



Award Recommendation

City of Roswell

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:

BSN Sports, LLC

- Offered a flat 10% discount off MSRP for golf balls, clubs, bags, gloves, and other retail merchandise.

Acushnet Company

- Submitted 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.

Staff recommends a multi- award of ITB-25-012 Golf Merchandise to Acushnet Company and BSN Sports, LLC.

Awarding to both vendors will allow the Golf Course Pro Shop to maintain flexibility in ordering and ensure a continuous supply of merchandise for its customers. This multi-source approach also provides greater variety of products and brands, helping the Golf Course meet customer demand while supporting competitive pricing.

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,

A handwritten signature in black ink, appearing to read 'A. Peek'.

Arely Peek,
Purchasing Agent