

Award Recommendation

Award Recommendation for: ITB-25-012 Golf Merchandise

The City of Roswell issued Invitation to Bid (ITB) 25-012 seeking sealed bids to establish a price agreement for golf clubs, balls, bags, gloves, footwear, apparel, accessories, and other pro shop merchandise for the Nancy Lopez Golf Course at Spring River. Vendors were asked to provide pricing in the form of a fixed percentage discount off MSRP, distributor, or catalog pricing to ensure competitive pricing and quality merchandise.

Bids were opened on August 12, 2025.

Two bids were received and reviewed:

1. BSN Sports, LLC

- Offered a flat 10% discount off MSRP for golf balls, clubs, bags, gloves, and other retail merchandise.
- Proposal was limited to catalog-based items with exceptions noted.

2. Acushnet Company

- Submitted comprehensive wholesale price lists across all categories, including golf balls, bags, gloves, apparel, footwear, accessories, and clubs (Titleist, FootJoy, and Scotty Cameron brands).
- Discounts ranged from approximately 25% to 50% below MSRP, significantly exceeding BSN's flat 10%.
- Provided full category coverage with premium golf brands.

Acushnet Company's wholesale pricing consistently offered greater discounts than BSN Sports. Acushnet also provides coverage across all merchandise categories, ensuring a complete and reliable supply for the Golf Course Pro Shop. Based on cost savings and breadth of product offering, Acushnet's proposal represents the best value to the City.

Staff recommends award of ITB-25-012 Golf Merchandise to:

Acushnet Company – for Golf Balls, Bags, Gloves, Apparel, Footwear, Clubs, Accessories, and Other Retail Merchandise.

The agreement will be for one (1) year, with the option to renew for up to three (3) additional one-year terms, subject to mutual written agreement.

Sincerely,



Arely Peek,
Purchasing Agent