



December 1, 2023

Jorgannie Carter
Chief Financial Officer
Region 4 Education Service Center
7145 West Tidwell Road
Houston, TX 77092

It has been another great year working with Region IV and its members partaking in the Region 4 Education Service Center Contract R201101.

We are excited that our new Fall 2023 BSN SPORTS and US Games and apparel/footwear catalogs have been completed. Based on our response disclaimer, "Prices based on the most current catalog" we are formally requesting to update the catalog offering. We do our best to incur as much of these increases as possible without burdening our customers.

The catalog offering will remain with the same discount structure. For your convenience, below summarizes the discount structure offered to Region 4 Education Service Center and OMNIA Partners-Public Sector.

- Stock Athletic Equipment Products –18% off current catalog price
- In-Stock Physical Education Products –22% off current catalog price
- In-Stock Fitness Products –18% off current catalog price
- Select In-Stock Apparel Products –35% off current catalog price (Discount does not apply to decoration)
- Select In-Stock Footwear Products –30% off current catalog price
- Drop Ship (DS) Products –8% off current catalog price (Yellow highlighted items are In-Stock items, all other items are drop ship.)
- FREE Shipping, no minimum order required Free Shipping available in the contiguous United States. 20% flat rate for AK and HI. Some exclusions apply visit:
- <https://www.bsnsports.com/OMNIAfreefreightexclusions/>

The 2023 BSN SPORTS and US Games catalogs are typically created twice each year January 2023 (Spring catalogs) & July 2023 (Fall catalogs.) Prices are based on the current year's catalog when the order is received. This pricing will be for the Spring 2023 catalogs. We have added a new catalog link for our apparel & footwear brands to enhance our customer experience by locating them all one area of our site with searchable capabilities.

Nike has replaced the previous license holder for MLB Replica jerseys The pricing will still reflect the 18% discount as shown in the BSN SPORTS catalog.



As part of the supporting documentation price updates, we have enclosed the price file(s) for our August 2023 BSN SPORTS and US Games (Fall catalogs). The list price increase is determined by several factors to include, but not limited, to aluminum, steel, oil, other raw materials, tariffs, fuel, labor (both domestic and overseas), benefits, technology, and shipping (both domestic and overseas). There have been multiple increases in costs since the release of our Spring 2023 catalogs, but we have not increased prices for our participating members. The average adjustment on the catalogs (BSN SPORTS and US Games) amounts to a [REDACTED] increase to reflect the inflationary costs listed.

All items are available online at:

WWW.BSNSPORTS.COM

WWW.USGAMES.COM

BSN SPORTS is constantly working towards improving the student, teacher, coach, municipal employee & volunteer experience and to do so we want to make sure these items are made available.

We are excited as we continue our relationship with Region IV and its members. We look forward to a fantastic 2023 and beyond and please let us know how we can be of any assistance.

Sincerely,

John Crain
BSN SPORTS
Sales Operations Manager