James Madison University - Promotional Items and Imprinting Services
Mandatory - Multiple-Award - Term Contracts
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Mandatory - Multiple-Award - Term Contracts

The below contracts are Mandatory. Departments may choose from any of the vendors below and may compare prices from several vendors on contract. Any purchase for promotional items outside of these contracts requires advance approval from Procurement Services. Noncompliance with these mandatory contracts will be tracked.

Promotional Items:

Items purchased to market the University that may contain a logo or branding that identifies it as "JMU". Typically provided free of charge to recipients as an incentive.

Contracted Vendors:

Vendors who have been awarded a contract through a formal procurement process. These firms have been thoroughly evaluated and found to be viable, reputable promotional vendors that can provide quality goods and services and the best value for the University.

Full text contracts can be reviewed through the JMU Contract Gateway.

Ordering Logistics:

Departments need to obtain a quote from a contracted vendor. Quote should minimally contain list price and the expected discount. Orders shall be placed in eVA referencing the contract number in the External Contract Field and with a quote attached. See vendor details to identify if vendor accepts electronic orders. The SPCC should be used for all purchases.

Orders Over $10,000:

When purchasing from a contracted vendor, departments may exceed their typical $10K departmental delegation with prior approval from Procurement. Pricing will be verified by Procurement at the time the requisition is processed in eVA with the quote attached. Once approved by Procurement, departments may ask AP to raise their spending limit on the SPCC by providing a purchase order number.

Notes:

Per JMU's Financial Procedure Policy 4205.313, Departments cannot place orders for promotional items that exceed $22 per item, excluding set-up charges or shipping costs. All companies are CLC licensed and are approved to reproduce authentic JMU logos and marks for resale. See the JMU Identity Guide for information about logos.

Vendor Issues:

The JMU Promotional Contracts outline the requirements of these vendors to offer first class service to the University. If there are customer service concerns that cannot be resolved between the University department and the vendor, please contact Shanna Devers, deverssl@jmu.edu or (540) 568-3131.

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Awarded Vendors (alphabetical):

1. 4imprint
2. Assessor & Associates dba Logo Company Apparel
3. Athletic Union LLC
4. Authentic Promotions.com
5. Blink Marketing
6. Blue Ridge Graphics
7. Club Colors
8. Cmaag LLC dba Hoopla
9. CustomInk
10. Daniels Promotional Products
11. DLA Promotions
12. Eleven West, Inc.
13. First System & Resources Inc. dba Brandscape
14. Haberdasher Corporate Apparel
15. Halo Branded Solutions
16. I.D. Marketing, Inc. dba ID America
17. McClung Printing dba McClung Companies
18. Patdome Promotions
19. RealAccess
20. RGH Enterprises Inc
21. Scoville Specialties
22. SOS Advertising
23. SpecWorks
24. Synergy Imports
25. TDI t/a MSP Design Group
26. The Image Group
27. TK Promotions, Inc
28. University Tees
29. WKG Global Enterprises, Inc. dba A Logo For You
30. Worth Higgins & Associates

See pages below for a summary of each vendor's contract

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4imprint, Inc. – UCPJMU6956

Website: https://www.4imprint.com/
Physical Location: 101 Commerce Street, Oshkosh, WI 54901
JMU's Contact: Customer Service – (866) 624-3694 – licensing@4imprint.com
eVA ID: E4106
SWaM certification: N/A

Overview of Pricing
Discount: 10% off current published list price including sale pricing for ***non-royalty bearing orders***. Current published list price for ***royalty bearing orders***.
Royalty Fees: No additional cost to JMU
Freight: Exact freight cost for shipment- no upcharge
Samples: No additional cost
Electronic Proofs: No additional cost
Setup Fees: 10% off current published list price, waived on repeat orders of the same item with the same artwork for ***non-royalty bearing orders***. Current published list price, waived on repeat orders of the same item with the same artwork for ***royalty bearing orders***.
Returns: Waived restocking and shipping charges for returns and exchanges and waived associated costs for the replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Assessor & Associates Inc dba Logo Company Apparel – UCPJMU6971

Website: https://www.logocompanyapparel.com/
Physical Location: 510 Eastpark Ct. Ste. 100, Sanston, VA 23150
JMU's Contact: Beth Assessor, Ordering, 804-763-9134, beth@logocompanyapparel.com
Tom Assessor, Secondary Contact, 804-763-9136, tom@logocompanyapparel.com
eVA ID: VS0000119243
SWaM certification: Small, Micro

Overview of Pricing:
Discount: 10% discount off hard good **not** decorated in-house. 15% discount off items decorated in house.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Promotional Items- Waived for standard, rush, and manufacturer orders, excluding orders that need special packaging. Imprinting Services- waived delivery fees for orders delivered by the contractor. 30% discount off standard ground shipping and 55% discount off UPS Next Day Air.
Samples: No additional cost when applicable
Electronic Proofs: No additional cost
Setup Fees: No additional cost
Returns: Contractor shall waive restocking and shipping fees for returns/exchanges. Items must be returned to Contractor within 30 days of receipt of order.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Athletic Union Inc. – UCPJMU6957

Website: https://athleticunion.com/
Physical Location: 19248 Walnut Hills Road, Jeffersonton, VA 22724
JMU's Contact: Nick Schrank, Creative Director, (310) 909-9264 – nick@athleticunion.com;
Jake Schrank, Delivery/Logistics, jake@athleticunion.com;
Chelsea Carlson, Embroidery, chelsea@athleticunion.com;
Bev Carruthers, Accounts Management, bev@athleticunion.com;
eVA ID: VS0000153365
SWaM Certification: Woman-owned

Overview of Pricing
Discount: N/A
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall waive delivery costs on all standard orders. Delivery costs for rush orders will be as follows: + $98 for 5-7 days, + $198 for 1-3 days.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional charge.
Electronic proofs: Contractor shall provide electronic proofs at no additional charge.
Setup fees: No additional cost
Returns: Contractor shall waive restocking and shipping fees for returns/exchanges of products made and delivered by Contractor that are damaged and/or printed incorrectly.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Authentic Promotions.com – UCPJMU6958

Website: https://authenticpromotions.com/
Physical Location: 6151 Fair Oaks Blvd. Suite 103, Carmichael, CA 95608
JMU's Contact: Maril Cardwell – (800) 497-7765 ext 278 – maril@authenticpromotions.com
eVA ID: E33524
SWaM certification: N/A

Overview of Pricing:
Discount: 25% discount off quantity column pricing. Additional discounts may apply.
Royalty Fees: No additional cost to JMU
Freight: Contractor shall waive delivery costs on all standard, rush, and manufacturer orders.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional charge.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive all restocking and shipping charges of returns/exchanges.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Blink Marketing – UCPJMU6959

Website: https://blinkmarketing.com/
Physical Location: 318 Seaboard Ln. Ste 101, Franklin, TN 37067
JMU's Contact: Cortney Goodson - 615-599-1231 ext 217 - Cgoodson@blinkmarketing.com
eVA ID: VS0000338342
SWaM certification: N/A

Overview of Pricing:
Discount: 15% discount off MSRP
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on lowest rate available for delivery on all standard and rush orders.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost via UPS Ground. If expedited shipping is required, that will be billed at the UPS rate.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive all restocking and shipping fees for returns/exchanges of blank items due to Contractor error. Contractor shall waive associated costs for returns/exchanges of defective, broken, or damaged items due to manufacturing or shipping errors. Contractor must be notified within 10 working days following receipt of order. Defective items or packaging may be required to file a claim.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Blue Ridge Graphics – UCPJMU6960

Website: https://brgtshirts.com/
Physical Location: 550 Meade Ave, Charlottesville, VA 22902
JMU's Contact: Jackson Kulick, Account Executive, 434-296-9746 ext. 230 jackson@brgtshirts.com
Lisa Craig, Account Executive, 434-296-9746 ext. 140 lisa@brgtshirts.com
Laura Lavallee, Client Services, 434-296-9746 ext. 145 laura@brgtshirts.com
Dave Spence, Accounting, 434-296-9746 ext. 145 d.spence@brgtshirts.com
eVA ID: E32582
SWaM certification: Small

Overview of Pricing:
Discount: 5% - 15% discount off published list price and custom discounts available based on item and volume.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight charges to the University as applicable. Contractor will offer free shipping on promotional items when available.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional charge for orders totaling over $5,000.
Electronic Proofs: No additional cost.
Set up Fees: Waived for orders over 144 pieces.
Returns: Contractor shall waive all restocking and shipping charges for returns/exchanges in the case of manufacturing defects or errors.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Club Colors Buyer LLC – UCPJMU6961

Website: https://ccxpress.ccbrands.com/
Physical Location: 2000 Center Drive ED315 Hoffman Estates, IL 60192
JMU's Contact: Trey Affolter, Ordering/Customer Service, 847-744-6053 taffolter@clubcolors.com
Maya Potepa-Stoklosa, Invoicing, 847-744-6074 mpotepa@clubcolors.com
eVA ID: VS0000090193
SWaM certification: N/A

Overview of Pricing:
Discount: 20% discount off catalog items
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on discounted UPS shipping charges to the University and bill at cost. Contractor shall provide rush delivery services when requested, if applicable, and quotes will be provided based on product needs/details.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost.
Electronic Proofs: No additional cost.
Set up Fees: No additional cost.
Returns: Contractor shall waive costs for restocking and shipping of returns/exchanges of damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Cmaag LLC dba Hoopla – UCPJMU6962

Website: https://hooplaboise.com/
Physical Location: 412 E. 41st Street #1, Garden City, ID 83714
JMU's Contact: Christina Maag, Owner/Orders, 208-890-2510 christina@hooplaboise.com
Pearl Sambile (can be CC'd on orders), Customer Service, customerservice@hooplaboise.com
eVA ID: SUP274622
SWaM certification: Small, Micro, Women Owned, Minority Owned

Overview of Pricing:
Discount: 5% off list price on supplier website.
Royalty Fees: No additional cost to JMU
Freight: Contractor shall provide 10% off shipping cost. Free shipping will be provided when available through supplier.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost.
Electronic Proofs: No additional cost.
Set up Fees: No additional cost.
Returns: Contractor shall waive costs associated with product replacement in the event an item does not meet the University's expectations. Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Custom Ink LLC – UCPJMU6963

Website: https://www.customink.com/
Physical Location: 2910 District Avenue, Suite 300, Fairfax, VA 22031
JMU's Contact: Katherine Mitchell, Key Account Mgr., 301-363-1450 katherine.michell@customink.com
Eddie Esquivel, In Store/On-Site Orders, 434-422-5206, Eduardo.esquivel@customink.com
Customer Support, 855-330-6775, service@customink.com / Payments payments@customink.com
eVA ID: E72665
SWaM certification: N/A

Overview of Pricing:
Discount: 8% discount off entire catalog- orders of 1,000 units can qualify for additional discounts.
Royalty Fees: No additional cost to JMU
Freight: Contractor shall waive standard shipping and delivery costs for bulk orders.
Individual shipping: • Domestic- $9.95 • International- $19.95
Expedited shipping on bulk orders: • Quicker Turn (9-11 calendar days) - 5% turn fee applied to order
• Rush (6-8 calendar days) - $9.95 turn fee applied to orders under $100, 15% turn fee applied to orders of $100+
• Super Rush (3-7 calendar days)- 30% turn fee applied to the order
Samples: Pre-production samples (with logo)- contact Contractor for quote. Contractor shall provide blank sample items up to $100 in value for each order totaling $1,000 or more. Samples are non-returnable.
Electronic Proofs: No additional cost.
Set up Fees: No additional cost.
Returns: Contractor shall waive costs for restocking and shipping of returns/exchanges. Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Daniels Promotional Products – UCPJMU6964

Website: https://www.danielspro-ad.com/
Physical Location: 2060 Pro Pointe Lane, Harrisonburg, VA 22801
JMU's Contact: Jacob Dansey, Client Services & Sales, 540-434-4240 ext. 120, jdansey@pro-ad.com
Chris Reeves, Order Entry, 540-434-4240 ext. 112, danielsorders@pro-ad.com
Kim Hensley, Accounting, 540-434-4240 ext. 102, danielsaccounting2@pro-ad.com
eVA ID: E46468
SWaM certification: Small, Micro

Overview of Pricing:
Discount: 10%-20% discount off published list price.
Royalty Fees: No additional cost to JMU
Freight: Contractor shall provide free delivery for all items decorated at the Harrisonburg facility within a 30- mile radius. Contractor shall pass on exact freight charges to the University as applicable. Contractor shall pass on exact freight charges on rush orders to the University as applicable
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost when applicable. Additional charges may apply depending on item and cost shall be communicated with the Purchasing Agency prior to proceeding.
Electronic Proofs: First proof at no charge, additional proofs may incur a fee.
Set up Fees: 10% minimum discount off published list price
Returns: Contractor shall waive all restocking and shipping charges for returns/exchanges of printed promotional items with manufacturing defects or errors. Blank and printed items that are damaged and/or printed incorrectly must be reported to Contractor within 10 days. Additional charges may apply for items reported after 10 days. Contractor shall waive associated costs for replacement of defective, broken, or damaged items. Damaged items must be reported to Contractor within 10 days of receiving the product to receive replacement or refund.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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DLA Promotions Inc – UCPJMU6965

Website: https://www.dlapromotions.com/
Physical Location: 5516 Falmouth St. Suite 302, Richmond VA 23233
JMU's Contact: Barrett Hubbard, CEO, 804-317-8231, bhubbard@dlapromotions.com
eVA ID: VS0000362045
SWaM certification: N/A

Overview of Pricing:
Discount: Published List Pricing
Royalty Fees: No additional cost to JMU
Freight: Contractor shall pass on exact freight charges for standard and manufacturer orders to the University as applicable. Contractor shall waive delivery costs on rush orders.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost.
Electronic Proofs: No additional cost.
Set up Fees: No additional cost.
Returns: Contractor shall waive all restocking and shipping charges for returns/exchanges. Contractor shall waive associated costs for the replacement of defective, broken, or damaged items. Contractor must be notified within 10 days of delivery.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Eleven West, Inc. – UCPJMU6966

Website: https://elevenwest.com/
Physical Location: 6598 New River Road, Radford, VA 24141
JMU's Contact: Dana Giesen, Sales Rep, dana@elevenwest.com
Ashley Proffitt, Inside CSR, ashley@elevenwest.com
Amanda King, Accounting/AR, amanda@elevenwest.com
John Giesen, President, 540-639-9319 – john@elevenwest.com
eVA ID: E5760
SWaM Certification: Small, Micro

Overview of Pricing
Discount: 12% discount off published list price.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall waive delivery costs for standard orders when applicable. Contractor shall pass on exact freight charges to the University for rush delivery as applicable
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost if able.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive all restocking and shipping fees of returns/exchanges on blank items. Contractor shall waive all associated costs for the replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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First Systems & Resources Inc dba Brandscape – UCPJMU6967

Website: https://www.teambrandscape.com/
Physical Location: PO Box 7664, Charlottesville, VA 22906
JMU's Contact: Kim Agee, Ordering/Acct. Mgmt., kim@teambrandscape.com or info@teambrandscape.com
Invoicing/AR, accounting@fsr1.com
eVA ID: E65036
SWaM certification: Small

Overview of Pricing:
Discount: 10% off list price for non-royalty bearing orders. Exceptions include gift cards and gift certificates
Royalty Fees: No additional cost
Freight: Contractor shall pass on exact freight charges to the University as applicable.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive costs for restocking and shipping for returns of damaged, defective or blank products. Contractor shall waive associated costs for the replacement of defective, broken, or damaged items
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Haberdasher Corporate Apparel – UCPJMU6968

Website: https://haberdashercorporateapparel.com/
Physical Location: 2099 Dabney Rd., Richmond, VA 23230
JMU's Contact: Yvonne Perry, Cust. Svc. & Billing Issues, 804-355-7656, admin@haberdashercorporateapparel.com
Scott Ilnicky, Co-Owner, 804-878-7630, scott@haberdashercorporateapparel.com
Helen Ilnicky, Co-Owner/AR, 804-955-9470, helen@haberdashercorporateapparel.com
Galen Plunkett, GM/Operations, 540-761-3598, galen@haberdashercorporateapparel.com
Christie Owens, Embroidery Manager, 804-355-7656, christie@haberdashercorporateapparel.com
Lucy Coulson, Sales Associate, 434-466-2985, lucy@haberdashercorporateapparel.com
eVA ID: VS0000050519
SWaM certification: Small, Micro, Women Owned

Overview of Pricing:
Discount: All orders shall qualify for next column pricing at minimum.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight charges to the University.
Samples: Prior to production and if requested, Contractor shall provide pre-production sample(s) (with logo) when able, and cost will be deducted from final project cost.
Electronic Proofs: No additional cost.
Setup Fees: Set-up fees- waived for orders of $1,000 or more on initial order, orders below $1,000 will be billed at cost. Set-up fees for re-orders- waived for 1st color/1st location (exact design) within 12 months. Contractor shall only bill the Purchasing Agency re-set up costs if Contractor is billed.
Returns: Contractor shall waive all restocking and shipping charges for returns/exchanges in the case of incorrect orders or orders with defects. Contractor shall waive associated costs for the replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Halo Branded Solutions – UCPJMU6969

Website: https://halo.com/
Physical Location: 1500 Halo Way Sterling, IL 61081
JMU's Contact: Heidi Deger, National Acct. Dir., 610-283-6753, Heidi.deger@halo.com
Mary Stewart Chatman, Regional VP Sales, 704-579-1186, marystewart.chatman@halo.com
James Fifielski, SR Research Billing Coord., 815-632-6837, james.fifielski@halo.com
eVA ID: VS0000269293
SWaM certification: N/A

Overview of Pricing:
Discount: 20% discount off published list price. **Retail/name brand products (e.g. Apple, Yeti, etc.) are excluded and any premium products will be quoted by project.**
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight charges to the University when applicable. Discounts may be available and will be based on order volume.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost up for samples up to $50 value.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive associated costs for the replacement of damaged, defective, or incorrect products.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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I.D. Marketing, Inc. t/a ID America – UCPJMU6970

Website: https://idamerica.com/
Physical Location: 941 Corporate Lane, Chesapeake, VA 23320
JMU's Contact: Tim Johnson, Primary Sales Contact, 804-833-8454, tim@idamerica.com
Kenneth Carlson, President, 757-609-3162, ken@idamerica.com
Kelly Anderson, Customer Service/Ordering, 757-813-7337, kelly@idamerica.com
James Velbis, Graphic Design, 757-609-3167, art@idamerica.com
Nikki Calascibetta, AR/Invoicing, 757-609-3160, nikki@idamerica.com
eVA ID: E42055
SWaM Certification: Small

Overview of Pricing
Discount: Standard Promotional Items- Published End Quantity Pricing (EQP) PLUS 5% additional discount. Non-standard Promotional Items- 5% discount off published column price.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight charges to the University.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at manufacturer listed price.
Electronic Proofs: No additional cost.
Setup Fees: 10% discount off published price
Returns: Contractor shall waive associated costs for returns/replacement of items in the event of material defects, misprints, or Contractor errors.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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McClung Printing Inc dba McClung Companies – UCPJMU6972

Website: https://www.mcclungco.com/
Physical Location: 550 N. Commerce Avenue, Waynesboro, VA 22980
JMU's Contact: Mary Murphy, 540-649-6901 - marym@mcclungco.com
eVA ID: E1290
SWaM Certification: Small

Overview of Pricing:
Discount: 20% discount off published list price when using minimum quantity purchasing.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall waive delivery costs on all standard, rush, and manufacturer orders.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) (with logo) at no additional cost.
Electronic Proofs: No additional cost.
Setup fees: No additional cost.
Returns: Contractor shall waive all restocking and shipping fees for returns/exchanges on blank items. Contractor shall waive all restocking and shipping fees for returns/exchanges on custom printed items due to manufacturing defects or errors.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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TDI, LLC dba MSP Design Group – UCPJMU6973

Website: https://mspdesigngroup.com/
Physical Location: 641 Phoenix Drive, Virginia Beach, VA 23452
JMU's Contact: Bobby Baughan, Ordering, 804-716-7303, bbaughan@mspdesigngroup.com
Bryan Ferguson, Ordering, 434-260-5246, bferguson@mspdesigngroup.com
Customer Service, 833-978-0076, csr@mspdesigngroup.com
Invoices, 883-978-0076, AR@mspdesigngroup.com

eVA ID: VS0000126193

SWaM Certification: Small

Overview of Pricing:
Discount: 16% discount off list price for 1st and 2nd quantity break columns, 21% discount off 3rd column and beyond.

Royalty Fees: Contractor shall add the royalty fee of 12% as a line item of each order, as applicable, for items containing any JMU marks or logos as outlined by JMU
Freight: Contractor shall pass on exact freight charges to the University as applicable
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) *(with logo)* at no additional cost.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive associated costs for the replacement of defective, broken, or damaged items. Contractor will be notified within 15 business days after receipt of order
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Pat Dome Enterprises dba Patdome Promotions – UCPJMU6974

Website: https://patdome.com/
Physical Location: 949 N. Broadway, Knoxville, TN 37917
JMU's Contact: Mike Ickowitz, Orders, 865-368-3158, mike@patdome.com
July Henry, Customer Service Ordered Items, 865-384-1776, production@patdome.com
Tanya Ickowitz, Invoicing, 865-607-2105, acct@patdome.com
eVA ID: VS0000081187
SWaM certification: Small, Micro

Overview of Pricing:
Discount: 17% discount if paid with SPCC; 20% if paid by ACH or Check. Some exclusions may apply for cer-tain brands.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight/shipping costs to the University as applicable
Samples: Quoted on request
Electronic Proofs: no additional cost for client-supplied vector artwork
Setup Fees: published list price shown online at https://patdome.com/
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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RealAccess LLC – UCPJMU6975

Website: https://realaccesspromo.com/
Physical Location: 12956 Old Plains Road, Fairfax, VA 22033
JMU's Contact: Arthur Bonair, 703-620-5390, abonair@realaccesspromo.com
eVA ID: VC0000137160
SWaM Certification: Small, Micro, Minority Owned

Overview of Pricing:
Discount: Next Column Pricing (NCP) for all orders greater than or equal to $5,000
Royalty Fees: No additional cost to JMU.
Freight: Contractor shall pass on exact freight charges to the University and handling fees will be waived
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) *(with logo)* at no additional cost for orders placed
Electronic Proofs: No additional cost
Setup Fees: Contractor will pass on exact cost, waived for Exact Repeat Orders
Returns: Contractor shall waive associated costs for the replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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RGH Enterprises Inc – UCPJMU6976

Website: https://rghproducts.com/
Physical Location: 208 South Pulaski St., Baltimore, MD 21223
JMU's Contact: Gerard Robinson, Key Acct. Mngr., 410-736-3667, gerard@rghproducts.com
Nikki Promades, Account Development Mngr., 954-379-5454, niki.promades@staples.com
eVA ID: VS0000361176
SWaM certification: Small, Micro, Minority Owned

Overview of Pricing:
Discount: 20% discount off MSRP for hard goods, 15% discount off MSRP for apparel. Quotes valid for 30 days. Pricing shall not be greater than MSRP
Royalty Fees: No additional cost to JMU.
Freight: Contractor shall pass on exact freight charges to the University as applicable
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) *(with logo)* at no additional cost for orders over $5,000.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Scoville Specialties – UCPJMU6977

Website: https://www.ssipromos.com/
Physical Location: PO Box 252 Hudleston, VA 24104
JMU's Contact: Lauren Whistlehunt, Sales Rep, 540-296-5664**,** lauren@ssipromos.com
Bethany Donnelly, Customer Service, 540-296-5664, csr@ssipromos.com
Lynn Scoville, Invoicing, 540-296-5664, lynn@ssipromos.com
eVA ID: E2722
SWaM Certification: Small, Micro

Overview of Pricing:
Discount: 25% discount off published list price broken down by quantity
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight costs to the University.
Samples: Prior to placing an order and if requested, Contractor shall provide random samples of promotional items at no additional cost.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost for 1st set-up for orders over $250. 25% discount off catalog set-up fee for every set-up thereafter.
Returns: Contractor shall waive associated costs for the replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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SOS Advertising – UCPJMU6978

Website: https://www.sos-ads.com/
Physical Location: 690 South Mason Street, Harrisonburg, VA 22801
JMU's Contact: Ryan Sacco, 540-435-7225 or 540-442-9226, sosadsinfo@gmail.com
eVA ID: E67990
SWaM Certification: Small, Micro

Overview of Pricing:
Discount: Email for quote.
Royalty Fees: Email for quote.
Freight: Delivery costs for standard, rush, and manufacturer orders will be discounted up to 100% when contractor is able to do so. Any costs will be quoted up front.
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) *(with logo)* at no additional cost.
Electronic Proofs: No additional cost.
Setup Fees: Discounted up to 100% when contractor is able to do so. Any costs will be quoted up front.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: No
Other: See contract for additional information and detailed pricing

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Specworks Inc – UCPJMU6979

Website: https://www.specworks.com/
Physical Location: 810 S. Bond St., Baltimore, MD 21231
JMU's Contact: Shannon Johnso, Accounting/Collections, 888-773-2967 ext. 1003, specworksaccounting@specworks.com or shannon.johnson@specworks.com
Kathy Lee, Accounting, 443-388-2590, kathy.lee@specworks.com
Customer service/Ordering: (in order of geographical closeness)
Izzy Marquez, 346-200-7489, izzy.marquez@specworks.com
Vivian Dang, 574-999-8157, vivian.dang@specworks.com
Sophia Hoffmann, 443-619-4256, sophia.hoffmann@specworks.com
Natalie Weyers, 920-946-2324, natalie.weyers@specworks.com
eVA ID: SUP282968
SWaM certification: N/A

Overview of Pricing:
Discount: 25% minimum discount on retail name brand items
Royalty Fees: No additional cost to JMU
Freight: Contractor shall waive delivery costs on standard, rush, and manufacturer orders
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) *(with logo)* at no additional cost.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Synergy Imports LLC – UCPJMU6980

Website: https://www.synergyimports.com/
Physical Location: 444 Hayward Ave. N, St. Paul, MN 55128
JMU's Contact: Corey Kopacek, President, 651-493-4267, ck@synergyimports.com
Jess Block, Acct Manager, 507-250-4780, jess@synergyimports.com
Clark Riley, Account Manager, 304-534-2899, clark@synergyimports.com
Katie Holzemer, Invoicing, 651-330-0246, admin@synergyimports.com
Amanda Schmidt, Artwork, 612-940-1434, art@synergyimports.com
eVA ID: VS0000093089
SWaM certification: N/A

Overview of Pricing:
Discount: Contact for quote.
Royalty Fees: Contact for quote.
Freight: Contractor shall pass on exact freight costs to the University as applicable.
Samples: Prior to production and if requested, the Contractor shall provide final product sample(s) *(with logo)* to the University at the cost of the supplier. Virtual samples provided at no additional cost.
Electronic Proofs: No additional cost.
Setup Fees: For products that have a set-up charge, that exact cost will be passed on to the University.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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The Image Group Inc – UCPJMU6981

Website: http://www.theimagegroup.com
Physical Location: 11049 Lakeridge Parkway, Ashland, VA 23005
JMU's Contact:
Kevin Simmons, Account Executive, (804) 916-1265, ksimmons@theimagegroup.com
Invoicing and Payments, 800-860-2111,
Accounting: accounting@theimagegroup.com Receivables: receivables@theimagegroup.com
Customer Service, 800-258-2743 or 866-272-5162, hello@theimagegroup.com
eVA ID: VS0000269869
SWaM certification: N/A

Overview of Pricing:
Discount: **Royalty bearing orders**- Column pricing *PLUS* 10%, **Non-royalty bearing orders**- Column pricing
Royalty Fees: See above (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight costs to the University as applicable
Samples: Prior to production and if requested, the Contractor shall provide final product sample(s) *(with logo)* to the University at no additional cost when applicable. In the event of a cost, Contractor will share equally in the cost of any pre-production samples when an order results.
Electronic Proofs: No additional cost.
Setup Fees: Waived if not charged by the supplier.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items. Item must be returned within 60 days following receipt of item.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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TK Promotions, Inc. – UCPJMU6982

Website: https://tkpromotionsinc.com/
Physical Location: 4319 Cox Road, Glen Allen, VA 23060
JMU's Contact: Todd Mawyer, President, 804-740-8800, todd@tkpromotionsinc.com
Ricky Taylor, Dir. Production, 804-774-4715, ricky.taylor@tkpromotionsinc.com
Traci Phillips, VP of Finance and Ops/Invoicing, 804-774-4717, traci.phillips@tkpromotionsinc.com
eVA ID: VS0000033940
SWaM Certification: Small, Micro

Overview of Pricing:
Discount: 12% discount off published list pricing
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight charges to the University as applicable
Samples: Prior to production and if requested, Contractor shall provide final product sample(s) *(with logo)* at no additional cost when applicable.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost for orders over $3,000.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Contact for quote.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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University Tees – UCPJMU6983

Website: https://universitytees.com/
Physical Location: 2233 W 110th St., Cleveland, OH 44102
JMU's Contact: Lindsay Cook, Sales Support Dir., 800-460-8337, lcook@utees.com
eVA ID: VS0000073022
SWaM certification: N/A

Overview of Pricing:
Discount: Quoted upon request.
Royalty Fees: Will bill department for applicable fees- currently 12% (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight costs to the University as applicable.
Samples: Contractor shall provide a $1,000 annual credit to the university for requested final product samples *(with logo).* Samples requested beyond the $1,000 credit shall be provided to the university at cost.
Electronic Proofs: No additional cost.
Setup Fees: No additional cost.
Returns: Contractor shall waive associated costs for replacement of defective, broken, or damaged items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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WKG Global Enterprises, Inc. dba A Logo For You – UCPJMU6984

Website: https://alogoforyou.com/
Physical Location: 100 Stafford Court, Williamsburg, VA 23185
JMU's Contact: Regina Kenerley, 757-220-9259, alfy@kernergroup.com or alogo@alogoforyou.com
eVA ID: VS0000198054
SWaM Certification: Small, Micro

Overview of Pricing:
Discount: 10 % discount off published list price.
Royalty Fees: No additional cost to JMU.
Freight: Contractor shall pass on exact freight charges to the University as applicable.
Samples: If requested, Contractor shall provide random logo sample(s) when applicable. The Purchasing Agency shall be responsible for shipping fees.
Electronic Proofs: No additional cost.
Setup Fees: Varied by product.
Returns: Contractor shall waive associated costs for the replacement of defective, broken, or damaged items. Contractor must be notified within 10 calendar days of receipt of items.
Embroidery and Screen Printing Services: Yes, see contract documents for details.
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing

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Worth Higgins & Associates Inc – UCPJMU6985

Website: https://worthhiggins.com/
Physical Location: 8770 Park Central Drive, Richmond, VA 23227
JMU's Contact: Scott Hudson, Sales, 804-836-9322, shudson@whaprint.com
Rachel Richmond, Customer Service, rrichmon@whaprint.com
Fred Mershon, Website Development, fmershon@whaprint.com
Christina Walker, Accounting, cwalker@whaprint.com
eVA ID: E2272
SWaM certification: Small

Overview of Pricing:
Discount: 10%-25% discount off published list price. Contract pricing is determined on a per-product basis.
Royalty Fees: For any applicable royalty-bearing orders, the 12% royalty fee will be incorporated on a per item basis**.** (*Exempt purchases: Facilities Uniforms, Nursing Uniforms, Items not carrying JMU marks/logos*)
Freight: Contractor shall pass on exact freight charges to the University as applicable.
Samples: Contractor shall provide $250 worth of pre-production samples for every $10,000 of product orders.
Electronic Proofs: No additional cost.
Setup Fees: Waived when applicable for some products, but not all.
Returns: Contractor shall waive associated costs for the replacement of custom-printed items in the event of manufacturing defects or errors.
Embroidery and Screen Printing Services: N/A
Accepts Electronic Purchase Orders: Yes
Accepts Small Purchase Credit Cards: Yes
Other: See contract for additional information and detailed pricing