

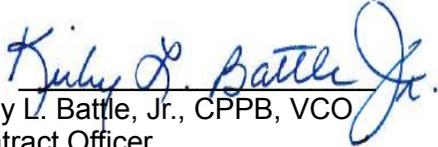
COMMONWEALTH OF VIRGINIA  
DEPARTMENT OF GENERAL SERVICES  
DIVISION OF PURCHASES & SUPPLY  
POST OFFICE BOX 1199  
RICHMOND, VIRGINIA 23218-1199

**NOTICE OF CONTRACT CHANGE**

DATE: **April 22, 2013**  
CONTRACT NO.: **E194-1171**  
COMMODITY: **CLOTHING UNIFORM ACCESSORIES**  
AUTHORIZED USERS: **ALL**  
CHANGE NUMBER: **1**  
EFFECTIVE DATE: **IMMEDIATELY**  
CONTRACTOR: **SAF-GARD SAFETY SHOE CO.**

THE FOLLOWING PRICES, TERMS, AND/OR CONDITIONS ARE HEREBY CHANGED  
AS OF THE ABOVE-STATED EFFECTIVE DATE:

**THE SAF-GARD PRICING SCHEDULE HAS BEEN ATTACHED. PRICES REFLECT COVA  
PRICING AND APPLICABLE DISCOUNTS. FOR ITEMS NOT LISTED, CONTACT VENDOR  
FOR PRICING. DISCOUNTS DO NOT APPLY TO SAF-GARD WEB SITE ITEMS.**

BY:   
Kirby L. Battle, Jr., CPPB, VCO  
Contract Officer  
Phone: (804) 786-5414

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**AUTHORIZED DEPARTMENTS**

All Commonwealth of Virginia Agencies, Authority, Boards, Commissions, Institutions of Higher Education, other Public Bodies and other Entities authorized to use these contracts by Section 2.2-4304 of the Code of Virginia including but limited to Community Service Boards, non-profit medical and dental clinics, private health and educational institutions located in Virginia for serving the Virginia population, other public agencies or institutions or localities of the several states, of the United States or its territories, and the District of Columbia

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**VENDOR**

Legal Name: SAF-GARD SAFETY SHOE CO.

Contact Name(s): KEN HERBAUGH

Contact Email: [kherbaugh@safgard.com](mailto:kherbaugh@safgard.com)

**VENDOR INFORMATION:**

NAME	<b>Saf-Gard Safety Shoe Co.</b>
eVA ID NUMBER	<a href="#">E45641</a>
SWAM CERTIFICATION NUMBER	<b>6723</b>
SWAM CERTIFICATION TYPE	<b>Small</b>
SWAM CERTIFICATION EXPIRATION DATE	<b>7-02-2014</b>
ADDRESS	<b>1422 Commerce Road Richmond, VA 23224</b>

**POINT OF CONTACT**

TELEPHONE NUMBER	<b>Ken Herbaugh</b> <a href="mailto:kherbaugh@safgard.com">kherbaugh@safgard.com</a>
ORDERS AND GENERAL INFORMATION FAX NUMBER	<b>(412) 831-4831 (412) 715-4490 (C) (412) 831-4831 (412) 833-3525</b>

**ORDERING:**

MINIMUM ORDER AMOUNT	<b>\$25.00</b>
DELIVERY TIME, STOCK ITEMS	<b>30 Days</b>
DELIVERY, OVERSIZED ITEMS	
ORDER TYPE:	<b>eVA, PHONE, FAX, INTERNET</b>
eVA PUNCH-OUT CATALOG PROVIDED	<b>No</b>

**RETURNS**

**CONTACT COMPANY FOR RETURN AUTHORIZATION NUMBER**

NAME	<b>Ken Herbaugh</b> <a href="mailto:kherbaugh@safgard.com">kherbaugh@safgard.com</a>
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TELEPHONE NUMBER

**(412) 831-4831**  
**(412) 715-4490 (c)**

FAX NUMBER

**(412) 833-3525**

(All returns due to contractor error will be returned at contractor's expense)

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## BILLING ISSUES

Direct inquiries concerning billing to: **Katrina Twitty**

**336-299-1685**  
**336-294-9714, Fax**  
[ktwitty@safgard.com](mailto:ktwitty@safgard.com)

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## CHARGE CARD(S) ACCEPTED

VISA  
MASTER CARD  
AMERICAN EXPRESS

**CATALOGS AND DISCOUNTS:** DISCOUNT VARIES BY MANUFACTURER AND STYLE. THE AVERAGE DISCOUNT IS 31% OFF THE ATTACHED RETAIL PRICE LIST.

MFG OR DISTRIBUTOR	CATALOG NAME	CATALOG DATE	PRICE LIST DATE
BATES	Saf-Gard	2013	2013
CHIPPEAW	Saf-Gard	2013	2013
CONVERSE	Saf-Gard	2013	2013
DR MARTENS	Saf-Gard	2013	2013
GEORGIA BOOT	Saf-Gard	2013	2013
NAUTILUS	Saf-Gard	2013	2013
ROCKY	Saf-Gard	2013	2013
WOLVERINE	Saf-Gard	2013	2013
HYTEST	Saf-Gard	2013	2013
HUSH PUPPIES	Saf-Gard	2013	2013
CATERPILLAR	Saf-Gard	2013	2013
FOOTHOLDS	Saf-Gard	2013	2013
HARLEY-DAVIDSON	Saf-Gard	2013	2013
SKECHERS	Saf-Gard	2013	2013
TIMBERLAND	Saf-Gard	2013	2013
SR MAX	Saf-Gard	2013	2013
SAF-GARD	Saf-Gard	2013	2013
THOROGOOD	Saf-Gard	2013	2013
CAROLINA	Saf-Gard	2013	2013
FLORSHEIM	Saf-Gard	2013	2013
ROYER	Saf-Gard	2013	2013
KODIAK	Saf-Gard	2013	2013
ROCKPORT	Saf-Gard	2013	2013
RUCKS	Saf-Gard	2013	2013
TERRA	Saf-Gard	2013	2013
LACROSSE	Saf-Gard	2013	2013
WORK ONE	Saf-Gard	2013	2013
GUARDSMAN	Saf-Gard	2013	2013
SAF-GARD CATALOG	Saf-Gard	2013	2013
BATES	Saf-Gard	2013	2013

**NOTICE OF CONTRACT RENEWAL**  
CONTRACT NO. E194-1171  
**PRICING SCHEDULE**

VENDOR NAME: **SAF-GARD SAFETY SHOE CO.**

Line Item Number	Description	UM	Pricing
<b>FOOTWEAR</b>			
220	BOOTS, MEN'S, 8", SAFETY TOE, SIDE ZIPPER BOOT, D-RING LACING WITH PARACHUTE LACES, REMOVABLE INSOLE, MOISTURE-WICK LINING, PADDED COLLAR AND TONGUE, MEETS ANSI Z41 PT99 M1/75 C/75 COMPLIANCE STANDARDS, BLACK LEATHER/CORDURA®. VIRBRAM® OUTSOLE, STEEL SHAN, BATES #BA2263	PR	\$83.32
270	BOOTS, PRO SERIES, 6" WATERPROOF, FULL GRAIN LEATHER, LATEX-SEALED SEAMS, THINSULATE INSULATION, 24-7 COMFORT SUSPENSION™, PADDED COLLAR, SLIP AND OIL RESISTANT LUG SOLE, ELECTRICAL HAZARD PROTECTION, TAN, MED & WIDE, WOLVERINE #WW1123, 14, 15 SZ --14, 1	PR	\$88.23
280	BOOTS, PRO SERIES, 8" WATERPROOF, THINSULATE INSULATION, PADDED COLLAR, SLIP AND OIL RESISTANT LUG SOLE, NEWBUCK OR LEATHER, TAN, ANTI-MICROBIAL CUSHIONED FOOT BED, 24-7 COMFORT SUSPENSION™, MED & WIDE, WOLVERINE #WW1124, SZ--7-12, 13 (SPECIFY SIZE)	PR	\$88.23
290	BOOTS, WOLVERINE, 8" GORETEX WATERPROOF, BROWN, SPLIT SUEDE AND NYLON, RUBBER LUG OUTSOLE W/LADDER GRIP, THINSULATE INSULATION, REMOVABLE CUSHIONED INSOLE, MED & E WIDE, WOLVERINE #WW8463, SZ--7-12, 13 (SPECIFY SIZE)	PR	\$122.54
300	BOOTS, WOLVERINE, 8" GORETEX WATERPROOF, BROWN, SPLIT SUEDE AND NYLON, RUBBER LUG OUTSOLE W/LADDER GRIP, THINSULATE INSULATION, REMOVABLE CUSHIONED INSOLE, MED & E WIDE, WOLVERINE #WW8463, SZ--14, 15 (SPECIFY SIZE)	PR	\$122.54

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
1	00102	\$ 159.00	\$ <b>99.99</b>	59.01	37.1%
2	00865	\$ 119.00	\$ <b>59.99</b>	59.01	49.6%
3	00866	\$ 119.00	\$ <b>89.99</b>	29.01	24.4%
4	00883	\$ 106.00	\$ <b>59.99</b>	46.01	43.4%
5	00899	\$ 133.00	\$ <b>59.99</b>	73.01	54.9%
6	03000	\$ 133.00	\$ <b>59.99</b>	73.01	54.9%
7	03010	\$ 173.00	\$ <b>99.99</b>	73.01	42.2%
8	04000	\$ 133.00	\$ <b>69.99</b>	63.01	47.4%
9	04005	\$ 133.50	\$ <b>69.99</b>	63.51	47.6%
10	04010	\$ 119.00	\$ <b>59.99</b>	59.01	49.6%
11	04015	\$ 119.00	\$ <b>59.99</b>	59.01	49.6%
12	04025	\$ 179.00	\$ <b>99.99</b>	79.01	44.1%
13	04035	\$ 213.00	\$ <b>164.99</b>	48.01	22.5%
14	05040	\$ 123.00	\$ <b>109.99</b>	13.01	10.6%
15	07200	\$ 106.00	\$ <b>59.99</b>	46.01	43.4%
16	07705	\$ 120.00	\$ <b>89.99</b>	30.01	25.0%
17	08120	\$ 179.00	\$ <b>99.99</b>	79.01	44.1%
18	08144	\$ 217.00	\$ <b>159.99</b>	57.01	26.3%
19	08171	\$ 223.00	\$ <b>169.99</b>	53.01	23.8%
20	08275	\$ 160.00	\$ <b>99.99</b>	60.01	37.5%
21	08300	\$ 239.00	\$ <b>184.99</b>	54.01	22.6%
22	08773	\$ 213.00	\$ <b>159.99</b>	53.01	24.9%
23	08774	\$ 213.00	\$ <b>159.99</b>	53.01	24.9%
24	08779	\$ 213.00	\$ <b>159.99</b>	53.01	24.9%
25	08892	\$ 213.00	\$ <b>109.99</b>	103.01	48.4%
26	08971	\$ 206.00	\$ <b>149.99</b>	56.01	27.2%
27	08972	\$ 206.00	\$ <b>149.99</b>	56.01	27.2%
28	10041	\$ 152.00	\$ <b>114.99</b>	37.01	24.3%
29	10140	\$ 152.00	\$ <b>112.99</b>	39.01	25.7%
30	10150	\$ 152.00	\$ <b>112.99</b>	39.01	25.7%
31	10151	\$ 152.00	\$ <b>112.99</b>	39.01	25.7%
32	10241	\$ 158.00	\$ <b>124.99</b>	33.01	20.9%
33	10250	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
34	10310	\$ 140.00	\$ <b>112.99</b>	27.01	19.3%
35	10311	\$ 140.00	\$ <b>112.99</b>	27.01	19.3%
36	10320	\$ 136.00	\$ <b>112.99</b>	23.01	16.9%
37	10321	\$ 136.00	\$ <b>112.99</b>	23.01	16.9%
38	10441	\$ 172.00	\$ <b>109.99</b>	62.01	36.1%
39	10451	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
40	10591	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
41	10800	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
42	11100	\$ 90.00	\$ <b>74.99</b>	15.01	16.7%
43	11101	\$ 90.00	\$ <b>74.99</b>	15.01	16.7%
44	11141	\$ 158.00	\$ <b>114.99</b>	43.01	27.2%
45	11150	\$ 139.00	\$ <b>104.99</b>	34.01	24.5%
46	11160	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
47	11161	\$ 90.10	\$ <b>59.99</b>	30.11	33.4%
48	11231	\$ 140.00	\$ <b>99.99</b>	40.01	28.6%
49	11311	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
50	11350	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
51	11352	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
52	11411	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
53	11551	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
54	11552	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
55	11641	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
56	11643	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
57	11644	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
58	11880	\$ 152.00	\$ <b>89.99</b>	62.01	40.8%
59	12046	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
60	12071	\$ 143.00	\$ <b>124.99</b>	18.01	12.6%
61	12100	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
62	12101	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
63	12110	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
64	12111	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
65	12123	\$ 121.00	\$ <b>59.99</b>	61.01	50.4%
66	12170	\$ 172.00	\$ <b>119.99</b>	52.01	30.2%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
67	12191	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
68	12200	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
69	12202	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
70	12230	\$ 130.00	\$ <b>109.99</b>	20.01	15.4%
71	12231	\$ 130.00	\$ <b>109.99</b>	20.01	15.4%
72	12310	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
73	12311	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
74	12350	\$ 113.00	\$ <b>84.99</b>	28.01	24.8%
75	12351	\$ 110.00	\$ <b>84.99</b>	25.01	22.7%
76	12480	\$ 148.00	\$ <b>129.99</b>	18.01	12.2%
77	12481	\$ 148.00	\$ <b>129.99</b>	18.01	12.2%
78	12591	\$ 100.00	\$ <b>89.99</b>	10.01	10.0%
79	12641	\$ 131.00	\$ <b>94.99</b>	36.01	27.5%
80	13150	\$ 170.00	\$ <b>124.99</b>	45.01	26.5%
81	13151	\$ 170.00	\$ <b>122.99</b>	47.01	27.7%
82	13160	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
83	13161	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
84	13180	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
85	13181	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
86	13191	\$ 139.00	\$ <b>89.99</b>	49.01	35.3%
87	13220	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
88	13240	\$ 194.00	\$ <b>99.99</b>	94.01	48.5%
89	13241	\$ 194.00	\$ <b>99.99</b>	94.01	48.5%
90	13251	\$ 138.00	\$ <b>104.99</b>	33.01	23.9%
91	13262	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
92	13281	\$ 159.00	\$ <b>114.99</b>	44.01	27.7%
93	13291	\$ 179.00	\$ <b>119.99</b>	59.01	33.0%
94	13330	\$ 172.00	\$ <b>129.99</b>	42.01	24.4%
95	13331	\$ 172.00	\$ <b>129.99</b>	42.01	24.4%
96	13351	\$ 172.00	\$ <b>99.99</b>	72.01	41.9%
97	13370	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
98	13371	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
99	13431	\$ 138.00	\$ <b>79.99</b>	58.01	42.0%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
100	13440	\$ 160.00	\$ <b>99.99</b>	60.01	37.5%
101	13442	\$ 160.00	\$ <b>99.99</b>	60.01	37.5%
102	13481	\$ 172.00	\$ <b>109.99</b>	62.01	36.1%
103	13530	\$ 163.00	\$ <b>129.99</b>	33.01	20.3%
104	13531	\$ 163.00	\$ <b>129.99</b>	33.01	20.3%
105	13610	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
106	13611	\$ 148.00	\$ <b>117.99</b>	30.01	20.3%
107	13761	\$ 160.00	\$ <b>79.99</b>	80.01	50.0%
108	13771	\$ 150.00	\$ <b>114.99</b>	35.01	23.3%
109	13810	\$ 180.00	\$ <b>124.99</b>	55.01	30.6%
110	13820	\$ 180.00	\$ <b>114.99</b>	65.01	36.1%
111	13830	\$ 180.00	\$ <b>114.99</b>	65.01	36.1%
112	13840	\$ 194.00	\$ <b>129.99</b>	64.01	33.0%
113	13850	\$ 186.00	\$ <b>119.99</b>	66.01	35.5%
114	13860	\$ 194.00	\$ <b>119.99</b>	74.01	38.1%
115	13890	\$ 194.00	\$ <b>119.99</b>	74.01	38.1%
116	14240	\$ 206.00	\$ <b>99.99</b>	106.01	51.5%
117	14241	\$ 191.00	\$ <b>69.99</b>	121.01	63.4%
118	14291	\$ 189.00	\$ <b>129.99</b>	59.01	31.2%
119	14361	\$ 206.00	\$ <b>149.99</b>	56.01	27.2%
120	14371	\$ 172.00	\$ <b>99.99</b>	72.01	41.9%
121	14440	\$ 165.00	\$ <b>99.99</b>	65.01	39.4%
122	14442	\$ 165.00	\$ <b>99.99</b>	65.01	39.4%
123	14480	\$ 150.00	\$ <b>124.99</b>	25.01	16.7%
124	14481	\$ 150.00	\$ <b>124.99</b>	25.01	16.7%
125	14611	\$ 157.00	\$ <b>124.99</b>	32.01	20.4%
126	14800	\$ 200.00	\$ <b>129.99</b>	70.01	35.0%
127	14810	\$ 194.00	\$ <b>119.99</b>	74.01	38.1%
128	14860	\$ 194.00	\$ <b>119.99</b>	74.01	38.1%
129	14870	\$ 200.00	\$ <b>129.99</b>	70.01	35.0%
130	15262	\$ 159.00	\$ <b>99.99</b>	59.01	37.1%
131	15340	\$ 261.00	\$ <b>189.99</b>	71.01	27.2%
132	15351	\$ 215.00	\$ <b>179.99</b>	35.01	16.3%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
133	15440	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
134	15442	\$ 160.00	\$ <b>99.99</b>	60.01	37.5%
135	15761	\$ 157.00	\$ <b>119.99</b>	37.01	23.6%
136	16140	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
137	16141	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
138	16150	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
139	16151	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
140	16160	\$ 159.00	\$ <b>119.99</b>	39.01	24.5%
141	16181	\$ 131.00	\$ <b>89.99</b>	41.01	31.3%
142	16410	\$ 136.00	\$ <b>114.99</b>	21.01	15.4%
143	16610	\$ 148.00	\$ <b>106.99</b>	41.01	27.7%
144	17026	\$ 124.00	\$ <b>59.99</b>	64.01	51.6%
145	17028	\$ 112.00	\$ <b>59.99</b>	52.01	46.4%
146	17062	\$ 109.00	\$ <b>59.99</b>	49.01	45.0%
147	17065	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%
148	17070	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
149	17130	\$ 172.00	\$ <b>129.99</b>	42.01	24.4%
150	17140	\$ 152.00	\$ <b>112.99</b>	39.01	25.7%
151	17150	\$ 152.00	\$ <b>112.99</b>	39.01	25.7%
152	17151	\$ 152.00	\$ <b>112.99</b>	39.01	25.7%
153	17170	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
154	17171	\$ 123.00	\$ <b>89.99</b>	33.01	26.8%
155	17210	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
156	17211	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
157	17331	\$ 172.00	\$ <b>99.99</b>	72.01	41.9%
158	17370	\$ 165.00	\$ <b>124.99</b>	40.01	24.2%
159	17371	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
160	17422	\$ 180.00	\$ <b>99.99</b>	80.01	44.5%
161	17552	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
162	17800	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
163	17809	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
164	17810	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
165	17820	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
166	17830	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
167	17840	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
168	17850	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
169	17860	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
170	17870	\$ 200.00	\$ <b>144.99</b>	55.01	27.5%
171	17880	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
172	17890	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
173	20086	\$ 191.00	\$ <b>99.99</b>	91.01	47.6%
174	20100	\$ 158.00	\$ <b>99.99</b>	58.01	36.7%
175	20171	\$ 132.00	\$ <b>109.99</b>	22.01	16.7%
176	23011	\$ 231.00	\$ <b>169.99</b>	61.01	26.4%
177	23086	\$ 201.00	\$ <b>144.99</b>	56.01	27.9%
178	23170	\$ 150.00	\$ <b>124.99</b>	25.01	16.7%
179	23171	\$ 150.00	\$ <b>124.99</b>	25.01	16.7%
180	23500	\$ 206.00	\$ <b>129.99</b>	76.01	36.9%
181	23501	\$ 206.00	\$ <b>129.99</b>	76.01	36.9%
182	23510	\$ 222.00	\$ <b>124.99</b>	97.01	43.7%
183	23511	\$ 157.00	\$ <b>124.99</b>	32.01	20.4%
184	23520	\$ 222.00	\$ <b>159.99</b>	62.01	27.9%
185	23521	\$ 222.00	\$ <b>159.99</b>	62.01	27.9%
186	24026	\$ 231.00	\$ <b>159.99</b>	71.01	30.7%
187	24171	\$ 156.00	\$ <b>129.99</b>	26.01	16.7%
188	24500	\$ 215.00	\$ <b>124.99</b>	90.01	41.9%
189	24501	\$ 222.00	\$ <b>99.99</b>	122.01	55.0%
190	24502	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
191	25026	\$ 231.00	\$ <b>169.99</b>	61.01	26.4%
192	25501	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
193	27300	\$ 173.00	\$ <b>79.99</b>	93.01	53.8%
194	30040	\$ 165.00	\$ <b>99.99</b>	65.01	39.4%
195	30046	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
196	30065	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
197	37000	\$ 124.00	\$ <b>59.99</b>	64.01	51.6%
198	37003	\$ 124.00	\$ <b>59.99</b>	64.01	51.6%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
199	37200	\$ 143.00	\$ <b>59.99</b>	83.01	58.0%
200	50015	\$ 109.00	\$ <b>49.99</b>	59.01	54.1%
201	53045	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
202	53055	\$ 117.00	\$ <b>89.99</b>	27.01	23.1%
203	54005	\$ 109.00	\$ <b>59.99</b>	49.01	45.0%
204	56045	\$ 167.00	\$ <b>59.99</b>	107.01	64.1%
205	57010	\$ 96.30	\$ <b>49.99</b>	46.31	48.1%
206	62010	\$ 139.00	\$ <b>104.99</b>	34.01	24.5%
207	66010	\$ 131.00	\$ <b>99.99</b>	31.01	23.7%
208	66019	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
209	66020	\$ 110.00	\$ <b>49.99</b>	60.01	54.6%
210	66025	\$ 124.00	\$ <b>94.99</b>	29.01	23.4%
211	66090	\$ 103.00	\$ <b>79.99</b>	23.01	22.3%
212	66205	\$ 117.00	\$ <b>89.99</b>	27.01	23.1%
213	73050	\$ 152.00	\$ <b>89.99</b>	62.01	40.8%
214	08144B	\$ 227.00	\$ <b>169.99</b>	57.01	25.1%
215	08144C	\$ 260.00	\$ <b>194.99</b>	65.01	25.0%
216	08773B	\$ 227.00	\$ <b>169.99</b>	57.01	25.1%
217	08773C	\$ 240.00	\$ <b>179.99</b>	60.01	25.0%
218	08972B	\$ 215.00	\$ <b>159.99</b>	55.01	25.6%
219	08972C	\$ 227.00	\$ <b>169.99</b>	57.01	25.1%
220	10320D	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
221	10321D	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
222	A11001	\$ 35.20	\$ <b>24.99</b>	10.21	29.0%
223	A11003	\$ 21.00	\$ <b>16.99</b>	4.01	19.1%
224	A1330	\$ 5.20	\$ <b>4.00</b>	1.20	23.1%
225	A1444	\$ 8.00	\$ <b>6.00</b>	2.00	25.0%
226	A53844	\$ 25.90	\$ <b>18.99</b>	6.91	26.7%
227	A53846	\$ 27.00	\$ <b>19.99</b>	7.01	26.0%
228	A53849	\$ 6.30	\$ <b>3.00</b>	3.30	52.4%
229	A7001	\$ 19.70	\$ <b>14.99</b>	4.71	23.9%
230	AB6950BLK	\$ 41.40	\$ <b>29.99</b>	11.41	27.6%
231	AB6950YEL	\$ 41.40	\$ <b>29.99</b>	11.41	27.6%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
232	ABS100	\$ 13.50	\$ <b>8.99</b>	4.51	33.4%
233	ABS101	\$ 11.00	\$ <b>8.99</b>	2.01	18.3%
234	ABS102	\$ 11.00	\$ <b>8.99</b>	2.01	18.3%
235	ACJ4662M	\$ 27.00	\$ <b>19.99</b>	7.01	26.0%
236	ACJ5296	\$ 27.00	\$ <b>19.99</b>	7.01	26.0%
237	ACR01BRNREG	\$ 89.10	\$ <b>64.99</b>	24.11	27.1%
238	AD5000	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%
239	AD5030	\$ 130.00	\$ <b>59.99</b>	70.01	53.9%
240	AG3501	\$ 31.10	\$ <b>16.99</b>	14.11	45.4%
241	AG3601	\$ 30.10	\$ <b>19.99</b>	10.11	33.6%
242	AG702-4	\$ 36.00	\$ <b>29.99</b>	6.01	16.7%
243	AL30	\$ 3.20	\$ <b>2.00</b>	1.20	37.5%
244	AL36	\$ 2.00	\$ <b>1.50</b>	0.50	25.0%
245	AL45TR	\$ 2.10	\$ <b>1.50</b>	0.60	28.6%
246	AL54RH	\$ 2.10	\$ <b>1.50</b>	0.60	28.6%
247	AL63BK	\$ 3.20	\$ <b>2.00</b>	1.20	37.5%
248	AL72	\$ 4.20	\$ <b>3.00</b>	1.20	28.6%
249	ALS10	\$ 25.90	\$ <b>18.99</b>	6.91	26.7%
250	AMINK	\$ 8.30	\$ <b>4.99</b>	3.31	39.9%
251	AS013096125618	\$ 10.00	\$ <b>7.99</b>	2.01	20.1%
252	AS013096137215	\$ 7.30	\$ <b>4.99</b>	2.31	31.6%
253	AS013096154212	\$ 7.30	\$ <b>4.00</b>	3.30	45.2%
254	AS013096154618	\$ 21.80	\$ <b>12.00</b>	9.80	45.0%
255	AS013096195611	\$ 12.00	\$ <b>8.99</b>	3.01	25.1%
256	AS013096237212	\$ 7.30	\$ <b>4.00</b>	3.30	45.2%
257	AS013096243619	\$ 11.00	\$ <b>8.50</b>	2.50	22.7%
258	AS013096253212	\$ 9.40	\$ <b>5.00</b>	4.40	46.8%
259	AS013096253717	\$ 44.60	\$ <b>26.00</b>	18.60	41.7%
260	AS013096271742	\$ 23.90	\$ <b>18.00</b>	5.90	24.7%
261	AS013096275610	\$ 11.40	\$ <b>9.00</b>	2.40	21.1%
262	AS013096275658	\$ 11.40	\$ <b>9.00</b>	2.40	21.1%
263	AS013096275719	\$ 23.90	\$ <b>18.00</b>	5.90	24.7%
264	AS013096275757	\$ 32.10	\$ <b>18.00</b>	14.10	43.9%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
265	AS013096279717	\$ 22.80	\$ <b>16.00</b>	6.80	29.8%
266	AS01309673962	\$ 17.00	\$ <b>13.00</b>	4.00	23.5%
267	AS013096741337	\$ 6.00	\$ <b>4.99</b>	1.01	16.8%
268	AS013096796313	\$ 6.00	\$ <b>4.99</b>	1.01	16.8%
269	AS013096797211	\$ 7.00	\$ <b>5.00</b>	2.00	28.6%
270	AS013096864210	\$ 10.00	\$ <b>7.99</b>	2.01	20.1%
271	AS013096897218	\$ 6.25	\$ <b>5.00</b>	1.25	20.0%
272	AS013096987612	\$ 15.60	\$ <b>10.00</b>	5.60	35.9%
273	AS733525030008	\$ 10.40	\$ <b>7.99</b>	2.41	23.2%
274	ASMOLD	\$ 25.90	\$ <b>14.99</b>	10.91	42.1%
275	ASP402-1202	\$ 20.70	\$ <b>14.99</b>	5.71	27.6%
276	AT9299	\$ 117.00	\$ <b>84.99</b>	32.01	27.4%
277	AWL600	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
278	AWL600W	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
279	AWL605	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
280	AWL605W	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
281	AWL620	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
282	AWL620W	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
283	AWL625	\$ 81.80	\$ <b>60.00</b>	21.80	26.7%
284	BA2210	\$ 221.00	\$ <b>159.99</b>	61.01	27.6%
285	BA2262	\$ 114.00	\$ <b>89.99</b>	24.01	21.1%
286	BA2263	\$ 139.00	\$ <b>84.99</b>	54.01	38.9%
287	BA2264	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
288	BA2272	\$ 225.00	\$ <b>179.99</b>	45.01	20.0%
289	BA2276	\$ 137.00	\$ <b>104.99</b>	32.01	23.4%
290	BA2320	\$ 131.00	\$ <b>94.99</b>	36.01	27.5%
291	BA2326	\$ 131.00	\$ <b>94.99</b>	36.01	27.5%
292	BA2720	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
293	BA2762	\$ 100.00	\$ <b>89.99</b>	10.01	10.0%
294	BFGS	\$ 93.20	\$ <b>49.99</b>	43.21	46.4%
295	BFPS	\$ 90.60	\$ <b>49.99</b>	40.61	44.8%
296	BG69172	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
297	CA1430	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
298	CA1499	\$ 109.00	\$ <b>79.99</b>	29.01	26.6%
299	CA1555	\$ 102.00	\$ <b>59.99</b>	42.01	41.2%
300	CA1556	\$ 103.00	\$ <b>59.99</b>	43.01	41.8%
301	CA1591	\$ 130.00	\$ <b>59.99</b>	70.01	53.9%
302	CA1821	\$ 131.00	\$ <b>89.99</b>	41.01	31.3%
303	CA1905	\$ 227.00	\$ <b>164.99</b>	62.01	27.3%
304	CA3547	\$ 123.00	\$ <b>79.99</b>	43.01	35.0%
305	CA4074	\$ 109.00	\$ <b>69.99</b>	39.01	35.8%
306	CA4122	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
307	CA4132	\$ 173.00	\$ <b>124.99</b>	48.01	27.8%
308	CA4161	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
309	CA4176	\$ 134.00	\$ <b>59.99</b>	74.01	55.2%
310	CA4261	\$ 163.00	\$ <b>117.99</b>	45.01	27.6%
311	CA4295	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%
312	CA4296	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%
313	CA50076	\$ 108.00	\$ <b>74.99</b>	33.01	30.6%
314	CA505	\$ 215.00	\$ <b>152.99</b>	62.01	28.8%
315	CA505N	\$ 178.00	\$ <b>147.99</b>	30.01	16.9%
316	CA508	\$ 211.00	\$ <b>144.99</b>	66.01	31.3%
317	CA51210	\$ 144.00	\$ <b>69.99</b>	74.01	51.4%
318	CA519	\$ 215.00	\$ <b>139.99</b>	75.01	34.9%
319	CA6510	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
320	CA6742	\$ 115.00	\$ <b>74.99</b>	40.01	34.8%
321	CA6745	\$ 109.00	\$ <b>69.99</b>	39.01	35.8%
322	CA7515	\$ 215.00	\$ <b>149.99</b>	65.01	30.2%
323	CA7582	\$ 206.00	\$ <b>134.99</b>	71.01	34.5%
324	CA7921	\$ 240.00	\$ <b>189.99</b>	50.01	20.8%
325	CA9507	\$ 124.00	\$ <b>74.99</b>	49.01	39.5%
326	CH73050	\$ 234.00	\$ <b>159.99</b>	74.01	31.6%
327	CH73060	\$ 234.00	\$ <b>159.99</b>	74.01	31.6%
328	CMRUGBY	\$ 111.00	\$ <b>69.99</b>	41.01	36.9%
329	CO34443-AU0	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%
330	CO77080-AD0	\$ 123.00	\$ <b>59.99</b>	63.01	51.2%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
331	CO8286	\$ 137.00	\$ <b>69.99</b>	67.01	48.9%
332	CO8289	\$ 137.00	\$ <b>69.99</b>	67.01	48.9%
333	CP512	\$ 134.00	\$ <b>69.99</b>	64.01	47.8%
334	CP541	\$ 134.00	\$ <b>69.99</b>	64.01	47.8%
335	CRBISTROBLK	\$ 62.10	\$ <b>44.99</b>	17.11	27.6%
336	CRBISTROCHO	\$ 62.10	\$ <b>44.99</b>	17.11	27.6%
337	CRBISTROMAR	\$ 62.10	\$ <b>44.99</b>	17.11	27.6%
338	CRBISTRONVY	\$ 62.10	\$ <b>44.99</b>	17.11	27.6%
339	CRBISTROWHT	\$ 62.10	\$ <b>44.99</b>	17.11	27.6%
340	CRGINGERBLK	\$ 103.00	\$ <b>69.99</b>	33.01	32.0%
341	CRGINGERWHT	\$ 103.00	\$ <b>69.99</b>	33.01	32.0%
342	CRSAFRONBLK	\$ 90.10	\$ <b>64.99</b>	25.11	27.9%
343	CRSAFRONWHT	\$ 90.10	\$ <b>64.99</b>	25.11	27.9%
344	CRVELOBLK	\$ 96.80	\$ <b>69.99</b>	26.81	27.7%
345	CRVELOCHAR	\$ 96.80	\$ <b>49.99</b>	46.81	48.4%
346	CRVELOCHOC	\$ 96.80	\$ <b>69.99</b>	26.81	27.7%
347	CT72656	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
348	CT89516	\$ 137.00	\$ <b>109.99</b>	27.01	19.7%
349	CT89556	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
350	CT89674	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
351	CT89704	\$ 131.00	\$ <b>89.99</b>	41.01	31.3%
352	CT89733	\$ 131.00	\$ <b>92.99</b>	38.01	29.0%
353	CT89736	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
354	CT89829	\$ 117.00	\$ <b>99.99</b>	17.01	14.5%
355	CT89862	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
356	CT89917	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
357	CT89965	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
358	DICD1040	\$ 82.80	\$ <b>39.99</b>	42.81	51.7%
359	DICD1240	\$ 79.70	\$ <b>39.99</b>	39.71	49.8%
360	DICD1250	\$ 87.00	\$ <b>39.99</b>	47.01	54.0%
361	DICD3203	\$ 94.20	\$ <b>49.99</b>	44.21	46.9%
362	DICD3220	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%
363	DICD3221	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
364	DICD3230	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%
365	DICD3240	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%
366	DICD3241	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%
367	DICD3260	\$ 63.00	\$ <b>49.99</b>	13.01	20.7%
368	DICD3280	\$ 94.20	\$ <b>39.99</b>	54.21	57.5%
369	DICD4220	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%
370	DICD4221	\$ 78.70	\$ <b>59.99</b>	18.71	23.8%
371	DICD4240	\$ 78.70	\$ <b>49.99</b>	28.71	36.5%
372	DICD4260	\$ 63.00	\$ <b>49.99</b>	13.01	20.7%
373	DIWD6352	\$ 94.00	\$ <b>74.99</b>	19.01	20.2%
374	DIWD6355	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
375	DIWD7644	\$ 107.00	\$ <b>84.99</b>	22.01	20.6%
376	DIWD8613	\$ 110.00	\$ <b>87.99</b>	22.01	20.0%
377	DM0061W5365	\$ 165.00	\$ <b>114.99</b>	50.01	30.3%
378	DM0062W5365	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
379	DM0071W2365	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
380	DM0071W2661	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
381	DM0072W2365	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
382	DM0072W2661	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
383	DM7733C2365	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
384	DM8833B4365	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
385	DM8833B4661	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
386	DM8836B4365	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
387	DS413NY	\$ 124.00	\$ <b>82.99</b>	41.01	33.1%
388	DS415BRN	\$ 107.00	\$ <b>79.99</b>	27.01	25.2%
389	EX2005	\$ 107.00	\$ <b>84.99</b>	22.01	20.6%
390	EX2510	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
391	EX2515	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
392	FRMN	\$ 72.00	\$ <b>59.99</b>	12.01	16.7%
393	GA5655	\$ 159.00	\$ <b>104.99</b>	54.01	34.0%
394	GA6374	\$ 123.00	\$ <b>94.99</b>	28.01	22.8%
395	GA6375	\$ 130.00	\$ <b>99.99</b>	30.01	23.1%
396	GA6382	\$ 165.00	\$ <b>114.99</b>	50.01	30.3%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
397	GA6633	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
398	GGM2010	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
399	GGM2015	\$ 63.00	\$ <b>49.99</b>	13.01	20.7%
400	GGM2020	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
401	GGM210	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
402	GGM215	\$ 63.00	\$ <b>49.99</b>	13.01	20.7%
403	GGM430	\$ 90.10	\$ <b>59.99</b>	30.11	33.4%
404	GGM4330	\$ 90.10	\$ <b>59.99</b>	30.11	33.4%
405	GGM4331	\$ 85.00	\$ <b>69.99</b>	15.01	17.7%
406	GGM4336	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
407	GGM700	\$ 97.30	\$ <b>59.99</b>	37.31	38.3%
408	GGM710	\$ 97.30	\$ <b>79.99</b>	17.31	17.8%
409	GGM7100	\$ 97.30	\$ <b>59.99</b>	37.31	38.3%
410	GGM7101	\$ 97.30	\$ <b>69.99</b>	27.31	28.1%
411	GGM7110	\$ 97.30	\$ <b>79.99</b>	17.31	17.8%
412	GGM7130	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
413	GGM7140	\$ 85.00	\$ <b>79.99</b>	5.01	5.9%
414	GGM7150	\$ 80.00	\$ <b>64.99</b>	15.01	18.8%
415	GGM7160	\$ 103.00	\$ <b>74.99</b>	28.01	27.2%
416	GGM7161	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
417	GGM7162	\$ 94.00	\$ <b>74.99</b>	19.01	20.2%
418	GGM7163	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
419	GGM9530	\$ 88.00	\$ <b>69.99</b>	18.01	20.5%
420	GGM9540	\$ 85.00	\$ <b>69.99</b>	15.01	17.7%
421	GGM9545	\$ 88.00	\$ <b>69.99</b>	18.01	20.5%
422	GT5615	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
423	HD81048	\$ 152.00	\$ <b>107.99</b>	44.01	29.0%
424	HD91035	\$ 160.00	\$ <b>114.99</b>	45.01	28.1%
425	HD91137	\$ 173.00	\$ <b>124.99</b>	48.01	27.8%
426	HD91630	\$ 152.00	\$ <b>104.99</b>	47.01	30.9%
427	HD93027	\$ 120.00	\$ <b>89.99</b>	30.01	25.0%
428	HD94104	\$ 162.00	\$ <b>117.99</b>	44.01	27.2%
429	IA626	\$ 134.00	\$ <b>99.99</b>	34.01	25.4%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
430	IA629	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
431	IA631	\$ 144.00	\$ <b>89.99</b>	54.01	37.5%
432	IA633	\$ 144.00	\$ <b>89.99</b>	54.01	37.5%
433	IA675	\$ 129.00	\$ <b>99.99</b>	29.01	22.5%
434	IA699	\$ 129.00	\$ <b>99.99</b>	29.01	22.5%
435	IA807	\$ 6.30	\$ <b>5.00</b>	1.30	20.6%
436	IA8157	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
437	IA8704	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
438	KO204010	\$ 135.00	\$ <b>107.99</b>	27.01	20.0%
439	KO216002	\$ 138.00	\$ <b>99.99</b>	38.01	27.5%
440	KO302070	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
441	KO302071	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
442	KO310056	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
443	KO310057	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
444	KO310058	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
445	KO502017	\$ 119.00	\$ <b>99.99</b>	19.01	16.0%
446	KO504020	\$ 133.00	\$ <b>105.99</b>	27.01	20.3%
447	KO614004	\$ 160.00	\$ <b>119.99</b>	40.01	25.0%
448	LC228040	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
449	LC24002250	\$ 13.50	\$ <b>7.99</b>	5.51	40.8%
450	LC24009070	\$ 23.90	\$ <b>17.99</b>	5.91	24.7%
451	LC24009085	\$ 23.90	\$ <b>17.99</b>	5.91	24.7%
452	LC24009091	\$ 81.80	\$ <b>59.99</b>	21.81	26.7%
453	LC545220	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
454	LC88101	\$ 19.70	\$ <b>14.99</b>	4.71	23.9%
455	LC89301	\$ 21.80	\$ <b>15.99</b>	5.81	26.7%
456	LM308	\$ 109.00	\$ <b>59.99</b>	49.01	45.0%
457	MEGASOLE	\$ 28.00	\$ <b>19.99</b>	8.01	28.6%
458	MG5814	\$ 163.00	\$ <b>129.99</b>	33.01	20.3%
459	MIXHY662	\$ 194.00	\$ <b>119.99</b>	74.01	38.1%
460	MIXHY864	\$ 201.00	\$ <b>134.99</b>	66.01	32.8%
461	MIXHY866	\$ 194.00	\$ <b>129.99</b>	64.01	33.0%
462	MIXPX761	\$ 164.00	\$ <b>119.99</b>	44.01	26.8%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
463	ML66369	\$ 124.00	\$ <b>59.99</b>	64.01	51.6%
464	ML66370	\$ 124.00	\$ <b>59.99</b>	64.01	51.6%
465	ML66371	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
466	ML66372	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
467	ML66384	\$ 124.00	\$ <b>59.99</b>	64.01	51.6%
468	ML66386	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
469	ML99805	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
470	MVASM	\$ 24.90	\$ <b>14.99</b>	9.91	39.8%
471	N110	\$ 117.00	\$ <b>74.99</b>	42.01	35.9%
472	N1351	\$ 116.00	\$ <b>84.99</b>	31.01	26.7%
473	N1353	\$ 144.00	\$ <b>104.99</b>	39.01	27.1%
474	N1354	\$ 124.00	\$ <b>79.99</b>	44.01	35.5%
475	N1362	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
476	N1365	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
477	N1368	\$ 119.00	\$ <b>84.99</b>	34.01	28.6%
478	N1375	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
479	N1376	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
480	N1620	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
481	N1621	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
482	N1702	\$ 92.00	\$ <b>79.99</b>	12.01	13.1%
483	N1704	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
484	N1758	\$ 92.00	\$ <b>79.99</b>	12.01	13.1%
485	N210	\$ 117.00	\$ <b>74.99</b>	42.01	35.9%
486	N4038	\$ 107.00	\$ <b>77.99</b>	29.01	27.1%
487	N408	\$ 111.00	\$ <b>96.99</b>	14.01	12.6%
488	N4092	\$ 121.00	\$ <b>87.99</b>	33.01	27.3%
489	N4097	\$ 136.00	\$ <b>97.99</b>	38.01	27.9%
490	N458	\$ 134.00	\$ <b>96.99</b>	37.01	27.6%
491	N5032	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
492	N5037	\$ 116.00	\$ <b>79.99</b>	36.01	31.0%
493	NBMW631BK	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
494	NBWW631BK	\$ 109.00	\$ <b>79.99</b>	29.01	26.6%
495	NCA421	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
496	NCCHS000A	\$ 158.00	\$ <b>114.99</b>	43.01	27.2%
497	NCR6145	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
498	NCR6147	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
499	NCR75101	\$ 69.00	\$ <b>54.99</b>	14.01	20.3%
500	NM238204	\$ 96.80	\$ <b>49.99</b>	46.81	48.4%
501	NM238401	\$ 97.30	\$ <b>49.99</b>	47.31	48.6%
502	NM238404	\$ 97.30	\$ <b>49.99</b>	47.31	48.6%
503	ON81011	\$ 40.40	\$ <b>29.99</b>	10.41	25.8%
504	ON84076	\$ 103.00	\$ <b>74.99</b>	28.01	27.2%
505	ON85324	\$ 62.10	\$ <b>44.99</b>	17.11	27.6%
506	ON86010	\$ 23.90	\$ <b>17.99</b>	5.91	24.7%
507	ON86102	\$ 41.40	\$ <b>29.99</b>	11.41	27.6%
508	ON86104	\$ 41.40	\$ <b>29.99</b>	11.41	27.6%
509	ON86606	\$ 29.00	\$ <b>19.99</b>	9.01	31.1%
510	ON87801	\$ 29.00	\$ <b>19.99</b>	9.01	31.1%
511	ON87980	\$ 52.80	\$ <b>38.00</b>	14.80	28.0%
512	ON87981	\$ 41.40	\$ <b>29.99</b>	11.41	27.6%
513	ON87982	\$ 41.40	\$ <b>29.99</b>	11.41	27.6%
514	ON87983	\$ 55.90	\$ <b>40.00</b>	15.90	28.4%
515	ON89904	\$ 45.60	\$ <b>34.99</b>	10.61	23.3%
516	PAM	\$ 27.00	\$ <b>19.99</b>	7.01	26.0%
517	PAMESD	\$ 36.30	\$ <b>26.99</b>	9.31	25.6%
518	PNSN	\$ 72.00	\$ <b>59.99</b>	12.01	16.7%
519	PRO122-003	\$ 27.00	\$ <b>19.99</b>	7.01	26.0%
520	PRO123-005	\$ 23.90	\$ <b>17.99</b>	5.91	24.7%
521	RB864	\$ 152.00	\$ <b>89.99</b>	62.01	40.8%
522	RB865	\$ 152.00	\$ <b>79.99</b>	72.01	47.4%
523	RB869	\$ 139.00	\$ <b>89.99</b>	49.01	35.3%
524	RB870	\$ 139.00	\$ <b>89.99</b>	49.01	35.3%
525	RB871	\$ 139.00	\$ <b>89.99</b>	49.01	35.3%
526	RB874	\$ 139.00	\$ <b>79.99</b>	59.01	42.5%
527	RCHY25	\$ 4.20	\$ <b>3.25</b>	0.95	22.6%
528	RO2064XP	\$ 279.00	\$ <b>199.99</b>	79.01	28.3%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
529	RO4039XP	\$ 279.00	\$ <b>199.99</b>	79.01	28.3%
530	RO8647RD	\$ 263.00	\$ <b>189.99</b>	73.01	27.8%
531	RW2211	\$ 262.00	\$ <b>189.99</b>	72.01	27.5%
532	RW2226	\$ 206.00	\$ <b>149.99</b>	56.01	27.2%
533	RW2406	\$ 248.00	\$ <b>179.99</b>	68.01	27.4%
534	RW4406	\$ 221.00	\$ <b>159.99</b>	61.01	27.6%
535	RW5334	\$ 114.00	\$ <b>79.99</b>	34.01	29.8%
536	RW5335	\$ 129.00	\$ <b>84.99</b>	44.01	34.1%
537	RW5345	\$ 121.00	\$ <b>82.99</b>	38.01	31.4%
538	RW5397	\$ 137.00	\$ <b>69.99</b>	67.01	48.9%
539	RW5430	\$ 116.00	\$ <b>59.99</b>	56.01	48.3%
540	RW5530-1	\$ 116.00	\$ <b>59.99</b>	56.01	48.3%
541	RW6100	\$ 107.00	\$ <b>69.99</b>	37.01	34.6%
542	RW6106	\$ 107.00	\$ <b>69.99</b>	37.01	34.6%
543	RW6235	\$ 121.00	\$ <b>79.99</b>	41.01	33.9%
544	RW6308	\$ 121.00	\$ <b>59.99</b>	61.01	50.4%
545	RW6315	\$ 121.00	\$ <b>84.99</b>	36.01	29.8%
546	RW6318	\$ 124.00	\$ <b>84.99</b>	39.01	31.5%
547	RW6333	\$ 76.10	\$ <b>52.99</b>	23.11	30.4%
548	RW6335	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
549	RW6680	\$ 221.00	\$ <b>159.99</b>	61.01	27.6%
550	RY6114	\$ 165.00	\$ <b>118.99</b>	46.01	27.9%
551	RY6224	\$ 194.00	\$ <b>144.99</b>	49.01	25.3%
552	RY6486	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
553	RY6488	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
554	SCB333E	\$ 103.00	\$ <b>74.95</b>	28.05	27.2%
555	SCF61600WHITE	\$ 116.00	\$ <b>39.99</b>	76.01	65.5%
556	SCF62100WHITE	\$ 116.00	\$ <b>39.99</b>	76.01	65.5%
557	SCF63500WHITE	\$ 116.00	\$ <b>39.99</b>	76.01	65.5%
558	SFBLUE	\$ 44.60	\$ <b>29.99</b>	14.61	32.8%
559	SFGREEN	\$ 44.60	\$ <b>29.99</b>	14.61	32.8%
560	SG5166BLK	\$ 67.30	\$ <b>39.99</b>	27.31	40.6%
561	SG5166WHT	\$ 76.10	\$ <b>39.99</b>	36.11	47.5%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
562	SG5200BLK	\$ 76.10	\$ <b>39.99</b>	36.11	47.5%
563	SG5200WHT	\$ 76.10	\$ <b>39.99</b>	36.11	47.5%
564	SG6166WHT	\$ 76.10	\$ <b>39.99</b>	36.11	47.5%
565	SG6200WHT	\$ 76.10	\$ <b>39.99</b>	36.11	47.5%
566	SG807	\$ 18.70	\$ <b>12.99</b>	5.71	30.5%
567	SGU3C01	\$ 27.00	\$ <b>19.99</b>	7.01	26.0%
568	SK4296BWV	\$ 89.10	\$ <b>54.99</b>	34.11	38.3%
569	SK76009WHT	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
570	SK76012BWV	\$ 94.20	\$ <b>49.99</b>	44.21	46.9%
571	SK76033B	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
572	SK76033W	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
573	SK76083BWV	\$ 94.20	\$ <b>59.99</b>	34.21	36.3%
574	SK76198BLK	\$ 116.00	\$ <b>49.99</b>	66.01	56.9%
575	SK76212BLK	\$ 107.00	\$ <b>79.99</b>	27.01	25.2%
576	SK76212WHT	\$ 107.00	\$ <b>69.99</b>	37.01	34.6%
577	SK76224BLSL	\$ 107.00	\$ <b>79.99</b>	27.01	25.2%
578	SK76224WGBL	\$ 107.00	\$ <b>69.99</b>	37.01	34.6%
579	SK76225BLK	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
580	SK76225WHT	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
581	SK76340BLK	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
582	SK76340WHT	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
583	SK76348BKW	\$ 113.00	\$ <b>79.99</b>	33.01	29.2%
584	SK76348BRN	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
585	SK76348NVW	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
586	SK76350BLK	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
587	SK76350WHT	\$ 117.00	\$ <b>79.99</b>	37.01	31.6%
588	SK76355BBK	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
589	SK76355WHT	\$ 97.30	\$ <b>64.99</b>	32.31	33.2%
590	SK76356BBK	\$ 97.30	\$ <b>59.99</b>	37.31	38.3%
591	SK76356WHT	\$ 97.30	\$ <b>69.99</b>	27.31	28.1%
592	SK76380BLK	\$ 96.80	\$ <b>64.99</b>	31.81	32.9%
593	SK76380W	\$ 96.80	\$ <b>64.99</b>	31.81	32.9%
594	SK76380WLBL	\$ 96.80	\$ <b>64.99</b>	31.81	32.9%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
595	SK76380WPK	\$ 96.80	\$ <b>69.99</b>	26.81	27.7%
596	SK76381BLK	\$ 66.30	\$ <b>47.99</b>	18.31	27.6%
597	SK76381WHT	\$ 66.30	\$ <b>47.99</b>	18.31	27.6%
598	SK76382BLK	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
599	SK76396WHT	\$ 63.00	\$ <b>49.99</b>	13.01	20.7%
600	SK76397BLK	\$ 100.00	\$ <b>64.99</b>	35.01	35.0%
601	SK76402BLK	\$ 63.00	\$ <b>49.99</b>	13.01	20.7%
602	SK76407BLK	\$ 90.10	\$ <b>64.99</b>	25.11	27.9%
603	SK76407WHT	\$ 90.10	\$ <b>64.99</b>	25.11	27.9%
604	SK76409BLK	\$ 90.10	\$ <b>59.99</b>	30.11	33.4%
605	SK76409WHT	\$ 90.10	\$ <b>64.99</b>	25.11	27.9%
606	SK76412BKBL	\$ 100.00	\$ <b>74.99</b>	25.01	25.0%
607	SK76412CHOC	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
608	SK76412NVGY	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
609	SK76414CSNT	\$ 105.00	\$ <b>79.99</b>	25.01	23.8%
610	SK76423BLK	\$ 82.00	\$ <b>62.99</b>	19.01	23.2%
611	SK76423BRN	\$ 78.00	\$ <b>64.99</b>	13.01	16.7%
612	SK76424BLK	\$ 84.00	\$ <b>64.99</b>	19.01	22.6%
613	SK76426BLK	\$ 85.00	\$ <b>64.99</b>	20.01	23.5%
614	SK76427BLK	\$ 90.00	\$ <b>64.99</b>	25.01	27.8%
615	SK76427WHT	\$ 90.00	\$ <b>64.99</b>	25.01	27.8%
616	SK76428BLK	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
617	SK76428WHT	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
618	SK76432BLK	\$ 82.00	\$ <b>64.99</b>	17.01	20.7%
619	SK76432WHT	\$ 82.00	\$ <b>64.99</b>	17.01	20.7%
620	SK76442BKGY	\$ 93.00	\$ <b>74.99</b>	18.01	19.4%
621	SK76442LBLW	\$ 93.00	\$ <b>74.99</b>	18.01	19.4%
622	SK76442NVGY	\$ 93.00	\$ <b>74.99</b>	18.01	19.4%
623	SK76443BLK	\$ 82.00	\$ <b>64.99</b>	17.01	20.7%
624	SK76443WHT	\$ 82.00	\$ <b>64.99</b>	17.01	20.7%
625	SK76446BLK	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
626	SK76690BLK	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
627	SK76690WHT	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
628	SK76755BLK	\$ 97.30	\$ <b>49.99</b>	47.31	48.6%
629	SK76759WHT	\$ 83.00	\$ <b>65.99</b>	17.01	20.5%
630	SK76760BBK	\$ 107.00	\$ <b>84.99</b>	22.01	20.6%
631	SK76760BRTP	\$ 100.00	\$ <b>69.99</b>	30.01	30.0%
632	SK76760NVGY	\$ 100.00	\$ <b>69.99</b>	30.01	30.0%
633	SK76760WNV	\$ 87.00	\$ <b>69.99</b>	17.01	19.6%
634	SK76777BLK	\$ 117.00	\$ <b>59.99</b>	57.01	48.7%
635	SK76777CDB	\$ 117.00	\$ <b>59.99</b>	57.01	48.7%
636	SK76778BLK	\$ 66.30	\$ <b>47.99</b>	18.31	27.6%
637	SK76778WHT	\$ 66.30	\$ <b>47.99</b>	18.31	27.6%
638	SK76789BLK	\$ 110.00	\$ <b>59.99</b>	50.01	45.5%
639	SK76789BRN	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
640	SK76796BKCC	\$ 90.00	\$ <b>74.99</b>	15.01	16.7%
641	SK76796BROR	\$ 105.00	\$ <b>74.99</b>	30.01	28.6%
642	SK76811BKTP	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
643	SK76813BLK	\$ 100.00	\$ <b>74.99</b>	25.01	25.0%
644	SK76818BLK	\$ 88.00	\$ <b>66.99</b>	21.01	23.9%
645	SK76818BRN	\$ 88.00	\$ <b>66.99</b>	21.01	23.9%
646	SK76824BLK	\$ 84.00	\$ <b>66.99</b>	17.01	20.3%
647	SK76829BKRD	\$ 99.00	\$ <b>79.99</b>	19.01	19.2%
648	SK76830BKGY	\$ 88.00	\$ <b>79.99</b>	8.01	9.1%
649	SK76832BLK	\$ 84.00	\$ <b>66.99</b>	17.01	20.3%
650	SK76832BRN	\$ 82.00	\$ <b>66.99</b>	15.01	18.3%
651	SK76833BLK	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
652	SK76834BLK	\$ 140.00	\$ <b>111.99</b>	28.01	20.0%
653	SK76836BLK	\$ 140.00	\$ <b>111.99</b>	28.01	20.0%
654	SK76838BLK	\$ 80.00	\$ <b>63.99</b>	16.01	20.0%
655	SOF9700	\$ 17.60	\$ <b>12.99</b>	4.61	26.2%
656	SRM1000	\$ 23.00	\$ <b>17.99</b>	5.01	21.8%
657	SRM1111	\$ 30.00	\$ <b>19.99</b>	10.01	33.4%
658	SRM120	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
659	SRM1200	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
660	SRM125	\$ 50.00	\$ <b>44.99</b>	5.01	10.0%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
661	SRM1250	\$ 50.00	\$ <b>44.99</b>	5.01	10.0%
662	SRM130	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
663	SRM1300	\$ 69.40	\$ <b>49.99</b>	19.41	28.0%
664	SRM140	\$ 50.00	\$ <b>39.99</b>	10.01	20.0%
665	SRM1400	\$ 50.00	\$ <b>39.99</b>	10.01	20.0%
666	SRM150	\$ 57.00	\$ <b>44.99</b>	12.01	21.1%
667	SRM1500	\$ 57.00	\$ <b>44.99</b>	12.01	21.1%
668	SRM160	\$ 50.00	\$ <b>39.99</b>	10.01	20.0%
669	SRM1600	\$ 50.00	\$ <b>39.99</b>	10.01	20.0%
670	SRM170	\$ 57.00	\$ <b>44.99</b>	12.01	21.1%
671	SRM1700	\$ 57.00	\$ <b>49.99</b>	7.01	12.3%
672	SRM1720	\$ 57.00	\$ <b>49.99</b>	7.01	12.3%
673	SRM190	\$ 57.00	\$ <b>44.99</b>	12.01	21.1%
674	SRM192	\$ 57.00	\$ <b>49.99</b>	7.01	12.3%
675	SRM194	\$ 57.00	\$ <b>49.99</b>	7.01	12.3%
676	SRM200	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
677	SRM2000	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
678	SRM250	\$ 84.00	\$ <b>74.99</b>	9.01	10.7%
679	SRM2500	\$ 84.00	\$ <b>74.99</b>	9.01	10.7%
680	SRM3000	\$ 87.00	\$ <b>69.99</b>	17.01	19.6%
681	SRM3050	\$ 87.00	\$ <b>69.99</b>	17.01	19.6%
682	SRM3100	\$ 65.00	\$ <b>59.99</b>	5.01	7.7%
683	SRM3110	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
684	SRM3150	\$ 65.00	\$ <b>59.99</b>	5.01	7.7%
685	SRM3200	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
686	SRM3250	\$ 75.00	\$ <b>59.99</b>	15.01	20.0%
687	SRM500	\$ 57.00	\$ <b>49.99</b>	7.01	12.3%
688	SRM5000	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
689	SRM5010	\$ 97.00	\$ <b>79.99</b>	17.01	17.5%
690	SRM600	\$ 51.00	\$ <b>39.99</b>	11.01	21.6%
691	SRM6000	\$ 40.00	\$ <b>39.99</b>	0.01	0.0%
692	STC8228	\$ 206.00	\$ <b>119.99</b>	86.01	41.8%
693	STC86225	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
694	TG1512	\$ 144.00	\$ <b>99.99</b>	44.01	30.6%
695	TG2537	\$ 123.00	\$ <b>69.99</b>	53.01	43.1%
696	TG504-4406	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
697	TG504-4426	\$ 200.00	\$ <b>144.99</b>	55.01	27.5%
698	TG504-6908	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
699	TG8008	\$ 144.00	\$ <b>104.99</b>	39.01	27.1%
700	TG804-4204	\$ 231.00	\$ <b>167.99</b>	63.01	27.3%
701	TG804-4406	\$ 191.00	\$ <b>154.99</b>	36.01	18.9%
702	TG804-4580	\$ 191.00	\$ <b>154.99</b>	36.01	18.9%
703	TG804-4760	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
704	TG804-4860	\$ 189.00	\$ <b>139.99</b>	49.01	25.9%
705	TG804-6191	\$ 139.00	\$ <b>89.99</b>	49.01	35.3%
706	TG804-6371	\$ 310.00	\$ <b>224.99</b>	85.01	27.4%
707	TG804-6391	\$ 300.00	\$ <b>214.99</b>	85.01	28.3%
708	TG804-6905	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
709	TG804-6906	\$ 173.00	\$ <b>124.99</b>	48.01	27.8%
710	TG804-6908	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
711	TG8508	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
712	TG8708	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
713	TG9003	\$ 148.00	\$ <b>119.99</b>	28.01	18.9%
714	TGE009	\$ 164.00	\$ <b>119.99</b>	44.01	26.8%
715	TGE068	\$ 173.00	\$ <b>137.99</b>	35.01	20.2%
716	TGE078	\$ 197.00	\$ <b>159.99</b>	37.01	18.8%
717	TGE098	\$ 206.00	\$ <b>159.99</b>	46.01	22.3%
718	TGS001	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
719	TGS060	\$ 186.00	\$ <b>134.99</b>	51.01	27.4%
720	TGS080	\$ 186.00	\$ <b>137.99</b>	48.01	25.8%
721	TGS100	\$ 200.00	\$ <b>139.99</b>	60.01	30.0%
722	THOTIC	\$ 65.30	\$ <b>47.99</b>	17.31	26.5%
723	TM10061	\$ 167.00	\$ <b>145.00</b>	22.00	13.2%
724	TM13061	\$ 160.00	\$ <b>130.00</b>	30.00	18.8%
725	TM13070	\$ 165.00	\$ <b>130.00</b>	35.00	21.2%
726	TM24097	\$ 159.00	\$ <b>114.99</b>	44.01	27.7%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
727	TM26038	\$ 160.00	\$ <b>109.99</b>	50.01	31.3%
728	TM26063	\$ 165.00	\$ <b>109.99</b>	55.01	33.3%
729	TM26064	\$ 165.00	\$ <b>114.99</b>	50.01	30.3%
730	TM26078	\$ 175.00	\$ <b>126.99</b>	48.01	27.4%
731	TM26388	\$ 161.00	\$ <b>106.99</b>	54.01	33.5%
732	TM33031	\$ 137.00	\$ <b>99.99</b>	37.01	27.0%
733	TM40000	\$ 165.00	\$ <b>119.99</b>	45.01	27.3%
734	TM40044	\$ 140.00	\$ <b>104.99</b>	35.01	25.0%
735	TM47001	\$ 181.00	\$ <b>119.99</b>	61.01	33.7%
736	TM47012	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
737	TM47028	\$ 152.00	\$ <b>104.99</b>	47.01	30.9%
738	TM47098	\$ 172.00	\$ <b>99.99</b>	72.01	41.9%
739	TM47591	\$ 168.00	\$ <b>139.99</b>	28.01	16.7%
740	TM50500	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
741	TM50507	\$ 173.00	\$ <b>124.99</b>	48.01	27.8%
742	TM50508	\$ 173.00	\$ <b>124.99</b>	48.01	27.8%
743	TM52555	\$ 117.00	\$ <b>59.99</b>	57.01	48.7%
744	TM52561	\$ 193.00	\$ <b>134.99</b>	58.01	30.1%
745	TM52562	\$ 186.00	\$ <b>124.99</b>	61.01	32.8%
746	TM53359	\$ 161.00	\$ <b>124.99</b>	36.01	22.4%
747	TM53513	\$ 159.00	\$ <b>114.99</b>	44.01	27.7%
748	TM53555	\$ 115.00	\$ <b>79.99</b>	35.01	30.4%
749	TM53556	\$ 115.00	\$ <b>79.99</b>	35.01	30.4%
750	TM53559	\$ 115.00	\$ <b>79.99</b>	35.01	30.4%
751	TM54567	\$ 206.00	\$ <b>159.99</b>	46.01	22.3%
752	TM61009	\$ 123.00	\$ <b>89.99</b>	33.01	26.8%
753	TM61394	\$ 110.00	\$ <b>59.99</b>	50.01	45.5%
754	TM63107	\$ 114.00	\$ <b>59.99</b>	54.01	47.4%
755	TM65016	\$ 160.00	\$ <b>114.99</b>	45.01	28.1%
756	TM87081	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
757	TM91566	\$ 113.00	\$ <b>90.00</b>	23.00	20.4%
758	TM99524	\$ 225.00	\$ <b>179.99</b>	45.01	20.0%
759	TR4853	\$ 181.00	\$ <b>129.99</b>	51.01	28.2%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
760	VI4784	\$ 19.70	\$ <b>14.99</b>	4.71	23.9%
761	VIVW58-1	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
762	VIVW8-3	\$ 123.00	\$ <b>99.99</b>	23.01	18.7%
763	WGC100	\$ 109.00	\$ <b>59.99</b>	49.01	45.0%
764	WGC105	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
765	WGC1050	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
766	WGC110	\$ 89.10	\$ <b>59.99</b>	29.11	32.7%
767	WGC1100	\$ 89.10	\$ <b>59.99</b>	29.11	32.7%
768	WGC111	\$ 89.10	\$ <b>39.99</b>	49.11	55.1%
769	WGC1110	\$ 89.10	\$ <b>39.99</b>	49.11	55.1%
770	WGC112	\$ 96.30	\$ <b>57.99</b>	38.31	39.8%
771	WGC1120	\$ 96.30	\$ <b>57.99</b>	38.31	39.8%
772	WGC1125	\$ 51.00	\$ <b>39.99</b>	11.01	21.6%
773	WGC117	\$ 96.80	\$ <b>64.99</b>	31.81	32.9%
774	WGC1170	\$ 96.80	\$ <b>64.99</b>	31.81	32.9%
775	WGC1180	\$ 93.50	\$ <b>64.99</b>	28.51	30.5%
776	WGC124	\$ 117.00	\$ <b>74.99</b>	42.01	35.9%
777	WGC1240	\$ 117.00	\$ <b>74.99</b>	42.01	35.9%
778	WGC170	\$ 94.00	\$ <b>64.99</b>	29.01	30.9%
779	WGC1750	\$ 93.00	\$ <b>74.99</b>	18.01	19.4%
780	WGC1810	\$ 103.00	\$ <b>74.99</b>	28.01	27.2%
781	WGC182	\$ 83.90	\$ <b>64.99</b>	18.91	22.5%
782	WGC1820	\$ 83.90	\$ <b>64.99</b>	18.91	22.5%
783	WGC1850	\$ 103.00	\$ <b>59.99</b>	43.01	41.8%
784	WGC1860	\$ 86.00	\$ <b>74.99</b>	11.01	12.8%
785	WGC1920	\$ 88.00	\$ <b>69.99</b>	18.01	20.5%
786	WGC1925	\$ 81.00	\$ <b>64.99</b>	16.01	19.8%
787	WGC1940	\$ 104.00	\$ <b>83.99</b>	20.01	19.2%
788	WGC1945	\$ 104.00	\$ <b>83.99</b>	20.01	19.2%
789	WGC195	\$ 109.00	\$ <b>64.99</b>	44.01	40.4%
790	WGC1980	\$ 121.00	\$ <b>87.99</b>	33.01	27.3%
791	WGC1985	\$ 121.00	\$ <b>87.99</b>	33.01	27.3%
792	WGC1990	\$ 124.00	\$ <b>87.99</b>	36.01	29.0%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
793	WGC1995	\$ 124.00	\$ <b>87.99</b>	36.01	29.0%
794	WGC3100	\$ 89.00	\$ <b>49.99</b>	39.01	43.8%
795	WGC321	\$ 97.30	\$ <b>49.99</b>	47.31	48.6%
796	WGC3210	\$ 96.30	\$ <b>69.99</b>	26.31	27.3%
797	WGC3225	\$ 116.00	\$ <b>69.99</b>	46.01	39.7%
798	WGC325	\$ 110.00	\$ <b>87.99</b>	22.01	20.0%
799	WGC3255	\$ 110.00	\$ <b>87.99</b>	22.01	20.0%
800	WGC3288	\$ 163.00	\$ <b>109.99</b>	53.01	32.5%
801	WGC335	\$ 110.00	\$ <b>87.99</b>	22.01	20.0%
802	WGC3355	\$ 110.00	\$ <b>87.99</b>	22.01	20.0%
803	WGC345	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
804	WGC3455	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
805	WGC355	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
806	WGC3555	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
807	WGC417	\$ 144.00	\$ <b>109.99</b>	34.01	23.6%
808	WGC4177	\$ 144.00	\$ <b>109.99</b>	34.01	23.6%
809	WGC4180	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
810	WGC4205	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
811	WGC4275	\$ 144.00	\$ <b>114.99</b>	29.01	20.1%
812	WGC430	\$ 144.00	\$ <b>104.99</b>	39.01	27.1%
813	WGC4327	\$ 144.00	\$ <b>114.99</b>	29.01	20.1%
814	WGC4333	\$ 160.00	\$ <b>129.99</b>	30.01	18.8%
815	WGC4340	\$ 144.00	\$ <b>104.99</b>	39.01	27.1%
816	WGC437	\$ 144.00	\$ <b>114.99</b>	29.01	20.1%
817	WGC438	\$ 144.00	\$ <b>107.99</b>	36.01	25.0%
818	WGC4388	\$ 144.00	\$ <b>107.99</b>	36.01	25.0%
819	WGC4390	\$ 130.00	\$ <b>99.99</b>	30.01	23.1%
820	WGC440	\$ 144.00	\$ <b>109.99</b>	34.01	23.6%
821	WGC444	\$ 142.00	\$ <b>99.99</b>	42.01	29.6%
822	WGC4440	\$ 144.00	\$ <b>109.99</b>	34.01	23.6%
823	WGC4444	\$ 142.00	\$ <b>99.99</b>	42.01	29.6%
824	WGC445	\$ 99.00	\$ <b>84.99</b>	14.01	14.2%
825	WGC446	\$ 99.00	\$ <b>84.99</b>	14.01	14.2%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
826	WGC4488	\$ 146.50	\$ <b>109.99</b>	36.51	24.9%
827	WGC455	\$ 142.00	\$ <b>99.99</b>	42.01	29.6%
828	WGC4555	\$ 142.00	\$ <b>99.99</b>	42.01	29.6%
829	WGC4557	\$ 152.00	\$ <b>99.99</b>	52.01	34.2%
830	WGC4666	\$ 135.00	\$ <b>104.99</b>	30.01	22.2%
831	WGC4777	\$ 134.00	\$ <b>101.99</b>	32.01	23.9%
832	WGC4800	\$ 124.00	\$ <b>69.99</b>	54.01	43.6%
833	WGC4805	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
834	WGC4890	\$ 130.00	\$ <b>85.99</b>	44.01	33.9%
835	WGC4900	\$ 138.00	\$ <b>94.99</b>	43.01	31.2%
836	WGC4950	\$ 138.00	\$ <b>94.99</b>	43.01	31.2%
837	WGC498	\$ 152.00	\$ <b>104.99</b>	47.01	30.9%
838	WGC4985	\$ 152.00	\$ <b>104.99</b>	47.01	30.9%
839	WGC5150	\$ 110.00	\$ <b>79.99</b>	30.01	27.3%
840	WGC6674	\$ 159.00	\$ <b>99.99</b>	59.01	37.1%
841	WGC6750	\$ 139.00	\$ <b>94.99</b>	44.01	31.7%
842	WGC6755	\$ 172.00	\$ <b>104.99</b>	67.01	39.0%
843	WGC6765	\$ 172.00	\$ <b>119.99</b>	52.01	30.2%
844	WGC6766	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
845	WGC6780	\$ 148.00	\$ <b>119.99</b>	28.01	18.9%
846	WGC6785	\$ 148.00	\$ <b>119.99</b>	28.01	18.9%
847	WGC6880	\$ 180.00	\$ <b>122.99</b>	57.01	31.7%
848	WGC6900	\$ 181.00	\$ <b>124.99</b>	56.01	30.9%
849	WGC6965	\$ 200.00	\$ <b>144.99</b>	55.01	27.5%
850	WGC750	\$ 139.00	\$ <b>94.99</b>	44.01	31.7%
851	WGC755	\$ 139.00	\$ <b>94.99</b>	44.01	31.7%
852	WGC7755	\$ 137.00	\$ <b>94.99</b>	42.01	30.7%
853	WGC8674	\$ 137.00	\$ <b>104.99</b>	32.01	23.4%
854	WGC8874	\$ 143.00	\$ <b>106.99</b>	36.01	25.2%
855	WGC890	\$ 124.00	\$ <b>87.99</b>	36.01	29.0%
856	WGC895	\$ 124.00	\$ <b>87.99</b>	36.01	29.0%
857	WGC990	\$ 124.00	\$ <b>87.99</b>	36.01	29.0%
858	WGC995	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
859	WGF2	\$ 21.80	\$ <b>12.99</b>	8.81	40.4%
860	WGF963	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
861	WGF984	\$ 130.00	\$ <b>69.99</b>	60.01	46.2%
862	WGFE2120	\$ 125.00	\$ <b>89.99</b>	35.01	28.0%
863	WGFE2140	\$ 132.00	\$ <b>89.99</b>	42.01	31.8%
864	WGFE2150	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
865	WGFE2160	\$ 137.00	\$ <b>89.99</b>	47.01	34.3%
866	WGFE244	\$ 150.00	\$ <b>103.99</b>	46.01	30.7%
867	WGFE2440	\$ 149.00	\$ <b>103.99</b>	45.01	30.2%
868	WGFE665	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
869	WGFE690	\$ 159.00	\$ <b>109.99</b>	49.01	30.8%
870	WGFE845	\$ 185.00	\$ <b>169.99</b>	15.01	8.1%
871	WGFS20	\$ 121.00	\$ <b>84.99</b>	36.01	29.8%
872	WGFS200	\$ 121.00	\$ <b>84.99</b>	36.01	29.8%
873	WGFS205	\$ 121.00	\$ <b>84.99</b>	36.01	29.8%
874	WGFS2170	\$ 125.00	\$ <b>89.99</b>	35.01	28.0%
875	WGFS230	\$ 138.00	\$ <b>94.99</b>	43.01	31.2%
876	WGFS2300	\$ 138.00	\$ <b>94.99</b>	43.01	31.2%
877	WGFS2400	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
878	WGFS241	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
879	WGFS2415	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
880	WGFS2416	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
881	WGFS2430	\$ 132.00	\$ <b>104.99</b>	27.01	20.5%
882	WGFS246	\$ 139.00	\$ <b>99.99</b>	39.01	28.1%
883	WGFS25	\$ 121.00	\$ <b>84.99</b>	36.01	29.8%
884	WGFS2700	\$ 117.00	\$ <b>94.99</b>	22.01	18.8%
885	WGFS2716	\$ 117.00	\$ <b>94.99</b>	22.01	18.8%
886	WGR5000	\$ 113.00	\$ <b>79.99</b>	33.01	29.2%
887	WGR5005	\$ 113.00	\$ <b>79.99</b>	33.01	29.2%
888	WGR965	\$ 117.00	\$ <b>94.99</b>	22.01	18.8%
889	WGR9650	\$ 124.00	\$ <b>94.99</b>	29.01	23.4%
890	WGRK0671	\$ 144.00	\$ <b>99.99</b>	44.01	30.6%
891	WGRK608	\$ 105.00	\$ <b>79.99</b>	25.01	23.8%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
892	WGRK610	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
893	WGRK620	\$ 145.00	\$ <b>99.99</b>	45.01	31.0%
894	WGRK6200	\$ 160.00	\$ <b>124.99</b>	35.01	21.9%
895	WGRK625	\$ 145.00	\$ <b>89.99</b>	55.01	37.9%
896	WGRK6305	\$ 111.00	\$ <b>89.99</b>	21.01	18.9%
897	WGRK6500	\$ 105.00	\$ <b>79.99</b>	25.01	23.8%
898	WGRK6501	\$ 105.00	\$ <b>79.99</b>	25.01	23.8%
899	WGRK651	\$ 105.00	\$ <b>84.99</b>	20.01	19.1%
900	WGRK6515	\$ 105.00	\$ <b>79.99</b>	25.01	23.8%
901	WGRK6522	\$ 107.00	\$ <b>79.99</b>	27.01	25.2%
902	WGRK6523	\$ 107.00	\$ <b>79.99</b>	27.01	25.2%
903	WGRK6600	\$ 138.00	\$ <b>99.99</b>	38.01	27.5%
904	WGRK6605	\$ 144.00	\$ <b>105.99</b>	38.01	26.4%
905	WGRK6701	\$ 160.00	\$ <b>105.99</b>	54.01	33.8%
906	WGRK6705	\$ 160.00	\$ <b>105.99</b>	54.01	33.8%
907	WGRK6735	\$ 144.00	\$ <b>89.99</b>	54.01	37.5%
908	WGRK6736	\$ 130.00	\$ <b>89.99</b>	40.01	30.8%
909	WGRK675	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
910	WGRK6751	\$ 144.00	\$ <b>104.99</b>	39.01	27.1%
911	WGRK6761	\$ 144.00	\$ <b>99.99</b>	44.01	30.6%
912	WGRK6762	\$ 144.00	\$ <b>99.99</b>	44.01	30.6%
913	WGU9912	\$ 139.00	\$ <b>69.99</b>	69.01	49.6%
914	WIL001	\$ 40.40	\$ <b>29.99</b>	10.41	25.8%
915	WIL002	\$ 39.00	\$ <b>29.99</b>	9.01	23.1%
916	WIL003	\$ 40.40	\$ <b>29.99</b>	10.41	25.8%
917	WIL004	\$ 40.40	\$ <b>29.99</b>	10.41	25.8%
918	WIL005	\$ 40.40	\$ <b>29.99</b>	10.41	25.8%
919	WIL006	\$ 47.70	\$ <b>34.99</b>	12.71	26.6%
920	WLV1004	\$ 13.50	\$ <b>10.00</b>	3.50	25.9%
921	WR49659	\$ 111.00	\$ <b>79.99</b>	31.01	27.9%
922	WW1123	\$ 149.00	\$ <b>89.99</b>	59.01	39.6%
923	WW1124	\$ 156.00	\$ <b>89.99</b>	66.01	42.3%
924	WW1125	\$ 149.00	\$ <b>107.99</b>	41.01	27.5%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
925	WW1145	\$ 117.00	\$ <b>94.99</b>	22.01	18.8%
926	WW1149	\$ 131.00	\$ <b>104.99</b>	26.01	19.9%
927	WW1189	\$ 123.00	\$ <b>99.99</b>	23.01	18.7%
928	WW14008	\$ 137.00	\$ <b>89.99</b>	47.01	34.3%
929	WW1655	\$ 231.00	\$ <b>159.99</b>	71.01	30.7%
930	WW1664	\$ 239.00	\$ <b>164.99</b>	74.01	31.0%
931	WW1671	\$ 239.00	\$ <b>164.99</b>	74.01	31.0%
932	WW2038	\$ 130.00	\$ <b>104.99</b>	25.01	19.2%
933	WW2050	\$ 182.00	\$ <b>119.99</b>	62.01	34.1%
934	WW2073	\$ 96.30	\$ <b>69.99</b>	26.31	27.3%
935	WW2193	\$ 117.00	\$ <b>84.99</b>	32.01	27.4%
936	WW2194	\$ 117.00	\$ <b>84.99</b>	32.01	27.4%
937	WW2210	\$ 98.00	\$ <b>84.99</b>	13.01	13.3%
938	WW2218	\$ 104.00	\$ <b>82.99</b>	21.01	20.2%
939	WW2220	\$ 93.00	\$ <b>79.99</b>	13.01	14.0%
940	WW2284	\$ 166.00	\$ <b>134.99</b>	31.01	18.7%
941	WW2300	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
942	WW2301	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
943	WW2302	\$ 113.00	\$ <b>89.99</b>	23.01	20.4%
944	WW2362	\$ 150.00	\$ <b>109.99</b>	40.01	26.7%
945	WW2364	\$ 126.00	\$ <b>104.99</b>	21.01	16.7%
946	WW2368	\$ 132.00	\$ <b>109.99</b>	22.01	16.7%
947	WW2392	\$ 184.00	\$ <b>149.99</b>	34.01	18.5%
948	WW2419	\$ 194.00	\$ <b>119.99</b>	74.01	38.1%
949	WW2421	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
950	WW2422	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
951	WW2451	\$ 172.00	\$ <b>114.99</b>	57.01	33.1%
952	WW2455	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
953	WW2563	\$ 190.00	\$ <b>137.99</b>	52.01	27.4%
954	WW2564	\$ 204.00	\$ <b>139.99</b>	64.01	31.4%
955	WW2565	\$ 194.00	\$ <b>147.99</b>	46.01	23.7%
956	WW2566	\$ 211.00	\$ <b>147.99</b>	63.01	29.9%
957	WW2570	\$ 206.00	\$ <b>149.99</b>	56.01	27.2%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
958	WW2573	\$ 211.00	\$ <b>147.99</b>	63.01	29.9%
959	WW2601	\$ 182.00	\$ <b>144.99</b>	37.01	20.3%
960	WW2603	\$ 194.00	\$ <b>144.99</b>	49.01	25.3%
961	WW2625	\$ 152.00	\$ <b>109.99</b>	42.01	27.6%
962	WW2626	\$ 152.00	\$ <b>89.99</b>	62.01	40.8%
963	WW2628	\$ 172.00	\$ <b>124.99</b>	47.01	27.3%
964	WW2668	\$ 124.00	\$ <b>99.99</b>	24.01	19.4%
965	WW29210	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
966	WW3106	\$ 175.00	\$ <b>124.99</b>	50.01	28.6%
967	WW3108	\$ 160.00	\$ <b>117.99</b>	42.01	26.3%
968	WW3120	\$ 191.00	\$ <b>134.99</b>	56.01	29.3%
969	WW3121	\$ 191.00	\$ <b>134.99</b>	56.01	29.3%
970	WW3122	\$ 181.00	\$ <b>129.99</b>	51.01	28.2%
971	WW3123	\$ 181.00	\$ <b>129.99</b>	51.01	28.2%
972	WW3124	\$ 197.00	\$ <b>144.99</b>	52.01	26.4%
973	WW3311	\$ 180.00	\$ <b>129.99</b>	50.01	27.8%
974	WW3313	\$ 180.00	\$ <b>134.99</b>	45.01	25.0%
975	WW3315	\$ 185.00	\$ <b>134.99</b>	50.01	27.0%
976	WW3682	\$ 191.00	\$ <b>137.99</b>	53.01	27.8%
977	WW3685	\$ 181.00	\$ <b>129.99</b>	51.01	28.2%
978	WW3710	\$ 183.00	\$ <b>129.99</b>	53.01	29.0%
979	WW3711	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
980	WW3766	\$ 176.00	\$ <b>129.99</b>	46.01	26.1%
981	WW3769	\$ 165.00	\$ <b>124.99</b>	40.01	24.2%
982	WW3778	\$ 197.00	\$ <b>142.99</b>	54.01	27.4%
983	WW3779	\$ 197.00	\$ <b>142.99</b>	54.01	27.4%
984	WW3834	\$ 180.00	\$ <b>134.99</b>	45.01	25.0%
985	WW3835	\$ 173.00	\$ <b>124.99</b>	48.01	27.8%
986	WW3868	\$ 194.00	\$ <b>139.99</b>	54.01	27.8%
987	WW4013	\$ 135.00	\$ <b>99.99</b>	35.01	25.9%
988	WW4192	\$ 169.00	\$ <b>122.99</b>	46.01	27.2%
989	WW4197	\$ 183.00	\$ <b>132.99</b>	50.01	27.3%
990	WW4244	\$ 191.00	\$ <b>137.99</b>	53.01	27.8%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
991	WW4373	\$ 137.00	\$ <b>79.99</b>	57.01	41.6%
992	WW4411	\$ 163.00	\$ <b>117.99</b>	45.01	27.6%
993	WW4451	\$ 159.00	\$ <b>104.99</b>	54.01	34.0%
994	WW4452	\$ 165.00	\$ <b>109.99</b>	55.01	33.3%
995	WW4492	\$ 171.00	\$ <b>124.99</b>	46.01	26.9%
996	WW4624	\$ 93.00	\$ <b>69.99</b>	23.01	24.7%
997	WW4626	\$ 131.00	\$ <b>99.99</b>	31.01	23.7%
998	WW4671	\$ 131.00	\$ <b>89.99</b>	41.01	31.3%
999	WW4672	\$ 131.00	\$ <b>89.99</b>	41.01	31.3%
1000	WW4677	\$ 115.00	\$ <b>94.99</b>	20.01	17.4%
1001	WW4686	\$ 138.00	\$ <b>109.99</b>	28.01	20.3%
1002	WW47021	\$ 144.00	\$ <b>114.99</b>	29.01	20.1%
1003	WW4707	\$ 136.00	\$ <b>109.99</b>	26.01	19.1%
1004	WW4713	\$ 114.00	\$ <b>74.99</b>	39.01	34.2%
1005	WW4714	\$ 114.00	\$ <b>74.99</b>	39.01	34.2%
1006	WW4781	\$ 158.00	\$ <b>114.99</b>	43.01	27.2%
1007	WW4816	\$ 179.00	\$ <b>109.99</b>	69.01	38.6%
1008	WW4820	\$ 193.00	\$ <b>129.99</b>	63.01	32.6%
1009	WW4902	\$ 124.00	\$ <b>89.99</b>	34.01	27.4%
1010	WW4909	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
1011	WW5094	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
1012	WW5464	\$ 100.00	\$ <b>79.99</b>	20.01	20.0%
1013	WW5483	\$ 146.00	\$ <b>117.99</b>	28.01	19.2%
1014	WW5632	\$ 220.00	\$ <b>169.99</b>	50.01	22.7%
1015	WW5680	\$ 188.00	\$ <b>149.99</b>	38.01	20.2%
1016	WW5683	\$ 150.00	\$ <b>104.99</b>	45.01	30.0%
1017	WW59011	\$ 125.00	\$ <b>99.99</b>	25.01	20.0%
1018	WW6077	\$ 175.00	\$ <b>139.99</b>	35.01	20.0%
1019	WW6684	\$ 150.00	\$ <b>121.99</b>	28.01	18.7%
1020	WW72030	\$ 150.00	\$ <b>119.99</b>	30.01	20.0%
1021	WW8440	\$ 107.00	\$ <b>69.99</b>	37.01	34.6%
1022	WW8463	\$ 206.00	\$ <b>124.99</b>	81.01	39.3%
1023	WW97191	\$ 200.00	\$ <b>159.99</b>	40.01	20.0%

**SAF-GARD SAFETY SHOE CO. (PRICING SCHEDULE)**

ITEM #	STYLE #	RETAIL PRICE	NET PRICE	DISCOUNT (\$	DISCOUNT (%)
1024	WW98199	\$ 200.00	\$ <b>159.99</b>	40.01	20.0%
1025	ZXDS1005	\$ 141.00	\$ <b>89.99</b>	51.01	36.2%
1026	ZXDS1008	\$ 141.00	\$ <b>89.99</b>	51.01	36.2%

## TERMS AND CONDITIONS

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### Section GEN

#### GENERAL TERMS AND CONDITIONS

VENDORS MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia Vendors Manual and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the Vendors Manual. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at [www.eva.virginia.gov](http://www.eva.virginia.gov) under "Vendors Manual" on the "Vendor" tab.

#### APP. LAWS AND COURTS

APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366). ADR procedures are described in Chapter 9 of the Vendors Manual. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

#### ANTI-DISCRIMINATION (1 of 2)

ANTI-DISCRIMINATION (part 1 of 2): By submitting their (bids/proposals), (bidders/offerors) certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the Virginia Public Procurement Act (VPPA). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E). (continued on part 2)

#### ANTI-DISCRIMINATION (2 of 2)

ANTI-DISCRIMINATION (part 2 of 2): In every contract over \$10,000 the provisions in 1. and 2. below apply: 1.) During the performance of this contract, the contractor agrees as follows: (a.) The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause. (b.) The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer. (c.) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements. 2.) The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

## **ETHICS IN PUBLIC CONTRACTING**

**ETHICS IN PUBLIC CONTRACTING:** By submitting their (bids/proposals), (bidders/offerors) certify that their (bids/proposals) are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other (bidder/offeror), supplier, manufacturer or subcontractor in connection with their (bid/proposal), and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

## **IMMIGRATION REFORM**

**IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

## **DEBARMENT STATUS**

**DEBARMENT STATUS:** By submitting their (bids/proposals), (bidders/offerors) certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

## **ANTITRUST**

**ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

## **MANDATORY USE OF STATE FORM**

**MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFB's:** Failure to submit a bid on the official state form provided for that purpose shall be a cause for rejection of the bid. Modification of or additions to any portion of the Invitation for Bids may be cause for rejection of the bid; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a bid as nonresponsive. As a precondition to its acceptance, the Commonwealth may, in its sole discretion, request that the bidder withdraw or modify nonresponsive portions of a bid which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the contract shall be effective unless reduced to writing and signed by the parties.

## **CLARIFICATION OF TERMS**

**CLARIFICATION OF TERMS:** If any prospective (bidder/offeror) has questions about the specifications or other solicitation documents, the prospective (bidder/offeror) should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

## **PRECEDENCE OF TERMS**

**PRECEDENCE OF TERMS:** The following General Terms and Conditions VENDORS MANUAL, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING,

IMMIGRATION REFORM AND CONTROL ACT OF 1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

## **QUALIFICATIONS**

**QUALIFICATIONS OF (BIDDERS/OFFERORS):** The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the (bidder/offeror) to perform the services/furnish the goods and the (bidder/offeror) shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect (bidder's/offeror's) physical facilities prior to award to satisfy questions regarding the (bidder's/offeror's) capabilities. The Commonwealth further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such (bidder/offeror) fails to satisfy the Commonwealth that such (bidder/offeror) is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

## **TESTING AND INSPECTION**

**TESTING AND INSPECTION:** The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

## **ASSIGNMENT OF CONTRACT**

**ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.

## **CHANGES TO CONTRACT (1 of 2)**

**CHANGES TO THE CONTRACT (part 1 of 2):** Changes can be made to the contract in any of the following ways: (1.) The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract. (2.) The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods: (2a.) By mutual agreement between the parties in writing; or (2b.) By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or (continued on part 2)

## **CHANGES TO CONTRACT (2 of 2)**

**CHANGES TO THE CONTRACT (part 2 of 2):** (2c.) By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine

costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Vendors Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

## **DEFAULT**

**DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

## **TAXES**

**TAXES:** Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

## **USE OF BRAND NAMES**

**USE OF BRAND NAMES:** Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict (bidders/offerors) to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The (bidder/offeror) is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the (bidder/offeror) clearly indicates in its (bid/proposal) that the product offered is an equivalent product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.

## **TRANSPORTATION AND PACKAGING**

**TRANSPORTATION AND PACKAGING:** By submitting their (bids/proposals), all (bidders/offerors) certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## **INSURANCE (1 of 3)**

**INSURANCE (part 1 of 3):** By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at

the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The bidder or offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission. (continued in part 2)

### **INSURANCE (2 of 3)**

INSURANCE (part 2 of 3) MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS: 1) Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with the contract. 2). Employer's Liability - \$100,000. 3) Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy 4). Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract.). (continued in part 3)

### **INSURANCE (3 of 3)**

INSURANCE (part 3 of 3): NOTE: In addition, various Professional Liability/Errors and Omissions coverage are required when soliciting those services as follows: Profession/Service /Limits, Accounting /\$1,000,000 per occurrence, \$3,000,000 aggregate Architecture/\$2,000,000 per occurrence, \$6,000,000 aggregate, Asbestos Design, Inspection or Abatement Contractors/ \$1,000,000 per occurrence, \$3,000,000 aggregate, Health Care Practitioner (to include Dentists, Licensed Dental, Hygienists, Optometrists, Registered or Licensed, Practical Nurses, Pharmacists, Physicians, Podiatrists, Chiropractors, Physical Therapists, Physical ,Therapist Assistants, Clinical Psychologists, Clinical Social Workers, Professional Counselors, Hospitals, or Health Maintenance Organizations.) \$1,750,000 per occurrence, \$3,000,000 aggregate, (Limits increase each July 1 through fiscal year 2008, as follows: July 1, 2005 - \$1,800,000, July 1, 2006 - \$1,850,000, July 1, 2007 - \$1,925,000, July 1, 2008 - \$2,000,000. This complies with §8.01-581.15 of the Code of Virginia. Insurance/Risk Management /\$1,000,000 per occurrence, \$3,000,000 aggregate, Landscape/Architecture/\$1,000,000 per occurrence, \$1,000,000 aggregate, Legal/\$1,000,000 per occurrence, \$5,000,000 aggregate. Professional Engineer/\$2,000,000 per occurrence, \$6,000,000 aggregate, Surveying/\$1,000,000 per occurrence, \$1,000,000 aggregate

### **ANNOUNCEMENT OF AWARD**

ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA website ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.

### **DRUG-FREE WORKPLACE**

DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free

workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

## **NONDISCRIMINATION**

**NONDISCRIMINATION OF CONTRACTORS:** A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

## **AVAILABILITY OF FUNDS**

It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

## **SET ASIDES**

This solicitation is set-aside for DMBE-certified small business participation only when designated "SET-ASIDE FOR SMALL BUSINESSES" in the solicitation. DMBE-certified small businesses are those businesses that hold current small business certification from the Virginia Department of Minority Business Enterprise. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received the DMBE small business certification. For purposes of award, bidders/offerors shall be deemed small businesses if and only if they are certified as such by DMBE on the due date for receipt of bids/proposals.

## **PAYMENT (1 of 4)**

**PAYMENT (part 1 of 4):** To Prime Contractor: a.) Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations). b.) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however. c.) All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed. d.) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act. e.) Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be

accurately determined at the time orders are placed.(Continued on part 2)

#### **PAYMENT (2 of 4)**

PAYMENT (part 2 of 4): In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363). 2. To Subcontractors: a.) A contractor awarded a contract under this solicitation is hereby obligated: (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. (continued on part 3)

#### **PAYMENT (3 of 4)**

PAYMENT (part 3 of 4): b.) The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth. 3.) Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

#### **PAYMENT (4 of 4)**

PAYMENT (part 4 of 4): The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

#### **eVA REGISTRATION (1 of 2)**

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION (part 1 of 2): The eVA Internet electronic procurement solution, web site portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov) streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service. All bidders or offerors must register in eVA; failure to register will result in the bid/proposal being rejected. (Continued on part 2)

#### **eVA REGISTRATION (2 of 2)**

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION (part 2 of 2): a. eVA Basic Vendor Registration Service: \$25 Annual Registration Fee plus the appropriate order Transaction Fee specified below. eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, electronic bidding, and the ability to research historical procurement data available in the eVA purchase transaction data warehouse. b. eVA Premium Vendor Registration Service: \$25 Annual Registration Fee plus the appropriate order Transaction Fee specified below. eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments. c. For orders issued prior to August 16, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of \$500 per order. d. For orders issued August 16, 2006 and after, the Vendor Transaction Fee is: (i)DMBE-certified Small Businesses: 1%, capped at \$500 per order. (ii)Businesses that are not DMBE-certified Small Businesses: 1%, capped at \$1,500 per order. The eVA transaction fee will be invoiced approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

**BID PRICE CURRENCY:**

BID PRICE CURRENCY: Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.

**BUSINESS AUTHORIZATION**

AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the Virginia Public Procurement Act shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

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**SPECIAL TERMS AND CONDITIONS:**

**A. ADVERTISING:**

In the event a contract is awarded for supplies, equipment, or services resulting from this bid/proposal, no indication of such sales or services to the Commonwealth of Virginia , Department of Aviation will be used in product literature or advertising. The contractor shall not state in any of its advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

**B. AUDIT:**

The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

**C. AUTHORIZED CONTRACT USERS:**

All Commonwealth of Virginia Agencies, Authority, Boards, Commissions, Institutions of Higher Education, other Public Bodies and other Entities authorized to use these contracts by Section 2.2-4304 of the Code of Virginia including but limited to Community Service Boards, non-profit medical and dental clinics, private health and educational institutions located in Virginia for serving the Virginia population. In addition other public agencies or institutions or localities of the several states, of the United States or its territories, and the District of Columbia may be allowed to use this contract if agreeable to the contractor. After award, non-profit medical and dental clinics, private health and educational institutions, public agencies, bodies, and institutions of other states, territories and the District of Columbia wishing to use this contract must make a request to the Virginia Department of Purchases and Supplies to be added to the contract. The contract officer responsible for the contract will add this location by issuing a change order to the contract. Contractors may be required to sign these public agencies, bodies, institutions of other states, territories and the District of Columbia Terms and Conditions.

**D. AWARD:**

The Commonwealth will make the award(s) on a **LOT BASIS** to the lowest responsive and responsible bidder. The purchasing office reserves the right to conduct any test it may deem advisable and to make all evaluations. The Commonwealth also reserves the right to reject any or all bids, in whole or in part, to waive informalities and to delete items prior to making the award, whenever it is deemed in the sole opinion of the procuring public body to be in its best interest. In case of arithmetic errors, the unit price will govern. If cash discount for prompt payment is offered, it must be clearly shown in the space provided. Discounts for prompt payment will not be considered in making awards.

Award(s) may also be made to a reasonably priced DMBE-certified small business bidder(s) that is other than the lowest priced bidder(s). Evaluation will be based on net prices. Unit prices, extensions and grand total must be shown. In case of arithmetic errors, the unit price will govern.

**E. BID ACCEPTANCE PERIOD:**

Any bid or contract as a result of this solicitation shall be valid for 90 days. At the end of this time period the bid may be withdrawn at the written request of the bidder. If the bid is not withdrawn at that time it remains in effect until an award is made or the solicitation is canceled.

**F. BILLING:**

Contractor shall bill only for items shipped to the respective ordering agency(s). Contractor shall not bill ordering agency(s) for items not shipped. This also applies to billing customer's small purchase charge card. Ordering agencies shall provide contract number, ship to and bill to address, contact name and phone number

**G. CANCELLATION OF CONTRACT:**

The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party.

Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

**H. CERTIFICATION LABELS:**

Uniform - each garment will have sewn in, an individual label which states that the garment is guaranteed to meet the specifications outlined in the IFB. Unless a garment requires a sewn label, all labels in garments should be made of a durable fabric and printed with indelible ink. (**No paper labels.**)

**I. CHARGE CARDS:**

The Commonwealth and other users of this contract may make purchases using a major credit card. Currently the Commonwealth uses Bank of America -VISA. Please list the major credit cards that will be accepted by your company under any resulting contract. **AMEX, MASTERCARD, VISA, & DISCOVER**

**Mandatory Acceptance of Small Purchase Charge Card:** Purchasing charge cards offer State agencies and Institutions the opportunity to streamline their procedures for procuring and paying for small dollar goods and services. Vendors responding to this solicitation should note that acceptance of payment by purchase card is **mandatory (unless waived by DPS) within 90 days of contract award.** For current contracts where acceptance of the purchasing card is not in effect, **Contractors must (unless waived by DPS) accept purchase card payments within 90 days of contract renewal.**

Payment for orders issued against the contract(s) resulting from this solicitation must allow for the Purchase Order Number to be passed at the time of charge so that the Purchase Order Number is received by the card platform and passed to the Card provider. This can be accomplished by vendors establishing their card account at **Level 2, which is mandatory or Level 3 which is optional.** Information on the various levels for the GE MasterCard is indicated below.

**Charge Card Levels:**

The amount of data passed for each charge card payment depends on the level at which the charge card is established. The levels are delineated below and the preferred level by the Commonwealth is level 2.

**Level 1** Vendors provide basic credit card purchase information, including but not limited to the data listed below. By passing "Basic Data", the vendor has a standard interchange cost.

- Supplier Name
- Merchant Category Code
- Date
- Total Purchase Amount

**Level 2** Vendors provide additional information to the Level 1 elements, including, but not limited to the data listed below. By passing level 2 detail, the vendor will receive lower interchange costs. Level 2 is **mandatory** for any vendors who do business with the Commonwealth of Virginia and accept GE MasterCard.

- Customer Code (PCO Number from eVA)
- Vendor Tax ID

**Level 3** Vendors provide line item detail, in addition to the Level 1 and Level 2 elements, including, but not limited to the data listed below. By passing Level 3 (**which is optional**) data which is considered Superior data, the vendor will receive the lowest interchange costs.

- Item Description
- Item Quantity
- Item Unit of Measure
- Product Code
- Freight Amount
- Extended line Item Amount

**J. CLOTHING LABELS:**

All clothing items shall be labeled with manufacturer's name, size, fabric content and washing instructions according the Federal Fiber Identification Act. Sizes shall be according to Federal Commercial Standards.

**K. CUSTOMER SERVICE:**

The Contractor(s) shall provide each of the designated contract users a single, local point of contact (and a backup) to handle questions and resolve problems that arise. At least one Customer Service Representative must be available during Contractor's operating hours. All service representatives must have on-line access to information to provide immediate response to inquiries concerning:

- The status of orders (shipped or pending),
- Delivery information,
- Back-order information,
- State-wide contract pricing,
- Contracted product offerings/exclusions,
- Contract compliance requirements, and
- General product information.

Representatives should be available by phone, fax, or email (local or 800 # preferred).

Both Contract Users and the Contractor(s) will commit to quarterly reviews of internal customer satisfaction and will make consistent efforts to improve customer satisfaction

**L. DELIVERY:**

Delivery of all requested contract items shall be made within 30 calendar days after receipt of purchase order. Contractor shall carry an adequate stock to insure such delivery service for the duration of the contract. On the "Quote Sheets" indicate your delivery time ARO (After Receipt of Order) by each item quoted. This time may be a factor in making the award.

All shipments will be F.O.B. delivered to the specified location. Contractor(s) is responsible for filing and expediting all freight claims with the carrier. The Contractor will pay title and risk of loss or damage charges. Emergency/rush delivery requiring special shipping and handling will be at Contract Users' expense

(with prior approval only). Rush delivery that occurs as a result of the Contractor's error will be free of charge to the Contract User(s).

**M. INVENTORY LEVEL/STOCK:**

The Contractor shall maintain a level of sufficient inventory adequate to satisfactorily service each account. Fill rate performance details will be determined as part of Attachment D. In addition, the Contractor shall have an adequate supply and inventory for items that have a long lead-time.

**N. INVOICING:**

Contractor shall bill only for items shipped to the respective ordering agency(s). Contractor shall not bill ordering agency(s) for items not shipped. This also applies to billing customer's small purchase charge card. Ordering agencies shall provide contract number, ship to and bill to address, contact name and phone number

**O. INVOICES:**

All invoices submitted shall be itemized as following:

- Description of product and item number
- Quantity ordered
- Quantity shipped
- Unit cost of the item
- Total cost of the item
- Cost of additional services such as sewing on buttons, strips, patches and emblems (if applicable) i.e.
  - Buttons
  - 1/2" nylatwist braid trouser strip
  - Patch etc.
- Total Cost of the entire order

**Any invoice not submitted as indicated may not be processed for payment.**

**P. NAME OF MANUFACTURER AND SHIPPING POINT:**

Each bidder shall supply the name and address of the manufacturer of each item offered and the shipping point.

**Q. LATE DELIVERIES AND NON-PERFORMANCE:**

Late deliveries or non-performance resulting from any act, negligence or default on the part of ordering agencies, public enemy, war, embargo, fire, explosion, flood, or any other acts of God not caused by negligence or intentional act of the contractor (or his supplier's), by riot, sabotage, or labor trouble that results from a cause or causes entirely beyond control or fault of the contractor (or his supplier's), a reasonable extension of time as the ordering agencies deems appropriate may be granted. Upon receipt of a written request and justification for any extension of delivery time or performance from the contractor, the ordering agency may extend the time for performance or delivery of goods or services herein specified, if negotiated between the ordering agency and the contractor.

**R. MINIMUM ORDERS:**

Minimum orders shall be \$25.00 for FOB destination to ordering agency. For order less than minimum order, Contractor may be permitted to add a flat fee. Partial shipments of less than the minimum order value, which are made at the option of the contractors, shall be FOB destination with no additional fee added. If at the agency's

request, shipments are made below the minimum order value, the contractor may add the flat fee.

**S. NEW PRODUCTS:**

Unless otherwise expressly stated in this solicitation, all products furnished under the agreement shall be new, first quality, and unused.

**T. NON-PERFORMANCE REMEDIES:**

A contractor that fails to meet performance requirements may have non-performance remedies put into effect. Information related to performance compliance will be collected as part of Attachment D and other appropriate means. Any complaint as to quality, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to the Division of Purchases and Supply for handling with the contractor. Preprinted forms (DGS-41-024), by which to facilitate the notification of the contractor and this office of complaints, are available from the Division of Purchases and Supply at its web site.

**In the event the supplier does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the vendor. Under no circumstances shall monies be due the vendor in the event open market products can be obtained below contract cost. Any monies charged to the vendor may be deducted from an open invoice.**

**U. ORDERING METHODS:**

The Commonwealth requires contractor(s) to accept orders via the eVA ordering system for the Commonwealth of Virginia Agencies, authorities, boards, commissions and institution. Contractors must also have a local Virginia telephone number, or a toll free (800) number, or agree to accept collect calls. Each Contract User is responsible for placing its own orders, which may be accomplished by written purchase order, telephone, fax or computer on-line systems. Vendors using Electronic Funds Transfer (EFT) via eVA will generally get a lower transaction cost and save money compared to payment via the purchasing card.

**V. OTHER REQUIREMENTS:**

- 1. Additional Services:** Contractor users may require Contractor to sew on emblems, badges, patches and insignia that will be provided by the agency, at the agencies' expense.
- 2. Restriction:** Emblems, Badges, Patches, or Insignia that are unique to any State Agency, Division, Section, Office, Local Government, School District, Rescue Squad, Fire Department or Division including Volunteer Fire Department shall not be sold to the general public nor shall such Emblems, Badges, Patches and Insignia be sold to any government entity except for those for which the Emblems, Badges, Patches and Insignia are intended.
- 3. Personalization:** Contract users may require Contractor to perform embroidery, monogramming, and screen printing on clothing at the end user's expense.

**W. PRICE ESCALATION/DE-ESCALATION:**

Price adjustments may be permitted for changes in the contractor's cost of materials or other items that affect price. The PPI will be used as a guide relating to determination of increases. No price increases will be authorized for **365** calendar

days after the effective date of the contract. Price escalation may be permitted only at the end of this period and each **365** days thereafter and only where verified to the satisfaction of the purchasing office. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth.

Contractor shall give not less than 30 days advance notice of any price increase to the purchasing office. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period. The contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the contractor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers.

The purchasing office will notify the using agencies and contractor in writing of the effective date of any increase which it approves. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.

**X. PRIME CONTRACTOR RESPONSIBILITIES:**

The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that may be utilized, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.

**Y. PRODUCT AVAILABILITY:**

Contractors must agree that there will be no cancellation of products used without an equal and acceptable replacement approved by the designated Commonwealth of Virginia representative during the term of the agreement. Contractors must communicate manufacturer's discontinuation of any products to the contract officer in writing within five (5) business days. In such instances, Contractors shall work with the contract officer(s) to identify and implement alternative options that shall maintain or reduce costs associated with the replacements. Contractors shall offer detailed quarterly reports if requested by the Commonwealth, displaying removed SKUs off of contract list and suggested replacements. Contractors will be prepared to offer suggested replacements of discontinued products at least 30 days prior to substitution, including replacement part number, description, list price, applicable discount, and final price

**Z. PRODUCT INFORMATION:**

The bidder shall clearly and specifically identify the product being offered and enclose complete and detailed descriptive literature, catalog cuts and specifications with the bid to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. Failure to do so may cause the bid/proposal to be considered nonresponsive.

**AA. PRODUCT SUBSTITUTION:**

Over the term of any contract, specifications of products by name are intended to be descriptive of quality or workmanship, finish and performance. Desirable characteristics are not intended to be restrictive. However, substitutions shall not be made without the full knowledge, evaluation and agreement of the contract officer as evidenced by a written contract change notice from the Division of Purchases and Supply. Functionally equivalent product substitutions will be considered provided the contractor(s) certifies that the function, characteristics, performance and endurance qualities of the material offered is at least equal to that specified.

**AB. PURCHASE VOLUME REPORT:**

The contractor shall furnish the Division of Purchases and Supply reports of the total dollar volume of purchases made under this contract and the total number of each contract item ordered under this contract on a monthly basis. The report shall include sales to Community Service Boards, non-profit medical and dental clinics, private health and educational institutions located in Virginia for serving the Virginia population, other public agencies or institutions or localities of the several states, of the United States or its territories, and the District of Columbia. **See Attachment for a sample of the required excel report format.**

**AC. QUALITY ASSURANCE GUARANTEES:**

The Contractor guarantees its products to be free from defects in materials and workmanship, given normal use and care, over the period of the manufacturer warranty. The terms of this contract will supersede any language to the contrary on purchase orders, invoices or other documents produced by the contractor(s), manufacturer(s), or other sources. The Contractor(s) is to agree to repair and/or immediately replace without charge (including freight both ways) to Contract Users any product or part thereof which proves to be defective or fails within the warranty period as specified.

**AD. QUANTITIES:**

Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

**AE. RENEWAL OF CONTRACT:**

This contract may be renewed by the Commonwealth upon written agreement of both parties for Two (2) successive optional one year periods, under the terms of the current contract, and at a reasonable time (approximately 90 days) prior to the expiration.

**AF. RETURNS:**

There will be no return fees for inaccuracies or other errors on the part of the contractor. Any materials delivered in poor condition, in excess or the amount authorized by the ordering customer or not ordered by the customer may, at the discretion of the ordering customer, be returned to the Contractor's warehouse at the Contractor's expense. Ordering customers should make these returns within 30 days of receipt of product. Credit for returned goods shall be made immediately once contractor received the returned goods.

In cases where the customer orders item(s) incorrectly or when the item(s) does not meet the need of the customer the contractor may charge a restocking fee not to exceed 10% of the value of the goods. To be acceptable for return the products must be in resale condition.

**AG. RUSH DELIVERIES:**

Any rush delivery that occurs as a result of Contractor's error (e.g., stock-outs, etc.) will be free of charge. No handling surcharges will be added or discounts lost for any rush or expedited orders.

**AH. SAMPLES:** Anyone not making an offer on the exact manufacturer and style number may be asked to submit samples of the garments. Samples must be submitted within thirty (30) days after the request. The sample garments must meet or exceed the minimum specifications before the offer is awarded. Therefore, samples submitted must be of the same material, quality, style, construction, workmanship and finish as those proposed to be furnished. Samples must be supplied without cost to the Commonwealth of Virginia, if bidder is successful and his proposal items are accepted, those samples will be retained for the terms of the contract to assure delivered goods are in compliance with the specifications.

The samples to be submitted would include one of each of the specified items in the Invitation for Bids. Each sample must carry a tag listing the name of the and the District of Columbia, item number and size, the item number listed in the IFB, and include specifications. It should be clearly understood that the bid samples will be used for two purposes including (1) determining the quality of workmanship and conformance to the specifications, and (2) to identify the lowest qualified bidder meeting specifications. Therefore, the Commonwealth of Virginia reserves the right to open seams, or linings, to gain access to inner construction and also reserves the right to reject any bidder whose samples do not meet specifications. Any determination by the Commonwealth of Virginia as to whether a sample meets or does not meet specifications shall be final.

Failure to provide samples to the Division of Purchases and Supply no later than thirty (30) days prior to the sample request will be sufficient cause for rejection of the. The samples from the low bidder must meet specifications. Failure to do so will result in disqualification and award will go to the next low bidder meeting the specifications.

The Commonwealth of Virginia shall be the sole judge as to whether or not items submitted meet specifications and whether or not items being offered are equal. Failure of the delivered uniforms to be of the same quality of the approved sample shall completely release the Commonwealth from any or all contractual obligations to the successful supplier, his agents or assignee.

Failure of the completed order to meet specifications or is proved not to be of equal quality as the sample shall release the agency from any and all obligations to the supplier, his agents, or his dealers, and shall enable the agency to place another order with whomever the buyer pleases, without obligation or restrictions to the manner of purchasing.

**AI. SHIPPING LABELS:**

A packing label must be on each box and include the following items, visible on the outside of the box:

- Contract User

- Address
- Department and floor
- Contact
- Telephone number

A packing slip must also be included with each shipment, which will include at least the following information in no particular order:

- Line item description
- Quantity ordered (**Case quantity must list number of each item contained within/per Case**)
- Quantity included in shipment
- Any back order items
- Unit Price
- Number of parcels
- Purchase Order
- Agency name and department
- F.O.B. (destination)
- All information contained on the packing label

\* Bidders shall provide a sample packing list & shipping label with the bid

**AJ. SIZE CHARTS:**

Bidder **shall** submit with their offer a **SIZE CHART** indicating the sizes that are available. The appropriate size charts will be provided to the agencies upon request. A size chart is required!

**AK. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:**

1. It is the goal of the Commonwealth that 40% of its purchases be made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential bidders are required to submit a Small Business Subcontracting Plan. Unless the bidder is registered as a DMBE-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to DMBE-certified small businesses. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification. No bidder or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Minority Business Enterprise (DMBE) by the due date for receipt of bids. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the DMBE certification number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided.
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution on a quarterly basis, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from

subcontractor default) with the small business subcontracting plan. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the DMBE certification number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.

**AL. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS:**

The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

**AM. SPECIFICATIONS:**

The bidder shall submit completed detailed specifications, cut sheets, etc. to show compliance with the Terms and Condition contained with this IFB and specifications contained on the Quote Sheets.

**AN. SURCHARGE ADJUSTMENT:**

**\* The 2% Surcharge Adjustment (SCA) charge has been eliminated.**

~~The Contractor must pay the Department of General Services (DGS), a Surcharge Adjustment (SCA) fee under this Contract. The Contractor must remit the SCA within 30 days after the end of each quarterly reporting period as shown in ATTACHMENT D entitled "Clothing Reports Vendors." For the purposes of this Contract, Contractor will consider a sale to be completed when the Contractor receives payment from the Authorized User. The SCA equals two percent (2%) of the total monthly sales report cumulated on for quarterly basis. Contractor shall remit the SCA together with a copy of the Contractor's Monthly Detailed Usage Report as delineated in the Attachment E. The SCA reimburses the Commonwealth and defrays the costs for Spend Management procurements and the administration of the subsequent awards. The surcharge adjustment shall be paid on sales to Community Service Boards, non-profit medical and dental clinics, private health and educational institutions located in Virginia for serving the Virginia population, other public agencies or institutions or localities of the several states, of the United States or its territories, and the District of Columbia that are added to this contract. The SCA amount due must be paid by check with identification of "Contract number", "report amounts", and "report period", on either the check stub or other remittance material. DGS may at its discretion, agree to an electronic funds transfer, in lieu of a check, however in the absence of an express written agreement from DGS that validates agreement, then the payment shall be made by check as described herein made payable to the Treasurer of Virginia.~~

~~Checks are to be payable to: Treasurer of Virginia.~~

~~Checks are mailed to:~~

~~Department of General Services~~

~~P.O. Box 267~~

~~Richmond, VA 23218-0267~~

**AO. WARRANTY (COMMERCIAL):**

The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the bid.

**AP. WEARING APPAREL SPECIFICATIONS:**

All apparel shall be firsts, no seconds or irregulars. All apparel shall be packed with clean, pressed, shaped finish items free from any defects which may affect appearance or service ability. All apparel threads and other findings shall have color fastness equal to that of the fabric so that it can be handled without bleeding. All trim used shall have color fastness equal to remainder of garment or trim shall be easily removable. All cotton or part cotton fabrics shall be Sanforized material. All apparel shrinkage shall be a minimum of 1% not to exceed a maximum of 5%. All clothing apparel shall be machine washable and dryable many items (including but limited to underwear, pants, socks, boxer, sleep wear, etc.) must withstand repeated laundering in an institutional environment.

**AQ. eVA Business Vendor Registration:**

It is not a requirement to be eVA registered to submit a bid, however it is required to register before you may receive any award under this solicitation. It is recommended that your company get registered now so as not to delay any award that the Commonwealth chooses to make. Go to <http://www.eva.state.va.us/> search under "SIGN-UP" or go to call eVA Customer Care @ 866-289-7367

**AR. VDOT WORKER SAFETY VESTS**

The VDOT worker Safety vests are being provided by the Virginia Industries for the Blind (a mandatory source).

The VDOT Safety vests are not a part of this contract. There are no plans to bid them at this time. The safety vests on this solicitation can be purchased by Public Bodies, Cities and Counties.

**AS. ALL PRICES QUOTED SHALL BE FOB DESTINATION**

**SCOPE OF WORK:** The contractor shall furnish and deliver each of the items so awarded in compliance with the required specifications FOB Destination freight included in unit price.

The only exception concerning freight charges is for Minimum Orders under the Special Terms and Conditions (Section R)

Minimum orders shall be \$25.00 for FOB destination to ordering agency. For order less than minimum order, Contractor may be permitted to add a flat fee. Partial shipments of less than the minimum order value, which are made at the option of the contractor, shall be FOB destination with no additional fee added. If at the agency's request, shipments are made below the minimum order value, the contractor may add the flat fee.

**AT. SUBSTITUTIONS**

**(USE OF BRAND NAMES:** Unless otherwise provided in this solicitation, **the name of a certain brand, make or manufacturer does not restrict bidders to the specific brand, make or manufacturer named**, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The bidder is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the bidder clearly indicates in its bid that the product offered is an equal product, such bid will be considered to offer the brand name product referenced in the solicitation.

**AU. SWAM CERTIFICATION INFORMATION**

Bidders can obtain SWAM certificate number and information by contacting the Department of Minority Business Enterprise (DMBE) <http://www.dmb.e.virginia.gov/>

Virginia Department of Minority Business Enterprise  
1111 East Main Street, Suite 300  
Richmond, VA 23219

Phone: (804) 786-6585,  
Toll-free: 1 (888) 792-6323

**AV METHOD OF PAYMENT:**

After delivery of materials and receipt of a proper invoice, addressed and billed in accordance with the purchase order, payment will be made in accordance with paragraph J Titled "Payment" of the General Terms and Conditions. In some cases payment may be made by via the credit card. Currently the Commonwealth uses a Master Card issued by Bank of America.

**AW FINANCIAL WARRANTY:** Contractor shall ensure that the prices, discounts, incentives, and other financial terms (collectively, the "financial deal") applicable to purchases under this Contract is always at least as favorable to the purchaser as the financial deal that the Contractor or its affiliates make available to any public body in Virginia for the same good(s)/service(s) outside this Contract. Throughout the term of this Contract, if Contractor (or any affiliate) makes a better financial deal available to a public body in Virginia for any good(s)/service(s) available under this Contract, Contractor shall immediately notify DGS of the details and, at DGS's option, sign an amendment to this Contract, so that an equivalent financial deal for the affected good(s)/service(s) is also available as an option under this Contract. Contractor may request exemption if the better financial deal was for a spot purchase, and DGS shall grant such request if DGS in good faith finds that the spot purchase involved special circumstances affecting cost that would make it unfair to apply an equivalent financial deal outside of that spot purchase. Upon DGS's request (and annually on August 1), Contractor shall submit to DGS an affidavit certifying full compliance with this Section. The Contractor (and any affiliate) shall waive any contractual or other right that inhibits any public body in Virginia from disclosing to DGS or others the financial

terms made available to the public body, and upon request from DGS, Contractor shall ensure that a signed confirmation of the waiver is provided to the public body and DGS. As used in this Section, an affiliate is any entity that controls, is controlled by, or is under common control with, the Contractor.