ATHLETIC UNIFORMS/APPAREL

Research was done by the Finance Department to compare possible future costs of purchasing athletic uniforms/apparel from Egelston Maynard through a contract with Under Armour vs. other alternatives.

We began by calling area school districts to find what methods they used for purchasing athletic gear. Some had used specific contracts with an apparel company where others just used discounts from a variety of companies through a purchasing cooperative, such as KPC.

During research, we found that vendors such as BSN charged freight/shipping for most of their orders. Info found on the BSN website and by calling and speaking with them directly showed that standard shipping would be 17%. Looking at data from the past 3 years for uniform purchases shows what yearly freight would be if purchased at this rate.

**2019**- $66,551 x 17% = $11,313.

**2020**- $62,022 x 17% = $10,543.

**2021-** $63,983 x 17% = $10,877.

The 3 year total for shipping charges would have been $32,733. The rep for BSN said that orders will occasionally be made at a promotional rate and qualify for reduced or no shipping. Under these situations, even if 25% of our orders qualified for free promo shipping, we still would have paid approximately $24,550 in shipping charges. Purchases through Egelston Maynard are delivered at no charge.

CIPS is a member of the Kentucky Purchasing Cooperative which will provide discounts for athletic apparel/uniforms from a variety of vendors. We researched and found that the discount percentage offered under KPC was always at 5-10% off catalog prices. The Under Armour agreement through Egelston offers discounts at 30-35% for these items.