

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027

with four (4) two-year renewal options remaining.

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 – edu@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 – [UCPJM6971](#)

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 – [UCPJM6958](#)

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://www.clubcolors.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 – [UCPJM6963](#)

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.mitchell@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 – [UCPJM6964](#)

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 Illicky, Co-Owner, 804-878-7630, scott@haberdashercorporateapparel.com

Helen Illicky, 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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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 certain 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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

Specworks Inc – [UCPJM6979](#)

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027

with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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

Hanna Ferrell, Account Manager, 804-774-4721, Hannah.ferrell@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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

University Tees – [UCPJM6983](#)

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)

James Madison University - Promotional Items and Imprinting Services

Mandatory - Multiple-Award - Term Contracts

Contracts valid April 1, 2025 through March 31, 2027
with four (4) two-year renewal options remaining.

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](#)