

COUNTY OF SACRAMENTO

Contract #WA00034777

for

Inmate and Detention Supplies, Solutions and Services

with

Bob Barker Co.

Effective: 10/5/2016

The following documents comprise the executed contract between the County of Sacramento and Bob Barker, effective 10/05/2016:

- I. Contract No. WA00034777
- II. Technical Response
- III. Supplier's Response to the RFP, incorporated by reference



County of Sacramento
Open Item Contract

Contract and Purchasing
Services Division
9660 Ecology Ln.
Sacramento, CA 95827
(916) 876-6360

Your Vendor number with us
608629

BOB BARKER CO
PO BOX 429
FUQUAY VARINA NC 27526-0429

Vendors Contact Person: Ryan Pretko
Vendors Phone Number: 919-346-2113

**Reprint of
Open Item Contract WA00034777 /
09/01/2016**

This number must appear on all correspondence to the
Purchasing Division.

Contract number/date
WA00034777 / 09/01/2016

Issuing Officer/Telephone
Poon, Vivian/916-876-6377

Signature: Vivian Poon

Contract Period
Valid from: 10/05/2016
Valid to: 10/04/2017

F.O.B. Dest., Freight Prepaid
Payment Terms: Due in 30 Days
Contractual maximum value: 350,000.00

You are hereby notified that the goods and/or services listed have been awarded to you subject to terms and conditions referenced and to the general conditions listed on the last page of contract.

Before supplying any goods or services to the County, the vendor must obtain a CSO (Contract Shipping Order) number from the ordering department. A CSO is an authorized release (Purchase Order) against the contract and shall be provided in written form. "Verbal" orders are not acceptable. For a CSO to be considered valid, it must be within the scope of this contract and be consistent with its pricing, terms and conditions. The CSO number must be referenced on all documents related to the order (packing slips, invoices, etc.). Failure to obtain a CSO and reference its number may result in the delay or non-payment of the invoice.

Contractor Contact:

Ordering:
Debbie Sargent
Customer Service Representative
customerservicewest@bobbarker.com
800-334-9880 (Customer Service Line)

Crissa Rhead
Customer Service Representative

customerservicewest@bobbarker.com
800-334-9880 (Customer Service Line)

Lauretta Smuck
Customer Service Representative
customerservicewest@bobbarker.com
800-334-9880 (Customer Service Line)

Contract Administration:
Ryan Pretko
Contract Specialist
Ryanpretko@bobbarker.com
919-346-2113 (office)

Bettina Morgan
Contract Sales Manager
tinamorgan@bobbarker.com
919-346-2132 (office)

IMPORTANT:

1. Price List Effective October 5, 2016 enclosed.
2. Miscellaneous Inmate and Detention Supplies - 10% discount off the current product catalog price, with the exclusion of furniture and metal product lines.

This contract is established as a purchasing agreement between Bob Barker Co (Contractor) and the County of Sacramento (County) for the provision of Inmate and Detention Supplies, Solutions and Services as per the terms and conditions under the Request for Proposal (RFP), RFP8259, which is hereby incorporated by reference and made a part of this contract.

Price: As per the Price List Effective October 5, 2016 enclosed. Price shall be the lowest, current and most favorable with all applicable volume, special, promotional and governmental discounts during the contract period.

FOB Point: Pricing must be FOB destination to include inside delivery.

Deliveries: Deliveries shall be made on an "as required" basis by means of a CSO issued against the Contract.

Packing Slip: All deliveries must be accompanied by a legible Packing Slip that includes Item Description and Part Number of all items and CSO Number.

Invoicing:

A. The vendor will be expected to adhere to invoicing procedures as required by the County auditor-controller's office. Failure to comply with established procedures will be grounds for the County to terminate the contract.

B. Each invoice shall contain the following minimum information; "bill to" and "ship to" addresses; Contract Number; CSO Number; quantities; item descriptions; unit prices and extensions and invoice total.

C. A separate invoice shall be prepared for each order CSO received.

D. Invoicing to the County shall be done in arrears.

E. Invoice discrepancies shall be handled in a professional, courteous, and expeditious manner.

F. Invoice shall be submitted in duplicate each order entity.

G. In the state of California, government agencies are not allowed to pay excess interest and late charges. Per government code, section 926.10, interest shall be entitled commencing the 61st day and shall be 6% per annum.

Contract Term: In order to promote efficiency and economy, the County reserves the right to extend this contract for two additional twelve-month periods. Such extensions will be at the County's option, under the same terms and conditions, and will be subject to agreement between the Contractor and the County.

Quality: All materials and workmanship must be subject to inspection, examination and testing by County staff at any time. The County reserves the right to reject defective materials and workmanship and require correction.

Estimated Quantities: The quantity listed is an estimated requirement. The County does not guarantee to purchase a minimum quantity or does not guarantee to purchase Contractor's remaining stock.

Unrestricted Quantities: The County is not limited to purchase all of its requirements from this contract.

Changes: The County shall retain the right to implement changes as necessary to uphold the original intent of the contract. This includes adding or deleting line items, as well as adjusting unit prices on the contract. Such changes shall not void the contract, but shall be added to or be deducted from the contract, as the case may be, by a fair and reasonable valuation, and subject to the mutual agreement of the parties.

Continuation: Continuation of the contract for the full term specified shall be contingent upon satisfactory performance by the contractor and products. Continuing un-rectifiable performance deficiencies may result in cancellation of the contract without penalty to the County.

Sales Report: Upon request from the County, Contractor is required to provide annual sales report including details of all the purchases made under the contract.

Termination:

A. County may terminate any resulting agreement without cause upon

thirty (30) days written notice to the other party. Notice shall be deemed served on the date of mailing. If notice of termination for cause is given by County to contractor and it is later determined that contractor was not in default or the default was excusable, then the notice of termination shall be deemed to have been given without cause pursuant to this paragraph (A).

B. County may terminate any resulting agreement for cause immediately upon giving written notice to contractor, should contractor materially fail to perform any of the covenants contained in this agreement in the time and/or manner specified. In the event of such termination, County may proceed with the work in any manner deemed proper by County. If notice of termination for cause is given by County to contractor and it is later determined that contractor was not in default or the default was excusable, then the notice of termination shall be deemed to have been given without cause pursuant to paragraph (A) above.

C. County may terminate or amend any resulting agreement immediately upon giving written notice to contractor, 1) if advised that funds are not available from external sources for this agreement or any portion thereof, including if distribution of such funds to the County is suspended or delayed; 2) if funds for the services and/or programs provided pursuant to this Agreement are not appropriated by the State; 3) if funds in County's yearly proposed and/or final budget are not appropriated by County for this agreement or any portion thereof; or 4) if funds that were previously appropriated for this agreement are reduced, eliminated, and/or re-allocated by the County as a result of mid-year budget reductions.

D. If any resulting agreement is terminated under paragraph A or (C) above, contractor shall only be paid for any services completed and provided prior to notice of termination. In the event of termination under paragraph a or c above, contractor shall be paid an amount which bears the same ratio to the total compensation authorized by the agreement as the services actually performed bear to the total services of contractor covered by this agreement, less payments of compensation previously made. In no event, however, shall County pay contractor an amount which exceeds a pro rata portion of the agreement total based on the portion of the agreement term that has elapsed on the effective date of the termination.

E. Contractor shall not incur any expenses under any resulting agreement after notice of termination and shall cancel any outstanding expenses obligations to a third party that contractor can legally cancel.

Item Mat Num	Tgt. qty.	Unit Description	Price / Unit	Unit of Measure	Extended Value
00010	320,000	Each Inmate and Detention Supplies	1.00	/ 1 EA	320,000.00

Price List Effective October 5, 2016.

Item Mat Num	Tgt. qty.	Unit Description	Price / Unit	Unit of Measure	Extended Value
00020	10,000	Each Misc Inmate and Detention Supplies-Main	1.00	/ 1 EA	10,000.00
		10% discount off current product catalog			
00030	10,000	Each Misc Inmate and Detention Supplies-RCCC	1.00	/ 1 EA	10,000.00
00040	10,000	Each Misc Inmate and Detention Supplies-Youth	1.00	/ 1 EA	10,000.00

PURCHASE ORDER/CONTRACT GENERAL CONDITIONS

1. **BID/QUOTE/PROPOSAL/GENERAL CONDITIONS:** All of the terms and conditions of the bid, quote, or proposal against which this purchase document is applied, are hereby incorporated.
2. **SALES TAX NOT INCLUDED:** Unless otherwise definitely specified, the unit prices do not include California sales and use tax or Sacramento County sales and use tax.
3. **CASH DISCOUNTS:** In connection with any cash discount specified on this quote, time will be computed from the date of complete delivery of the supplies or equipment as specified, or from date correct invoices are received in the County Auditor's Office if the latter date is later than the date of delivery. For the purpose of earning the discount, payment is deemed to be made on the date of mailing of the County warrant or check.
4. **AMERICANS WITH DISABILITIES ACT:** As a condition of accepting a purchase order from the County of Sacramento, the contractor certifies that their business entity is in compliance with the Americans With Disabilities Act of 1990, as amended. Failure to certify shall prohibit the award of a purchase order to the contractor.
5. **HOLD HARMLESS:** The contractor shall hold the County of Sacramento, its officers, agents, servants and employees harmless from liability of any nature or kind because of use of any copyrighted, or uncopyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used under this order, and agrees to defend, at his own expense, any and all actions brought against the County of Sacramento or himself because of the unauthorized use of such articles.
6. **DEFAULT BY CONTRACTOR:** In case of default by contractor, the County of Sacramento may procure the articles or services from other sources and may deduct from any monies due, or that may thereafter become due to the contractor, the difference between the price named in the contract or purchase order and actual cost thereof to the County of Sacramento. Prices paid by the County shall be considered the prevailing market price at the time such purchase is made. Periods of performance may be extended if the facts as to the cause of delay justify such extension in the opinion of the Purchasing Agent.
7. **RIGHT TO AUDIT:** The County of Sacramento reserves the right to verify, by examination of contractor's records, all invoiced amounts when firm prices are not set forth in the purchase agreement.
8. **ASSIGNMENT:** (a) This award is not assignable by contractor either in whole or in part, without the prior written approval of the Purchasing Agent of the County of Sacramento. (b) In submitting a quote to a public purchasing body, the quoter offers and agrees that if the quote is accepted, it will assign to the purchasing body all rights, title, and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Sec.15) & the Cartwright Act (Chapter 2 [commencing with Section 16700] of part 2 of Division 7 of the Business and Professions Code), arising from the purchases of goods, materials, or services by the quoter for sale to the purchasing body pursuant to the quote. Such assignment shall be made and become effective at the time the purchasing body tenders final payment.
9. **APPLICABILITY TO HEIRS:** Time is of the essence of each and all the provisions of this agreement, and, subject to the limitations of Paragraph 8, the provisions of this agreement shall extend to and be binding upon and inure to the benefits of the heirs, executors, administrators, successors, and assigns of the respective parties hereto.
10. **F.E.T. EXEMPTION:** Sacramento County is exempted from payment of Federal Excise Tax. No Federal tax shall be included in price.
11. **CHARGES NOT INCLUDED ON FACE NOT ACCEPTABLE:** No charge will be accepted for packing, boxing, or cartage, except as specified in the Notice of Award. Freight collect shipments will not be accepted. Merchandise will not be accepted if payment is to be made at the time of delivery.
12. **TITLE:** Except as otherwise expressly provided herein, title to and risk of loss on all items shipped by seller to buyer shall pass to the buyer upon buyer's inspection and acceptance of such items at buyer's building.
13. **CHANGES WITHOUT NOTICE PROHIBITED:** No changes in price, quantity or merchandise will be recognized by the County of Sacramento without written notice of acceptance thereof prior to shipment.
14. **ALL UNDERSTANDINGS IN WRITING:** It is mutually understood and agreed that no alteration or variation of terms of this award shall be valid unless made in writing and signed by the parties hereto, and that no oral understandings or agreements not incorporated herein, and no alterations or variations of the terms hereof unless made in writing between the parties hereto shall be binding on any of the parties hereto.
15. **FORCE MAJEURE:** The contractor will not be held liable for failure or delay in the fulfillment of conditions of purchase order/contract if hindered or prevented by fire, strikes, or Acts of God.
16. **INVOICING:** Upon submission of itemized invoices, in duplicate, payment shall be made of the prices stipulated herein for supplies delivered and accepted or services rendered and accepted, less deductions, if any, as herein provided. Payment on partial deliveries may be made whenever amounts due so warrant or when requested by the vendor and approved by the Purchasing Agent.
17. **SPECIAL CONDITIONS:** Buyer's standard terms and conditions shall govern any contract awarded. If, after award of contract, contractor provides additional terms or conditions, they shall be considered void. To the extent not otherwise stated in the contract, the California Commercial code shall apply.
18. **INFORMATION TECHNOLOGY ASSURANCES:** Contractor shall take all reasonable precautions to ensure that any hardware, software, and/or embedded chip devices used by contractor in the performance of services under this agreement, other than those owned or provided by County, shall be free from viruses. Nothing in this provision shall be construed to limit any rights or remedies otherwise available to County under this agreement.
19. **CHILD, FAMILY, AND SPOUSAL SUPPORT:** Contractor hereby certifies that either: (a) The Contractor is a government or non-profit entity; or (b) the Contractor has no Principal Owners (25% or more); or (c) each Principal Owner (25% or more) does not have any existing child support orders; or (d) Contractor's Principal Owners are currently in substantial compliance with any court-ordered child, family and spousal support order, including orders to provide current residence address, employment information, and whether dependent health insurance coverage is available. If not in compliance, Principal Owner has become current or has arranged a payment schedule with the Department of Child Support Services or the court.
New Contractor shall certify that each of the following statements is true:
(a) Contractor has fully complied with all applicable state and federal reporting requirements relating to employment reporting for its employees; and
(b) Contractor has fully complied with all lawfully served wage and earnings assignment orders and notices of assignment and will continue to maintain compliance.
NOTE: Failure to comply with state and federal reporting requirements regarding Contractor's employees or failure to implement lawfully served wage and earnings assignment orders or notices of assignment constitutes a default under any contract with the County. Failure to cure such default within 90 days of notice by the County shall be grounds for termination of contract.
20. **COMPLIANCE WITH ALL LAWS, LICENSES AND PERMITS:** In the performance of their duties, Contractor shall comply with all applicable federal, state, and county statutes, ordinances, regulations, directives, and laws and this contract shall be deemed to be executed within the State of California and construed with and governed by the laws of the State of California. Contractor shall possess and maintain necessary licenses, permits, certificates and credentials required by the laws of the United States, the State of California, County of Sacramento and all other credentials required by County. Failure to comply with all laws, licenses and permits shall be deemed a breach of this Agreement and constitutes grounds for the termination of this Contract.

WA00034777 - Bob Barker Co
Price List Effective October 5, 2016

Item Description	U/M	Catalog Number	Unit Price	Remark
Clothing				
Stenciled Orange Shirt in Sizes				
Medium	Each	JTOSNP-M	\$4.39	
Large	Each	JTOSNP-L	\$4.39	
XL	Each	JTOSNP-XL	\$4.39	
2XL	Each	JTOSNP-2XL	\$4.39	
3XL	Each	JTOSNP-3XL	\$4.39	
4XL	Each	JTOSNP-4XL	\$4.39	
5XL	Each	JTOSNP-5XL	\$4.69	
6XL	Each	JTOSNP-6XL	\$4.69	
Stenciled Orange and White Striped Shirt in Sizes				
Medium	Each	JTOWSNP-M	\$4.39	
Large	Each	JTOWSNP-L	\$4.39	
XL	Each	JTOWSNP-XL	\$4.39	
2XL	Each	JTOWSNP-2XL	\$4.39	
3XL	Each	JTOWSNP-3XL	\$4.39	
4XL	Each	JTOWSNP-4XL	\$4.39	
Stenciled Orange Unisex Pants in Sizes				
Small - XL	Pair	TOT-S, TOT-M, TOT-L, TOT-XL	\$5.67	
2XL	Pair	TOT-2XL	\$5.67	
162.5	Pair	TOT-3XL	\$5.67	
4XL	Pair	TOT-4XL	\$5.67	
5XL	Pair	TOT-5XL	\$5.67	
Stenciled Navy Blue Unisex Pants in Sizes				
Small - XL	Pair	TNT-S, TNT-M, TNT-L, TNT-XL	\$5.67	

WA00034777 - Bob Barker Co
Price List Effective October 5, 2016

Item Description	U/M	Catalog Number	Unit Price	Remark
2XL	Pair	TNT-2XL	\$5.67	
3XL	Pair	TNT-3XL	\$5.67	
4XL - 5XL	Pair	TNT-4XL, TNT-5XL	\$5.67	
Stenciled Unisex White Kitted Short-Sleeve Polo Shirt in Sizes				
Small - XL	Each	Z8800WH-SIZE	\$5.40	
2XL	Each	Z8800WH-2XL	\$6.99	
3XL	Each	Z8800WH-3XL	\$6.99	
4XL	Each	Z8800WH-4XL	\$6.99	
Stenciled White Thermal Shirt in Sizes				
XL	Each	63-XL	\$2.70	
2XL	Each	63-2XL	\$2.82	
3XL	Each	63-3XL	\$2.88	
4XL	Each	63-4XL	\$3.07	
White Tube Sock	Dozen	1700-W	\$4.16	Tube Sock 21"
Non-Stenciled Navy or Dark Colors Paper Jumpsuit in Sizes 3XL (Size Fits All)	Each	3575-3XL	\$1.19	Sold in case of 25 , sizes S & 5XL
Non-Stenciled Navy Shorts				S & 5XL - Packed in case of 12 pairs
Small	Pair	J618-S	\$3.60	
Medium	Pair	618-M	\$3.60	
Large	Pair	618-L	\$3.60	
XL	Pair	618-XL	\$3.66	
2XL	Pair	618-2XL	\$4.55	
3XL	Pair	618-3XL	\$4.55	
4XL	Pair	618-4XL	\$4.60	
5XL	Pair	J618-5XL	\$4.60	
Footwear				
Men's Deck Shoes, Gum-Soled	Pair	155NV-SIZE	\$3.21	

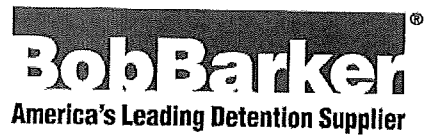
WA00034777 - Bob Barker Co
Price List Effective October 5, 2016

Item Description	U/M	Catalog Number	Unit Price	Remark
V-Strap Thongs	Pair	1800-SIZE	\$0.49	Sold in dozen
For Eva (Ethyl Vinyl Acetate) Slip-On Shoes	Pair	EVASTPN-OR-SIZE	\$2.18	S-3XL(5-16)
Slip-On PVC Sandal, Tan Sizes (6-16)	Pair	BB888-SIZE	\$1.39	Sizes 6-14
Bedding and Linen				
Mattress Cover	Each	VMC30724	\$9.77	Mattress 75"x30"x4"
Non-Stenciled Isolation/Suicide Cell Smock	Each	505	\$66.00	
Non-Stenciled Isolation/Suicide Cell Blanket	Each	SB5480	\$60.25	
Mattress				Mattress 1. Size 75"x30"x4" 2. Add \$11 each for recycle fee.
Mattress (mattress recycle fee not included)	Each	PJM30754	\$34.50	
Mattress for Probation (mattress recycle fee not included)	Each	SSCM30754P	\$57.50	
Personal Hygiene Product				
Hair & Scalp Conditioner, Bergamot, 12 Oz Each, 12 per Case	Case	024	\$20.64	
Body Lotion with Aloe, 14.8 Oz Each, 12 per Case	Case	M1245	\$13.98	
Tampon, Super Absorbency, Cardboard Applicator, 500 per Case	Case	SBTPX500	\$45.08	
Toothbrush, Full-Sized, Clear Handle, Nylon Bristle Brush, 30-Tuft, Medium, 144 per Pack, 10 per Case	Case	BB28	\$56.60	
Toothbrush Cover, Ivory Color, 1,440 per Case	Case	NTBC	\$67.50	
Deodorant, Roll-On, 1.5 Oz Each, 96 per Case	Case	PPI10150	\$26.62	
Hand Sanitizer, 4 Oz Each, 60 per Case	Case	AG46	\$38.60	
A & D Ointment, 4 Oz Each, 72 per Case	Case	HC1122	\$109.80	

WA00034777 - Bob Barker Co
Price List Effective October 5, 2016

Notes:

1. Delivery Time: 3 to 30 days
2. Miscellaneous Inmate and Detention Supplies - 10% discount off the current product catalog price, with the exclusion of furniture and metal product lines.



Technical Proposal Response

6.2. Proposal Transmittal Letter

6.2.2.

A handwritten signature in black ink, appearing to read "R. Pretko", written over a horizontal line.

Ryan Pretko
Contract Specialist
Bob Barker Company
ryanpretko@bobbarker.com
919-346-2113

Minutes of Special Meeting of the Board of Directors for Bob Barker Company, Inc.

A SPECIAL MEETING of the board of directors of Bob Barker Company, Inc was held on February 18, 2016 in the Blue Ridge Room at Bob Barker Co, Inc headquarters, at 134 N. Main Street, Puquay Varina, North Carolina.

The Following directors were present and participated in the meeting:

Robert J Barker, Sr.
Robert J Barker, Jr.
John Kasberger
Gabe Cipau

Patricia M. Barker
Nancy B. Johns
Dave Colburn
George Snead

Robert J Barker, Sr., Chairman of the Board, chaired the meeting and Patricia M. Barker, Executive Vice President of the Corporation, acted as Secretary of the meeting.

The chairman announced that a quorum of directors was present and that the meeting, having been duly convened, was ready to proceed with its business. The Secretary presented a waiver of notice of the meeting, signed by all of the directors and was directed to file the waiver of notice with the minutes of the meeting.

After full discussion of the affairs of the company, the following resolution was introduced for consideration and adoption by the directors:

RESOLVED, that the Board of Directors hereby grants signatory authority to enter bids obligating the company in agreements to furnish products and services at agreed prices and conditions.

Amber Garis

April Paszkiewicz

Bettina Morgan

Dale Griffith

Denine McCullers

Kristen Dodds

Kevin Donovan

Nenna Mann

Robert J. Barker, Sr.

Robert J. Barker, Jr.

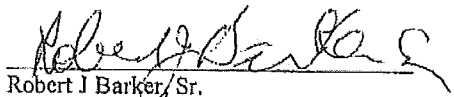
Robin Finn

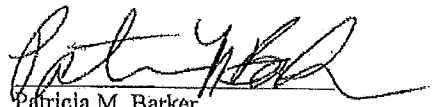
Ryan Pretko

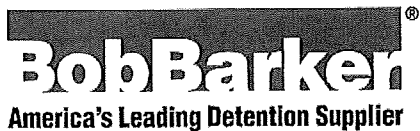
Shannon Pilkington

Talia Rosario

The resolution was unanimously approved. There being no further business before the meeting, on motion duly made, seconded and carried, it was adjourned.


Robert J Barker, Sr.
Chairman of the Board of Directors


Patricia M. Barker
Secretary of the Board of Directors



6.2.3. The following proposal will be valid for at least one hundred and twenty (120) days subsequent to the April 19, 2016 and thereafter in accordance with any resulting contract between Bob Barker Company and the County. Bob Barker Company, Inc. is located at the following address.

6.2.4. Bob Barker Company, Inc.
134 N. Main Street
Fuquay Varina, NC 27546
Federal Tax ID: 56-1558062

6.2.5. There are two main points of contact for the County to contact regarding the proposal. The contact information is

Ryan Pretko
Contract Specialist
134 N. Main Street
Fuquay Varina, NC 27526
ryanpretko@bobbarker.com
919-346-2113

Tina Morgan
Contract Sales Manager
134 N. Main Street
Fuquay Varina, NC 27526
tinamorgan@bobbarker.com
919-346-2132

6.2.6. Bob Barker Company, Inc. does not intend to use any subcontractors for this contract.

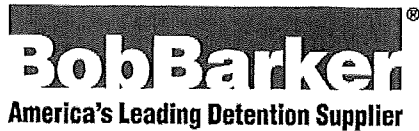
6.2.7. Bob Barker Company also does not work with, or employ anyone who has a possible conflict of interest with the County.

6.3. Mandatory Contractor Qualifications

6.3.2. i. Bob Barker Company agrees to comply with all of the provisions in RFP # 8259, as well as any addenda that are posted for the RFP.

ii. Assurance of contractor's compliance with the following.

- The laws of the State of California; Bob Barker Company, Inc. certifies that we are in compliance with the laws of the State of California.
- Title VI of the federal Civil Rights Act of 1964; Bob Barker Company, Inc. certifies that we are in compliance with Title VI of the federal Civil Rights Act of 1964
- Title IX of the federal Education Amendments Act of 1972; Bob Barker Company, Inc. certifies that we are in compliance with Title IX of the federal Education Amendments Act of 1972.



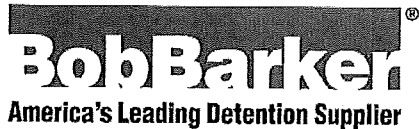
- The Equal Employment Opportunity Act and the regulations issued there under by the federal government; Bob Barker Company, Inc. certifies that we are in compliance with The Equal Employment Opportunity Act and the regulations issued there under by the federal government
- The Americans with Disabilities Act of 1990 and the regulations issued there under by the federal government; Bob Barker Company, Inc. certifies that we are in compliance with The Americans with Disabilities Act of 1990 and the regulations issued there under by the federal government.
- The condition that the submitted proposal was independently arrived at, without collusion, under penalty of perjury as outlined in Appendix F – Non-Collusion Affidavit; Bob Barker Company, Inc. certifies that the submitted proposal was independently arrived at, without collusion, under penalty of perjury as outlined in Appendix F – Non-Collusion Affidavit and
- The condition that no amount shall be paid directly or indirectly to an employee or official of the County as wages, compensation, or gifts in exchange for acting as an officer, agent, employee, subcontractor, or consultant to the Contractor in connection with the procurement under this RFP. Bob Barker Company, Inc. certifies that no amount shall be paid directly or indirectly to an employee or official of the County as wages, compensation, or gifts in exchange for acting as an officer, agent, employee, subcontractor, or consultant to the Contractor in connection with the procurement under this RFP.

6.4. General Contractor Qualifications and Experience

6.4.1. i. Bob Barker Company has been supplying correction and detention supplies for over 40 years. From the very beginning, the company's commitment has been to deliver services beyond our customer's expectations while continuing to supply the broadest selection of top-quality products, at competitive prices, with fast and efficient customer service and delivery.

ii. In the business for over 40 years, Bob Barker Company, Inc. offers the broadest product lines of detention supplies in the market. We sell to federal, state, and local government agencies as well as select businesses. Bob Barker Company, Inc. is a member of the Chamber of Commerce, The American Correctional Association, The American Jail Association, The Direct Marketing Association and Dun & Bradstreet.

Bob Barker Company maintains a 95% service level and strive to ship all orders within 24-48 hours of receipt and entry. Bob Barker Company owns and operates two fully-staffed locations with warehouses in the U.S. One location is in North Carolina, and the other is located in Utah. The locations house a call center, customer service center, Sourcing/Purchasing, finance, human resources, and IT



departments which are all fully capable of directly handling all order processing, order inquiries, and/or questions that could arise during the life of the contract. Bob Barker Company has a national sales force of account managers that are located through-out the United States. These account managers work direct with end users to assist them with anything they may need. Bob Barker Company also offers a "Satisfaction Guaranteed" warranty on purchases.

iii. Bob Barker Company has been in business for 44 years. The annual sales for the previous three years are shown below

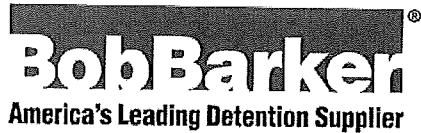


iv. Bob Barker Company is the leading and largest detention supplier in the detention market. In the business for over 40 years, Bob Barker Company, Inc. offers the broadest product lines of detention supplies in the market. We maintain over a 95% service level, and sell to every state in the United States as well as various international locations. Our strong national presence is supported by our national sales force, which maintains and manages accounts as the face of the organization. These account managers have a designated team of internal support to assist with any requests from customers.

v. Bob Barker Company owns and operates two fully-staffed locations with warehouses in the U.S. One location is in Fuquay Varina, North Carolina, and the other is located in Ogden, Utah. The locations house a call center, customer service center, Sourcing/Purchasing, finance, human resources, marketing, innovation and IT departments which are all fully capable of directly handling all order processing, order inquiries, and/or questions that could arise during the life of the contract.

vi. Bob Barker Company consists of 222 employees, and has been growing for over 40 years. They have a national client base across the United States. Bob Barker Company sells to federal, state, and local government agencies as well as select businesses.

vii. In 2007, Bob Barker Company, Inc. had a merger with Leslie Scott Inc. This increased the size of Bob Barker Company by about 30 million dollars. Along with Bob Barker Company's exceptional service, having the industry's largest inventory uniquely qualified us to adapt with this opportunity. Bob Barker



Company fulfilled all of Leslie Scott's previous contracts, and was able to continue to grow and serve the detention industry.

On October 8, 2014, Bob Barker Company acquired the company, Robinson Textiles. Bob Barker Company entered a joint service agreement to fulfill Robinson Textiles customers' order and ongoing service. Along with Bob Barker Company's exceptional service, having the industry's largest inventory uniquely qualified us to accept this opportunity to inherit and fulfill all of Robinson Textiles' previous contracts.

viii. Bob Barker Company, Inc. is a for profit S Corporation.

ix. Employment of Ex-Offenders Policy

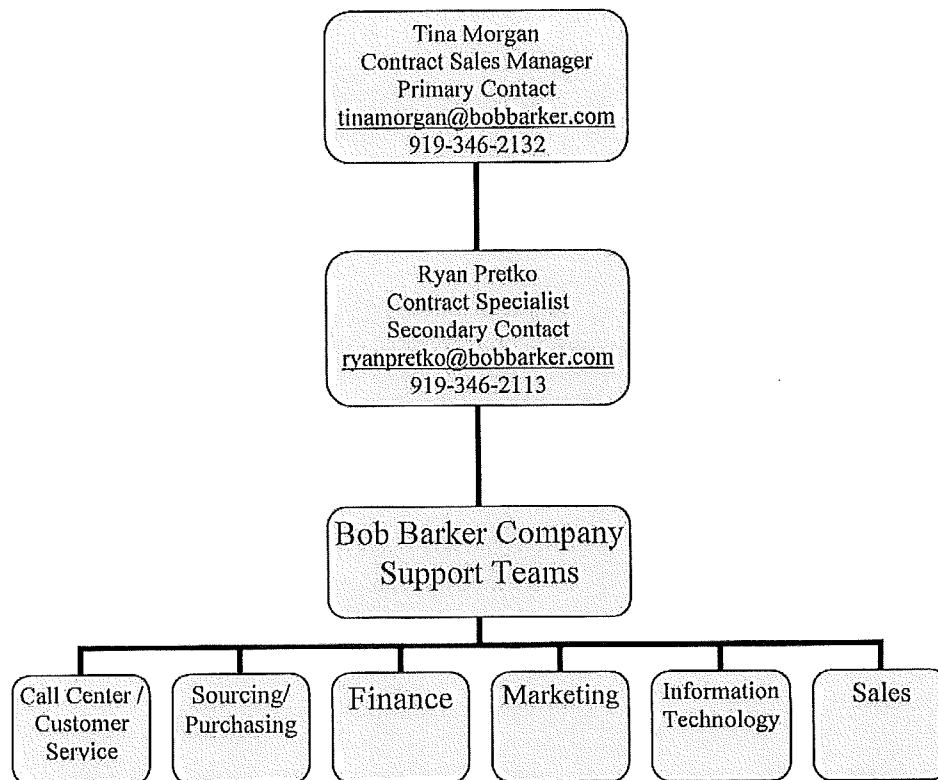
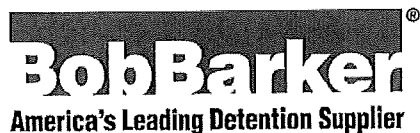
The purpose of this Policy is to ensure that Ex-Offenders are allowed a fair opportunity of employment at Bob Barker Company, Inc.

Bob Barker Company, Inc. does not automatically disqualify any person from hiring because of a criminal record. A criminal record will be considered among all other factors in evaluation an individual. This policy covers the potential employee screening process, but employment opportunities will vary on a case by case basis.

Job Screening Process

Candidates that have successfully completed rehabilitation programs are thoroughly screened before being presented as viable applicants. In reviewing a conviction record, the company will consider the length of time since the conviction, the rehabilitation of the individual, the age of the person when the crime was committed, and the seriousness of the offense. Ex-Offenders' backgrounds are screened for the relationship between the offenses of crimes and the functions of the position being filled. As a finance employee, for instance, we ask that prospective candidates not be convicted of any fraud related crimes. Any person with a criminal record shall have their application papers reviewed by the Human Resources Department and will undergo fair and unbiased treatment.

x. Below is the organizational structure of the project team. All team members associated with this project have extensive backgrounds in their job descriptions and fields of study. For example, sales team member support has product knowledge and strong selling backgrounds. They are able to grow National IPA sales volumes in their respective sales regions.



xi. The project team associated with this contract consist of a primary point of contact, a secondary point of contact, and a support staff consisting of the rest of the company. The primary Contact is Tina Morgan, the Contract Sales Manager for Bob Barker Company. The secondary point of contact is Ryan Pretko, the Contract Specialist for Bob Barker Company. The rest of Bob Barker Company has been informed of this contract, and are available for assistance in regards to all departments. This internal support comes from the call center, customer service center, Sourcing/Purchasing, finance, human resources, marketing, innovation and IT departments.

xii. Ryan Pretko
Secondary Contact
Contract Specialist
134 N. Main Street
Fuquay Varina, NC 27526
ryanpretko@bobbarker.com
919-346-2113

Tina Morgan
Primary Contact
Contract Sales Manager
134 N. Main Street
Fuquay Varina, NC 27526
tinamorgan@bobbarker.com
919-346-2132

Resumes are attached. Estimated hours to be worked on contract are 10 per week.

Ryan J. Pretko

Bob Barker Company 134
N Main Street,
Fuquay Varina, NC 27526

919.346.2113
ryanpretko@bobbarker.com

Summary

Highly motivated professional with a background in contract sales. Results driven team player proficient and qualified to analyze reports and recommend effective solutions to achieve company goals. Extremely dedicated to success and continual improvement.

Education

M.S. Environmental Management	2014-2016
-University of Maryland University College, Baltimore, MD	
B.A. Environmental Science – Concentration in Environmental Policy	2008-2013
-Hood College, Frederick, MD	

Areas of Strength

- Sales
- Time Management
- Project Management
- Contract Sales
- Government Contract Management
- Communication
- Multitasking
- Contract Reporting

Work History

Pricing Specialist – Bob Barker Company, Inc. January 2015 – June 2015
- Authorize and offer competitive sales contracts to local, state and federal facilities at a profitable sales margin. Maintain West territory contracts while focusing on growing business relationships and increasing company sales. Calculate pricing agreements for term contracts and renewals. Participate in meetings with management, purchasing, account managers, and customer service to review contract performance and develop contract management strategies.

Environmental Intern – Bob Barker Company, Inc. May 2014 – December 2014
- Responsible for preparation and implementation of waste audits at multiple company locations. Leads waste minimization efforts. Ensured company environmental compliance at local state and federal levels. Monthly compilation and recording of plant carbon emissions required by the EPA to fulfill regulatory requirements. Established Green Plus recertification. Developed a multi-year commuting carbon reduction plan for the company.

Environmental Scientist Intern – Spectrum Environmental Sciences, Inc. 2012
-Intern at an environmental consulting company. My responsibility was to provide quality assurance and technical support for a wide range of Spectrum projects. Involvement included various projects including preparation of minor air quality construction and operating permit applications. Ensured sustainability, performed ground water monitoring, and performed regulatory compliance research. I assisted senior level employees with Phase I assessments and chemical data analysis.

BETTINA S. MORGAN

249 Linville Lane
Willow Spring, NC 27592
919-818-5874
bstrickland55@nc.rr.com

OBJECTIVE

To secure a management position that enables me to utilize my strong organizational skills, leadership abilities, educational background, and motivation for setting and achieving sales goals.

EXPERIENCE

Bob Barker Co., Inc. – Fuquay-Varina, NC
Contract Sales Manager

2014-present

- Manager day to day operations of the bids group
- Manage and conduct all analysis necessary to administer bid business while continually producing positive economic profit.
- Lead all cross functional analytical work required on any business review, new business proposal or high volume opportunity.
- Negotiate the most advantageous position for the company which could possibly involve challenges to the customer's procurement procedure and technique.
- Understand and synthesize key business issues and develop creative insights into the performed analyses.
- Identify additional analyses that should be performed and independently scope the associated work plans.
- Manage bid tabulation retrieval program to monitor marketplace trends and competitive activity and provide marketing and sales management with regular insights into the current situation.
- Maintain specific margin percentages, win rate, dollars bid, and bid tab retrieval rate
- Have extensive knowledge of company's products, services and operating systems as well as well-rounded market knowledge
- Work effectively with other departments to communicate essential costs and products needed to be competitive in marketplace
- Assist National Sales Representatives and Account Managers in identifying customers that do not currently purchase key product item
- Manage and analyze reporting of region sales, margin dollars, and CPR for regional sales teams and communicate report findings to necessary team members
- Assist customers as needed with quote and order inquiries, usage reports, and product specifications

Bob Barker Co., Inc. – Fuquay-Varina, NC

2005-2013

Pricing Specialist

- Autonomously authorize and offer competitive pricing by analyzing cost, freight, competition and preferred profit margin for formal bids, short term contracts and one time orders
- Solicit and respond to bid request via telephone, mail, fax, sales representatives and the Internet.
- Follow up on bids and obtain bid tabulations
- Maintain specific margin percentages, win rate, dollars bid, and bid tab retrieval rate
- Have extensive knowledge of company's products, services and operating systems as well as well-rounded market knowledge
- Work effectively with other departments to communicate essential costs and products needed to be competitive in marketplace
- Assist National Sales Representatives and Account Managers in identifying customers that do not currently purchase key product item
- Manage and analyze reporting of region sales, margin dollars, and CPR for regional sales teams and communicate report findings to necessary team members
- Assist customers as needed with quote and order inquiries, usage reports, and product specifications

Thomas Concrete – Raleigh, NC

2001-2005

Sales Coordinator

- Assisted Vice President of Sales, Sales Managers, and other members of the sales team
- Responsible for compiling and analyzing weekly and monthly sales reports
- Prepared and processed quotes for customers
- Researched potential bid opportunities
- Maintained customer and project files
- Processed credit applications
- Coordinated special events

East Carolina University – Greenville, NC

2000-2001

Processing Assistant

- Researched and printed student transcripts
- Processed fees and maintained daily records of collections
- Assisted students with class registration
- Maintained student files

EDUCATION

Bob Barker Bachelor's Degree – December 2009

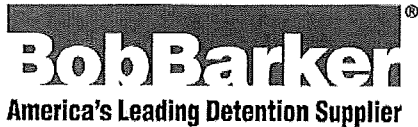
B.S. Business Administration – December 2007

Mount Olive College, Mount Olive, NC

Concentration: Management and Organizational Development

A.A.S. Business Administration – May 2001

Pitt Community College, Greenville, NC



- 6.4.2. Customer References (Customer references are also given in Appendix H). All customer references are for overall service of detention supplies.

Ventura County Jail Purchasing

600 Todd Road
Santa Paula, CA 93060
(805) 933-8524
Deputy Steve Mayo
steve.mayo@ventura.org

Supply of detention clothing and supplies from Bob Barker Company. Bob Barker Company has provided service for over 15 years.

San Diego County Sheriff's Office

446 Alta Road Bldg 23
Central Warehouse
San Diego, CA 92158
(951) 922-7278
Roberto Quinones
roberto.quinones@sdsheriff.org

Supply of detention clothing and supplies from Bob Barker Company. Bob Barker Company has provided service for over 15 years.

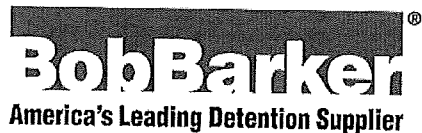
Kern County Purchasing

1115 Truxtun Ave
Bakersfield, CA 93301
(661) 868-3017
Cynthia Nicholson
cnicholson@co.kern.ca.us

Supply of detention clothing and supplies from Bob Barker Company. Bob Barker Company has provided service for over 15 years.

- 6.4.3. Below is a list of the precious contracts that Bob Barker Company has held with the County of Sacramento in the past 5 years.

Bob Barker Company has been doing business with Sacramento County for over 20 years. We have had numerous contracts that have extended over this time frame and wish that the County of Sacramento take this into consideration when analyzing the RFP. Not only has Bob Barker Company held formal contract with the County, but we have also helped the county find resolutions to non-contracted items.



i. Contract number 8083 (gloves), Contract number 7874 (detention supplies), Contract number 7873 (clothing)

ii. Contract Terms: Cooperative Contract with Bob Barker Company and the County of Sacramento.

iii. Procuring County Agency: Sacramento County

6.4.4. In the business for over 40 years, Bob Barker Company, Inc. offers the broadest product lines of detention supplies in the market. We sell to federal, state, and local government agencies as well as select businesses. Bob Barker Company, Inc. is a member of the Chamber of Commerce, The American Correctional Association, The American Jail Association, The Direct Marketing Association and Dun & Bradstreet.

6.5. Technical Approach

6.5.1. Bob Barker Company's proposal intends to fulfill all requests from the County of Sacramento as well as the needs and requirements of the National IPA.

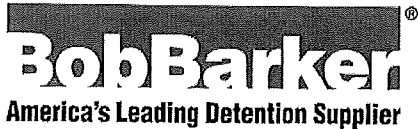
6.5.2. "Project Understanding, Qualification and Experience"

In the detention industry for over 40 years, Bob Barker Company has the ability to provide a wide variety of inmate and detention, supplies, solutions and services including, but not limited to, the following categories; clothing, footwear, bedding and linens, mattresses, laundry, medical supplies, personal hygiene products, recreation, and more. All of these needs are requested in the RFP and can be satisfied through Bob Barker Company. We have successfully become the leader in our industry and have the financial capabilities as well as the work force to execute this proposal with the county and the National IPA.

Bob Barker Company has reviewed and understands all of the requirements of the County and the National IPA as states in this RFP. Not only does Bob Barker Company understand the requirement, but we are excited to provide excellent service throughout the term of the contract.

Bob Barker Company intends to successfully supply all of the requirements in the RFP for the initial term of 3 years, with the option to renew the contract for two (2) additional one (1) year terms, with thirty (30) days written notice.

6.5.3. "Project Approach"



In the business for over 40 years, Bob Barker Company, Inc. offers the broadest product lines of detention supplies in the market. We sell to federal, state, and local government agencies as well as select businesses. Bob Barker Company, is prepared to accomplish all of the County of Sacramento and the National IPA's objectives and offer the scope of services required.

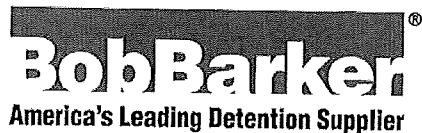
- 6.5.4. Bob Barker Company proposes to supply detention supplies through the National Intergovernmental Purchasing Alliance (NIPA) by entering into a Master Intergovernmental Cooperative Purchasing Agreement. The terms and pricing established in the resulting Master Agreement between Bob Barker Company and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through National IPA.

All transactions, purchase orders, etc., will occur directly between Bob Barker Company and each Participating Public Agency individually, and neither National IPA, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Bob Barker Company for any acts, liabilities, damages, etc., incurred by any other Participating Public Agency.

Bob Barker Company intends to provide marketing and administrative support for the National IPA. The Bob Barker Company marketing team will work in conjunction with National IPA to promote the Master Agreement through

- A. Marketing collateral (print, email, presentations)
- B. Website support
- C. Trade shows/conferences/meetings
- D. Advertising
- E. Individual sales calls
- F. Joint sales calls
- G. Communications/customer service
- H. Training sessions for Bob Barker Team Members

Bob Barker Company demonstrates a strong national presence supported by our national sales force, which maintains and manages our customer accounts. These account managers are the face of the organization and meet with customers throughout the United States. Bob Barker Company also has a Contract "Bids" Team which manages and acquires contracts across the country. Contracts are held in every state, and range from the Federal, State, County, Local and Private levels.



Bob Barker Company will educate the national sales force about this contract through emailed material, as well as a meeting that will introduce and explain the logistics of the contract. This meeting will review how this contract can be used by each sales representative, and how they can promote this contract to their designated customers. If there are any questions from the national sales force, they will have a designated primary contact (Ryan Pretko) as well as a secondary contact (Tina Morgan) to contact.

Products and services will be distributed nationwide through Bob Barker Company's operations and logistics departments. In over 40 years of supplying the correctional market, Bob Barker Company has successfully distributed products and services to our customers with over a 95% service level. This service level and delivery will be continued through the life of this contract.

The proposal shall be marketed nationwide via Bob Barker Company's website and promotional material. Within the first 90 days of the award of the Master Agreement, Bob Barker Company will be posting a co-branded press release within the first 10 days of the contract. The announcement of the contract and contract details will be posted on Bob Barker Company's website (www.bobbarker.com) within the first 30 days of the awarded contract. The Bob Barker Company marketing team will design a marketing flyer regarding the contract to distribute within the first 90 days of the contract. This contract promotional material will be available to the County of Sacramento as well as the National IPA.

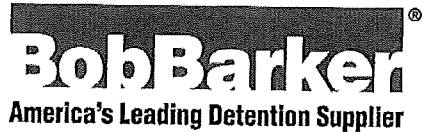
All product that is touched by Bob Barker Company is tracked through our internal systems. This allows Bob Barker team members to run reports on product that is sold to all end users as well as through specific contracts. With the collaboration and support of the Bob Barker Company IT team, we are able to provide any reports necessary or requested by the National IPA or County.

Appendix P

Supplier Qualifications

3.1 Company

- A. Bob Barker Company has been supplying correction and detention supplies for over 40 years. From the very beginning, the company's commitment has been to deliver services beyond our customer's expectations while continuing to supply the broadest selection of top-quality products, at competitive prices, with fast and efficient customer service and delivery.



- B. Bob Barker Company employs 222 team members located across the country. The company has two main distribution centers. One is located in Fuquay Varina, North Carolina, and the other is located in Ogden Utah. The National Sales force consists of team members who work out of their homes across the United States. This gives the company the ability to reach any and all customers.
- C. Bob Barker Company has two support centers. One is located in Fuquay Varina, North Carolina, and the other is located in Ogden Utah.
- D. Bob Barker Company has been in business for 44 years. The annual sales for the previous three years are shown below

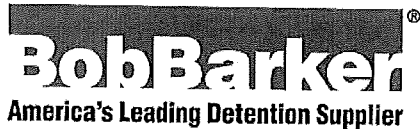


E. FEIN Number: 56-1558062

Dunn and Bradstreet Report Number: 05-852-5536

3.2 Distribution Logistics

- A. Products and services will be distributed nationwide through Bob Barker Company's operations and logistics departments. In over 40 years of supplying the correctional market, Bob Barker Company has successfully distributed products and services to our customers with over a 95% service level. This service level and delivery will be continued through the life of this contract.
- B. Bob Barker Company uses third party freight carriers to distribute products nationally. These include but are not limited to FedEx, UPS, and CH Robinson.
- C. The company has two main distribution facilities. One is located in Fuquay Varina, North Carolina, and the other is located in Ogden Utah. Locations and size are shown below.



NC Distribution Center
7925 Purfoy Road
Fuquay Varina, NC 27526
200,000 Square Feet

UT Distribution Center
475 South Depot Drive
Ogden, UT 84404
85,000 Square Feet

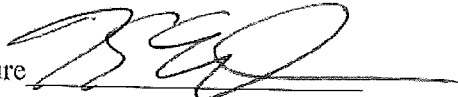
- D. All customers must be satisfied with our products or services, or simply return the merchandise, freight prepaid, for any reason within 30 days for an exchange, refund, or credit. Restocking charges may apply to some items. Custom-made and silkscreen items may not be returned, but when possible, we'll provide pre-production samples of custom-made products. Loss or damage on freight must be noted on the delivery receipt at the time of delivery. Please save all of the original packing material. To ensure proper credit, before returning product, call 1-800-527-6011, Monday through Friday from 8 am to 5 pm (EST).

3.3 Marketing and Sales

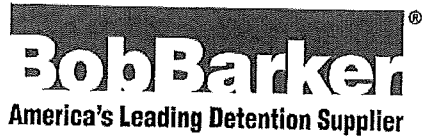
- A. Within the first 90 days of the award of the Master Agreement, Bob Barker Company will be posting a co-branded press release within the first 10 days of the contract. The announcement of the contract and contract details will be posted on Bob Barker Company's website (www.bobbarker.com) within the first 30 days of the awarded contract. The Bob Barker Company marketing team will design a marketing flyer regarding the contract to distribute within the first 90 days of the contract. This contract promotional material will be available to the County of Sacramento as well as the National IPA.

This agreement is supported by the executive leadership at Bob Barker Company. The VP of Sales, Kevin Donovan, sponsors this go-to-market strategy and has signed this proposal in agreement to the terms and conditions.

Kevin Donovan
VP Sales
Bob Barker Company

Signature 

Bob Barker Company demonstrates a strong national presence supported by our national sales force, which maintains and manages our customer accounts. These account managers are the face of the organization and meet with



customers throughout the United States. Bob Barker Company also has a Contract "Bids" Team which manages and acquires contracts across the country. Contracts are held in every state, and range from the Federal, State, County, Local and Private levels.

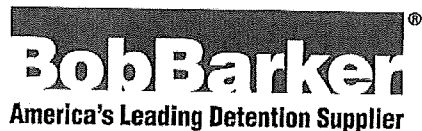
Bob Barker Company will educate the national sales force about this contract through emailed material, as well as a meeting that will introduce and explain the logistics of the contract within the first 90 days of the award. This meeting will review how this contract can be used by each sales representative, and how they can promote this contract to their designated customers. If there are any questions from the national sales force, they will have a designated primary contact (Ryan Pretko) as well as a secondary contact (Tina Morgan) to contact.

- B. Within the first 90 days of the award of the Master Agreement, Bob Barker Company will be posting a co-branded press release within the first 10 days of the contract. The announcement of the contract and contract details will be posted on Bob Barker Company's website (www.bobbarker.com) within the first 30 days of the awarded contract. The Bob Barker Company marketing team will design a co-branded marketing flyer regarding the contract to distribute within the first 90 days of the contract. This contract promotional material will be available to the County of Sacramento as well as the National IPA.

Bob Barker Company commits to attend and participate at the National IPS at regional and supplier specific trade shows, conferences and meetings throughout the term of the Master Agreement. Bob Barker Company also commits to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by National IPA for partner suppliers. Booth space will be purchased and staffed by Bob Barker Company. In addition, we commit to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by National IPA.

Bob Barker Company commits to the design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement. Bob Barker Company will support the ongoing marketing and promotion of the Master Agreement throughout its term. This can include, but is not limited to case studies, collateral pieces, and presentations.

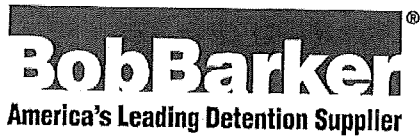
Bob Barker Company will have a dedicated National IPA internet web-based homepage with the National IPA standard logo, a copy of original Request for Proposal, a copy of contract and amendments between Principal Procurement



Agency and Supplier, a summary of products and pricing, marketing materials, an electronic link to National IPA's online registration page, and a dedicated toll free number and email address for National IPA.

The copy of the original RFP will be posted without the company's yearly sales information, as this is confidential information.

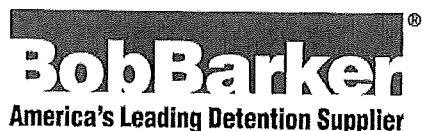
- C. Bob Barker Company's current contracts are held in every state, and range from the Federal, State, County, Local and Private levels. These customers will now also have the ability to purchase through the National IPA. The National IPA contract will be a focus selling point to customers and shall be positioned as an important part of the company's sales
- D. Bob Barker Company agrees to provide the company's logo to National IPA and agrees to provide permission for reproduction of such logo in marketing communications and promotions
- E. Bob Barker Company is responsible for proactive direct sales of goods and services to Public Agencies nationwide and the timely follow up to leads established by National IPA. All sales materials will use the National IPA logo. Bob Barker Company's sales initiatives will communicate that the Master Agreement was competitively solicited by a Principal Procurement Agency, best government pricing, no cost participation, and a non-exclusive contract.
- F. Bob Barker Company is responsible for the training of its national sales force on the Master Agreement. Sales training will include, key features of Master Agreement, working knowledge of the solicitation process, and awareness of the range of Public Agencies that can utilize the Master Agreement through the National IPA.
- G. Contact information for the team members who will be responsible for various information is listed below.
 - a. Marketing
 - i. Mike Reed
VP of Marketing
mikereed@bobbarker.com
919-346-2170



- b. Sales
 - i. Kevin Donovan
VP of Sales
kevindonovan@bobbarker.com
919-346-2108
- c. Sales Support
 - i. Debbie Piro
Customer Reps Manager
debbiepiro@bobbarker.com
919-346-2181
- d. Financial Reporting
 - i. Jack Frankenfield
Director of Finance
jackfrankenfield@bobbarker.com
919-346-2167
- e. Contracts
 - i. Ryan Pretko
Contract Specialist
ryanpretko@bobbarker.com
919-346-2113
 - ii. Tina Morgan
Contract Sales Manager
tinamorgan@bobbarker.com
919-346-2132

H. Bob Barker Company demonstrates a strong national presence supported by our national sales force, which maintains and manages our customer accounts. These account managers are the face of the organization and meet with customers throughout the United States. Bob Barker Company also has a Contract "Bids" Team which manages and acquires contracts across the country. Contracts are held in every state, and range from the Federal, State, County, Local and Private levels.

The highest-level executive in charge of the sales team is Kevin Donovan, the Vice President of Sales. His contact information is



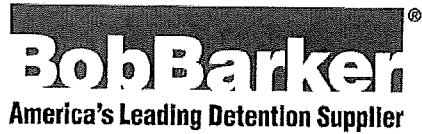
Kevin Donovan
VP of Sales
kevindonovan@bobbarker.com
919-346-2108

- I. The Bob Barker Company sales team will be working to support the National IPA to promote the contract through education and sales through the agreement. Using the National IPA as a resource, the national sales team will use the contract as a selling tool to gain new business and promote the program.
- J. Bob Barker Company will manage the contract and national program including ongoing coordination of marketing and sales efforts, and timely new Participating Public Agency account set-up.

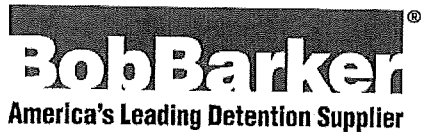
Within the first 90 days of the award of the Master Agreement, Bob Barker Company will be posting a co-branded press release within the first 10 days of the contract. The announcement of the contract and contract details will be posted on Bob Barker Company's website (www.bobbarker.com) within the first 30 days of the awarded contract. The Bob Barker Company marketing team will design a co-branded marketing flyer regarding the contract to distribute within the first 90 days of the contract. This contract promotional material will be available to the County of Sacramento as well as the National IPA.

Though Bob Barker Company has accounts set up with many end users at various governmental and private levels, we are capable of adding as many new users as needed. A full time team member at Bob Barker Company is in charge of the account maintenance and account additions. This ensures the timely and accurate set up of all accounts.





- [REDACTED]
- L. Bob Barker Company has information systems that are capable of handling all orders and management of the contract. Our order system allows a facility to place an order through phone/email/fax- these orders are processed through our task team and stock orders go out the next day. We have a forecasting system built for large contracts like this one, so that we have on-hand the items your facilities need. The internal systems can track orders, store customer data, and store all information that would be needed for the life of this contract.
- M. Bob Barker Company can guarantee the following sales in the initial three years of the Master Agreement. Bob Barker Company will likely have much higher sales volumes through the National IPA, upwards of the multiple millions of dollars. However, due to a lack of historical information of the National sales volume through the National IPA, we are unable to guarantee the estimated sales. Bob Barker Company has used the previous sales usage for the County of Sacramento to report the sales volume for the following three years. These sales are noted below.
- [REDACTED]



N. In the case that a Public Agency issues their own solicitation, Bob Barker Company may need to price items higher, or lower than the National IPA contract. However, Bob Barker Company will be offering National IPA contracted pricing to any Public Agency that posts their own solicitation as a secondary option. Bob Barker Company's goal is to use the National IPA contract an option for Public Agencies to not have to go out to bid. We would be happy to provide the option to purchase through the National IPA and Bob Barker Company without issuing their own solicitation.

6.5.5. Appendix P Signatures

Kevin Donovan
VP of Sales

kevindonovan@bobbarker.com
919-346-2108

Ryan Pretko
Contract Specialist

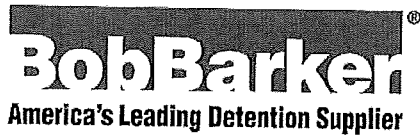
ryanpretko@bobbarker.com
919-346-2113

Tina Morgan
Contract Sales Manager
tinamorgan@bobbarker.com
919-346-2132

6.5.6. Product

6.5.6.1. The products supplied by Bob Barker Company meet the requirements of the solicitation. Bob Barker Company has successfully supplied the County of Sacramento with detention supplies for many years. The quality and consistency of these supplies will continue to be supplied to Sacramento County and the National IPA if Bob Barker Company is awarded the Master Agreement.

i. Identification and description of product categories offered



- ii. Identification and description of sub categories
- iii. Bob Barker Company uses our private label Bob Barker Brand for products in each sub category when possible. Majority of the products we offer are products made by or for Bob Barker Company. For non-private label products, the manufacturer information can be requested and supplied on an as needed basis. This is due to the occasional change of manufacturers in each sub category in order to provide the end user the best quality product at the most competitive price possible.

<i>CATEGORY (i.)</i>	<i>SUB CATEGORY (ii.)</i>
<i>Clothing</i>	Briefs
	Disposable Clothing
	Gloves
	BDU Uniforms
	Jackets & Coats
	Jeans
	Jumpsuits
	Screening
	Shorts
	Socks
	Sweats
	T-Shirt/Underwear
	Thermal Underwear
	Tri-Stitch Uniforms
	Uniforms
	Work Clothes
	Apparel Polo
	Badges and Insignia
<i>Footwear</i>	Boots
	Sandal/Flip-flop
	Slippers
	Socks
	Step In/Pullover
	Tennis Shoes
<i>Furnishings</i>	Thongs (V-straps)
	Bench, Stool, Seat & Chair
	Bunks & Accessories

	Cots/Beds
	Desks
	Foot/Gun Lockers
	Furnishings
	Janitorial Maintenance
	Lockers
	Mirrors
	Tables
	Office Supplies
<i>Inmate Transport</i>	Inmate Transport
	VanCell
<i>Institutional Uniforms</i>	Jumpsuits
	Striped Uniforms
	TriStitch Uniforms
	Uniforms
	Value Line Uniforms
	Antimicrobial Uniforms
<i>Kitchen/Janitorial</i>	Janitorial Maintenance
	Laundry Bags
	Shower Curtains
	Kitchen
	Lighting
<i>Linen</i>	Bedspreads
	Blankets
	Blankets, Non Wool
	Mattress Covers
	Pillows
	Sheets/Pillowcases
	Shower Curtains
	Towels/Washcloths
<i>Mattresses</i>	Sewn Clear Mattress
	Sewn Cotton Matts
	Sewn Poly Matts
	Clear Poly Matt
	Clear Poly Pillow Matt
	Cotton Matt
	Cotton Pillow Matt

Personal Care

Foam Mattress
Poly Matt
Poly Pillow Matt
Mattress Covers
Value Line Mattress
Wound Care
Infection Protection
Eye Care
Combs/Brushes
Deodorant/Antiperspirant
Ethnic Products
Exam Gloves
Feminine Hygiene
Admission Kits
Lotions
Mirrors
Razors
Hair Care
Shaving & Accessories
Skin/Foot Care
Soap
Toothbrushes
Toothpaste
Hand/Leg/Ankle Cuffs

*Restraints/Staff
Supplies*

Restraints
Security
Staff Supplies
Recreation & Games
Footwear

*Suicide Prevention
T-Shirts, Shorts &
Sweats*

Suicide Prevention
Disposable Clothing

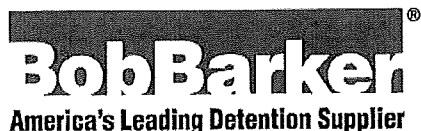
Shorts
Socks
Sweats
T-Shirt/Outerwear
T-Shirt/Underwear

Underwear & Socks

Boxers
Bras
Briefs
Panties
Socks

Officers Only

Thermal Underwear
Hand/Leg/Ankle Cuffs
Restraints
Screening
Apparel Outerwear
Apparel Polo
Apparel Tactical
Badges and Insignia
Body Armor
Duty Gear
First Response
Footwear, Boots
Protective Eqp Helmets
Clothing Uniforms Class
Clothing Uniforms Staff
Clothing Uniforms BDU & Military
Clothing Tactical Casual
Clothing Under Clothing
Clothing Polos
Clothing Outerwear
Clothing Hats & Headwear
Clothing Accessories
Gloves
Footwear
Patches
Badges
Insignia
Flashlights
Radios & Accessories
Cameras & Surveillance
Armor - NIJ Spike
Armor - NIJ Ballistic

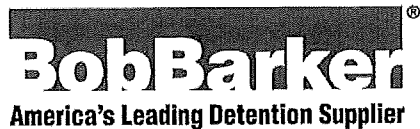


	Armor - NIJ Ballistic helm
	Armor - NIJ Combination vest
	Armor - NIJ Tactical Body
	Riot - Less Lethal
	Riot - Protective wear
	Riot - Shields/batons
	Training materials
	Eye protection
	Duty Gear Nylon
	Duty Gear Leather
	Bags
	Knives
	Tools
<i>Recreation</i>	Batteries
	Office Supplies
	Recreation & Games
<i>Health Care</i>	Wound Care
	Medicine
	Infection Protection
	Medical Instruments
	Eye Care
	Exam Gloves
	Gloves
	Skin/Foot Care
	Drug and Alcohol screens

6.5.6.2. As of the opening of the bid, Bob Barker Company holds 5575 product skews in the catalog. This number does not include the different colors of the same items. Though this number is current, over the term of this contract, products will likely be added and discontinued.

Majority of the products that are in the catalog are stocked in multiple distribution center warehouses across the U.S. The few items that are not stocked in our distribution warehouses are drop shipped, and stocked in warehouses by our third party suppliers.

6.5.6.3. Green products are described and noted in the description of the item in the catalog.



6.5.6.4. Bob Barker Company does offer a "Private Line" of products. These are manufactured by Bob Barker Company and many have patents to protect our name branded products.

6.5.6.5. Bob Barker Company has been in business for over 40 years and has grown to be America's leading detention supplier. Bob Barker Company supplies a wide variety of items, encompassing majority of the items that are requested in this RFP. With business in all 50 states and internationally, Bob Barker Company has depth and experience in a multitude of facilities and works with thousands of end-users every month. The products that will be supplied in this contract meet the quality that Bob Barker Company stands behind.

6.5.7. Services

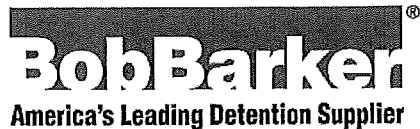
6.5.7.1. Bob Barker Company has been in business for over 40 years and has grown to be America's leading detention supplier. Bob Barker Company supplies a wide variety of items, encompassing majority of the items that are requested in this RFP. With business in all 50 states and internationally, Bob Barker Company has depth and experience in a multitude of facilities and works with thousands of end-users every month.

The staff at Bob Barker Company has grown tremendously over the years and has recently eclipsed the 220 employee mark with representatives in North Carolina and Utah. Traveling Regional Sales Managers, and Account Managers who live inside their territories also represent Bob Barker Company.

As Bob Barker Company continues its upward trends, its management hopes to be of great value to the National IPA and County of Sacramento.

Bob Barker Company has two distribution centers (Ogden, Utah & Fuquay-Varina, NC) which means the majority of orders are filled in-house by BBC employees. Our order system allows a facility to place an order through phone/email/fax- these orders are processed through our task team and stock orders go out the next day. We have a forecasting system built for large contracts like this one, so that we have on-hand the items your facilities need.

If you order something that is non-stock, dedicated "buyers" place those orders directly with the manufacturer and make sure that the orders are shipped in a timely manner.



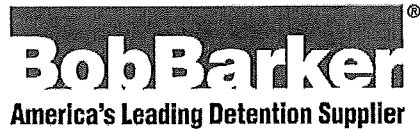
Should an item be backordered, the order-placer will be contacted by our task team and given a "promise by" date for when the item will be delivered.

We have an in-house silk-screening process, so we are able to do silk screening out of our Fuquay-Varina, NC distribution center. We have three dedicated team members in our screening room who handle significant volume on a daily basis and will work this RFP's orders into the fold in a timely manner. We also have an in house silk screening process in Ogden, Utah. This allows screening of materials in a timely manner to be delivered to anywhere in the U.S.

We have an in-house embroidery process, so we are able to do embroidery out of our Ogden, UT distribution center. We have two dedicated team members in our embroidery room who handle significant volume on a daily basis and will work this RFP's orders into the fold in a timely manner.

6.5.7.2 The rollout of the program and the services that will be provided to the County of Sacramento and their staff should be a smooth transition from the current supply status from Bob Barker Company. Being that Bob Barker Company has successfully supplied the County of Sacramento for many years, our rollout with this new contract will supply timely delivery of all items awarded through the contract. The internal and external support staff has demonstrated and will continue to demonstrate the quality service for any and all questions, concerns and problems that the County may encounter through the life of this contract. All of Bob Barker Company's internal and external support will be available to the Sacramento County staff. If awarded the contract, the Sacramento County Regional Sales Manager, and Account Manager will visit the county of Sacramento's staff to answer and address any of the questions, comments and concerns that the staff may have about the program and contract with Bob Barker Company.

6.5.7.3. Bob Barker Company will be posting a co-branded press release within the first 10 days of the contract. The announcement of the contract and contract details will be posted on Bob Barker Company's website (www.bobbarker.com) within the first 30 days of the awarded contract. The Bob Barker Company marketing team will design a marketing flyer regarding the contract to distribute within the first 90 days of the contract.



This contract promotional material will be available to the County of Sacramento as well as the National IPA.

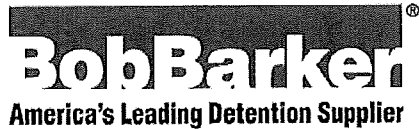
6.5.7.4. Bob Barker Company will keep open communication and contact to the County and National IPA via the primary and secondary contact in this solicitation. Communication will also be available through our call/service center and through the Account Managers who will have an in depth understanding of the contract. Because of this communication availability, relationships between Bob Barker Company employees and customers will be maintained and created. Any problems that a customer, the County, or the National IPA may have regarding this contract will be solved and handled by the knowledgeable staff at Bob Barker Company. New products and services will be forwarded to the Innovation department at Bob Barker Company. These new product suggestions will be analyzed and if possible introduced into Bob Barker Company's product line.

6.5.7.5. Bob Barker Company has a variety of software programs that create the ability to pull and sort any data that touches the Bob Barker Company internal system. This software is incredibly in-depth. Details on practically any data requested is available to be analyzed. With support of this contract from the entire Bob Barker Company IT department, any data requested from a customer, the County, or the National IPA can be gathered, analyzed and reported on.

6.5.8. Ordering and Invoices

6.5.8.1. Bob Barker offers secure online ordering via the internet. You may also place your order via telephone (1-800-334-9880); FAX (1-800-322-7537) or E-mail (customerservicewest@bobbarker.com). Sales office hours are from 8 a.m. to 7 p.m. (EST) Monday through Friday. Credit Cards are accepted with no minimum orders. We will research any item requested and return an answer to you within 24 to 48 hours. If backorders occur, you will be notified at time of order. If you place your order via fax, email, or web and a backorder occurs of more than two weeks, you will be notified of the estimated delivery date.

Within the last year, Bob Barker Company has made significant upgrades to the company website, www.bobbarker.com. Once a customer signs into their account, they have the ability to see their contract pricing, which will automatically populate and change from the standard catalog pricing when an item is selected. They have the ability to track orders, search for items/



product options, check history, create a cart, repeat orders, check if items are in stock, and order 24/7 via the website. We also have internal employees who work full time to continue website development. This is an essential tool to help integrate the requirements of the National IPA through Bob Barker Company.

6.5.8.2. Invoices are handled by our finance division, and are not sent until an item has shipped. They can be send multiple ways. Electronic invoicing is available via email. Summary invoicing is available via statements. If the County or any other facility needs another option, Bob Barker Company is happy to work out any solutions necessary to provide the end user the easiest invoicing possible. A sample invoice is attached.

6.5.8.3. Any problems that a customer may have are reported to customer service. They are highly trained and are able to handle all types of returns, defective or wrong products, as well as any incorrect shipments. All customers must be satisfied with our products or services, or simply return the merchandise, freight prepaid, for any reason within 30 days for an exchange, refund, or credit. Restocking charges may apply to some items. Custom-made and silkscreen items may not be returned, but when possible, we'll provide pre-production samples of custom-made products. Loss or damage on freight must be noted on the delivery receipt at the time of delivery. Please save all of the original packing material. To ensure proper credit, before returning product, call 1-800-527-6011, Monday through Friday from 8 am to 5 pm (EST).

6.5.8.4. Bob Barker Company measures performance using multiple software systems. The systems are a check and balance to ensure that data is accurate. Bob Barker Company holds a 96% stock rate and updates our bulk capacity daily. Bob Barker Company also runs a daily backorder report that is sent to the forecasting managers who adjust ordering accordingly. Due to the fact that this is a live report, that is constantly changing, the line item rate will constantly be changing.

Bob Barker Company ensures to fill any backorders and depleting stock at an acceptable rate in order to keep up with orders and demand from customers.

6.5.8.5. Out of stock items are noted on the website and internal systems for all team members of Bob Barker Company to access. "Product change" emails are also forwarded to all internal Bob Barker Company employees so that they may relay this information to any given customer.

INVOICE



Bob Barker Company, Inc.
PO Box 429
Fuquay-Varina, NC 27526-0429

Please Remit Payment To:

Bob Barker Company, Inc.
PO Box 890885
Charlotte, NC 28289-0885

Invoice #

UT1.380357

Invoice Date

04/14/2016

Cust Code

SACCA0

Due Date

04/14/2016

Related Order Number

UT1000335591

Contact Info:

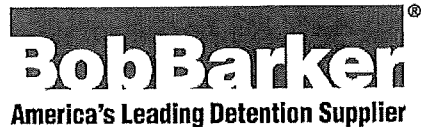
Phone: 800-235-8588
Fax: 888-772-0252
Email: ar@bobbarker.com

Bill To: Sacramento Cnty Prbtn Fiscal Svcs
9750 Business Park Dr
Ste 220
Sacramento, CA 95827- US
Phone: 916-875-0224 Fax: 916-875-0347

Ship To: Sacramento Co Juv Hall
Dock Hrs 5am-12:45pm M-F
9601 Kiefer Blvd
CA81183011
Sacramento, CA 95827-3818 US
Phone: 916-855-8458 Fax: 916-875-5244

P.O. Number CA81183011	Ordered By Darell Ross/email	Shipped Via FEXGND	Terms NET	Sales Agent WAM02		
Item Code	Item Description	Shipped Qty	B/O Qty	U/M	Unit Price	Amount
CB124254	Body Wash Deep Moisture,24oz. M6	12	0	CS	\$68.29	\$819.48

Subtotal:	\$819.48
Tax:	\$65.56
Other:	
Freight:	
TOTAL DUE	\$885.04



Should an item be backordered, the order-placer will be contacted by our task team and given a "promise by" date for when the item will be delivered. The customer also has the options to request a substitute item, if available, or to cancel the order when notified.

6.5.9. Delivery and Return Capabilities

6.5.9.1 Our order system allows a facility to place an order through phone/email/fax- these orders are processed through our task team and stock orders go out the next day. We have a forecasting system built for large contracts like this one, so that we have on-hand the items your facilities need. Bob Barker Company is capable of delivering to multiple shipping locations, and is able to accommodate these type of requests.

Standard delivery of items may vary from 3-10 days ARO. Expedited delivery is available, but may require the customer to pay shipping charge depending on the request.

If you order something that is non-stock, dedicated "buyers" place those orders directly with the manufacturer and make sure that the orders are shipped in a timely manner.

Should an item be a specialty item, or backordered, the order-placer will be contacted by our task team and given a "promise by" date for when the item will be delivered. Delivery and tracking may also be followed via contact with the Bob Barker Company customer service department.

Bob Barker Company uses tracking numbers that verify if a delivery was received. This allows for Bob Barker Company to make sure that deliveries arrive at a given location and in a timely manner.

6.5.9.2. Packing slips are included with every shipment. Packing slips include the date, time, pick ticket number, ordering number, customer code, shipping from location (warehouse), ship to address, bill to address, customer PO number, shipping method, item numbers, item descriptions, shipping quantity, shipping unit of measure, quantity backordered, and any notes about the order.

A sample packing slip is attached.

6.5.9.3. Any problems that a customer may have are reported to customer service. They are highly trained and are able to handle all types of returns,



www.bobbarker.com

Pick Ticket Number: NC1001563181
 Order Number: NC1001202450
 Customer Code: HAMMA5
 Shipping Location: NC1

Date: 9/23/2015
 Time: 13:0

Ship To:
 Hampden Cnty Jail
 627 Randall Rd

Bill To:
 Hampden Cnty Jail
 627 Randall Rd

PCPCSDH10001019043AS00
 Ludlow , MA 01056-1085 US

Ludlow , MA 01056-1085 US

Customer PO: PCPCSDH10001019043A

Shipped Via: LTLEST

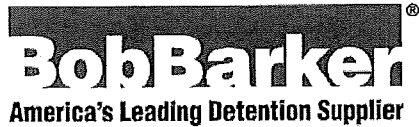
Item Number	Description	Shipped Qty	UOM	BackOrdered QTY
1800-XL	Thong, V-strap Sz Xlarge 12 ea/dz, 6 dz/mc	432	D12	0
2901-10	Shoe Hi Top Velcro Black Sz 10 1 pr, 12 pr/mc	120	PR	0
2901-11	Shoe Hi Top Velcro Black Sz 11 1 pr, 12 pr/mc	72	PR	0
2901-12	Shoe Hi Top Velcro Black Sz 12 1 pr, 12 pr/mc	36	PR	0
2901-8	Shoe Hi Top Velcro Black Sz 8 1 pr, 12 pr/mc	60	PR	0
2901-9	Shoe Hi Top Velcro Black Sz 9 1 pr, 12 pr/mc	120	PR	0
683-2XL	T-shirt, 100% Cotton, 2XL 12ea/dz, 6dz/mc	432	D12	0
683-3XL	T-shirt, 100% Cotton, 3XL 12ea/dz, 6dz/mc	360	D12	0
683-XL	T-Shirt, 100% Cotton, XL 12ea/dz, 6dz/mc	576	D12	0
EBRLS-3XL	Brief, White Bl Sz 3XLarge 12 ea/dz, 10 dz/mc	600	D12	0
EBRLS-XL	Brief, White Bl Sz XLarge 12 ea/dz, 10 dz/mc	720	D12	0

Your shipment consists of 70 boxes.

Notes:

Orders shipped via UPS, containing multiple cartons, may be delivered on separate days. Please contact us at 800-527-6011 about any questions on this order. If your order has been shipped via freight company, please carefully review for damage or short-shipment.

Order online with us at www.bobbarker.com



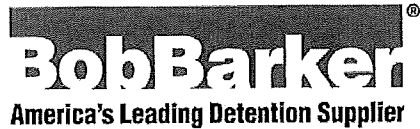
defective or wrong products, as well as any incorrect shipments. All customers must be satisfied with our products or services, or simply return the merchandise, freight prepaid, for any reason within 30 days for an exchange, refund, or credit. Restocking charges may apply to some items. Custom-made and silkscreen items may not be returned, but when possible, we'll provide pre-production samples of custom-made products. Loss or damage on freight must be noted on the delivery receipt at the time of delivery. Please save all of the original packing material. To ensure proper credit, before returning product, call 1-800-527-6011, Monday through Friday from 8 am to 5 pm (EST).

6.5.9.4. Recall notices are informed to the company from the sourcing team. If there is to be a recall, the internal sales department will reach out to their respective territories in the form of an email blast. Information will be passed to the end user via customer service and your account manager. If a county has a recalled item on contract, Bob Barker Company will contact procurement and inform them of the recall. Bob Barker Company will offer any solutions that we have to the problems, including but not limited to similar replacement items.

6.5.10. Warranty Policy.

Not only does Bob Barker Company honor the manufacturer's warranty, but we also honor a satisfaction guarantee. If, for any reason, you are not fully satisfied with a purchase from us, simply return the merchandise, in its original condition and with freight prepaid, within 30 days for an exchange, refund, or credit. Restocking charges may apply to some items. Custom-made and silkscreen items may not be returned, but when possible, we'll provide pre-production samples of custom-made products. Loss or damage on freight must be noted on the delivery receipt at the time of delivery. Please save all of the original packing material. To ensure proper credit, before returning product, call 1-800-527-6011, Monday through Friday from 8 am to 5 pm (EST).

Bob Barker Company, Inc. warrants to the original purchaser that sealed seam mattresses will be (1) free from cracks in the cover for Five years, and (2) free from failure of the Heat Sealed Bonds of the seams for Three years under normal conditions and use subject to the exclusions listed below. Warranty repair or replacement of defective mattresses shall be performed at no additional charge to the customer. Offeror shall be responsible for freight charges on picking up and returning of repair or replacement of defective mattresses. If requested by the Offeror in



writing, Customer will dispose defective mattresses after replacement mattresses are received.

Sealed seam mattress warranty does not apply to (1) scuffs, cuts, tears, punctures, burns or fire damage; (2) heavy items stored on the mattress; (3) mattresses exposed to the cold or the elements; (4) submerging in liquids; (5) misuse; (6) negligence; (7) use for any purpose except as a mattress for sleeping or sitting; (8) exposure to acids, solvents, or other corrosive or damaging substances; (9) failure to maintain, clean or inspect the mattress; or (10) ordinary wear and tear.

6.5.11. Billing Capabilities

Bob Barker Company has the ability to bill per order, monthly and electronically. Bob Barker Company is happy to work out any solutions necessary to provide the end user the easiest possible billing options.

6.5.12. Bob Barker Company has the ability to pull all reports that are necessary for the County and the National IPA. Usage reports, and reports are able to be created based on individual customers, as well as at the National level. Bob Barker Company has a variety of software programs that create the ability to pull and sort this type of data. Details on practically any data requested is available to be analyzed. With support of this contract from the entire Bob Barker Company IT department, any data requested from a customer, the County, or the National IPA can be gathered, analyzed and reported on.

A sample of a typical usage report gathered from last month's usage history of Sacramento County is attached as a reference.

6.5.13. Customer service is a very important part of the Bob Barker Company. The company. The County of Sacramento has a dedicated "West Team" of customer service representatives that can help with anything that may come up in the life of the contract. Customer service is broken into four groups that will be able to assist any region that the National IPA works with and in. These are the West, Central, North and South teams. Each team has a dedicated group of customer service representatives that will assist any and all customers in the region.

6.5.14. Within the last year, Bob Barker Company has made significant upgrades to the company website, www.bobbarker.com. Once a customer signs into their account, they have the ability to see their contract pricing, which will automatically populate and change from the standard catalog pricing when an item is selected. They have the ability to track orders, search for items/ product options, check

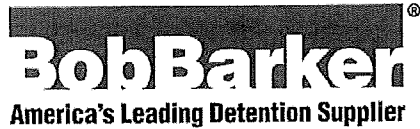
Supplier Name: Bob Barker Company

Contract Sales Report Month: March 2016

National IPA Contract Sales Monthly Report

Cust Code	Cust Name	City	State	Zip Code	Participating Agency Number	PO #	Order #	Order Date	Product Code	Description	Unit Price	Qty Ord'd	UM	Ext'd Price (Contract Sales)	Admin Fee %	Admin Fee \$
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-11	Shoe, Prem Deck Navy Sz 11	\$4.61	72	PR	\$331.92	2.50%	\$8.30
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-4	Shoe, Prem Deck Navy Sz 4	\$4.61	24	PR	\$110.64	2.50%	\$2.77
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-5	Shoe, Prem Deck Navy Sz 5	\$4.61	24	PR	\$110.64	2.50%	\$2.77
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-6	Shoe, Prem Deck Navy Sz 6	\$4.61	60	PR	\$276.60	2.50%	\$6.92
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-7	Shoe, Prem Deck Navy Sz 7	\$4.61	60	PR	\$276.60	2.50%	\$6.92
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-9	Shoe, Prem Deck Navy Sz 9	\$4.61	12	PR	\$55.32	2.50%	\$1.38
SACCA5	Sacramento Mental Health Ctr	Sacramento	California	95817	(given to Bob Barker by National IPA)	CA81183135	WEB000301353	2016-03-17	155NV-11	Shoe, Mens Navy Step-in 11	\$2.79	24	PR	\$66.96	2.50%	\$1.67
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-2XL	Shoe, Orange EVA Step-In 2XL	\$3.52	360	PR	\$1,267.20	2.50%	\$31.68
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-3XL	Shoe, Orange EVA Step-In 3XL	\$3.52	60	PR	\$211.20	2.50%	\$5.28
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-L	Shoe, Orange EVA Step-In L	\$3.52	960	PR	\$3,379.20	2.50%	\$84.48
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-M	Shoe, Orange EVA Step-In M	\$3.52	480	PR	\$1,689.60	2.50%	\$42.24
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-XL	Shoe, Orange EVA Step-In XL	\$3.52	960	PR	\$3,379.20	2.50%	\$84.48

Report Sales	\$11,155.08
Cumulative Contract Sales	\$11,155.08



history, create a cart, repeat orders, check if items are in stock, and order 24/7 via the website. We also have internal employees who work full time to continue website development. This is an essential tool to help integrate the requirements of the National IPA through Bob Barker Company.

Bob Barker Company also manages their inventory at two different distribution centers. Inventory management and forecasting are tools that have given us the ability to keep customer products in stock at all times. We have team members that work full time to forecast product lines and distribute product between distribution centers. This allows Bob Barker Company to ship from multiple locations, decreasing freight costs and saving the end user money.

6.5.15.

6.5.15.1 Bob Barker Company holds a GSA contract, but does not have any other government incentive programs.

6.5.15.2 Bob Barker Company will meet the monthly reporting criteria by running reports on the products that are sold in a requested time frame. These report of often asked for from other county and state agencies currently, so generating this information is a standard procedure for Bob Barker Company. Below is a sample of the monthly usage report.

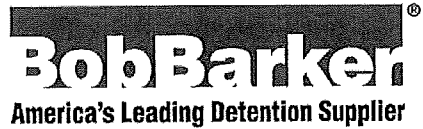
Supplier Name: Bob Barker Company

Contract Sales Report Month: March 2016

National IPA Contract Sales Monthly Report

Cust Code	Cust Name	City	State	Zip Code	Participating Agency Number	PO #	Order #	Order Date	Product Code	Description	Unit Price	Qty Ord'd	UM	Ext'd Price (Contract Sales)	Admin Fee %	Admin Fee \$
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-11	Shoe, Prem Deck Navy Sz 11	\$4.61	72	PR	\$331.92	2.50%	\$8.30
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-4	Shoe, Prem Deck Navy Sz 4	\$4.61	24	PR	\$110.64	2.50%	\$2.77
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-5	Shoe, Prem Deck Navy Sz 5	\$4.61	24	PR	\$110.64	2.50%	\$2.77
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-6	Shoe, Prem Deck Navy Sz 6	\$4.61	60	PR	\$276.60	2.50%	\$6.92
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-7	Shoe, Prem Deck Navy Sz 7	\$4.61	60	PR	\$276.60	2.50%	\$6.92
RIOCA0	Rio Cosumnes Corr Ctr	Elk Grove	California	95757	(given to Bob Barker by National IPA)	CA81183283	UT1000333933	2016-03-24	355NV-9	Shoe, Prem Deck Navy Sz 9	\$4.61	12	PR	\$55.32	2.50%	\$1.38
SACCA5	Sacramento Mental Health Ctr	Sacramento	California	95817	(given to Bob Barker by National IPA)	CA81183135	WEB000301353	2016-03-17	155NV-11	Shoe, Mens Navy Step-in 11	\$2.79	24	PR	\$66.96	2.50%	\$1.67
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-2XL	Shoe,Orange EVA Step-In 2XL	\$3.52	360	PR	\$1,267.20	2.50%	\$31.68
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-3XL	Shoe,Orange EVA Step-In 3XL	\$3.52	60	PR	\$211.20	2.50%	\$5.28
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-L	Shoe,Orange EVA Step-In L	\$3.52	960	PR	\$3,379.20	2.50%	\$84.48
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-M	Shoe,Orange EVA Step-In M	\$3.52	480	PR	\$1,689.60	2.50%	\$42.24
SACCA8	Sacramento Sher Main Jail Whse	Sacramento	California	95834	(given to Bob Barker by National IPA)	CA81184452	UT1000334547	2016-03-31	EVASTPN-OR-XL	Shoe,Orange EVA Step-In XL	\$3.52	960	PR	\$3,379.20	2.50%	\$84.48

Report Sales	\$11,155.08
Cumulative Contract Sales	\$11,155.08



6.5.15.3. *Project Management*

Bob Barker Company is prepared to manage the project from preliminary stages, through its completion. We ensure that throughout the life of the contract, we will abide by and complete the scope of the services that are explained in this proposal. The County's objectives are paralleled with Bob Barker Company's objectives, to provide complete and professional delivery of detention supplies with excellence and quality.

Bob Barker Company's commitment is to deliver services beyond our customer's expectations while continuing to supply the broadest selection of top-quality products, at competitive prices, with fast and efficient customer service and delivery.

APPENDIX E SOLICITATION EXCEPTIONS

Please list all exceptions below referring to name of specific section and (where applicable) paragraph, subsection number, or other identifier. For each exception, please quote the statement(s) to which you are taking an exception, for reference during bid analysis. **Exceptions considered excessive or affecting vital terms, conditions or specifications may reduce or eliminate your prospects for award.**

Bob Barker Company, Inc.

FIRM NAME

Page #	Section# /Title	Exception
7	Appendix O	White tube sock is 21", instead of 22.5" in length. Thermal Shirts are sold in Dozens, but are priced in Eaches.
8	Appendix O	Paper jumpsuits are priced as eaches but sold in cases of 25. Size small and 5XL Navy shorts are priced as eaches but sold in dozens
9	Appendix O	All sports bras are priced in eaches but sold in Dozens
10	Appendix O	Womens Deck Shoes Come in womens sizes 7-13 and 7.5-13.5. Work boot with laces comes in sizes 5-16.
11	Appendix O	V-strap thongs come in dozens but are priced in eaches. Foam Slippers come in cases requested (96/cs, 72/cs)
12	Appendix O	EVA slip ons shoes are alpha sized (S-3XL) covering sizes 5-16. PVC Slip on comes in sizes 6-14
13	Appendix O	Bar towels are 15"x25". 6.25 lbs per dozen. Mattress covers are 75"X30"X4" (fits the proposed mattress)

14	Appendix O	Mattress is 75"x30"x4"
16	Appendix O	Comb comes in case of 12 and is priced per dozen. Full size toothbrush is priced per case of 144. Toothbrush cover is priced per case of 144.

APPENDIX C
COUNTY OF SACRAMENTO
CONTRACTOR CERTIFICATION OF COMPLIANCE FORM

WHEREAS it is in the best interest of Sacramento County that those entities with whom the County does business demonstrate financial responsibility, integrity and lawfulness, it is inequitable for those entities with whom the County does business to receive County funds while failing to pay court-ordered child, family and spousal support which shifts the support of their dependents onto the public treasury.

Therefore, in order to assist the Sacramento County Department of Child Support Services in its efforts to collect unpaid court-ordered child, family and spousal support orders, the following certification must be provided by all entities with whom the County does business:

CONTRACTOR hereby certifies that either:

- ☐ (a) the CONTRACTOR is a government or non-profit entity (exempt), or
- ☐ (b) the CONTRACTOR has no Principal Owners (25% or more) (exempt), or
- ☒ (c) each Principal Owner (25% or more), does not have any existing child support orders, or
- ☐ (d) CONTRACTOR'S Principal Owners are currently in substantial compliance with any court-ordered child, family and spousal support order, including orders to provide current residence address, employment information, and whether dependent health insurance coverage is available. If not in compliance, Principal Owner has become current or has arranged a payment schedule with the Department of Child Support Services or the court.

New CONTRACTOR shall certify that each of the following statements is true:

- a. CONTRACTOR has fully complied with all applicable state and federal reporting requirements relating to employment reporting for its employees; and
- b. CONTRACTOR has fully complied with all lawfully served wage and earnings assignment orders and notices of assignment and will continue to maintain compliance.

Note: Failure to comply with state and federal reporting requirements regarding a contractor's employees or failure to implement lawfully served wage and earnings assignment orders or notices of assignment constitutes a default under the contract; and failures to cure the default within 90 days of notice by the County shall be grounds for termination of the contract. Principal Owners can contact the Sacramento Department of Child Support Services at (916) 875-7400 or (888) 271-3906, by writing to P.O. Box 269112, Sacramento, 95826-9112, or by E-mailing DCSS-BidderCompliance@SacCounty.net.

Bob Barker Company Inc
FIRM NAME

Ryan Pretko
CONTRACTOR SIGNATURE

4/4/2016
DATE

Ryan Pretko
Printed Name

APPENDIX F Non-Collusion Affidavit

I state that I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers. I am the person responsible in my firm for the price(s) and the amount of this proposal.

I state that:

1. The price(s) and amount of this proposal have been arrived at independently and without consultation, communication or agreement with any other contractor, bidder or potential bidder, except as disclosed below in the exceptions field (accept with exceptions).
2. That neither the price(s) nor the amount of this proposal, and neither the approximate price(s) nor approximate amount of this proposal, have been disclosed to any other firm or person who is a bidder or potential bidder, and that they will not be disclosed before proposal opening.
3. No attempt has been made or will be made to induce any firm or person to refrain from submitting a proposal on this contract, or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal/bid or other form of complementary proposal.
4. The proposal by my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.
5. My firm, its affiliates, subsidiaries, officer, directors and employees are not currently under investigation by any governmental agency and have not in the last five years been convicted of or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.
6. No current or previous employee of the County of Sacramento (employed by County of Sacramento within the last calendar year) has been involved or is currently involved in any manner, directly or indirectly, with bidder's response or considerations in responding to this request.

I understand and my firm understands and acknowledges that the above representations are material and important, and will be relied upon by the County of Sacramento in awarding the contract(s) for which this proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is and shall be treated as fraudulent concealment from the County of Sacramento of the true facts relating to the submission of proposals/bids for this contract. Any violation of this certification shall render bidder's response invalid. In such a case, bidder's response will be immediately disqualified.

Ryan Pretko
Signature

4/4/2016
Date

Ryan Pretko
Printed Name

Contract Specialist
Position Title

Bob Barker Company, Inc
Company Name

APPENDIX H
CUSTOMER REFERENCES

Your firm name: Bob Barker Company Inc

Company Name	Bob Barker Company, Inc
Address	600 Todd Road, Santa Paula, CA 93060
Contact Person/Title	Deputy Steve Mayo
Phone Number	805-933-8524
Email Address	steve.mayo@ventura.org
Service Provided	Dentention clothing and supplies

Company Name	San Diego County Shefiffs Office
Address	446 Alta Road Bldg 23, Central Warehouse, San Diego, CA 92158
Contact Person/Title	Roberto Quinones
Phone Number	951-922-7278
Email Address	roberto.quinones@sdsheriff.org
Service Provided	Dentention clothing

Company Name	Kern County Purchasing
Address	1115 Truxtun Ave, Bakersfield, CA 93301
Contact Person/Title	Cynthia Nicholson
Phone Number	661-868-3017
Email Address	cnicholson@co.kern.ca.us
Service Provided	Dentention Clothing/ Personal Care

Company Name	North Carolina Department of Corrections
Address	200 Leagon Drive, Raleigh, NC 27603
Contact Person/Title	Pam Ward
Phone Number	919-662-4367
Email Address	pward@doc.state.nc.us
Service Provided	Dentention Supplies

APPENDIX N

IRAN CONTRACTING ACT DISCLOSURE FORM

(California Public Contract Code, sections 2202-2208)

When responding to a bid or proposal or executing a contract or renewal for a County of Sacramento contract for goods or services of \$1,000,000 or more, a vendor must either: a) certify it is **not** on the current list of persons engaged in investment activities in Iran created by the California Department of General Services ("DGS") pursuant to Public Contract Code section 2203(b) and is not a financial institution extending twenty million dollars (\$20,000,000) or more in credit to another person, for 45 days or more, if that other person will use the credit to provide goods or services in the energy sector in Iran and is identified on the current list of persons engaged in investment activities in Iran created by DGS; or b) demonstrate it has been exempted from the certification requirement for that solicitation or contract pursuant to Public Contract Code section 2203(c) or (d).

To comply with this requirement, please provide your vendor or financial institution name and complete **one** of the options below. Please note: California law establishes penalties for providing false certifications, including civil penalties equal to the greater of \$250,000 or twice the amount of the contract for which the false certification was made; contract termination; and three-year ineligibility to bid on contracts. (Public Contract Code section 2205.)

OPTION #1 - CERTIFICATION

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor/financial institution identified below, and the vendor/financial institution identified below is **not** on the current list of persons engaged in investment activities in Iran created by DGS and is not a financial institution extending twenty million dollars (\$20,000,000) or more in credit to another person/vendor, for 45 days or more, if that other person/vendor will use the credit to provide goods or services in the energy sector in Iran and is identified on the current list of persons engaged in investment activities in Iran created by DGS.

<i>Vendor Name/Financial Institution</i> Bob Barker Company	
<i>By (Authorized Signature)</i> Ryan Pretko	
<i>Printed Name and Title of Person Signing</i> Ryan Pretko, Contract Specialist	
<i>Date Executed</i> 4/4/2016	<i>Executed in</i> Fuquay Varina, NC

OPTION #2 – EXEMPTION

Pursuant to Public Contract Code sections 2203(c) and (d), a public entity may permit a vendor/financial institution engaged in investment activities in Iran, on a case-by-case basis, to be eligible for, or to bid on, submit a proposal for, or enters into or renews, a contract for goods and services.

If you have obtained an exemption from the certification requirement under the Iran Contracting Act, please fill out the information below, and attach documentation demonstrating the exemption approval.

<i>Vendor Name/Financial Institution</i>	
<i>By (Authorized Signature)</i>	
<i>Printed Name and Title of Person Signing</i>	
<i>Date Executed</i>	<i>Executed in</i>

APPENDIX I Revised

County of Sacramento Pricing Workbook - Instructions

1. Using the tabs Ntl Pricing Structure and Ntl Pricing Misc, provide a national pricing structure.
2. Based on the national pricing structure provided on the *Ntl Pricing Structure* and *Ntl Pricing Misc* tabs, apply the structure relevant to the County of Sacramento's specific line items on the *SacCty-Clothing*, *SacCty-Sports Bra*, *SacCty-Footwear*, *SacCty-Bedding&Linen*, *SacCty-Mattress*, *SacCty-1 Ply Toilet Paper* and *SacCty-Personal Hygiene Product* tabs.
3. Estimated Annual Required Quantity: Quantities as shown are estimates ONLY. The County does not guarantee to purchase a minimum quantity or to purchase any remaining stock that the vendor may have acquired in support of the contract.
4. This Pricing Workbook has ten (10) tabs (worksheets) including this Instruction. **OPEN / READ EACH WORKSHEET AND ENTER YOUR PROPOSAL.**

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Stenciled Orange Shirt in Sizes								
Medium	190	Each	JTOSNP-M	\$ 8.27	\$ 6.20	\$ 6.20	\$ 4.39	\$ 834.10
Large	550	Each	JTOSNP-L	\$ 8.27	\$ 6.20	\$ 6.20	\$ 4.39	\$ 2,414.50
XL	750	Each	JTOSNP-XL	\$ 8.27	\$ 6.20	\$ 6.20	\$ 4.39	\$ 3,292.50
2XL	778	Each	JTOSNP-2XL	\$ 8.27	\$ 6.20	\$ 6.20	\$ 4.39	\$ 3,415.42
3XL	685	Each	JTOSNP-3XL	\$ 8.27	\$ 6.20	\$ 6.20	\$ 4.39	\$ 3,007.15
4XL	480	Each	JTOSNP-4XL	\$ 8.27	\$ 6.20	\$ 6.20	\$ 4.39	\$ 2,108.96
5XL	305	Each	JTOSNP-5XL	\$ 8.66	\$ 6.50	\$ 6.50	\$ 4.69	\$ 1,430.45
6XL	330	Each	JTOSNP-6XL	\$ 9.08	\$ 6.81	\$ 6.81	\$ 4.69	\$ 1,547.70
Stenciled Orange and White Striped Shirt in Sizes								
Medium	135	Each	JTOWSNP-M	\$ 8.62	\$ 6.47	\$ 6.47	\$ 4.39	\$ 592.65
Large	105	Each	JTOWSNP-L	\$ 8.62	\$ 6.47	\$ 6.47	\$ 4.39	\$ 460.95
XL	50	Each	JTOWSNP-XL	\$ 8.62	\$ 6.47	\$ 6.47	\$ 4.39	\$ 219.50

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
2XL	25	Each	JTOWSNP-2XL	\$ 9.28	\$ 6.96	\$ 6.96	\$ 4.39	\$ 109.75
3XL	25	Each	JTOWSNP-3XL	\$ 10.47	\$ 7.85	\$ 7.85	\$ 4.39	\$ 109.75
4XL	15	Each	JTOWSNP-4XL	\$ 11.02	\$ 8.27	\$ 8.27	\$ 4.39	\$ 65.85
Stenciled Orange Unisex Pants in Sizes								
Small - XL	5,740	Pair	TOT-S, TOT-M, TOT-L, TOT-XL	\$ 10.45	\$ 7.84	\$ 7.84	\$ 5.67	\$ 32,545.80
2XL	1,530	Pair	TOT-2XL	\$ 10.45	\$ 7.84	\$ 7.84	\$ 5.67	\$ 8,675.10
3XL	895	Pair	TOT-3XL	\$ 11.70	\$ 8.78	\$ 8.78	\$ 5.67	\$ 5,074.65
4XL	320	Pair	TOT-4XL	\$ 11.70	\$ 8.78	\$ 8.78	\$ 5.67	\$ 1,814.40
5XL	90	Pair	TOT-5XL	\$ 11.70	\$ 8.78	\$ 8.78	\$ 5.67	\$ 510.30
Stenciled Navy Blue Unisex Pants in Sizes								
Small - XL	2,700	Pair	TNT-S, TNT-M, TNT-L, TNT-XL	\$ 10.45	\$ 7.84	\$ 7.84	\$ 5.67	\$ 15,309.00
2XL	185	Pair	TNT-2XL	\$ 10.45	\$ 7.84	\$ 7.84	\$ 5.67	\$ 1,048.95
3XL	110	Pair	TNT-3XL	\$ 11.70	\$ 8.78	\$ 8.78	\$ 5.67	\$ 623.70

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
4XL - 5XL	108	Pair	TNT-4XL, TNT-5XL	\$ 11.70	\$ 8.78	\$ 8.78	\$ 5.67	\$ 612.36
Non-Stenciled Navy Blue Unisex Pants in Sizes								
Extra Small - XL	2,504	Pair	TNT-S, TNT-M, TNT-L, TNT-XL	\$ 9.35	\$ 7.01	\$ 7.01	\$ 5.15	\$ 12,895.60
2XL	120	Pair	TNT-2XL	\$ 9.35	\$ 7.01	\$ 7.01	\$ 5.15	\$ 618.00
3XL	36	Pair	TNT-3XL	\$ 10.60	\$ 7.95	\$ 7.95	\$ 5.15	\$ 185.40
4XL	24	Pair	TNT-4XL	\$ 10.60	\$ 7.95	\$ 7.95	\$ 5.15	\$ 123.60
Stenciled Unisex White Kitted Short-Sleeve Polo Shirt in Sizes								
Small - XL	5	Each	Z8800WH-SIZ	\$ 10.82	\$ 8.12	\$ 8.12	\$ 5.40	\$ 27.00
2XL	5	Each	Z8800WH-2XL	\$ 12.57	\$ 9.43	\$ 9.43	\$ 6.99	\$ 34.95
3XL	5	Each	Z8800WH-3XL	\$ 14.20	\$ 10.65	\$ 10.65	\$ 6.99	\$ 34.95
4XL	5	Each	Z8800WH-4XL	\$ 14.20	\$ 10.65	\$ 10.65	\$ 6.99	\$ 34.95
Non-Stenciled Unisex White Kitted Short-Sleeve Polo Shirt in Sizes								
Small - XL	540	Each	Z8800WH-SIZ	\$ 9.72	\$ 7.29	\$ 7.29	\$ 4.36	\$ 2,354.40

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
2XL	60	Each	Z8800WH-2XL	\$ 11.47	\$ 8.60	\$ 8.60	\$ 5.95	\$ 357.00
3XL	5	Each	Z8800WH-3XL	\$ 13.10	\$ 9.83	\$ 9.83	\$ 5.95	\$ 29.75
4XL	5	Each	Z8800WH-4XL	\$ 13.10	\$ 9.83	\$ 9.83	\$ 5.95	\$ 29.75
Stenciled White Thermal Shirt in Sizes								
XL	5	Each	63-XL	\$ 4.72	\$ 3.54	\$ 3.54	\$ 2.70	\$ 13.50
2XL	3,000	Each	63-2XL	\$ 4.92	\$ 3.69	\$ 3.69	\$ 2.82	\$ 8,460.00
3XL	5	Each	63-3XL	\$ 5.72	\$ 4.29	\$ 4.29	\$ 2.88	\$ 14.40
4XL	3,200	Each	63-4XL	\$ 5.88	\$ 4.41	\$ 4.41	\$ 3.07	\$ 9,824.00
Non-Stenciled White Thermal Shirt in Sizes								
XL	5	Each	63-XL	\$ 3.62	\$ 2.72	\$ 2.72	\$ 2.18	\$ 10.90
2XL	5	Each	63-2XL	\$ 3.82	\$ 2.87	\$ 2.87	\$ 2.30	\$ 11.50
3XL	5	Each	63-3XL	\$ 4.62	\$ 3.47	\$ 3.47	\$ 2.36	\$ 11.80
4XL	5	Each	63-4XL	\$ 4.78	\$ 3.59	\$ 3.59	\$ 2.55	\$ 12.75

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
White Tube Sock	500	Dozen	1700-W	\$ 8.65	\$ 6.49	\$ 6.49	\$ 4.40	\$ 2,200.00
White Ankle Sock	8,260	Dozen	M4595	\$ 9.75	\$ 7.31	\$ 7.31	\$ 3.70	\$ 30,562.00
Basic White Men's Briefs								
Small	140	Dozen	EBRLS-S	\$ 17.25	\$ 12.94	\$ 12.94	\$ 8.41	\$ 1,177.40
Medium	750	Dozen	EBRLS-M	\$ 17.25	\$ 12.94	\$ 12.94	\$ 8.70	\$ 6,525.00
Large	1,030	Dozen	EBRLS-L	\$ 17.25	\$ 12.94	\$ 12.94	\$ 9.11	\$ 9,383.30
XL	960	Dozen	EBRLS-XL	\$ 17.25	\$ 12.94	\$ 12.94	\$ 9.82	\$ 9,427.20
2XL	580	Dozen	EBRLS-2XL	\$ 20.55	\$ 15.41	\$ 15.41	\$ 10.33	\$ 5,991.40
3XL	315	Dozen	EBRLS-3XL	\$ 20.55	\$ 15.41	\$ 15.41	\$ 11.17	\$ 3,518.55
4XL	185	Dozen	EBRLS-4XL	\$ 21.58	\$ 16.19	\$ 16.19	\$ 11.21	\$ 2,073.85
5XL	155	Dozen	EBRLS-5XL	\$ 21.58	\$ 16.19	\$ 16.19	\$ 12.48	\$ 1,934.40
6XL	75	Dozen	EBRLS-6XL	\$ 21.58	\$ 16.19	\$ 16.19	\$ 12.80	\$ 960.00
White / Off White Women's Panties in Sizes								

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
5	997	Dozen	ELBLS-5	\$ 14.27	\$ 10.70	\$ 10.70	\$ 6.20	\$ 6,181.40
6	269	Dozen	ELBLS-6	\$ 14.27	\$ 10.70	\$ 10.70	\$ 6.20	\$ 1,667.80
7	1,289	Dozen	ELBLS-7	\$ 14.27	\$ 10.70	\$ 10.70	\$ 6.20	\$ 7,991.80
8	222	Dozen	ELBLS-8	\$ 14.27	\$ 10.70	\$ 10.70	\$ 6.20	\$ 1,376.40
9	760	Dozen	ELBLS-9	\$ 14.27	\$ 10.70	\$ 10.70	\$ 7.20	\$ 5,472.00
10	112	Dozen	ELBLS-10	\$ 18.68	\$ 14.01	\$ 14.01	\$ 7.20	\$ 806.40
11	355	Dozen	ELBLS-11	\$ 18.68	\$ 14.01	\$ 14.01	\$ 7.20	\$ 2,556.00
12	55	Dozen	ELBLS-12	\$ 18.68	\$ 14.01	\$ 14.01	\$ 7.20	\$ 396.00
13	125	Dozen	ELBLS-13	\$ 18.68	\$ 14.01	\$ 14.01	\$ 8.20	\$ 1,025.00
Assorted Print (No Solid Colors) Women's Mumu in Sizes								
Medium	160	Each	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Large	80	Each	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
XL	100	Each	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
2XL	100	Each	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
3XL	100	Each	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
4XL	5	Each	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Stenciled White Men's Tee Shirt in Sizes								
Small	5	Dozen	671-S	\$ 36.84	\$ 27.63	\$ 27.63	\$ 22.64	\$ 113.20
Medium	5	Dozen	671-M	\$ 36.84	\$ 27.63	\$ 27.63	\$ 22.64	\$ 113.20
Large	90	Dozen	671-L	\$ 36.84	\$ 27.63	\$ 27.63	\$ 22.84	\$ 2,055.60
XL	1,030	Dozen	671-XL	\$ 36.84	\$ 27.63	\$ 27.63	\$ 24.20	\$ 24,926.00
2XL	635	Dozen	671-2XL	\$ 38.90	\$ 29.18	\$ 29.18	\$ 25.74	\$ 16,344.90
3XL	380	Dozen	671-3XL	\$ 41.99	\$ 31.49	\$ 31.49	\$ 27.71	\$ 10,529.80
4XL	75	Dozen	671-4XL	\$ 41.99	\$ 31.49	\$ 31.49	\$ 29.63	\$ 2,222.25
5XL	185	Dozen	671-5XL	\$ 46.11	\$ 34.58	\$ 34.58	\$ 32.13	\$ 5,944.05
6XL	30	Dozen	671-6XL	\$ 46.11	\$ 34.58	\$ 34.58	\$ 33.00	\$ 990.00

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Non-Stenciled White Men's Tee Shirt in Sizes								
Small	72	Dozen	671-S	\$ 23.64	\$ 17.73	\$ 17.73	\$ 16.40	\$ 1,180.80
Medium	180	Dozen	671-M	\$ 23.64	\$ 17.73	\$ 17.73	\$ 16.40	\$ 2,952.00
Large	180	Dozen	671-L	\$ 23.64	\$ 17.73	\$ 17.73	\$ 16.60	\$ 2,988.00
XL	180	Dozen	671-XL	\$ 23.64	\$ 17.73	\$ 17.73	\$ 17.96	\$ 3,232.80
2XL	180	Dozen	671-2XL	\$ 25.70	\$ 19.28	\$ 19.28	\$ 19.50	\$ 3,510.00
3XL	26	Dozen	671-3XL	\$ 28.79	\$ 21.59	\$ 21.59	\$ 21.47	\$ 549.63
4XL	5	Dozen	671-4XL	\$ 28.79	\$ 21.59	\$ 21.59	\$ 23.39	\$ 116.95
5XL	5	Dozen	671-5XL	\$ 32.91	\$ 24.68	\$ 24.68	\$ 25.89	\$ 129.45
6XL	5	Dozen	671-6XL	\$ 32.91	\$ 24.68	\$ 24.68	\$ 26.76	\$ 133.80
Non-Stenciled Navy or Dark Colors Paper Jumpsuit in Sizes								
3XL (Size Fits All)	6,400	Each	3575-3XL	\$ 1.79	\$ 1.34	\$ 1.34	\$ 1.19	\$ 7,616.00
Non-Stenciled Ash Sweatshirts								

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Small	180	Each	SSGY-S	\$ 8.19	\$ 6.14	\$ 6.14	\$ 4.80	\$ 864.00
Medium	288	Each	SSGY-M	\$ 8.19	\$ 6.14	\$ 6.14	\$ 4.80	\$ 1,382.40
Large	288	Each	SSGY-L	\$ 8.86	\$ 6.65	\$ 6.65	\$ 4.80	\$ 1,382.40
XL	1,008	Each	SSGY-XL	\$ 8.86	\$ 6.65	\$ 6.65	\$ 4.80	\$ 4,838.40
2XL	504	Each	SSGY-2XL	\$ 9.68	\$ 7.26	\$ 7.26	\$ 5.00	\$ 2,520.00
3XL	144	Each	SSGY-3XL	\$ 11.68	\$ 8.76	\$ 8.76	\$ 5.00	\$ 720.00
4XL	60	Each	SSGY-4XL	\$ 11.68	\$ 8.76	\$ 8.76	\$ 5.80	\$ 348.00
5XL	24	Each	SSGY-5XL	\$ 11.98	\$ 8.99	\$ 8.99	\$ 5.80	\$ 139.20
Non-Stenciled Navy Shorts								
Small	330	Pair	J618-S	\$ 5.93	\$ 4.45	\$ 4.45	\$ 3.66	\$ 1,207.80
Medium	400	Pair	618-M	\$ 5.93	\$ 4.45	\$ 4.45	\$ 3.80	\$ 1,520.00
Large	480	Pair	618-L	\$ 5.93	\$ 4.45	\$ 4.45	\$ 3.80	\$ 1,824.00
XL	480	Pair	618-XL	\$ 5.93	\$ 4.45	\$ 4.45	\$ 3.80	\$ 1,824.00

APPENDIX I

County of Sacramento Pricing Workbook - Group 1 Clothing

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
2XL	40	Pair	618-2XL	\$ 6.98	\$ 5.24	\$ 5.24	\$ 4.80	\$ 192.00
3XL	20	Pair	618-3XL	\$ 6.98	\$ 5.24	\$ 5.24	\$ 4.80	\$ 96.00
4XL	5	Pair	618-4XL	\$ 6.98	\$ 5.24	\$ 5.24	\$ 4.80	\$ 24.00
5XL	5	Pair	J618-5XL	\$ 6.98	\$ 5.24	\$ 5.24	\$ 6.33	\$ 31.65
Group 1 Clothing - Delivery Time (Number of calendar days following receipt of the order)			7 to 30	Group 1 Clothing - Grand Total				\$326,695.87

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I

County of Sacramento Pricing Workbook - Group 2 Sports Bra

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
White Women's Sports Bra with Sizes								
32	2,412	Each	EBASPLS32	\$ 3.58	\$ 2.69	\$ 2.69	\$ 1.49	\$ 3,593.88
34	7,468	Each	EBASPLS34	\$ 3.58	\$ 2.69	\$ 2.69	\$ 1.49	\$11,127.32
36	6,128	Each	EBASPLS36	\$ 3.58	\$ 2.69	\$ 2.69	\$ 1.49	\$ 9,130.72
38	5,156	Each	EBASPLS38	\$ 3.58	\$ 2.69	\$ 2.69	\$ 1.49	\$ 7,682.44
40	4,196	Each	EBASPLS40	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 6,252.04
42	1,582	Each	EBASPLS41	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 2,357.18
44	1,388	Each	EBASPLS42	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 2,068.12
46	956	Each	EBASPLS43	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 1,424.44
48	424	Each	EBASPLS44	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 631.76
50	105	Each	EBASPLS45	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 156.45

APPENDIX I


County of Sacramento Pricing Workbook - Group 2 Sports Bra

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
52	105	Each	EBASPLS46	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 156.45
54	5	Each	EBASPLS47	\$ 4.08	\$ 3.06	\$ 3.06	\$ 1.49	\$ 7.45
Group 2 Sports Bra - Delivery Time (Number of calendar days following receipt of the order)				Group 2 Sports Bra - Grand Total				\$44,588.25

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I

County of Sacramento Pricing Workbook - Group 3 Footware

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Men's Deck Shoes, Gum-Soled	5	Pair	155WH-SIZE	\$ 4.57	\$ 3.66	\$ 3.66	\$ 3.21	\$ 16.05
Men's Deck Shoes, High Quality W/Toe Cap	11,000	Pair	355OR-5	\$ 7.36	\$ 5.89	\$ 5.89	\$ 4.07	\$ 44,770.00
Women's Deck Shoes, Gum-Soled	5	Pair	155WH-SIZE	\$ 4.57	\$ 3.66	\$ 3.66	\$ 3.21	\$ 16.05
Work Boots with Laces	5	Pair	B625D-SIZE	\$ 27.56	\$ 22.05	\$ 22.05	\$ 21.73	\$ 108.65
Work Boots with Velcro Closure Straps	5	Pair	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
V-Strap Thongs	2,352	Pair	1800-SIZE	\$ 0.71	\$ 0.57	\$ 0.57	\$ 0.49	\$ 1,152.48
Disposable Foam Slippers	5	Pair	5005, 5007	\$ 0.91	\$ 0.73	\$ 0.73	\$ 0.79	\$ 3.95
Slip-On Work Boots	5	Pair	TGPD-SIZE	\$ 21.96	\$ 17.57	\$ 17.57	\$ 11.96	\$ 59.80
For Eva (Ethyl Vinyl Acetate) Slip-On Shoes	4,500	Pair	EVASTPN-OR-SIZE	\$ 5.89	\$ 4.71	\$ 4.71	\$ 2.18	\$ 9,810.00

APPENDIX I

County of Sacramento Pricing Workbook - Group 3 Footware

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Canvas Deck Shoe, Navy Sizes (4-16)	11,820	Pair	255NV-SIZE	\$ 5.98	\$ 4.78	\$ 4.78	\$ 3.73	\$ 44,088.60
Slip-On PVC Sandal, Tan Sizes (6-16)	2,148	Pair	BB888-SIZE	\$ 2.69	\$ 2.15	\$ 2.15	\$ 1.39	\$ 2,985.72
Group 3 Footware - Delivery Time (Number of calendar days following receipt of the order)				Group 3 Footware - Grand Total				\$ 103,011.30

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I

County of Sacramento Pricing Workbook - Group 4 Bedding and Linen

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Bath Towels for Mail Jail and RCCC	4,000	Dozen	41800	\$ 44.68	\$ 35.74	\$ 35.74	\$ 23.70	\$ 94,800.00
Bath Towel for Probation and RCCC	1,070	Dozen	4250	\$ 46.95	\$ 37.56	\$ 37.56	\$ 16.10	\$ 17,227.00
Bar Towel for Probation	240	Dozen	41150	\$ 10.85	\$ 8.68	\$ 8.68	\$ 6.67	\$ 1,600.80
Blanket	4,450	Each	CZ6690GY	\$ 6.36	\$ 5.41	\$ 5.41	\$ 4.69	\$ 20,870.50
Mattress Cover	2,900	Each	VMC30724	\$ 17.95	\$ 15.26	\$ 15.26	\$ 9.77	\$ 28,333.00
Cloth Arpon	5,400	Each	WDA4236	\$ 1.40	\$ 1.05	\$ 1.05	\$ 1.19	\$ 6,426.00
Stenciled Isolation/Suicide Cell Smock	10	Each	505	NO BID	NO BID	NO BID	NO BID	NO BID
Non-Stenciled Isolation/Suicide Cell Smock	100	Each	505	\$ 99.95	\$ 84.96	\$ 84.96	\$ 66.90	\$ 6,690.00
Stenciled Isolation/Suicide Cell Blanket	10	Each	SB5480	NO BID	NO BID	NO BID	NO BID	NO BID

APPENDIX I

County of Sacramento Pricing Workbook - Group 4 Bedding and Linen

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Non-Stenciled Isolation/Suicide Cell Blanket	95	Each	SB5480	\$ 90.75	\$ 77.14	\$ 77.14	\$ 62.17	\$ 5,906.15
Group 4 Bedding and Linen - Delivery Time (Number of calendar days following receipt of the order)				Group 4 Bedding and Linen - Grand Total			\$ 181,853.45	

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I

County of Sacramento Pricing Workbook - Group 5 Mattress

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Nil Pricing Structure tab	Other Applicable Discounts as indicated on Nil Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Mattress	1,650	Each	SSCM30754P	\$ 98.21	\$ 83.48	\$ 83.48	\$ 57.50	\$ 94,875.00
Mattress for Probation	80	Each	SSCM30754P	\$ 98.21	\$ 83.48	\$ 83.48	\$ 57.50	\$ 4,600.00
Group 5 Mattress - Delivery Time (Number of calendar days following receipt of the order)				Group 5 Mattress - Grand Total				\$99,475.00

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I


County of Sacramento Pricing Workbook - Group 6 One Ply Toilet Paper

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Toilet Tissue, 1-ply, 4.5"x4", Individually Wrapped, Packaged in Corrugated Case	3,000	Case	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Toilet Tissue, 1-ply, 4.5"x4", Individually Wrapped, Packaged in Poly Wrap	3,000	Case	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Group 6 One Ply Toilet Paper - Delivery Time (Number of calendar days following receipt of the order)				Group 6 One Ply Toilet Paper - Grand Total			NO BID	

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I

County of Sacramento Pricing Workbook - Group 7 Personal Hygiene Product

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount <i>as indicated on Ntl Pricing Structure tab</i>	Other Applicable Discounts <i>as indicated on Ntl Pricing Misc. tab</i>	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
Comb, 8.5", Rake Style, Black Plastic, 432 per Case	10	Case	COMB-8H	\$ 2.70	\$ 2.48	\$ 2.48	\$ 1.83	\$ 18.30
Hair & Scalp Conditioner, Bergamot, 12 Oz Each, 12 per Case	50	Case	024	\$ 22.25	\$ 21.14	\$ 21.14	\$ 20.64	\$ 1,032.00
Body Lotion with Aloe, 14.8 Oz Each, 12 per Case	180	Case	M1245	\$ 20.95	\$ 19.90	\$ 19.90	\$ 13.98	\$ 2,516.40
Body Wash, Coconut, 1 Gal Each, 4 per Case	190	Case	1905	\$ 31.35	\$ 29.78	\$ 29.78	\$ 29.94	\$ 5,688.60
Tampon, Super Absorbency, Cardboard Applicator, 500 per Case	10	Case	SBTPX500	\$ 66.25	\$ 62.94	\$ 62.94	\$ 45.08	\$ 450.80
Toothbrush, Full-Sized, Clear Handle, Nylon Bristle Brush, 30-Tuft, Medium, 144 per Pack, 10 per Case	15	Case	BB28	\$ 8.62	\$ 7.93	\$ 7.93	\$ 5.66	\$ 84.90
Toothbrush Cover, Ivory Color, 1,440 per Case	5	Case	NTBC	\$ 15.37	\$ 14.14	\$ 14.14	\$ 6.75	\$ 33.75
Air Freshener, Various Scents, 12 Oz Can, 12 per Case	15	Case	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Toothpaste, Clear Gel, 0.85 Oz Each, 144 per box, 5 per Case	30	Case	MST85	\$ 29.02	\$ 26.70	\$ 26.70	\$ 21.13	\$ 633.90
Deodorant, Roll-On, 1.5 Oz Each, 96 per Case	70	Case	PPI10150	\$ 33.25	\$ 31.59	\$ 31.59	\$ 26.62	\$ 1,863.40
Finger Nail Clippers, 6 per Box, 48 per Case	1	Case	PT1	\$ 9.15	\$ 8.42	\$ 8.42	\$ 7.70	\$ 7.70
Hand Sanitizer, Dispenser Use, 12 Oz Each, 12 per Case	10	Case	9659	\$ 70.33	\$ 64.70	\$ 64.70	\$ 69.75	\$ 697.50

APPENDIX I


County of Sacramento Pricing Workbook - Group 7 Personal Hygiene Product

Pricing provided on National Pricing sheets must be used to determine pricing provided for County of Sacramento items and will be verified.

Item Description	Estimated Annual Required Quantity	U/M	Vendor ID/Catalog Number	Vendor Catalog Unit Cost	Proposed Discount as indicated on Ntl Pricing Structure tab	Other Applicable Discounts as indicated on Ntl Pricing Misc. tab	Proposed Net Unit Cost for the County of Sacramento	Proposed Net Extended Cost for the County of Sacramento
A & D Ointment, 4 Oz Each, 72 per Case	10	Case	HC1122	\$ 22.95	\$ 19.51	\$ 19.51	\$ 9.15	\$ 91.50
Bar Soap, Unscented, Unwrapped, 0.5 Oz Each, 1,000 per Case	1,500	Case	U1	\$ 37.49	\$ 35.62	\$ 35.62	\$ 34.50	\$51,750.00
Group 7 Personal Hygiene Product - Delivery Time (Number of calendar days following receipt of the order)				Group 7 Personal Hygiene Product - Grand Total				\$64,868.75

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name of Authorized Signer


Authorized Signature

APPENDIX I

National Pricing Structure

Instructions: Provide the percentage discount off a verifiable price list for each of the categories listed below. In lieu of a percentage discount off structure, Proposers may propose a National Core List.

Category Description	Proposed Discount
Bedding	
Bedspreads	15%
Blankets	15%
Mattress Covers	15%
Mattresses	15%
Pillows	15%
Pillowcases	15%
Sheets	15%
Other Subcategories:	15%
Mattresses	
Stack Bunks	15%
Institutional Mattress	15%
Suicide Safety Bedroll	15%
Other Subcategories:	15%
Linens	
Shower Curtains	15%
Other Subcategories:	15%
Towels: Wash and Bath Towels	

APPENDIX I

National Pricing Structure

Instructions: Provide the percentage discount off a verifiable price list for each of the categories listed below. In lieu of a percentage discount off structure, Proposers may propose a National Core List.

Category Description	Proposed Discount
Economy Grade White 100% Cotton	20%
Economy Grade White Poly/Cotton Blend	20%
Other Subcategories & Colors:	20%
Clothing, Underwear and Socks	
Uniforms & Jumpsuits	25%
Work Clothes	25%
Outerwear	25%
Activewear	25%
Transport Clothing	25%
Men's Inmate Underwear & Socks	25%
Women's Inmate Underwear & Socks	25%
Socks & Slipper Socks	25%
Release Clothing	25%
Other Subcategories:	25%
Footwear	
Sandals, Shower Shoes & Flip-Flops	20%
Shoes, Oxfords & Boots	20%
Slippers, Step-Ins & Pullovers	20%
Tennis Shoes	20%

APPENDIX I

National Pricing Structure

Instructions: Provide the percentage discount off a verifiable price list for each of the categories listed below. In lieu of a percentage discount off structure, Proposers may propose a National Core List.

Category Description	Proposed Discount
Shoe Accessories	20%
Other Subcategories:	20%
Furnishings: Bathroom and Furniture	
Seating Solutions	0%
Table Solutions	0%
Visitation Stations	0%
Mold Seating	0%
Mirrors	0%
Other Subcategories:	0%
Laundry and Laundry Bags	
Laundry Cart	15%
Laundry Utility Trucks	15%
Laundry Hampers	15%
Laundry Baskets	15%
Kangaroo Cart	15%
Property Bags	15%
Laundry Net or Mesh Bags	15%
Mesh Storage Bag	15%
Strong Box	15%

APPENDIX I

National Pricing Structure

Instructions: Provide the percentage discount off a verifiable price list for each of the categories listed below. In lieu of a percentage discount off structure, Proposers may propose a National Core List.

Category Description	Proposed Discount
Hanging Locker	15%
In-Cell Organizer (Clear & Mesh)	15%
Evidence Storage Bag	15%
Other Subcategories:	15%
Hygiene and Personal Care	
Combs & Hairbrushes	8%
Shampoo & Body Bath	5%
Liquid Soap & Body Lotion	5%
Bar Soap	5%
Feminine Hygiene	8%
Toothpaste & Mouthwash	8%
Disposable Razors & Shaving Cream	8%
Other Subcategories:	8%
Medical Supplies	
Masks & Scrubs	15%
Over-the-Counter Drugs	15%
Pain Relieving Lotions & Creams	15%
Equipment: Sharp Containers, Spill Kits & Misc.	15%
Infection Control Supplies	15%

APPENDIX I

National Pricing Structure

Instructions: Provide the percentage discount off a verifiable price list for each of the categories listed below. In lieu of a percentage discount off structure, Proposers may propose a National Core List.

Category Description	Proposed Discount
Other Subcategories:	15%
Examination Gloves	
Nitrile Gloves	15%
Latex Gloves	15%
Powdered Nitrile Gloves	15%
Powdered Latex Gloves	15%
Other Subcategories:	15%
Recreation	
Recreation & Games: Books, Puzzles, Cards Sports & Games	20%
Batteries	20%
Electronics: Radios, DVD Player & Misc.	20%
Exercise Equipment: Trainers & Benches	5%
Media: Internet, Music & Movies	20%
Office Supplies: Security Pens, Pencils, Sketch Pads & Paper	20%
Other Subcategories:	20%
Additional Categories:	
Commissary:	20%
Drug Testing Kits:	20%

APPENDIX I

National Pricing Structure

Instructions: Provide the percentage discount off a verifiable price list for each of the categories listed below. In lieu of a percentage discount off structure, Proposers may propose a National Core List.

Category Description	Proposed Discount
Patient Restraints & Suicide Prevention Services:	20%
Other categories and their subcategories:	
Officers Only	10%

Bob Barker Company, Inc.
Firm Name

Ryan Pretko
Printed Name
of Authorized Signer


Authorized Signature

APPENDIX I

National Pricing - Miscellaneous

National Pricing Terms:

1. Sales Promotions: In addition to decreasing prices for the balance of the Contract term due to a change in market conditions, a Contractor may conduct sales promotions involving price reductions for a specified lesser period.

2. Prices: Prices shall be firm and include all charges for delivery, inside delivery, freight and pallets as necessary. No fuel or surcharges are accepted. Firm prices/discounts shall include all charges that may be incurred in fulfilling requirement(s) throughout the term of the contract following contract award. Where applicable, pricing shall be determined by applying Proposers discounts to the prices listed on their manufacturer's price lists, retail price sheets, catalogs or by utilizing the reduced net pricing schedule.

3. FOB Destination Freight Prepaid: Prices shall be FOB Destination Freight Prepaid to the delivery location designated. Contractor shall retain title and control of all goods until they are delivered and the Contract of coverage has been completed. All risk of transportation and all related charges shall be the responsibility of the Contractor. All claims for visible or concealed damage shall be filed by the Contractor. The County designee (by location) will assist the Contractor in arranging for inspection.

National Pricing Proposal:

The intent of the awarded contract is to make the Successful Offeror's complete catalog of inmate products and services available to agencies nationwide.

1. Describe the Proposer's complete product and service offering.

Bob Barker Company is offering a variety of percent off of catalog pricing through the National IPA.

2. Describe how pricing for products and services listed above but not listed in the Pricing Workbook will be priced.

Products that are listed above, but that are not listed in the pricing will be priced via the category that they fall under's percent off of catalog discount.

3. National Core List – In lieu of providing category discounts, Proposers have the ability to offer a national core list with specific line item pricing. A National Core List provides for the deepest discounts on a variety of products to agencies nationwide. Products in this list should represent the largest annual sales in terms of dollars and/or highest volume in terms of quantity. Pricing on the National Core List shall be provided to all Participating Agencies.

If Proposer proposes using a National Core List, provide a separate Pricing Sheet that identifies the product, manufacturer, unit of measure and unit price.

- How many items are being proposed?
- How often does the Proposer propose to update this list?
- Are there certain products that should be updated more frequently than others?

Bob Barker Company is not offering a National Core List. We are offering a percent off of catalog for a variety of categories.

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4. Customized Core List by Agency - In addition to a National Core List and a Discount off List by Category pricing structure, Proposers may provide customized core lists to agencies.

- Describe Proposer's ability to provide customized core lists to agencies.
- The number of items Proposer proposes to provide on a customized core list?
- How often does the Proposer propose to update customized core lists?
- Describe any agency size or volume limitation.

Bob Barker Company is not offering a National Core List. We are offering a percent off of catalog for a variety of categories.

5. Provide details of proposed additional discounts or rebates for volume orders, special manufacturer's offers, minimum order quantity, free goods program, total annual spend, etc.

Bob Barker Company is not proposing any additional discounts other than the percent off of catalog discounts. Dependent upon sales volume, after each year end of the contract, Bob Barker Company is willing to negotiate the percent off of catalog discounts further.

6. The County's expectation is that the proposed pricing shall include delivery to locations indicated in Sacramento County and Participating Public Agencies. Based on your distribution network, explain the impact of such pricing to Participating Public Agencies residing in large metropolitan areas and Participating Public Agencies residing in rural areas. Propose an optimal solution(s) that would provide Participating Public Agencies with the best pricing including freight costs.

All of Bob Barker Company's pricing has a freight rate built into the pricing. This means that no matter where someone will be ordering in the country, we will be able to honor the pricing.

7. Provide your requested payment terms.

Payment terms are Net 30.

8. Ordering Methods and Payment Methods

Provide information on any ordering methods - such as electronic ordering or payment via P-Card, or EFT or other criteria which entitle the using agency to additional discounts off on the core lists. If so, please provide the percentage discount.

There is no additional discount for electronic ordering or payment via P-Card, EFT, or other criteria. The same discount is applied regardless of the payment type.

9. Indicate if payment will be accepted via Credit Card. This payment term shall apply to all purchases and to all payment methods.

Payment will be accepted via Credit Card.

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10. Will a third party be processing the commercial credit card payment(s)? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
10a. If "yes", indicate the flat fee per transaction \$ <u>0</u> (As allowable, Visa Operating Regulations)
10b. If "no", to above, will consideration be given to accept the card? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
11. One of the goals of a national contract is to allow agencies to easily audit the price they are paying under a contract. Describe how users across the nation will be able to determine their pricing (including the provision of products, solutions and services) under the national contract using the information contained within the pricing workbook. Describe any regional pricing differences or other factors that will influence an agency's price.
Because the proposed pricing is a percent off of catalog sections, pricing will be available online. Prices may also be requested to be sent to an end user. Regional pricing does not change due to geographic area.
12. Does Proposer offer an expedited process for emergency orders? Explain the process and any additional fees that may be incurred.
Emergency orders may be requested, but additional shipping charges may apply. Bob Barker Company has the ability to get orders to customers in an expedited time frame, however this will generate a higher shipping charge, and will be forwarded on to the requesting customer.

Bob Barker Company, Inc. Ryan Pretko

Firm Name

Printed Name of Authorized Signer

Authorized Signature

