NFHS) for each athletic uniform and catalogs.
- C. The school principal and athletic director must discuss with the vendor's representative their requirements for each athletic uniform to be ordered and the following should be identified:
1. The brand and design chosen from the vendor's catalog.
 2. The school colors. If the preferred school color is not available in the vendor's catalog, the school must provide a sample color for the representative.
 3. The school's logo and its placement on the athletic uniform.
 4. The athletic director must obtain uniform samples for approval if needed before the athletic uniforms are to be ordered.
 5. The school must inform the vendor of the required delivery date for each athletic uniform being purchased.
 6. The athletic director must obtain a quote from the vendor for the athletic uniforms to be ordered.
 7. Please refer to Attachment F for pricing and discounts offered by the awarded vendors for each athletic uniform.
 8. The athletic director must submit the quote provided by the vendor with approved signatures from the coach, the athletic director, and the principal or designee.
 9. The athletic uniform order cannot be processed without the signature approval on the quote from Mr. Trenton Cornelius who can be reached by telephone at 213-241-5847 or by email at trenton.cornelius@lausd.net.
 10. The school site designee will create a Shopping Cart for the approved athletic uniforms to be ordered and use the budget line established and administered by Budget Services.

II. FUNDING INFORMATION

- A. Enter the Athletic Uniform funding line as follows:
Fund: 010-0000
Functional Area: 1110-4000-10449
G/L Account: 580005
Cost Center: Use School's Cost Center
- B. The school site designee should indicate the correct type, description,



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

and product category in the Shopping Cart. Please refer to Attachment D, “Athletic Uniforms Product Category and Description” assigned for each athletic uniform to be ordered per vendor.

- C. The vendor will receive a Purchase Order to process the order.
- D. No athletic uniform orders will be processed until the vendor receives the Purchase Order.
- E. The athletic uniforms will be delivered to each school site.
- F. The school will create a Goods Receipt to acknowledge receipt of athletic uniforms.
- G. The school site will use pre-established procedures to distribute the purchased athletic uniforms.

III. INVENTORY/RESTITUTION

All uniforms must be collected and inventoried at the end of each season. Please refer to Attachment B, “Athletic Uniform Inventory”. Uniforms shall remain on campus in a secure location. Any student that damages or loses a school uniform, refer to Bulletin 5509.1. This bulletin states participation in school activities shall be suspended as well as grades, transcripts, and diplomas to be withheld until payment or a restitution process has been completed. All student-athletes must complete Attachment A, “Student-Athlete Uniform Contract” as a part of their eligibility paperwork required for participation in high school activities.

**RELATED
RESOURCES:**

Publication 465, Student Body Policies and Accounting Procedures Secondary Schools
Bulletin BUL-5509.1, “Restitution Procedures for the Loss or Damage of School Property for Students”

ASSISTANCE:

For assistance or further information please contact the Interscholastic Athletic Department at (213) 241-5847.
Procurement Contracts Administration – Local District Buyer:
Central – Zachary Watson at (213) 241-0188 or via email at zachary.watson@lausd.net
East – Mario Fuller at (323) 224-3179 or via email at mario.fuller@lausd.net
Northeast – Sandra Castellanos at (818) 252-5468 or via email at scast21@lausd.net
Northwest – Jina Jung at (818) 654-3719 or via email at jina.jung@lausd.net
South – Oscar Montes at (310) 354-3558 or via email at Oscar.montes@lausd.net
West – Odette Delgado Jorge at (310) 914-2172 or via email at maria.q.delgado@lausd.net



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

- ATTACHMENTS:** Attachment A: Student-Athlete Uniform Contract
Attachment B: Athletic Uniform Inventory
Attachment C: List of Vendors Awarded the Contract for Athletic
Uniforms
Attachment D: Athletic Uniform Product Category and Description
Attachment E: List of Approved Uniforms to Purchase
Attachment F: Pricing and Discounts



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

ATTACHMENT A

Los Angeles Unified School District
_____ High School

STUDENT-ATHLETE UNIFORM CONTRACT

At the beginning of each athletic season all student-athletes will be issued a school purchased uniform for his/her team. No pupil fees should be required for participation and no mandatory fundraising is allowed. Each student-athlete is responsible for returning the team issued uniform clean and in good repair, within one week of the conclusion of the season.

UNIFORM GUIDELINES

1. Student-athletes must keep the uniform number they are assigned at the beginning of the season and at no time may they change their uniform with a teammate without permission of the coach.
2. Student-athletes must wash and care for their uniform after each contest. **(Please launder colored uniform separately from light colors. Turn uniforms inside/out before washing. Wash all uniforms in COLD water. NEVER place uniforms or warm-ups in the dryer, unless on the low heat setting).**
3. At no time may a student-athlete alter or change the original shape or form of the uniform.
4. If I fail to return any piece of the uniform assigned to me or if I return the uniform damaged, I understand that I will pay _____ High School the full dollar amount of the uniform, or if required, a cleaning fee.
5. I understand that if I have not returned a uniform(s) or paid what I owe then I forfeit my opportunity to participate in school activities and/or participate with any extracurricular club or athletic team. Including, but not limited to: school dances, athletic teams, intramural sports, field trips and graduation ceremony. The school may also withhold my grades, transcripts, and diploma.

I have read and understand the above stated uniform policies and recognize that any failure to return the uniform to my coach at the end of the season will result in my being charged replacement cost of the uniform or complete a restitution process as established by

_____ High School.

Student-Athlete Signature: _____ Date: _____

Parent/Guardian Signature: _____ Date: _____

Team: _____ Level: _____ Coach: _____

Student-Athlete Name: _____ D.O.B. _____

Uniform Number: _____ Uniform Size: _____ Short Number: _____ Short Size: _____

Other Issued Uniform Item(s) _____

Cost of Uniforms: \$ _____

I agree to voluntarily fundraise/pay for a customized or personalized uniform. YES NO

Parent's Signature: _____ Date: _____



**LOS ANGELES UNIFIED SCHOOL DISTRICT
REFERENCE GUIDE**

ATTACHMENT C

**LIST OF VENDORS AWARDED THE CONTRACT FOR
ATHLETIC UNIFORMS**

VENDOR NAME: BSN SPORTS **VENDOR CODE:** 100006131
ADDRESS: P.O. BOX 78268
 Corona, California 92877

CONTACT: Ruben Agustin, Asst. Sec/Bid Manager
Telephone: (800) 423-4695 ext. 223
Email Address: ragustin@bsnsports.com
Contract Number: 4400004487
Awarded Sports: Basketball, Cross Country, Football, Lacrosse, Soccer, Swim, Track and Field, Volleyball, Water Polo, Wrestling

VENDOR NAME: GTM SPORTSWEAR **VENDOR CODE:** 1000010209
ADDRESS: 520 Mc Call Road
 Manhattan, Kansas 66502

CONTACT: Stephanie Jordan Heather Widler
 Sales Representative – Los Angeles Bid Specialist
Telephone: (800) 336-4486 ext. 1151 (800) 336-4486
Email Address: Layton.Evergart@igtm.com heather.widler@igtm.com
Contract Number: 4400004489
Awarded Sports: Cheer

VENDOR NAME: KEN’S SPORTING GOODS **VENDOR CODE:** 1000011808
ADDRESS: 2610 Hamner Avenue
 Norco, California 92860

CONTACT: Ron Alfieri Jason Bretsch Ken Bretsch
 Account Manager Sales Manager Owner
Telephone: (516) 527-9235 (951) 735-9863 (951) 735-9863
Email Address: ronalfieri909@gmail.com ksgsales@earthlink.net kenksg@earthlink.net
Contract Number: 4400004488
Awarded Sports: Baseball, Softball, Tennis, Golf



**ATHLETIC UNIFORM PRODUCT
CATEGORY AND DESCRIPTION**

VENDOR CODE: 1000006131

VENDOR NAME: BSN Sports

CONTRACT NO: 4400004487

LINE	DESCRIPTION	PRODUCT CATEGORY
1	CAT A - FOOTBALL - GAME - VARSITY - JERSEY	20000
2	CAT A - FOOTBALL - GAME - VARSITY - PANT	20000
3	CAT A - FOOTBALL - GAME - VARSITY - BELT	20000
4	CAT A - FOOTBALL - GAME - JUNIOR VARSITY - JERSEY	20000
5	CAT A - FOOTBALL - GAME - JUNIOR VARSITY - PANT	20000
6	CAT A - FOOTBALL - GAME - JUNIOR VARSITY - BELT	20000
7	CAT C - SOCCER - BOYS - JERSEY	20000
8	CAT C - SOCCER - BOYS - SHORT	20000
9	CAT C - SOCCER - GIRLS - JERSEY	20000
10	CAT C - SOCCER - GIRLS - SHORT	20000
11	CAT C - SOCCER - GOAL - BOYS - JERSEY	20000
12	CAT C - SOCCER - GOAL - BOYS - SHORT	20000
13	CAT C - SOCCER - GOAL - GIRLS - SHIRT	20000
14	CAT C - SOCCER - GOAL - GIRLS - SHORT	20000
15	CAT D - VOLLEYBALL - BOYS - JERSEY	20000
16	CAT D - VOLLEYBALL - BOYS - SHORT	20000
17	CAT D - VOLLEYBALL - GIRLS - SHORT	20000
18	CAT D - VOLLEYBALL - GIRLS - JERSEY	20000
19	CAT E - BASKETBALL - SHOOTING - B/G - JERSEY	20000
20	CAT E - BASKETBALL - TEARAWAY - B/G - PANT	20000
21	CAT F - BASKETBALL - GAME - BOYS - JERSEY	20000
22	CAT F - BASKETBALL - GAME - BOYS - SHORT	20000
23	CAT F - BASKETBALL - GAME - GIRLS - JERSEY	20000
24	CAT F - BASKETBALL - GAME - GIRLS - SHORT	20000
25	CAT I - TF AND CC - BOYS - SINGLET	20000
26	CAT I - TF AND CC - BOYS - SHORT	20000
27	CAT I - TF AND CC - GIRLS - SINGLET	20000
28	CAT I - TF AND CC - GIRLS - SHORT	20000
29	CAT L - SWIM - BOYS/GIRLS - PARKA	20000



**ATHLETIC UNIFORM PRODUCT
CATEGORY AND DESCRIPTION**

VENDOR CODE: 1000006131

VENDOR NAME: BSN Sports

CONTRACT NO: 4400004487

LINE	DESCRIPTION	PRODUCT CATEGORY
30	CAT M - WATER POLO - BOYS/GIRLS - PARKA	20000
31	CAT M - WATER POLO - BOYS/GIRLS - CAP	20000
32	CAT N - WRESTLING - SINGLET	20000
33	CAT O - LACROSSE - BOYS - JERSEY	20000
34	CAT O - LACROSSE - BOYS - SHORT	20000
35	CAT O - LACROSSE - GIRLS - JERSEY	20000
36	CAT O - LACROSSE - GIRLS - KILT	20000
37	CAT O - LACROSSE - GIRLS - SHORT	20000
38	COST: SCREEN PRINTING	20000
39	COST: EMBROIDERY	20000
40	COST: TACKLE TWILL (BLOCKED)	20000
41	COST: TACKLE TWILL (SCRIPT)	20000



**ATHLETIC UNIFORM PRODUCT
CATEGORY AND DESCRIPTION**

VENDOR CODE: 1000010209

VENDOR NAME: GTM Sportswear

CONTRACT NO: 4400004489

LINE	DESCRIPTION	PRODUCT CATEGORY
1	CAT P - CHEER - SHELL	20000
2	CAT P - CHEER - SKIRT	20000
3	CAT P - CHEER - BODY SUIT	20000
4	CAT P - CHEER - CROPPED BODY SUIT	20000
5	CAT P - CHEER - BRIEF	20000
6	CAT P - CHEER - WARM-UP - JACKET	20000
7	CAT P - CHEER - WARM-UP - PANT	20000
8	COST: SCREEN PRINTING	20000
9	COST: EMBROIDERY	20000
10	COST: TACKLE TWILL (BLOCKED)	20000
11	COST: TACKLE TWILL (SCRIPT)	20000



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

ATTACHMENT D

ATHLETIC UNIFORM PRODUCT CATEGORY AND DESCRIPTION

VENDOR CODE: 1000011808

VENDOR NAME: Ken's Sporting Goods

CONTRACT NO: 4400004488

LINE	DESCRIPTION	PRODUCT CATEGORY
1	CAT G - BASEBALL - JERSEY	20000
2	CAT G - BASEBALL - PANT	20000
3	CAT G - BASEBALL - BELT	20000
4	CAT H - SOFTBALL - JERSEY	20000
5	CAT H - SOFTBALL - PANT	20000
6	CAT H - SOFTBALL - SHORT	20000
7	CAT H - SOFTBALL - BELT	20000
8	CAT J - TENNIS - BOYS - SHIRT	20000
9	CAT J - TENNIS - BOYS - SHORT	20000
10	CAT J - TENNIS - GIRLS - TOP	20000
11	CAT J - TENNIS - GIRLS - BOTTOM	20000
12	CAT K - GOLF - BOYS - SHIRT	20000
13	CAT K - GOLF - BOYS - SHORT	20000
14	CAT K - GOLF - GIRLS - SHIRT	20000
15	CAT K - GOLF - GIRLS - SHORT	20000
16	COST: SCREEN PRINTING	20000
17	COST: EMBROIDERY	20000
18	COST: TACKLE TWILL (BLOCKED)	20000
19	COST: TACKLE TWILL (SCRIPT)	20000



**LOS ANGELES UNIFIED SCHOOL DISTRICT
REFERENCE GUIDE**

ATTACHMENT E

LIST OF APPROVED UNIFORMS TO PURCHASE

SPORT	UNIFORMS	AMOUNT	PURPOSE
Baseball	2 jerseys, 2 pants, 1 belt	\$250	home/away
Basketball	2 jerseys, 2 shorts, 1 shooting shirt, 1 tear away pant	\$250	home/away
Cheer	1 shell, 1 skirt, 1 brief, 1 jacket, 1 pant, 1 body suit or crop top	\$250	-
Cross Country	1 short, 1 singlet	\$50	-
Football	2 pants, 2 jerseys, 1 belt	\$350	home/away
Golf	1 shirt, 1 bottom	\$60	-
Lacrosse	2 jerseys, 2 shorts or kilt	\$250	home/away
Soccer	2 shorts, 2 jerseys	\$120	home/away
Softball	2 pants or shorts, 2 jerseys, 1 belt	\$250	home/away
Tennis	1 shirt, 1 short	\$60	-
Track and Field	1 short, 1 singlet	\$70	-
Volleyball	2 shorts, 2 jerseys	\$120	home/away
Water Polo	caps	\$800	home/away
Wrestling	1 singlet	\$70	-



PRICING AND DISCOUNTS

Below is the link to the team wear catalogs online.

http://www.bsnsports.com/teamwear_catalog/

LAUSD Apparel Program – Discounts Off Retail Pricing – Uniform Discount Pricing

Manufacturer	Stock Apparel	Custom Apparel
Nike	40%	30%
Under Armour	40%	30%
New Balance	40%	30%
Alleson	40%	30%
Mizuno	40%	30%
Puma	40%	30%
Asics	40%	30%
Champion	40%	N/A
Oakley	40%	N/A
Schutt	40%	N/A
Holloway	25%	N/A
Easton	25%	25%
Rawlings	25%	25%
Wilson	25%	25%

LAUSD Decoration Program

Screen Print	Quantity	12 to 23	24 to 47	48 to 95	96 to 143	144 to 287	288 to 500
1-color		\$3.50	\$3.00	\$2.30	\$1.80	\$1.60	\$1.50
2-color		\$4.80	\$3.80	\$2.80	\$2.10	\$1.80	\$1.70
3-color		\$5.40	\$5.10	\$3.10	\$2.60	\$2.30	\$2.00

Numbers	No Minimum Quantity
1-color	\$4.00
2-color	\$6.00
Embroidery	No Minimum Quantity
Standard size	\$7.00

LAUSD Cost for Tackle Twill

SIZE	1 COLOR	2 COLOR	3 COLOR
2"	\$1.75	\$3.50	\$5.15
3"	\$1.90	\$3.85	\$5.65
4"	\$2.00	\$4.00	\$5.75
5" and 6"	\$2.20	\$4.30	\$6.45
8"	\$2.60	\$5.10	\$7.65
10" and 12"	\$3.10	\$6.15	\$9.25



PRICING AND DISCOUNTS

LAUSD Cost for Tackle Twill				
Up to 6 letters	\$11.75	\$23.10	\$35.20	
Extra letter	\$1.95	\$3.85	\$5.85	
Add tall	\$3.90	\$7.70	\$11.70	



PRICING AND DISCOUNTS

- **Cheer Package Discount**
 - A 25% discount will be applied to uniform (shell and skirt), brief, body suit (full or cropped), warm-up jacket, warm-up pant, camp wear and embellishment cost as a whole per athlete.
 - This is an exclusive discount being offered to LAUSD
- **Below is the link to the cheer catalogs online.**

<http://static.gtmsportswear.com/ecats/CACH0116/files/assets/basic-html/page-1.html#>

GTM 2016 EMBELLISHMENT PRICING EFFECTIVE JANUARY 2016

ART FEES

Custom Art Set-Up Fee	2 or Less Arts	\$30.00 ea	\$150 Max Cost
	3 or More Arts	\$25.00 ea	

Additional Art Set-Ups	Per Art	\$15.00	First Art Set-Up is Free per placement if using templates
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Vector Art Purchase	Per Art	\$150.00
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SCREEN PRINT

	First Placement											
	1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	279-575	576-1007	1008+	
Screen Print	1 st Color	\$14.00	\$9.00	\$7.00	\$5.00	\$2.50	\$1.50	\$0.25	\$0.25	\$0.15	\$0.15	\$0.15
	Additional Color	\$8.00	\$4.00	\$1.50	\$1.50	\$1.00	\$0.50	\$0.50	\$0.50	\$0.25	\$0.20	\$0.18
	Second Placement											
	1 st Color	\$14.00	\$9.00	\$7.00	\$5.00	\$2.50	\$1.50	\$1.00	\$0.75	\$0.50	\$0.50	\$0.50
	Additional Color	\$8.00	\$4.00	\$1.50	\$1.50	\$1.00	\$0.50	\$0.50	\$0.50	\$0.25	\$0.20	\$0.18
	Second Placement Grid											
	1-Color	\$14.00	\$9.00	\$7.00	\$5.00	\$2.50	\$1.50	\$1.00	\$0.75	\$0.75	\$0.50	\$0.50
	2-Color	\$22.00	\$13.00	\$8.50	\$6.50	\$3.50	\$2.00	\$1.50	\$1.25	\$1.00	\$0.70	\$0.68
	3-Color	\$30.00	\$17.00	\$10.00	\$8.00	\$4.50	\$2.50	\$2.00	\$1.75	\$1.25	\$0.90	\$0.86
	4-Color	\$38.00	\$21.00	\$11.50	\$9.50	\$5.50	\$3.00	\$2.50	\$2.25	\$1.50	\$1.10	\$1.04
	5-Color	\$46.00	\$25.00	\$13.00	\$11.00	\$6.50	\$3.50	\$3.00	\$2.75	\$1.75	\$1.30	\$1.22
	6-Color	\$54.00	\$29.00	\$14.50	\$12.50	\$7.50	\$4.00	\$3.50	\$3.25	\$2.00	\$1.50	\$1.40
Glow in the Dark (applied to white ink only)	Per Placement	\$1.00										
4-Color Process	Per Design	\$150.00										
Multi-Mega Color	Per Placement	1	2-6	7-11	12-23	24-35	36-71	72+				
		\$17.00	\$12.00	\$10.00	\$8.00	\$7.00	\$6.00	\$6.00				



PRICING AND DISCOUNTS

		1	2-6	7-11	12-23	24-35	36-71	72-143
DTG Only	1 Color	\$12.00	\$7.00	\$4.75	\$4.50	\$4.00	\$3.50	\$3.00
	2 Color	\$12.00	\$7.00	\$4.75	\$4.50	\$4.00	\$3.50	\$3.00
	3 Color	\$12.00	\$7.00	\$4.75	\$4.50	\$4.00	\$3.50	\$3.00
	4 Color	\$12.00	\$7.00	\$4.75	\$4.50	\$4.00	\$3.50	\$3.00
	5 Color	\$12.00	\$7.00	\$4.75	\$4.50	\$4.00	\$3.50	\$3.00
	6 Color	\$12.00	\$7.00	\$4.75	\$4.50	\$4.00	\$3.50	\$3.00



PRICING AND DISCOUNTS

DTG Mega Prints	Per Placement	Add \$2
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HEAT TRANSFERS

		1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	288-575	576-1007	1008+
Sport Grip	Single Layer	\$12.50	\$8.50	\$5.50	\$4.50	\$3.50	\$3.25	\$3.00	\$2.75	\$2.50	\$2.25	\$2.00
	Double Layer	\$16.50	\$13.50	\$6.50	\$5.50	\$4.50	\$4.25	\$4.00	\$3.75	\$3.50	\$3.25	\$3.00
	Standard Mega	\$17.50	\$15.50	\$13.50	\$12.50	\$11.50	\$11.25	\$11.00	\$10.75	\$10.50	\$10.25	\$10.00
	Campus Tee Mega	\$17.00	\$15.00	\$13.00	\$12.00	\$11.00	\$10.75	\$10.50	\$10.25	\$10.00	\$9.75	\$9.50
Sport Grip Personalizations	Single Layer	\$4.50										
	Double Layer	\$6.50										

		1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	288-575	576-1007	1008+
Fashion Film	Single Layer	\$12.00	\$10.00	\$8.00	\$7.00	\$5.50	\$4.50	\$4.25	\$4.00	\$3.75	\$3.50	\$3.25
	Double Layer	\$14.00	\$12.00	\$10.00	\$9.00	\$7.50	\$6.50	\$6.25	\$6.00	\$5.75	\$5.50	\$5.25
	Standard Mega	\$21.00	\$19.00	\$17.00	\$16.00	\$14.50	\$13.50	\$13.25	\$13.00	\$12.75	\$12.50	\$12.25
	Campus Tee Meg	\$18.00	\$16.00	\$14.00	\$13.00	\$11.50	\$10.50	\$10.25	\$10.00	\$9.75	\$9.50	\$9.25
	P. Glitter Single	\$14.00	\$12.00	\$10.00	\$9.00	\$7.50	\$6.50	\$6.25	\$6.00	\$5.75	\$5.50	\$5.25
	P. Glitter Double	\$16.00	\$14.00	\$12.00	\$11.00	\$9.50	\$8.50	\$8.25	\$8.00	\$7.75	\$7.50	\$7.25
	P. Glitter Standard Meg	\$27.00	\$25.00	\$23.00	\$22.00	\$20.50	\$19.50	\$19.25	\$19.00	\$18.75	\$18.50	\$18.25
	P. Glitter Campus Tee Mega	\$19.00	\$17.00	\$15.00	\$14.00	\$12.50	\$11.50	\$11.25	\$11.00	\$10.75	\$10.50	\$10.25

Fashion Film Personalization	Single Layer	\$6.50
	Double Layer	\$8.50
	Premium Glitter	\$8.50
	Double Layer	\$10.50

		1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	288-575	576-1007	1008+
Multi-Process	Sport Grip w/ Std Fashion	\$12.50	\$10.50	\$8.50	\$7.50	\$6.50	\$6.25	\$6.00	\$5.75	\$5.50	\$5.25	\$5.00
	Sport Grip w/ Glitter	\$15.50	\$13.50	\$10.50	\$9.50	\$8.50	\$8.25	\$8.00	\$7.75	\$7.50	\$7.25	\$7.00
	Standard Fashion Film...	\$16.00	\$14.00	\$12.00	\$11.00	\$9.50	\$8.50	\$8.25	\$8.00	\$7.75	\$7.50	\$7.25

		1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	288-575	576-1007	1008+
Sequin Dots	Little Glam	\$20.00	\$18.00	\$16.00	\$15.00	\$13.50	\$12.50	\$12.25	\$12.00	\$11.75	\$11.50	\$11.25
	Big Glam	\$26.00	\$24.00	\$22.00	\$21.00	\$19.50	\$18.50	\$18.25	\$18.00	\$17.75	\$17.50	\$17.25



PRICING AND DISCOUNTS

		1	2-6	7-11	12-23	24-35-	36-71	72-143	144-278	288-575	576-1007	1008+
Rhinestone Acrylic	Little Glam	\$21.00	\$19.00	\$17.00	\$16.00	\$14.50	\$13.50	\$13.25	\$13.00	\$12.75	\$12.50	\$12.25
	Big Glam	\$38.00	\$36.00	\$34.00	\$33.00	\$31.50	\$30.50	\$30.25	\$30.00	\$29.75	\$29.50	\$29.25

Rhinestone Personalizations (Acrylic)	Font Size	.5"-1"
	1 st Line	\$12.00
	2 nd Line	\$6.00
	Font Size	2"
	1 st Line	\$25.00
	2 nd Line	\$12.50



LOS ANGELES UNIFIED SCHOOL DISTRICT REFERENCE GUIDE

ATTACHMENT F

PRICING AND DISCOUNTS

		1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	288-575	576-1007	1008+
Neon Studs	Little Glam	\$20.00	\$18.00	\$16.00	\$15.00	\$13.50	\$12.50	\$12.25	\$12.00	\$11.75	\$11.50	\$11.25
	Big Glam	\$31.00	\$29.00	\$27.00	\$26.00	\$24.50	\$23.50	\$23.25	\$23.00	\$22.75	\$22.50	\$22.25

Screen Print Transfers including Numbers	Per placement	\$3.00
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Flexi-Print (Versa Cutter)	Per Placement	\$6.00	Includes up to 2 digital 6" number
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		1	2-6	7-11	12-23	24-35	36-71	72-143	144-278	288-575	576-1007	1008+
Rhinestones Swarovski	Little Glam	\$50.00	\$49.00	\$48.00	\$47.00	\$46.00	\$45.00	\$44.75	\$44.50	\$44.25	\$44.00	\$43.75
	Big Glam	\$100.00	\$99.00	\$98.00	\$97.00	\$96.00	\$95.00	\$94.75	\$94.50	\$94.25	\$94.00	\$93.75

EMBROIDERY

		1	2-6	7-11	12-35	36-71	72+
Standard Embroidery	LC/RC	\$13.00	\$11.00	\$9.00	\$7.00	\$6.00	\$5.00
	FF/FB	\$24.00	\$18.00	\$16.00	\$14.00	\$14.00	\$14.00

Stitches over Limit ... 5000 stitches LC = 15,000 FB = 30,00

Standard Embroidery Personalizations	Personalizations	LC/RC	\$8.00	Numbers	2 digit 2"	\$4.00
	Personalizations	LC/RC	\$17.00			
	w/Logo	FB	\$29.00			

		1	2-6	7-11	12-35	36-71	72+
Sequins	Full Front/Full Back Sequins	\$25.00	\$21.00	\$19.00	\$17.00	\$16.00	\$15.00
	Powerline Sequin Mascots	\$25.00	\$21.00	\$19.00	\$17.00	\$16.00	\$15.00
	Twill/Sequin Designs	\$37.00	\$27.00	\$25.00	\$23.00	\$21.00	\$20.00
	Premium Sequin Designs	\$37.00	\$33.00	\$31.00	\$29.00	\$27.00	\$26.00

Additional Color \$2

		1	2-6	7-11	12-35	36-71	72+	
Twill	LC Twill/Applique	\$19.00	\$13.00	\$11.00	\$9.00	\$8.00	\$7.00	Only available in single & double layer
	Letterman's Left Chest Twill/Applique	\$20.00	\$16.00	\$14.00	\$12.00	\$11.00	\$10.00	
	Full Front/Full Back Twill/Applique	\$30.00	\$23.00	\$21.00	\$17.00	\$16.00	\$15.00	Includes all existing single, double, and triple layer
	Deluxe Tackle Twill Designs	\$37.00	\$30.00	\$28.00	\$26.00	\$24.00	\$23.00	
	Specialty Twill Designs	\$37.00	\$30.00	\$28.00	\$26.00	\$24.00	\$23.00	
	Split Full Front	\$30.00	\$21.00	\$19.00	\$17.00	\$16.00	\$15.00	
	FF/FB - Fabric Designs	\$25.00	\$14.00	\$12.00	\$10.00	\$10.00	\$10.00	

		1	2-6	7-11	12-35	36-71	72+
Twill Mascots	Small	\$18.00	\$14.00	\$12.00	\$10.00	\$10.00	\$10.00
	Large	\$26.00	\$21.00	\$19.00	\$17.00	\$16.00	\$15.00

Shimmer Fabric Upgrade \$3
Glitter Applique Upgrade \$2



PRICING AND DISCOUNTS

Twill Numbers & Names	Single Layer	Per Placement \$6.00 Number front and back, Team Name, Personalized Name \$24.00
	Double Layer	Per Placement \$8.00 Number front and back, Team Name, Personalized Name \$32.00
	Football Uniforms	Upper Front Neck (in stitching) \$5.00
		Full Front Name (in stitching) \$5.00



PRICING AND DISCOUNTS

		1	2-6	7-11	12-35	36-71	72+
Twill w/Acrylic Rhinestones	Left Chest Applique w/Rhinestones	\$37.00	\$30.00	\$27.00	\$24.00	\$22.00	\$20.00
	Letterman's LC Twill w/Rhinestones	\$38.00	\$33.00	\$30.00	\$27.00	\$25.00	\$23.00
	Full Front/Full Back Twill/Applique w/Rhinestones	\$65.00	\$55.00	\$52.00	\$49.00	\$47.00	\$45.00
	Deluxe Tackle Twill Designs w/Rhinestones	\$72.00	\$64.00	\$61.00	\$58.00	\$55.00	\$53.00
	Specialty Twill Designs w/Rhinestones	\$72.00	\$64.00	\$61.00	\$58.00	\$55.00	\$53.00

		1	2-6	7-11	12-35	36-71	72+
Twill w/Swarovski Rhinestones	Left Chest Applique w/ Rhinestones	\$69.00	\$62.00	\$59.00	\$56.00	\$54.00	\$52.00
	Full Front/Full Back Twill/Applique w/ Rhinestones	\$130.00	\$122.00	\$119.00	\$114.00	\$112.00	\$110.00
	Deluxe Tackle Twill Designs w/ Rhinestones	\$137.00	\$129.00	\$126.00	\$123.00	\$120.00	\$118.00
	Specialty Twill Designs w/Rhinestones	\$137.00	\$129.00	\$126.00	\$123.00	\$120.00	\$118.00



PRICING AND DISCOUNTS

MANUFACTURER	SPORT	PROGRAM	DISCOUNT
Russell	Baseball	Custom	35%
		Line Drive	26%
		Stock	35%
	Golf Softball	Stock	35%
		Custom	35%
		Line Drive	26%
		Stock	35%
	Tennis	Custom	35%
		Stock	35%

Ken’s Sporting Goods do all their decoration in-house (with some very limited exceptions). They can state the current decoration prices for any garments that require decoration. Most left chest embroidery designs cost \$8.50 - \$12.00 (depending on the stitch count of the design).

Embroidery disc creation (all new embroidery designs require a digitized design disc to be created) - \$70-\$150 (depending on the stitch count for the design).

The LAUSD will receive a 25% discount from Russell’s listed prices. These prices are used for CUSTOM UNIFORMS ONLY. Stock uniforms will be decorated by Ken’s Sporting Goods using the decoration price list on page.



PRICING AND DISCOUNTS

SCREENPRINTING:



	COST
SCREEN SET UP (PER COLOR)	\$45.00
REORDERS- (REBURN EXISTING ARTWORK PER COLOR)	\$19.00
COLOR CHANGE PER COLOR	\$13.00
ARTWORK CHARGE ON NEW OR EXISTING ART PER HOUR	\$45.00

PRINTING CHARGES FOR COTTON OR POLY/COTTON ITEMS

Standard Items: t-shirts, fleece, non-mesh gym short, sleeves, 2-button poly-cotton jerseys

QTY.	PER LOCATION		
	1-COLOR	2-COLOR	3-COLOR
1-11 PC.	\$3.95	\$5.95	\$6.95
12-47 PC.	\$3.25	\$4.25	\$5.25
48-71 PC	\$2.85	\$3.75	\$4.75
72-215 PC	\$1.50	\$1.90	\$2.30
216+ PC	\$1.40	\$1.80	\$2.20

TEAM PRINTING / NON STANDARD ITEMS/PERFORMANCE MATERIALS

Non-standard items: mesh, dazzle, jerseys, game wear, swimwear, singlets, jackets

QTY.	PER LOCATION		
	1-COLOR	2-COLOR	3-COLOR
1-11 PC	\$5.75	\$7.25	\$9.00
12-35 PC.	\$4.25	\$6.25	\$7.95
36-71 PC.	\$3.75	\$5.25	\$6.95
72+ PC	\$3.25	\$4.50	\$5.95

NUMBER PRINTING ON SHIRTS OR JERSEYS		
QTY.	PER LOCATION	
	1-COLOR	2-COLOR
1-5 PC.	\$7.00	\$12.00
6-11 PC.	\$5.50	\$9.00
12+ PC.	\$4.00	\$7.00