


GOPHER SPORT

A Direct Marketing Company

RE: US Communities Best and Final Offer
From: Taber Sawatzky – Gopher Sport
Date: June 21, 2016


TAB 1 - PRICE DISCOUNTS

Please provide the discount percent for each product category offered. Proposer may add additional categories, if necessary.

- | | | |
|---------------------------------|---|-----------------------|
| 1) Physical Education Equipment | | 11% off catalog price |
| 2) Athletic Equipment | | 11% off catalog price |
| 3) Sports Equipment | | 11% off catalog price |
| 4) Apparel and Footwear | NA | off catalog price |
| 5) Team Uniforms | NA | off catalog price |
| 6) Exclusions: | The above discount structure only applies to the Gopher catalog. Discount does not apply to Only From Gopher items indicated with an “Only From Gopher” logo  in any of our catalogs, Design Pro Custom apparel, and items with MAP pricing (cannot discount because of supplier agreements) do not receive a discount. The above free or discounted shipping does apply to these items. | |

TAB 2 - SHIPPING EXCEPTIONS

All prices are to include all applicable shipping costs. If there are certain product exceptions, please note:

Free shipping on items without a “truck” logo in the Gopher catalog. 8% shipping on items indicated with a “truck” logo (). 8% shipping on weight plates, kettle bells, barbells, medicine balls, dumbbells, and mulch. Shipping to Alaska and Hawaii is 20%.

TAB 3 - RELATED PRODUCTS AND SERVICES

Proposer shall provide any additional related products and services offered that it wishes to be considered.

Gopher Performance, Play With a Purpose, and Moving Minds will be made available for purchases via a US Communities contract. The discount is 0% and the shipping will be the current published shipping rate (currently 17%).

TAB 4 - ADDITIONAL OFFERINGS

1. Detail any additional pricing incentives, discounts or rebates that may be available such as for large volume, bundled purchased, etc. to Participating Public Agencies.

Escalating discount for single purchases at the following levels.

1% additional discount for purchase order between \$10,000-\$25,000

2% additional discount for purchase order between \$25,001 - \$50,000

3% additional discount for purchase order over \$50,001



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