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ARClothMasks: A Pandemic Startup Journey

by

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Advisor: Director Deb Williams

An Honors Thesis in partial fulfillment of the requirements for the degree Bachelor of Science in Business Administration in Finance and Accounting.

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ARClothMasks Journey

MARCH 2020

Average Daily New Cases in Arkansas: 50

March of 2020 began just like any other month during the school year. COVID-19 was recognized but not even named yet. No one thought it would have the global impact that it did. The realization came on March 12th when the University of Arkansas Chancellor, Joseph Steinmetz, suspended in-person classes and pivoted to remote coursework. Like everyone else, I moved back to Little Rock and prepared for a long rest of the semester.

Around the end of the month, my mother suggested that we leverage her connection to a local clothing manufacturing plant to start producing cloth masks. We had been reading daily of the shortages of personal protection equipment throughout the nation. My mother was the legal representative for TY Garments, who specialized in high quality clothing. They stopped work when the pandemic began to spread. However, if we could convince them repurpose their labor and tools to make cloth masks, they could bring their workers back into the factory and restart production.

We started by contacting the clothing designers at TY Garments and discussed the feasibility of retooling their manufacturing processes to produce cloth masks. TY Garments had plenty of fabric in their warehouse so that was never a concern. The major problem we faced was whether or not they would want to take on the risk of re-opening during the pandemic. However, the employees were willing to take the necessary safety measures if it meant they could work again.

Our goal in the beginning was to only make a couple hundred masks to give out to our local community. We wanted to help alleviate the shortage of masks locally but could never have predicted the scale to which our business would grow.

APRIL 2020

Average Daily New Cases in Arkansas: 100

Our samples came back from TY Garments in early April. We changed a few things like where the stitching would be and the size of the mask. Black was our only color in the beginning. These first shipments of masks were also non-adjustable. We did not get the idea to make them adjustable until later, though they were still CDC compliant.

Next, we made a simple flyer detailing the benefits of our masks and began emailing them out to contacts that we had. The reception that we got was enormous. We were expecting to sell a maximum of 100 masks, but instead we started getting multiple orders of 100 masks throughout the first day. We quickly realized that we needed an official website and payment system set up if we were going to successfully scale the business. Liz Robinson is a website guru that we knew previously and she made our website in no time. This allowed us to focus on other tasks.

For payments, we chose to use Square as our platform because of its ease of use and intuitiveness. We needed a platform that all our team members could learn quickly. Making the first few invoices was tough in the beginning, but with practice we were able to make templates which sped up the process. We also learned the importance of charging sales tax. The tax would have to either be incurred by us or the customer, and so we decided to have customers bear the cost of the tax.

Our first notable order was from Boulevard Bread. They wanted 100 masks and were having trouble finding a reliable source. The owner had looked around on the internet for mask suppliers, but only found countless scams and listings with month long lead times. We were able to deliver the masks they wanted within an hour of payment. This first major sale showed us that there truly was a market for masks and that with more marketing, we could potentially extend our reach.

The first 1,000 mask order came from the US Army Corps of Engineers. We were good friends with members of the Little Rock office and showed them some samples of black masks. They liked them so much that they did us the favor of suggesting our business to other offices around the country. Soon after, we were flooded with black mask orders from corps of engineers offices across the nation. If it had not been for our customer service in the beginning, the local office would not have taken the time to refer us to their colleagues.

As our business started to ramp up, we began to receive requests for logos to be put on the masks. Not wanting to turn down any customers, we researched the feasibility of putting logos on our masks. We ended up partnering with a local digital printing company, Custom XM, to handle all our logo printing needs. We also ended up letting them handle all our orders for single mask orders that we received. Our team was small in the beginning, and we could not focus on large and small mask orders. By offloading the smaller orders to Custom XM, we could focus on the larger, more profitable orders. Custom XM did a great job of working with clients to make a mockup design before they started printing. They used heat pressing technology which allowed them to use multiple colors in their designs. However, this hindered the output they could achieve. For larger logo orders, we would need to find a different company to work with.

As business began to ramp up, we decided that we needed to develop internal processes to manage the flow of orders from start to finish. Because the size of our company was relatively small, we decided to use Google Sheets to track orders. I created different sheets based on the needs. One sheet connected us with TY Garments so we could manage which masks were being produced and the quantities of each. Another sheet was shared between us and Custom XM. This way we could efficiently tackle orders of highest priority first while also not forgetting any customers along the way. As business began to rapidly grow, implementing these processes began to pay off.

Near the end of April, we had our first major challenge. Many scam companies had begun to appear out of nowhere and were starting to have a negative impact on the PPE market. To combat this, many payment companies started to blanket ban any company that was solely in the business of selling PPE.

On the 22nd of April, we received an email that read, "We're sorry to inform you that we've had to deactivate your account. Based on the information you provided about your business, we're not able to support your business needs right now. You won't be able to process payments with Square. Unfortunately, this decision is final." Our first reaction was to try and overturn the decision. However, this proved to be impossible, and we quickly pivoted to PayPal and Stripe. We figured that we would have two payment systems up and running just in case one of them stopped working. Amazingly, we did not last a week until both new platforms decided to ban us. The emails we received were similar to that of the deactivation email Square sent us. Essentially, there were too many scam companies selling PPE popping up rapidly to take advantage of the pandemic. Even though we were not scamming anyone, Square, PayPal and Stripe decided that it was safer for the consumers to ban all of the companies at once. They were short staffed and did not have the resources to manually check each PPE company. At this point, we were a little stressed since we still had orders that needed to be paid for and shipped. We pivoted again and used our connections at our local bank to use a payment system called InvoiceASAP that was directly connected to the bank's internal system. This new system had its flaws, but in the end it was actually a better offering than Square, PayPal or Stripe due to its lower transaction fees. It just goes to show that sometimes negatives can become positives in the long run.

MAY 2020

Average Daily New Cases in Arkansas: 200

Early in May, we decided that we needed to hire additional help since the company was expanding at such a rapid pace. Sales were increasing by the day and we had plans to reach even more potential customers. To help us expand, we hired four additional employees to help us on a daily basis. One was solely responsible for customer service and making estimates and invoices. The others were used in any areas as needed. Some days we would need help packaging boxes of masks and then running them to FedEx for delivery. Other days we would need assistance preparing sample packages to ship out to school districts across the state. Having extra hands really helped us stay on track with orders coming in and out.

One thing I had to learn during this time was how to file sales tax. We thought about hiring an accountant but realized that we could keep it in house for less money. I took charge of this and learned how to file the monthly tax report. In the beginning, I made a few mistakes that caused us to be fined. Eventually, I learned all the rules and regulations and am now able to file them in under an hour. Understanding when to outsource tasks and when to do them on my own was crucial to not wasting time. Choosing to do this saved me time and money in the long run.

As I mentioned before, Custom XM was our main logo provider up until now. We needed to find another company that could do logos at a much higher quantity. Nativ, a predominantly shirt making company, decided to work with us to logo large quantity orders. Unlike Custom XM, Nativ used screen printing. Screen printing was quicker but limited the colors they could use per print to three. Most of our customers wanted only one- or two-color logos so this was not a big disadvantage. We even helped them pay for a new machine that could fit the smaller shape of a mask. Without Nativ, we would have missed out on a lot of orders from companies that wanted logos. Nativ also benefited from being able to go back to work during a time when every

other business was laying off workers. It was a mutual relationship that we still maintain to this day.

JUNE 2020

Average Daily New Cases in Arkansas: 600

One our largest sales markets were schools and universities. We learned early on that each school district in the state would need masks for the upcoming school year. In response, we started a marketing campaign to reach the purchasing department of each school district. We created sample packets that we mailed to each school. The packet would include a flyer listing our company's background and qualifications as well as a sample of our popular black mask. We received lots of emails and calls back from this marketing campaign. However, one of the questions we regularly faced was if we were licensed to make masks with university logos on them. To date, we had not considered that this was a barrier of entry into the logo business with universities. Once again, we adapted and quickly learned how the logo licensing process worked and proceeded to apply for a license ourselves. We were fortunate enough to be accepted quickly, which allowed us to work with many institutions that might have looked for another licensed vendor. One of our largest orders was to the University of Arkansas for 90,000 logoed masks for students. This sale would not have been possible if we did not have an official logo license. The licensing ordeal proved that as a team, we were able to adapt quickly to avoid losing potential sales.

Another major question was if we had any masks in other sizes. Customers loved the quality of our product, but sometimes the variety of face sizes meant that our masks did not fit them perfectly. We initially thought of having TY Garments produce multiple sizes like they do with clothing. However, this would be yet another variable that we would have to gamble on. If we had different sizes and colors, it would inevitably leave us guessing how many of each to make each week. The solution we decided upon was to attach an adjustable piece to the ear loops of each mask. This way, a person can change the size of the mask themselves as needed. We also decided to have TY Garments make a youth size mask for us to sell alongside the regular sized masks. We knew that many school districts that we were selling to would most likely want masks that would fit elementary kids. The youth masks also had adjustors on them so that they could easily fit kids' faces of all shapes and sizes. This decision would prove very helpful as youth masks and failed to realize the market of youth masks. TY Garments was gracious enough to not charge us anything additional for putting adjustors on each mask. In this way, we were able to add features to our product without increasing its price.

JULY 2020

Average Daily New Cases in Arkansas: 750

July was one of our busiest months on record. Governor Asa Hutchinson issued a mask mandate, which sent flocks of customers our way. Every 30 minutes there was always another email for masks in our inbox. Business really boomed during this month due to the upcoming

start of the new school year. Our marketing campaign was starting to pay dividends as school districts across the state were reaching out to us for estimates for masks. Many procurement offices were struggling to find mask suppliers that could deliver a quality product on time. Unfortunately, many school districts bought from cheaper vendors overseas, which often times lead to cheap masks or month-long shipping times. In the beginning, a few school districts took a leap of faith and bought masks from us. We delivered on time every time. Soon, the purchasing departments of these school districts began to refer us to their counterparts at other school districts. Before we knew it, we were receiving requests for estimates from people saying that they knew so and so and were told that we could deliver. Our sales with school districts truly proved the power of word-of-mouth marketing. Getting our foot through the door was the first step and then letting our customer service and product do the rest proved fruitful for us.

Around this time, we also decided to have our website designer make an online store for us to sell masks individually ourselves. We tasked a few employees to manage the store on a daily basis. For sake of simplicity, the online store would purchase masks from us and then sell them online. This way, we could keep track of inventory and not risk having any mishaps when pulling from the warehouse. The online store gave the younger workers the ability to learn how to run their own business. They oversaw everything from the inventory on the website to pulling and mailing orders. We allowed them to keep the profits from the sales as a reward for running it. We also made a separate email account for them so that bulk orders would not be mixed in with individual orders. Even though the individual store did not make as much as the bulk orders, it did help spread the word about our company to people across the state. We would often get larger order requests from customers who had bought individual masks from us first. This was one benefit that we had not foreseen when we decided to start the individual mask business.

AUGUST 2020 – December 2020

Average Daily New Cases in Arkansas: 1,400

If July was the prep month for school deliveries, August was the delivery month. Many of the mask orders were for about 5,000 masks. Each one of our shipping boxes could fit exactly 1,000 masks. Shipping costs via FedEx were about \$40 per box. Knowing all of this, we had to decide on a per customer basis if it was more efficient to ship the masks or drive them ourselves to the customer. For example, Jacksonville was only 25 minutes from our office so we would always deliver their masks to them in person. However, distance did not always determine our shipping method. During the school rush, we had the idea to rent a U-Haul and driving to multiple schools along a set route. This would save us lots of money when we had to deliver masks to the University of Arkansas at Fayetteville. Our first order with them was for 60,000 masks. This would have entailed 60 boxes to be shipped via FedEx, which would have equated to around \$2,400 in shipping costs alone. In comparison, a U-Haul was \$150. By going the U-Haul route, we were able to drive by schools along the way and deliver their masks in person. It was truly a win-win method of delivering masks for a company of our size.

After the school order boom, mask sales began to drop off. We were still selling to large companies, but at a much slower pace than before. After the peak in December of 2020, overall

mask sales across the country began to decline. This trend positively correlated with the COVID-19 case rates. During this decline, we started to discuss next steps for our company. Our overhead costs were low and so we decided to keep the company running as long as regular orders kept coming in.

JANUARY 2021 – MARCH 2022

Average Daily New Cases in Arkansas: 1,504

In January of 2021, I left the country to study abroad at the London School of Economics and Political Science in the United Kingdom. At the stage of the company, sales were slow enough that I was not required to be in the office every day. In London, I monitored emails, managed the website and filed sales tax monthly. These were all things that I could do remotely no matter the time zone difference.

I returned to the United States in June of 2021 and just in time. To our surprise and that of the entire nation, we were hit with the Delta variant during the summer. Sales rapidly spiked and I was glad to be back to help in person. I should mention that in April of 2021, we received a donation of a large portion of masks from Vulcan Sporting Goods. They wanted to clear out their warehouse space and thought that masks would not sell again. This became very beneficial for us during the Delta variant spike. TY Garments had started to produce clothing for Adidas again so they were not able to produce as many masks as before. Luckily, we were able to supplement our supply with the donated masks from Vulcan Sporting Goods. We were able to match the high demand without skipping a beat.

After the Delta variant during the summer, sales began to decline again. This time, we were positive that the pandemic was starting to die down. We had orders like before but were now preparing to slowly dissolve our company. Fast forward to early 2022 and a new variant called Omicron caused another spike in cases. Unlike during the two previous spikes, people started to request disposable masks rather than cloth masks. We asked these customers why and they responded that they already had plenty of cloth masks and wanted something different. This was not a problem for us to source. We already had contacts in the PPE industry and quickly called them to check their availability of disposable masks. Adapting to demand is what we did best, and we knew that we would deliver whatever a client wanted. Sometimes we would get emails from customers wanting hand sanitizer or thermometers. Even though we did not carry any stock of these items, we would find a way to source them. If our PPE vendors did not have any in stock, one our team members would go to a local store and buy the product for us to ship. We knew that doing business with a customer at all meant the potential for future business down the road.

Excellent customer service is and always will be the hallmark of our success. All good business begins with a solid foundation of mutual respect and understanding. Without fostering a good relationship with a customer, we risk them going to a competitor for masks. We always answered calls with respect because we never knew when the next 10,000 mask order would come in. Our customers that we have worked with tell us that we have better customer service than many companies that have been doing business for much longer. It is always a great feeling when we have repeat customers that trust us to deliver a quality product on time.

ARClothMasks has come a long way since its start in March of 2020. What started out as a goal of selling 100 masks has turned into a company that has sold more than 1 million masks to date. We have impacted a tremendous number of lives during the pandemic. Companies like TY Garments and Nativ were able to restart production during a time when every other business was sending home employees and closing their doors. Our business helped other companies and school districts return safely with an ample supply of masks. We helped fill a nationwide shortage of masks while also providing a quality product. It was amazing to wake up every day working at a company that was truly changing lives. When people ask what I did during the pandemic, I will say that I contributed to the betterment of society through PPE distribution. Standing on the sidelines during a crisis is never an option and I am thrilled to have had the opportunity to give back to my community, state and nation.

Executive Summary

At the advent of Covid-19, many businesses shut down and laid off their employees. Seeing daily reports of personal protection equipment (PPE) shortages around the state and nation, my mother, Lisa Ferrell, and I decided to act and help fill the shortage by selling cloth face masks. Lisa Ferrell is a legal representative of TY Garments at the Port of Little Rock. They produce clothing but were forced to close due to the pandemic. Our idea was to have TY Garments produce cloth masks that we could then sell. TY Garments usually conducts all their business with Adidas and Reebok. They are strictly a manufacture and do not have business to consumer capabilities. We would become the middleman between them and companies wanting to purchase PPE around the nation.

Between Lisa Ferrell and I, we have a history of starting successful businesses in real estate, medical devices and law. Using what we have learned from past experiences, we executed a plan to ensure that we got our products to the market as soon as possible. Because TY Garments is used to making clothing to the standards of Adidas and Reebok, we knew that our masks would also be made with the highest of quality. Our team's ability to problem solve and adapt freely would be a great help as we entered a new market segment.

The personal protection equipment market in 2020 was facing a global a shortage. States around the nation were all competing for limited PPE. Most of the PPE was being imported from China, who was starting to block shipments of PPE from leaving the country. We spoke to many large and small companies and came to the consensus that everyone was looking for a reliable PPE vendor. There were many scam companies popping up online daily looking to earn a quick buck among all the chaos and confusion. We wanted to be the local supplier that companies could trust to provide PPE reliably.

Our lead times and quality were the main drivers of sales for our business. If customers purchase masks from overseas, they risked the masks not showing up or showing up but having unusable quality defects. Because we were in the United States, our shipping times were substantially less than competitors abroad. We also conducted washing tests to ensure that our masks could truly last for extended periods of wear and tear day after day. Our masks also had an adjustable ear loop, which enabled people with different face sizes and shapes to still wear our masks comfortably.

The financial plan of our business started with ordering 10,000 masks from TY Garments with the plan to pay them back as they sell. This allowed us to have product in hand to sell without the need to raise capital upfront. We did market research beforehand to ensure that we could indeed sell the first batch of masks. Our main conclusion was that local companies and school businesses would be our target customer. We planned on reaching them through sending flyers with a sample mask to each company and school district's purchasing department. We hedged our bets that our lead times and quality would help spread the word about our company across the state and nation.

Product

Our main product segment was personal protection equipment. We had access to disposable masks as well as cloth masks. Our cloth masks were sourced from TY Garments who also produced clothing for Adidas and Reebok outside of the pandemic. The materials for each mask were also the same that they use for Adidas and Reebok. This means that our masks were able to endure many wash and dry cycles without deformation.

We also released an adjustable mask that had a black adjustor that could adjust the size of the mask. This adjustability feature greatly helped our mask sales. Companies who bought from us were happy that our masks could fit all of their employees' different faces.

The journey from manufacture to consumer began at TY Garments. We first sent them our order of masks that we wanted for the week. When the masks were ready, we drove our vehicles over and picked up the masks to take back to our warehouse in North Little Rock. We organized them by color and size. As orders come in from businesses, we picked orders and shipped them via FedEx. Large orders went in larger boxes while smaller individual orders were shipped with envelopes. Our main goal was to fulfill orders as soon as possible. Once payment was processed, the shipment was released. Masks could even ship the same day if we received payment fast enough.

As our business grew during the pandemic, we were able to scale our production as needed. TY Garment's was actually working at partial capacity at first so increasing production was as easy as opening more work lines and bringing back more employees. Because we were a small business, we had the ability to adapt quickly as problems arise. If a customer had any special requests, we would find a solution to fulfill their request.

Competitive Analysis

Everyone in America needed masks during the pandemic. The shortage was so severe that our total available market was every single business and individual in America. Our serviceable available market was every single school district and large company in America. Our serviceable obtainable market was every school district and company in Arkansas. We had some sales outside of the state, but the majority of sales came from within the state.

We aimed our focus towards bulk mask sales. We had individual mask sales on our online store, but we knew that the real market was larger companies. Using our contacts and word of mouth, we were confident that our SOM was very attainable.

Our revenue came from two sources, individual and bulk mask sales. To streamline our company, we separated the two from each other so that orders did not get intertwined and confusing. Masks from TY Garments costed us around \$0.90 to make at first. However, this changed with demand and manufacturing costs throughout the pandemic.

Individual mask sales occurred on our website where the prices were higher per mask than bulk mask sales. We only expected for individual mask sales to count for 5% of our total sales. However, selling the masks individually allowed customers to potentially refer us to larger companies in the future.

Bulk mask sales made up for 95% of our sales. We followed the "the more you buy, the less your pay" standard for pricing. If the customer wanted a logo, we would also upcharge the customer anywhere from 5 - 25 cents per mask dependent on the logo complexity or quantity of colors. We also decided to give school districts a special price no matter the quantity. In Arkansas there were a lot of smaller school districts that did not have the purchasing power of the larger school districts. We understood this and made the price \$2.34 across the board for them. This helped in the long run since most school procurement offices talked with each other and spread the word about our business. This flat price also eased the effort it would have taken to negotiate a price per school district.

The main competition for ARClothMasks was other mask companies around the nation and globe. Since the start of the pandemic, many companies pivoted to help fill the shortage. However, many of these mask companies were scams trying to take advantage of the pandemic to earn an easy dollar. Anyone can make a website and fill it with realistic reviews and pictures of their products. With an onslaught of mask companies popping up since the pandemic started, customers had a hard time discerning the good companies from the bad.

Our goal was to convince consumers that our masks were legitimate. Our lead times already beat out many of the mask companies in China. Being a local company helped a lot when convincing customers to choose us. Having a connection to the surrounding community helped ease worries about if ARClothMasks could deliver or not.

Another problem that we faced was whether consumers would want to purchase cloth masks or disposable ones. Cloth masks last longer and are cheaper over time, but many purchasing departments were only focused on the upfront costs and not the long-term costs. We knew that the right decision was cloth masks, but it came down to if we could convince our customers the same thing.

Sales and Marketing Plan

ARClothMasks planned on taking the PPE market head on. To do so, we knew that we would have to convince large entities to purchase from us instead of waiting for their established vendors restock on PPE. Our marketing approach needed to be quick but efficient. We wanted to pursue marketing through physical flyers with samples, email newsletters and social media.

Physical flyers were sent to each purchasing department of major companies in Arkansas and school districts. We also included a mask in each packet so that they could directly compare our mask to the competition. Our flyer was designed by a third-party ad agency and then printed in bulk to be inserted in each packet. We had two flyer designs tailored towards businesses and school districts.

Our email newsletters were made in house with the Constant Contact software. The plan was to email a newsletter once a week to the contacts that we had accumulated. The newsletters also contained local and national news related to the pandemic so that our customers could stay informed. We were able to track statistics related to our email newsletters thanks to Constant Contact's built-in analytics tools. Using what we learn from that, we adjusted the layout of the newsletter to better capture our reader's attention.

We outsourced our social media marketing to an outside firm. They managed our Facebook and Instagram accounts. Posting occurred each week with pictures that we provided of new masks and designs. We also hosted picture competitions on our social media platforms to maintain customer interaction. The plan was to use Google Ads to advertise online. However, Google began to ban all ads pertaining to Covid-19 or PPE. This meant we had to be creative to make an ad that would pass their ad bot.

Our main source of growth came from word of mouth. Company and school purchasing departments communicate with each other all the time. If one finds a good deal on a product in bulk, they will spread the news, thus helping sales for that one business. Our goal was to get our foot in the door and let our product do the rest. We had numerous testimonials from large companies such as Edward's Food Giant who attested to our quality. Our hope was that purchasers would recognize other companies who did business with us.

Operations

ARClothMasks became the middleman between TY Garments and customers. Because we were a startup, our team had to be prepared to tackle any new problem we faced daily. We relied on personal connections and community entrepreneurial resources to get support with legal and startup advice.

TY Garments handled everything regarding production of the masks. They already had their entire operations set up prior to the pandemic for clothing manufacturing. With some minor retooling changes, TY Garment's production lines were capable of producing masks.

When the masks were packaged and ready for pick up, our team would collect them and bring them to our own warehouse. Masks would then be separated by size and color. We used Google Sheets to help us track orders from start to finish. Orders that required a logo were sent to our local logo printer while orders that did not require a logo were shipped out directly from us. If the client was local, we would hand deliver them to save shipping costs and to establish an in-person connection with the customer.

As a team, we were flexible and able to learn solutions to new problems that we faced every day. There was no such thing as a normal day for us. One problem that we planned for was if TY Garments had to shut down at any point due to an internal covid outbreak. To prepare for this situation, we reached out to other mask suppliers to have a backup supply if needed.

In the beginning months of the company, we did not know what colors would sell the most. To fix this, we used data that we collected monthly to adjust our next mask order from TY Garments. We found out that light grey and black were our two most popular colors. If a company or school wanted a specific color, they had to order a minimum number of masks for us to justify producing an entirely unique color of masks. Mask colors that were not very popular were discounted. If sales ever began to bottom out, our plan was to donate the masks to local hospitals and schools so that they were not wasted.

Management Team and Advisors

Our team was comprised of Lisa Ferrell as CEO, me as CFO and CSCO and four other team members running daily operations such as accounting, customer service and warehouse management. TY Garments was our main manufacturer of cloth masks. We also had a few other vendors that supplied us with other PPE including hand sanitizer, disposable masks and thermometers.

Employees work best when they are equally valued as a team member. In our team, everyone understood the larger goal, which made them more invested. This also made the company more efficient since everyone knew each process of the company and collaboration could occur between departments. We also had a daily morning meeting to discuss problems we wanted to solve for the day as well as potential things we should be looking for in the future. Starting the day as unified team ended up being a good routine for us as things became stressful.

After our daily meeting, the team would split out into our assigned tasks. I understood how each part of the company operated, so I would be in charge of helping wherever help was needed.

Critical Risks

ARClothMasks was a low-risk venture compared to most startups. It became obvious through basic market research that there was a massive shortage of PPE in Arkansas and across the nation. As we were able to produce high-quality masks, we were certain that they would sell. If anything, the problem we had was that we could not manufacture enough masks to meet demand.

The singular problem that we could have faced was if TY Garments had to close down due to an outbreak within their plant. One of our main selling points was that we could provide masks with little lead time. However, if we could not deliver goods at the promised times, then we would lose their business to another company that could deliver in time. ARClothMask's financial stability would also be rattled with the closure of TY Garments. Our business model states that we must maintain a profit to place new mask orders and pay for existing ones.

To prepare ourselves for a potential incident, we found other manufacturers of masks that we could purchase from so that we were not tied exclusively to one vendor. TY Garments was our primary vendor, but it would be safer to keep some additional stock on hand. We also made sure to budget correctly so in the event of TY Garment's closure, we would still be able to normally operate day to day.

Another problem that could have impacted us related to shipping and delivery of our masks, is if FedEx began to have major shipping delays. Although it would be inconvenient for the customer, it could result in lost packages and inventory. If a package was lost, we shipped another one right away if possible via UPS. We did not have control over FedEx's shipping logistics and did what we could to ensure our packages of masks reached their destinations in one piece.

Our company has the good fortune of not being a risky investment for us. The problems that we faced are mostly all solvable and not debilitating for our company. Even then, we will be cautious and always make sure that we have a backup plan for everything that we do.

Finances

Our business model did not rely on raising any capital upfront. We needed around \$1,000 for office supplies and legal fees to get the company officially started. To get the masks, we set up a system with TY Garments where we would pay them as we sold the masks. We estimated for sales to rapidly increase within the first month of operation. Our first mask order was around \$20,000 worth of masks. Orders from month to month varied based upon demand in the market.

As CFO, I was always looking out for signs of the eventual decline of Covid-19 nationwide. My goal was to avoid having too much overstock when the pandemic died down. The team agreed that we would rather have too many masks in inventory than not enough to supply every customer we had. We never wanted to turn away a company or school on the grounds of not having enough masks for them.

Works Cited

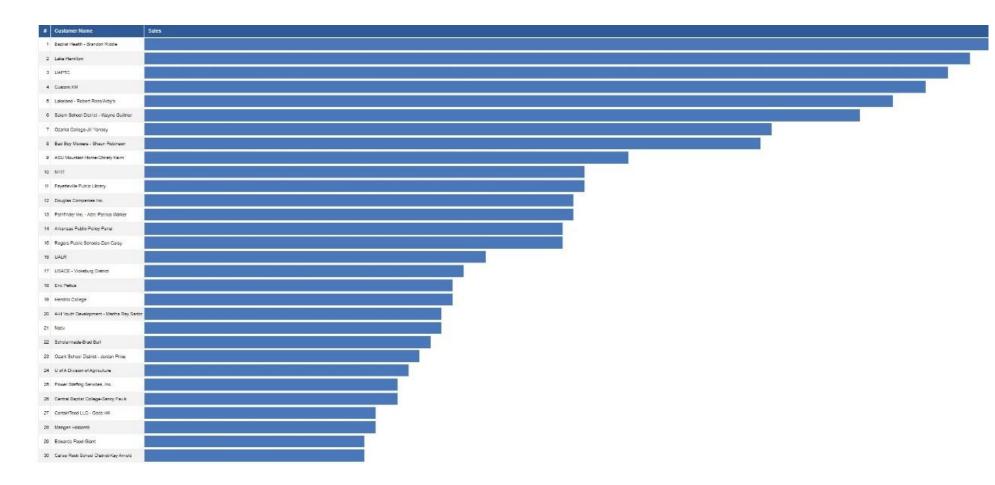
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Appendix A: Sales vs. Covid-19 New Cases in Arkansas 2020-2022

Appendix B: Top Customer Sales



Appendix C: Product Sales

Item Name	Item Code Description	Quantity in Estimates	Total Price in Estimates without Tax	Total Price in Estimates with Tax
1 Color Logo	1563	6,675.0000	8,364.50	8,565.10
1 Color Logo	1056	41,111.0000	40,602.50	44,229.33
1 color logo	1635	750.0000	1,230.00	1,389.90
1 color logo	1646	750.0000	1,075.00	1,218.25
1 color logo	1712	1,110.0000	1,715.00	1,882.21
1 Color Logo	1183	10,311.0000	11,644.40	12,763.90
1 color logo	1547	5,540.0000	7,480.00	8,185.24
1 Color Logo	1502	9,750.0000	12,277.50	13,299.64
	1310	16,585.0000	22,018.50	23,834.23
1 Color Logo				
1 Color Logo (backside)	1532	3,400.0000	3,840.00	4,196.54
1 color logo (green)	1573	50.0000	117.50	128.66
1 Color Logo (Toyota)	1235	100.0000	230.00	259.90
1 Color Logo (white)	1559	1,100.0000	1,320.00	1,388.40
1 Color Logo Design	1634	4,500.0000	6,125.00	6,785.63
1 color logo design	1527	1,500.0000	2,037.50	2,191.29
1 color logo design	1564	1,500.0000	1,750.00	1,853.50
1 Color Logo Design	1724	25.0000	100.00	109.50
1 color logo design	1743	150.0000	300.00	328.50
1 color logo design	1571	600.0000	825.00	899.25
1-Color Logo (100-249)	1472	100.0000	500.00	547.50
10,000 Cloth Masks	1016	10,000.0000	29,000.00	29,000.00
100 Cloth Masks	1031	100.0000	450.00	508.50
100 Cloth Masks	1187	200.0000	750.00	847.50
100 Cloth Masks w/Logo	1137	100.0000	700.00	700.00
1000 Cloth Masks	1023	3,500.0000	10,875.00	11,384.44
15.000 Cloth Masks	1047	15.000.0000	42.000.00	42,000.00
150 Cloth Masks	1021	150.0000	600.00	657.00
150 Cloth Masks	1233	150.0000	562.50	635.63
150 Face Masks	1233	150.0000	562.50	635.63
1500 made masks	1234	1,500.000	3,510.00	
				3,843.45
1500 Black	1143	1,500.0000	3,510.00	3,843.45
2 Color Logo	1171	500.0000	650.00	650.00
2 Color logo	1227	6,305.0000	8,309.75	9,177.67
2 color logo	1704	50.0000	80.00	87.20
2 Color Logo	1344	16,000.0000	23,616.50	25,190.55
2 Color Logo	1713	20.0000	90.00	101.70
2 Color Logo	1553	1,505.0000	2,031.75	2,224.76
2 Color Logo	1095	3,300.0000	4,815.00	5,282.34
2 Color Logo (To be determined	1376	50.0000	112.50	122.63
2 Color Logo ("E" right cheek)	1313	400.0000	560.00	610.40
2 Color Logo (E right cheek)	1207	400.0000	560.00	610.40
2 Color Logo (UA Extension, Black/Master Gardner, Green	1258	300.0000	420.00	459.90
2 Color Logo (Wildcat Logo)	1206	100.0000	130.00	141.70
2 Color Logo Design	1501	5,300.0000	6,720.00	6,949.90
2 Color Logo Design	1687	380.0000	513.00	563.02
2 color logo design	1742	1,300.0000	2,390.00	2,617.06
20,000 Cloth Masks	1048	20,000.0000	70,000.00	70,000.00
200 Cloth Masks	1019	200.0000	800.00	904.00
25,000 Cloth Masks	1106	25,000,0000	67,500.00	67,500.00
	1414	25,000.0000	225.00	255.38
3 Color Logo Designs/3 Set ups	1414	500.0000		255.38 817.50
4 Color Logo			750.00	
400 Cloth Masks	1189	400.0000	1,500.00	1,500.00
	1022	400.0000 500.0000	1,700.00	1,921.00
400 Cloth Masks			2,250.00	2,542.50
500 Cloth Masks	1013			
500 Cloth Masks 500 Logos	1074	500.0000	500.00	548.75
500 Cloth Masks 500 Logos 500 Cloth Masks	1074 1055	500.0000 5,000.0000	500.00 15,000.00	548.75 15,000.00
500 Cloth Masks 500 Logon 5000 Cloth Masks 750 Cloth Masks	1074 1055 1082	500.0000 5,000.0000 760.0000	500.00 15,000.00 2,280.00	548.75 15,000.00 2,280.00
500 Cidh Maska 500 Legos 500 Cidh Maska 780 Cidh Maska 580 Cidh Maska	1074 1055 1082 1071	500.0000 5,000.0000 760.0000 850.0000	500.00 15,000.00 2,280.00 3,187.50	548.75 15,000.00 2,280.00 3,187.50
500 Cloth Masks 500 Logon 5000 Cloth Masks 750 Cloth Masks	1074 1055 1082	500.0000 5,000.0000 760.0000	500.00 15,000.00 2,280.00	548.75 15,000.00 2,280.00
500 Cloh Maaka 500 Logos 500 Cloh Maska 780 Cloh Maska 500 Cloh Maska	1074 1055 1082 1071	500.0000 5,000.0000 760.0000 850.0000	500.00 15,000.00 2,280.00 3,187.50	548.75 15,000.00 2,280.00 3,187.50
500 Cloth Masks 500 Lopps 500 Cloth Masks 780 Cloth Masks 550 Cloth Masks 550 Cloth	1074 1055 1082 1071 1072	500.0000 5,000.0000 760.0000 850.0000 4,850.0000	500.00 15,000.00 2,280.00 3,187.50 7,105.00	548.75 15.000.00 2.280.00 3.187.50 7,885.00
500 Colm Masks 500 Logon 500 Logon 780 Colm Masks 500 Colm Masks 850 Colm Masks 850 Logon 850 Logon	1074 1055 1082 1071 1072 1088	500.0000 5.000.0000 766.0000 850.0000 4.850.0000 1.800.0000	500.00 15,000.00 2,280.00 3,147.50 7,105.00 5,715.00	548 75 15,000 00 2,280 00 3,167 50 7,885 00 6,715 00 6,715 00
500 Cloth Masks 500 Logo 500 Cloth Masks 500 Cloth Masks 550 Cloth Masks 550 Cloth Masks 550 Logon 960 Cloth Masks Adjustable Alhides Ellack (Large) Adjustable Alhides Ellack (Large)	1074 1055 1082 1071 1072 1088 1719 1747	500.0000 5,000.0000 760.0000 4,850.0000 4,850.0000 1,800.0000 500.0000 400.0000	500.00 15,000.00 2,280.00 3,187.50 7,71650 5,715.00 1,375.60 1,375.60 1,375.00	544 75 15,000 00 2,280 00 3,167 50 7,7850 5,715,00 1,500 50 1,215 00 1,215 00
500 Clork Masks 500 Logos 500 Clork Masks 500 Clork Masks 500 Clork Masks 500 Clork Masks 600 Clork Masks 600 Clork Masks 600 Clork Masks Adjustable Arbletic Elack (Large) Adjustable Arbletic Elack (Large) Adjustable Arbletic Elack (Large)	1074 1065 1082 1071 1072 1088 1779 1717 1767	500.0000 5,000.0000 760.0000 850.0000 4,450.0000 1,000.0000 400.0000 440.00000 34,350.0000	500.00 15,000.00 2,280.00 3,167.50 5,715.00 1,375.00 1,1375.00 8,0,376.00 80,376.00 80,376.00	548.75 16.000.00 2.280.00 3.167.50 7.885.00 6.715.00 1.509.06 8.047.52 8.0447.52
500 Cloth Masks 500 Lopo 500 Cloth Masks 500 Cloth Masks 550 Cloth Masks 550 Cloth Masks Adjustabe Arbeitic Black (Large) Adjustabe Arbeitic Black (Large) Adjustabe Arbeitic Black (Large)	1074 1085 1082 1074 1074 1088 1779 1779 1779 1096	500.0000 5,000.0000 760.0000 4,850.0000 1,960.0000 500.0000 400.0000 34,350.0000 1,000.0000 34,350.0000	500.00 15,00000 2,280.00 3,167.50 7,715.00 1,375.00 1,375.00 1,100.00 80,371.60 0,37.10,00 3,150.00	548.75 115.000.00 2.280.00 3.187.50 7.885.00 1.509.00 1.509.00 1.215.50 8.647.52 3.150.00
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500 Cloth Masks 500 Logon 500 Cloth Masks 500 Cloth Masks 580 Cloth Masks 580 Cloth Masks Adjustabk Arhiteic Black (Large) Adjustabk Arhiteic Black (Large)	1074 1085 1082 1074 1074 1088 1779 1779 1779 1096	500.0000 5,000.0000 760.0000 4,850.0000 1,960.0000 500.0000 400.0000 34,350.0000 1,000.0000 34,350.0000	500.00 15,00000 2,280.00 3,167.50 7,715.00 1,375.00 1,375.00 1,100.00 80,371.60 0,37.10,00 3,150.00	548.75 115.000.00 2.280.00 3.187.50 7.885.00 1.509.00 1.509.00 1.215.50 8.647.52 3.150.00

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in Angeneric and any and any	Black Masks - Ear Loop w/ 1 color Logo	1591		630.00	
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JakakaJiao	Black w/Black Trim (Non-Adjustable)	1339	895.0000	2,145.00	2,276.26
JakakaJiao	Black w/Black Trim (Regular)	1314	161,959.0000	341,891.84	350,920.04
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Chankan1,00001,0	Cloth Mark	1102	4,000.0000	13,000.00	13,000.00
Dankain1378.5000147.00	Cloth Mask Adjustable Assorted Colors Retail Ready	1356	2,000.0000	5,000.00	5,000.00
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Onl Mais0.01, 0.0	Cloth Masks Cloth Masks Cloth Masks Cloth masks	1377 1140 1007 1174	8,250.0000 327,932.0000 347,877.0000 20,201.0000	19,472.50 729,400.80 924,063.04 50,088.34	21,353.11 753,632.34 952,503.71 54,751.75
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Cink Mask (Adjustable Scalegies Purple)1545000026.48.48Cink Mask (Adjustable Collegies Purple)1514.000.00001.07.000Cink Mask (Adjustable)1690.000.0001.07.000Cink Mask (Adjustable)1618.500.0001.02.72.60Cink Mask (Adjustable)1610.000.0001.02.00Cink Mask (Adjustable)1610.000.0001.02.00Cink Mask (Adjustable)1610.000.0001.02.00Cink Mask (Adjustable)1.000.0001.02.001.07.12.5Cink Mask (Adjustable)1.000.0000.07.12.51.000.000Cink Mask (Adjustable)1.000.0001.000.0001.000.000Cink Mask (Adjustable)1.000.0001.000.0001.000.000<	Ceith Masks Cloth Masks (adjustable red with black trim) Cloth masks (adjustable)	1377 1140 1007 1174 1642 1103 1304 1150 1159	8,250,0000 327,932,0000 347,777,0000 20,021,0000 30,0000 30,0000 10,915,0000 10,0000 500,0000 25,000,0000	19,472,50 729,400,80 924,063,04 50,088,34 44,700,00 30,089,75 234,00 1,825,00 67,500,00	21,363,11 758,822,34 962,903,71 54,751,75 4,0686,25 81,75 33,245,06 257,40 1,779,38 7,312,50
Cheh Mask (Adutable) Collegiate Purple)1194,0000009,0000102240Cheh Mask (Adutable) Hund green May trim1696,000006,050.006,050.006,050.00Cheh Mask (Adutable) Hund green May trim1196,000.0001,070.007,074.00Cheh Mask (Adutable) Hund green May trim1298,000.0001,070.007,074.00Cheh Mask (Adutable) Hund green May trim1293,000.0001,050.001,050.00Cheh Mask (Adut-Banc YBC Cleak Trim)2256,000.0001,050.001,050.001,050.00Cheh Mask (Adut-Banc YBC Cleak Trim)1286,000.001,000.001,000.001,000.001,000.00Cheh Mask (Adut-Banc YBC Cleak Trim)1286,000.001,000.00<	Cich Masks (Cich Masks (assorted colors) Cich Masks (assorted colors) Cich Masks (light rev adustables) Cich Masks (light	1377 1140 1007 1174 10642 1103 1304 1150 1150 1152 1152	8,250,0000 327,352,0000 347,877,0000 280,007,0000 380,000,0000 10,015,0000 100,0000 550,0000 25,000,0000 400,0000	19,472,50 728,400,80 924,063,54 50,088,34 44,700,00 75,00 30,489,75 234,00 1,825,00 67,500,00 936,00	21,353,11 753,632,24 962,503,71 64,751,75 40,059,25 81,75 33,245,06 257,40 1,779,38 73,912,50 1,029,60
Cink Mask (Adjutable)199000000170.000170.000Cink Mask (Adjutable)8.5000002.500.0002.500.0000.500.0000.500.0000.701.000Cink Mask (Adjutable)1098.500.000107.207.979.40 <td>Cioth Masks Cioth Cioth Masks Cioth Cioth Cioth Cioth Masks Cioth Cioth Cioth Cioth Masks Cioth Cioth Cioth Cioth Cioth Cioth Cioth Masks Cioth Cioth</td> <td>1377 1140 1007 1174 1642 1003 1304 1150 1150 1152 1240 1240</td> <td>8,250,0000 327,332,000 347,377,000 20,201,0000 30,000,000 10,615,0000 100,000 500,0000 25,000,000 400,0000</td> <td>19,472.50 729,400.80 924,063.04 50,088.34 44,700.00 30,498.75 234.00 67,500.00 936.00 936.00</td> <td>21,353,11 758,852,34 962,503,71 54,751,75 49,058,25 81,75 33,3245,06 257,40 1,779,38 73,912,50 1,029,60 4,463,50</td>	Cioth Masks Cioth Cioth Masks Cioth Cioth Cioth Cioth Masks Cioth Cioth Cioth Cioth Masks Cioth Cioth Cioth Cioth Cioth Cioth Cioth Masks Cioth	1377 1140 1007 1174 1642 1003 1304 1150 1150 1152 1240 1240	8,250,0000 327,332,000 347,377,000 20,201,0000 30,000,000 10,615,0000 100,000 500,0000 25,000,000 400,0000	19,472.50 729,400.80 924,063.04 50,088.34 44,700.00 30,498.75 234.00 67,500.00 936.00 936.00	21,353,11 758,852,34 962,503,71 54,751,75 49,058,25 81,75 33,3245,06 257,40 1,779,38 73,912,50 1,029,60 4,463,50
Cink Mask (Adjutable) Hunn green Navy Irim1198.55000024540.002658.00Cink Mask (Adjutable) Hunn green Navy Irim1596.0000001.620.001.771.02Cink Mask (Adjut-Black/Fed Trim)1398.0000001.620.001.759.00Cink Mask (Adjut-Black/Fed Trim)1296.0000001.523.601.739.10Cink Mask (Adjut-Black/Fed Trim)1296.0000001.533.851.739.10Cink Mask (Adjut-Black/Fed Trim)1296.0000001.500.001.700.00Cink Mask (Adjut-Lupin Green Navy Trim1291.0000001.000.001.000.00Cink Mask (Adjut-Lupin Green Navy Trim1291.000.001.000.001.000.00Cink Mask (Adjut-Ching Green Navy Trim1291.000.001.000.001.000.00Cink Mask (Adjut-Ching Green Navy Trim1291.000.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.001.000.001.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.000.001.000.001.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.000.001.000.001.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.000.001.000.001.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.001.000.001.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.001.000.001.000.001.000.001.000.00Cink Mask (Adjut-Red)1.000.001.000.001.000.001.000.00 <td< td=""><td>Coth Masks Cloth Masks (assorted colors) Cloth Masks (assorted colors) Cloth Masks (1000) wickgo Cloth M</td><td>1377 1140 1007 1174 1042 1103 1304 1150 1159 1152 1240 1202 1241 1154</td><td>8,250,0000 327,352,0000 347,877,0000 20,201,0000 30,0000 10,0415,0000 100,0000 500,0000 22,5000,0000 400,0000 1,000,0000 1,000,0000</td><td>19,472,50 729,400,80 924,005,04 50,088,34 44,700,00 30,488,75 234,00 1,025,00 67,500,00 936,00 3,950,00 2,250,00</td><td>21.353.11 753.632.34 952.503.71 94.757.75 0.81.75 3.3.245.06 2.57.40 1.779.38 7.3.912.50 1.029.80 4.463.50 245.34</td></td<>	Coth Masks Cloth Masks (assorted colors) Cloth Masks (assorted colors) Cloth Masks (1000) wickgo Cloth M	1377 1140 1007 1174 1042 1103 1304 1150 1159 1152 1240 1202 1241 1154	8,250,0000 327,352,0000 347,877,0000 20,201,0000 30,0000 10,0415,0000 100,0000 500,0000 22,5000,0000 400,0000 1,000,0000 1,000,0000	19,472,50 729,400,80 924,005,04 50,088,34 44,700,00 30,488,75 234,00 1,025,00 67,500,00 936,00 3,950,00 2,250,00	21.353.11 753.632.34 952.503.71 94.757.75 0.81.75 3.3.245.06 2.57.40 1.779.38 7.3.912.50 1.029.80 4.463.50 245.34
Cloh Maka (Adutalba) hung reen/kay film199600000019,500019,500017,125Cloh Maka (Adutal-Bako)12560,000012,600012,7000 <t< td=""><td>Coth Masks Coth Coth Masks Coth Coth Masks C</td><td>1377 1140 1007 1074 1642 103 1304 1150 1150 1152 1240 1240 1240 1240 1151</td><td>8,250,0000 337,352,0000 347,877,000 20,207,0000 30,000,0000 10,015,0000 10,00,0000 25,000,0000 25,000,0000 4,000,0000 5,00,0000</td><td>19,472,50 728,400,80 924,083,04 50,088,34 44,700,00 30,489,75 234,00 1,825,00 67,500,00 935,00 3,355,00 2,25,00 9,360,00</td><td>21,353,11 753,632,24 952,503,71 54,751,75 40,058,25 33,245,06 257,40 1,779,38 77,912,50 1,022,80 4,463,50 246,38 10,272,60</td></t<>	Coth Masks Coth Coth Masks Coth Coth Masks C	1377 1140 1007 1074 1642 103 1304 1150 1150 1152 1240 1240 1240 1240 1151	8,250,0000 337,352,0000 347,877,000 20,207,0000 30,000,0000 10,015,0000 10,00,0000 25,000,0000 25,000,0000 4,000,0000 5,00,0000	19,472,50 728,400,80 924,083,04 50,088,34 44,700,00 30,489,75 234,00 1,825,00 67,500,00 935,00 3,355,00 2,25,00 9,360,00	21,353,11 753,632,24 952,503,71 54,751,75 40,058,25 33,245,06 257,40 1,779,38 77,912,50 1,022,80 4,463,50 246,38 10,272,60
Cink Mask (Addit Biask/Bath) (23) 80,000 (172,0) 25,000 Cink Mask (Addit - Bue 792, Cilk Kirk) (23) 3,000,000 (27,000)	Cich Masks (adjustable red with black trim) Cich Masks (adjustable red with black trim) Cich Masks (adjustable assorted cichors) Cich Masks (adjustable Cichorgine Furple) Cich Masks (adjustable) Cic	1377 1140 1007 1174 1042 103 1304 1150 1150 1152 1240 1152 1240 1152 1240 1154 1154 1169	8,250,0000 327,932,0000 347,777,0000 230,201,0000 30,0000 30,0000 10,915,0000 100,0000 25,000,0000 400,0000 1,000,0000 4,000,0000 4,000,0000 4,000,000	119,472,50 729,400,80 924,083,04 50,088,34 44,700,00 30,498,75 234,00 1,1625,00 67,500,00 936,00 33,350,00 225,00 9,360,00	2 1,353.11 753,382.34 962,503.71 84,751.75 94,0058.25 91,75 33,245.06 1,779.38 72,574.0 1,779.38 73,912.50 1,022.60 4,483.50 10,272.60 11,272.60
Chef Maaks (Adult - Blac / B	Cich Maska Cich Maska Cich Maska Cich Maska Cich Maska Cich Maska Cich Maska (uljustable red with black trim) Cich Maska (uljustable) Cich Maska (uljustable) Cich Maska (uljustable) Cich Maska (uljustable) Cich Maska (uljustable) Cich Maska (uljustable) Cich Maska (uljustable)	1377 1140 1007 1074 1064 1003 1304 1150 1159 1159 1152 1240 1240 1254 1551 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155	8,250,0000 327,952,0000 320,201,0000 30,000,0000 30,000,0000 11,00,150,000 10,00,0000 25,000,0000 4,000,0000 1,000,0000 4,000,0000 4,000,0000 4,000,000	19,472,50 728,400,80 728,400,80 40,008,34 50,088,34 44,700,00 75,00 30,488,75 234,00 11,625,00 67,500,00 9,360,00 3,360,00 1,750,00 1,750,00	21,353,11 753,632,34 962,503,71 94,0059,25 81,75 33,245,06 25,740 1,779,38 73,912,50 1,029,60 4,463,50 245,34 10,272,60 1,750,00 2,6,81,65
Che Mass (Adut - Bun régo CBinek Tim) 125 6,000,000 14,500,000 14,500,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 15,502,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000 14,700,000,000 14,700,000,000 14,700,000,000 14,700,000,000 14,700,000,000,000,000 14,700,000,000,000,000,000,000,000,000,00	Cich Masks (ndjustable red with black trim) Cich Masks (ndjustable red with black trim) Cich Masks (ndjustable) Ci	1377 1140 1007 1174 1642 1103 1304 1150 1152 1240 154 154 154 1154 1169 1169 1169 1169 1154	8,250,0000 327,932,0060 347,877,0000 20,021,0000 30,0000 30,0000 10,015,0000 10,0000 550,0000 4,00,0000 4,000,0000 4,000,0000 4,000,000	119,472,50 729,400,80 529,405,54 50,088,34 44,7700,00 75,00 20,489,75 234,00 1,625,00 67,500,00 936,00 936,00 936,00 9,360,00 1,750,00 24,504,00 24,504,00	2 1,353,11 753,632,34 84,251,75 84,751,75 94,0058,25 94,77 33,245,06 2,57,40 1,779,38 7,3912,50 2,463,38 10,272,60 1,770,26 1,771,25 2,581,65 1,771,25
Cloh Mask (Adult - Collegiale Purple) 118 616 0000 158.38 17.73 1 Cloh Mask (Adult - Hunter GreenNavy Trim Clob Mask (Adult - Hunter GreenNavy Trim 13.000 13.000 14.71 00 Cloh Mask (Adult - Hunter GreenNavy Trim Clob Mask (Adult - Hunter GreenNavy Trim 13.000 17.75 00 17.75 00 17.75 00 17.75 00 17.75 00 17.75 00 18.60000 18.60000 18.60000 18.60000 18.60000 18.600000 18.600000 18.600000 18.6000000 18.6000000 18.6000000 18.6000000 18.6000000 18.6000000 18.6000000 18.6000000 18.60000000 18.60000000 18.60000000 18.60000000 18.60000000 18.600000000 18.60000000000000 18.6000000000000	Cich Maska Cich Cich Maska Cich M	1377 1140 1007 1074 1042 1030 1304 1150 1150 1152 1240 1262 1262 1262 1154 1151 1159 1152 1253	8,250,0000 347,377,000 20,201,000 30,000,000 30,0000 10,015,0000 100,000 500,000 400,0000 4,000,000 4,000,000 4,000,000	19,472,50 729,400,80 924,005,84 550,088,34 44,70,00 30,488,75 234,00 11,625,00 67,500,00 936,00 3,965,00 936,00 936,00 1,252,00 9,360,00 1,255,00 1,755,00 24,504,00 1,825,00 1,825,00	21,353,11 753,632,34 962,503,71 964,751,75 91,75 91,75 93,3245,06 17,779,38 27,740 91,779,38 27,740 1,022,60 4,463,50 246,38 11,0272,60 11,025,61,65 1,7771,25 26,591,65 1,7771,25
Che Mass (Adult - Hunter GeneNhavy Trim 126 41,000 1,0000 1	Cich Maska Cich Cich Maska Cich M	1377 1140 1007 1074 1042 1030 1304 1150 1150 1152 1240 1262 1262 1262 1154 1151 1159 1152 1253	8,250,0000 347,377,000 20,201,000 30,000,000 30,0000 10,015,0000 100,000 500,000 400,0000 4,000,000 4,000,000 4,000,000	19,472,50 729,400,80 924,005,84 550,088,34 44,70,00 30,488,75 234,00 11,625,00 67,500,00 936,00 3,965,00 936,00 936,00 1,252,00 9,360,00 1,255,00 1,755,00 24,504,00 1,825,00 1,825,00	21,353,11 753,622,30,71 954,751,75 94,056,250 81,75 33,245,06 2,574,00 1,022,60 4,463,50 2,463,35 10,272,60 11,022,60 2,463,35 10,272,60 11,750,00 26,581,65 1,771,25
Che Mass (Adult - Hunter GeneNhavy Trim 126 41,000 1,0000 1	Cich Masks Cich Ma	1377 1140 1140 1007 1174 1042 1103 1304 1150 1159 1240 1252 1154 1154 1155 1154 1154 1155 1159 1253 1169	8,250,0000 337,352,0000 347,377,0000 20,007,0000 30,000,0000 10,005,0000 500,0000 4,000,0000 4,000,0000 4,000,0000 4,000,000	19,472 50 728,400.80 728,400.80 40,0083.34 50,088.34 44,700.00 75.00 30,489.75 234.00 67,500.00 67,500.00 67,500.00 635.00 33,950.00 33,950.00 1,750.00 1,750.00 1,750.00 1,825.00 1,825.00 1,825.00	21.335.11 753.632.24 952.503.71 954.757.75 40.0552.25 81.75 33.245.06 257.40 1.1779.38 73.912.50 1.022.60 4.463.50 246.38 10.272.80 1.7550.00 246.38 10.272.80 1.7550.00 246.581.65 1.1777.25 2.65.581.65 1.1777.25 2.05.592 7.575.40
Check Masks (Adult-Light Grey) 1195 3000000 77.05	Cich Masks Cich Masks Cich Masks Cich Masks <t< td=""><td>1377 1140 1007 1074 103 1042 103 1304 1150 1304 1150 1240 1152 1240 1152 1240 1152 1240 1152 1253 1169 1225 1225</td><td>8,250,0000 327,932,0000 347,777,0000 230,001,0000 30,0000 30,0000 10,0155,0000 100,0000 25,000,000 4,000,0000 4,000,000 4,000,000 4,000,000</td><td>119,472,50 729,400,80 929,405,30 50,088,34 44,700,00 30,498,75 2,24,00 1,025,00 67,500,00 936,00 936,00 936,00 2,25,00 4,360,00 2,25,00 1,750,00 2,24,404,00 1,825,00 1,627,20 1,627,20 1,524,00</td><td>21,353,11 753,632,34 982,503,71 84,751,75 94,00,058,25 17,93 33,245,06 2,77,40 1,779,38 7,3912,50 1,0228,60 4,483,50 2,266,438 10,272,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 11,277,05 2,65,81,65 2,7,979,40</td></t<>	1377 1140 1007 1074 103 1042 103 1304 1150 1304 1150 1240 1152 1240 1152 1240 1152 1240 1152 1253 1169 1225 1225	8,250,0000 327,932,0000 347,777,0000 230,001,0000 30,0000 30,0000 10,0155,0000 100,0000 25,000,000 4,000,0000 4,000,000 4,000,000 4,000,000	119,472,50 729,400,80 929,405,30 50,088,34 44,700,00 30,498,75 2,24,00 1,025,00 67,500,00 936,00 936,00 936,00 2,25,00 4,360,00 2,25,00 1,750,00 2,24,404,00 1,825,00 1,627,20 1,627,20 1,524,00	21,353,11 753,632,34 982,503,71 84,751,75 94,00,058,25 17,93 33,245,06 2,77,40 1,779,38 7,3912,50 1,0228,60 4,483,50 2,266,438 10,272,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 11,277,05 2,65,81,65 2,7,979,40
Che Maaks (Abd1- Red) 1252 1.825000 4.487.5 4.887.5 Che Maaks (Abd1) (Charcad Grey) 1148 37,75000 67,457.00 67,650.00 68,00.00	Cich Maaka Cich Maaka (aujustable red with black htm) Cich Maaka (aujustable red with black htm) Cich Maaka (aujustable) Cich Maaka (aujustable) Cich Maaka (aujustable) Cich Maaka (aujustable assorted colors) Cich Maaka (dujustable collegiste Purple) Cich Maaka (dujustable) Cich Maaka (dujustab	137 1140 1007 1074 1030 1304 1304 1305 1150 1152 1154 1155 1156 1151 1159 1151 1152 1154 1155 1159 1121 1159 1122 1159 1121 1159 1122 1159 1123 1198	8,250,0000 327,352,0000 320,201,0000 30,000,0000 30,0000 110,015,0000 100,0000 25,000,0000 25,000,0000 400,0000 4,000,0000 4,000,0000 8,555,0000 5,555,0000 8,555,0000 8,555,0000 8,555,0000 8,555,0000 8,555,0000 8,550,0000 8,550,0000 8,500,000 8,500,000	19,472,50 728,400,80 728,400,80 50,088,34 44,700,00 75,00 30,489,75 234,00 11,625,00 67,500,00 936,00 3,360,00 2,25,00 9,360,00 1,252,00 1,250,00 1,250,00 1,750,00 2,4,904,00 1,825,00	21,353,11 753,632,34 962,503,71 94,0058,25 81,75 33,245,06 25,740 1,779,38 73,912,50 1,029,80 4,463,50 246,38 10,272,80 1,276,00 1,771,25 26,581,65 1,771,25 26,581,65 1,771,25 26,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,582,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,58 1,573,592,592,592,592,592,592,592,592,592,592
Chin Masia (Adul) AT 37 000 AT 30 0000 AT 30 0000 AT 30 0000	Cich Masks Cich Masks Cich Masks Cich Masks <t< td=""><td>137 1140 1007 1174 11642 1003 1163 1164 1153 1162 1154 1151 1162 1152 1154 1151 1152 1154 1151 1152 1153 1154 1151 1152 1154 1159 1253 1158 1255 1168 1202</td><td>8,250,0000 327,832,0000 347,877,0000 230,201,0000 30,0000 30,0000 10,015,0000 10,015,0000 400,0000 4,000,0000 4,000,0000 4,000,000</td><td>119,472,50 729,400,80 929,405,54 50,088,34 44,700,00 30,049,75 234,00 1,825,00 67,500,00 936,00 936,00 9,360,00 2,250,00 9,360,00 1,750,00 2,4,504,00 1,872,00 1,872,00 1,872,00 1,4528,00 1,553,85 1,300,00</td><td>21,353,11 753,352,34 952,503,71 54,751,75 40,056,25 33,3245,06 257,40 1,770,38 73,912,50 2,44,38 50 2,44,38 50 2,268,165 1,771,25 2,059,52 2,059,52 2,059,52 3,787,40 1,5,832,58 1,773,51 1,471,00</td></t<>	137 1140 1007 1174 11642 1003 1163 1164 1153 1162 1154 1151 1162 1152 1154 1151 1152 1154 1151 1152 1153 1154 1151 1152 1154 1159 1253 1158 1255 1168 1202	8,250,0000 327,832,0000 347,877,0000 230,201,0000 30,0000 30,0000 10,015,0000 10,015,0000 400,0000 4,000,0000 4,000,0000 4,000,000	119,472,50 729,400,80 929,405,54 50,088,34 44,700,00 30,049,75 234,00 1,825,00 67,500,00 936,00 936,00 9,360,00 2,250,00 9,360,00 1,750,00 2,4,504,00 1,872,00 1,872,00 1,872,00 1,4528,00 1,553,85 1,300,00	21,353,11 753,352,34 952,503,71 54,751,75 40,056,25 33,3245,06 257,40 1,770,38 73,912,50 2,44,38 50 2,44,38 50 2,268,165 1,771,25 2,059,52 2,059,52 2,059,52 3,787,40 1,5,832,58 1,773,51 1,471,00
Cloh Maaks (Abdr) (Charcoal Gray) 180 2,000,000 5,80,00 6,06,75 Cloh Maaks (Abdr) (Charcoal Gray) 210 7,000,000 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 45,70,00 42,80,00 45,70,00 42,80,00	Cich Maska Ci	137 1140 1007 1074 1080 1394 1394 1394 1394 1150 1152 1260 1271 158 1151 152 153 154 155 156 157 158 159 1285 1198 1208 1195	8,250,0000 337,352,0000 347,377,0000 230,201,0000 30,0000 10,0415,0000 100,0000 550,0000 4,000,0000 4,000,0000 4,000,0000 4,000,000	19,472,50 729,400,80 729,400,80 50,088,34 44,700,00 30,488,75 234,00 11,625,00 67,500,00 936,00 3,960,00 2,25,00 9,360,00 1,252,00 9,360,00 1,750,00 2,4,504,00 1,825,00 1,750,00 2,4,504,00 1,825,00 1,825,00 1,750,00 2,4,504,00 1,825,000 1,825,000 1,825,000 1,825,000 1,825,000 1,825,00000000000000000000000000000000000	21.353.11 753.622.37 954.751.75 94.757.75 94.75 33.245.06 1.777.38 73.912.50 1.022.60 4.463.50 246.38 10.272.60 1.7750.00 26.581.65 1.771.25 20 27.7979.40 15.822.58 1.773.91 1.4170.0
Chinh Maska (Assorted Colors) 121 170,00000 457,000 457,000 457,000 457,000 169,100 169	Cich Maska Cloh Maska Cich Maska (najurabie red with black tirm) Cich Maska (najurabie asorted colors) Cich Maska (najurabie asorted colors) Cich Maska (Adjurabie asorted colors) Cich Maska (Adjurabie) Cich Maska (Adjurt- Buck/Red Tirm) Cich Maska (Adjurt - Buck) Cich Maska (Adjurt - Buck 'Big Collack Tirm) Cich Maska (Adjurt - Hauter GreenNavy Tirm) Cich Maska (Adjurt - Lend) <	1377 1140 1174 1077 1174 1164 1150 1152 1152 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1154 1155 1155 1154 1155 1155 1154 1155 1155 1156 121 1159 1225 1235	8,250,0000 327,352,0000 347,377,0000 20,001,0000 30,000,0000 30,000,0000 100,0000 25,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 8,550,0000 8,550,0000 6,550,0000 6,500,0000 6,500,0000 6,510,0000 6,510,0000 6,510,0000 6,510,0000 6,520,0000	19,472 50 728,400.80 728,400.80 40,0083.4 44,700.00 75.00 30,486 75 234.00 67,500.00 67,500.00 67,500.00 9.85.00 3,3550.00 1,750.	21.335.11 753.632.24 952.503.71 954.757.75 40.058.25 81.75 33.245.06 257.40 1.7779.38 773.812.50 1.029.60 4.463.50 246.38 10.272.60 1.7570.00 246.38 10.272.60 1.7570.00 246.38 20.52,52 2.7,979.40 1.628.58 1.528.58 1.777.97 1.628.25 1.777.97 1.628.25 1.777.97 1.628.25 1.777.97 1.628.25 1.777.97 1.628.25 1.777.97 1.628.25 1.777.97 1.628.25 1.777.97 1.627.25 2.057.257.25 2.057.257.257.257.257.257.257.257.257.257.2
Cloh Mask (Assorad Solid - Pkg) 1249 500 0000 1,550.00 1,601.52 Cloh Mask (Bick) 115 600.0000 2,400.00 2,440.00 2,440.00 2,450.00 2,450.00 2,450.00 2,450.00 2,172.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.50 2,157.	Cich Maska Ci	137 1140 1007 1074 1042 1003 1304 1305 1304 1305 1304 1305 1304 1305 1304 1305 1304 1305 1306 1307 1308 1309 1225 1308 1309	8,250,0000 337,352,0000 347,377,0000 230,201,0000 330,0000 30,0000 10,015,50000 100,0000 25,5000,0000 25,5000,000 4,000,0000 4,000,0000 4,000,0000 4,000,000	119,472,50 729,400,80 924,083,04 550,088,34 44,700,00 30,498,75 2,24,00 11,625,00 67,500,00 936,00 3,3850,00 2,255,00 4,360,00 2,255,00 4,360,00 1,755,00 1,755,00 1,552,00 1,552,00 1,552,00 1,552,00 1,552,00 1,552,00 1,552,00 1,553,85 1,555,955,955,955,955,955,955,955,955,95	21,535,11 753,632,34 982,503,71 84,751,75 94,00,562,25 17,770,38 25,740 1,779,38 7,3912,50 1,0226,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 10,272,60 2,46,38 11,277,391 1,771,391 1,777,391 1,773,391 1,773,391 1,773,391 1,777,85 2,65,822 3,776,85 2,7,879,40 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,85 2,76,95 2,76,95 2,76,95 2,76,95 2,76,95 2,76,95 2,76,95 2,77,95 2,76,95 2,
Chem Massa (Black) 115 800,0000 2,400,000 2,440,00 2,440,00 2,440,00 2,450,00	Cich Maaka Cich Maaka (aujutabie red with black htm) Cich Maaka (aujutabie red with black htm) Cich Maaka (aujutabie red with black htm) Cich Maaka (aujutabie) Cich Maaka (aujutabie) <	137 1140 1007 1074 1042 1003 1304 1305 1150 1152 1240 1202 1241 155 156 157 158 159 159 151 159 151 159 152 158 159 1225 158 1253 159 1252 158 1252 158 129 121 123 159 124 125 159 125 159 125 159 125 159 125 159 121 1225 123 124 125 125 126	8,220,0000 327,352,0000 327,352,0000 20,001,0000 30,0000 10,015,0000 10,0000 25,000,0000 400,0000 400,0000 4,000,0000 4,000,0000 4,000,0000 3,000,0000 4,000,000 4,0000 4,0000 4,0000 4,0000 4	19,472,50 728,400,80 728,400,80 50,088,34 44,700,00 30,480,75 2440 30,480,75 243400 41,625,00 936,00 33,850,00 33,850,00 33,850,00 43,850,00 43,850,00 43,850,00 43,850,00 43,850,00 44,604,00 14,625,00 44,604,75 46,750 67,750,00 44,680,75 87,457,50 87,457,50 87,457,50	21,353,11 753,632,34 952,503,71 64,751,75 33,245,06 21,779,38 73,942,50 1,029,80 4,463,50 246,38 10,272,60 11,029,80 246,38 10,272,60 11,272,60 11,272,60 11,272,60 11,272,60 11,272,60 11,273,91 245,581,65 1,771,25 245,581,65 1,771,25 245,581,65 1,771,25 245,581,65 2,7979,40 15,832,58 1,773,91 1,417,00 7,67,85 4,493,29 9,66,268,81 6,406,57
Cloth Masks (Black) 129 710000 2,197.25 2,452.35 Cloth Masks (Black, Scanter Charcoal) 1405 1,000.0000 2,500.00 2,712.50 Cloth Masks (Black Hinr) 128 2,000.0000 5,500.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,913.00 6,915.00	Cich Masks Ci	137 1140 1007 1174 11642 1003 1150 1152 1244 1202 1154 1159 1240 1252 1154 1159 1251 1262 1154 1159 1253 1256 1258 1259 1259 1250 1252 1268 1270 1281 1281 1292 1293 1294 1295 1295 1296 1297 1298 1298 1299 1290 1290 1291 1292 1293 1294 1295 1295 1295 1296 1297 1298 1299 1290 1290 1290 1290 1290 1290 1290 1290 <td>8,250,0000 327,932,0000 347,777,000 230,201,000 330,000,000 30,0000 10,015,000 100,015,000 100,000 25,000,000 4,000,000 4,000,000 4,000,000 4,000,000</td> <td>19,472,50 729,400,80 924,053,54 550,088,34 44,7700,00 75,00 30,048,77 234,00 1,1,625,00 936,00 936,00 9,365,00 225,00 9,365,00 225,00 1,1,750,00 24,564,00 1,1,572,00 1,4,562,00 1,533,85 1,535,85 1,535,555,155,155 1,535,155,155,155 1,535,155,155,155,155,155,155,155,155,15</td> <td>21,535,11 753,632,34 962,503,71 84,75 964,75 964,75 964,75 97,97 965 965,25 97,40 1,770,38 97,912,50 2,45,35 97,912,50 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 1,771,25 2,05,92 2,05,92 2,7,978,40 1,777,35 1,777,</td>	8,250,0000 327,932,0000 347,777,000 230,201,000 330,000,000 30,0000 10,015,000 100,015,000 100,000 25,000,000 4,000,000 4,000,000 4,000,000 4,000,000	19,472,50 729,400,80 924,053,54 550,088,34 44,7700,00 75,00 30,048,77 234,00 1,1,625,00 936,00 936,00 9,365,00 225,00 9,365,00 225,00 1,1,750,00 24,564,00 1,1,572,00 1,4,562,00 1,533,85 1,535,85 1,535,555,155,155 1,535,155,155,155 1,535,155,155,155,155,155,155,155,155,15	21,535,11 753,632,34 962,503,71 84,75 964,75 964,75 964,75 97,97 965 965,25 97,40 1,770,38 97,912,50 2,45,35 97,912,50 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 9,02 2,45,35 1,771,25 2,05,92 2,05,92 2,7,978,40 1,777,35 1,777,
Cloh Masks (Black, Scarlet or Chancosi) 1405 1,000 0000 2,500.00 2,712.00 Cloh Masks (Black, Win) 228 2,000.0000 5,500.00 6,103.00 Cloh Masks (Clod ro be determined) 1,409 1,400.0000 6,409.00	Cich Maaka Ci	137 1140 1007 1074 1042 1030 1304 1305 1306 1150 1202 1204 1205 1206 121 150 1225 1198 1208 1209 1214 1225 1198 1231 1240 1241	8,250,0000 347,377,000 230,251,000 30,000,000 30,0000 10,051,0000 500,000 400,000 400,000 400,000 400,000 400,000 350,000 400,0000 400,000 400,000 400,0000 400,0000 400,00000	19,472,50 729,400,80 924,005,04 550,088,34 44,70,00 30,488,75 2,34,00 11,625,00 67,500,00 936,00 3,960,00 2,25,00 9,360,00 2,25,00 9,360,00 1,575,00 1,7570,00 24,504,00 1,625,90 1,757,00 1,458,60,00 1,853,85 1,300,00 1,853,85 1,300,00 1,853,85 1,300,00 1,853,85 1,550,00 4,575,00 5,550,00	21,353,11 753,632,34 962,503,71 84,751,75 94,757,75 94,757 94,757 94,757 94,757 94,757 94,757 94,915 94,463,50 94,463,50 94,463,50 94,463,50 94,463,50 94,463,50 94,463,50 94,463,50 94,577 94,00 94,577 94,00 94,577 94,00 94,578 94,00 95,206,81 94,005,75 46,570,500 94,570,500,500,500,500,500,500,500,500,500
Cloth Masks (Sibled/Black tim) 128 2,000,0000 5,500,00 6,150,00 Cloth Masks (Color to be distrimined) 1490 1,450,000 4,007,50 4,408,40 Cloth Masks (Color to be distrimined) 1362 1,000,0000 2,588,50 2,588,50	Cich Masks Ci	137 1140 1007 1174 11642 1003 1163 1164 1162 1163 1164 1165 1162 1202 154 1151 1202 154 1151 1202 154 155 1159 1253 1264 1208 1159 1225 1168 1169 1231 1240 1241 1252 1142 1254 1155 1155 1156 1157 1158 1159 1252 1148 1150 1150 1150 1150 1150 1150 1151 1151 1152 1153 1154 1155 1155 1150 1150 1150 1150 1150	8,250,0000 327,352,0000 347,377,000 240,001 30,0000 30,0000 30,0000 10,015,000 10,000 500,0000 400,0000 400,0000 4,000,0000 4,000,000	119.472.50 729.400.80 529.405.34 550.088.34 44.700.00 75.00 30.489.75 234.00 1.825.00 9.36.00 9.36.00 9.36.00 9.36.00 9.36.00 1.750.00 24.504 1.825.00 1.825.00 1.825.00 1.825.00 1.825.00 1.825.00 1.825.00 1.838.85 1.300.00 7.724.00 1.4,508.00 1.538.85 1.300.00 7.725.00 1.4,508.00 1.555.00 4.5,750.00 4.5,750.00 1.555.00	21,535,11 753,632,34 952,503,71 84,751,75 94,0058,25 94,75 93,345,05 94,74 94,793 94,463,55 94,463,55 94,463,55 94,463,55 94,463,55 94,771,25 205,92 7,979,40 15,832,58 1,773,391 1,417,00 7,678,55 94,005,81 1,615,832,58 1,773,59 1,417,00 7,678,55 94,005,681 1,6405,75 94,005,75 1,6915,22 2,644,005,75 1,6915,22 2,644,005,75 1,6915,22 2,644,005,75 1,6915,22 2,644,005,75 2,645,005,005,005,005,005,005,005,005,005,0
Cloth Masks (Color to be determined) 1499 1,450,000 4,097,50 4,69,40 Cloth Masks (Color to be determined) 1362 1,000,0000 2,58,50 2,815,75	Cich Maska Ci	137 1140 1007 1074 1080 1304 1305 1306 1307 1308 1309 1309 1309 1309 1309 1309 1309 1309 1309 1309 1309 1309 1309 1309 1319 1329 1380 1390 1321 1308 1309 1329 1340 1351 1352 1361 1371 1382 1393 1394 1395 1395 1396 1397 1398 1399 1391 1392 1393 1394 1394 1395 1395 1396 1397 1398 1399 1399 1390 1390 1391 1391	8,250,0000 327,352,0000 347,377,7000 230,201,000 330,0000 30,0000 30,0000 30,0000 30,0000 30,0000 350,0000 4,000,000 4,000,000 4,000,000 4,000,000	19,472,50 729,400,80 292,405,34 50,088,34 44,70,00 30,488,75 2,24,00 18,625,00 67,500,00 39,660,00 3,960,00 3,960,00 3,960,00 2,250 3,960,00 1,255,00 2,25,00 3,960,00 1,755,00 2,24,504,00 1,872,20 1,725,00 1,553,85 1,300,00 7,722,00 4,468,75 1,550,00 4,55	21,353,11 753,622,37 54,751,75 64,751,75 81,75 33,245,06 22,77,40 33,245,06 22,77,40 33,245,06 24,463,50 24,63,50 24,63,50 24,63,50 24,63,50 24,63,50 24,55 20,52 7,579,40 25,52 7,579,40 21,575,20 26,592 7,579,40 11,777,291 11,777,2
Cloth Masks (Color to be determined) 1362 1,000.0000 2,588.50 2,815.75	Cick Masks Ci	137 1140 1007 1074 1042 1003 1304 1305 1160 1172 1202 154 155 156 157 158 159 159 159 159 159 152 159 152 158 159 152 158 159 1225 158 109 1225 119 1226 123 1240 1253 1254 1255 1255 126 127 128 129 129	8,250,0000 327,352,0000 327,352,0000 20,001,0000 30,0000 10,015,0000 10,0000 25,000,0000 400,0000 400,0000 400,0000 400,0000 400,0000 400,0000 400,0000 400,0000 400,0000 400,0000 400,0000 3,100,000 6,15,0000 400,000	19,472,50 728,400,80 728,405,54 50,088,34 44,700,00 75,00 30,489,75 2,24,00 44,700,00 4936,00 4936,00 4936,00 4,3850,00 4936,00 4,3850,00 4,3850,00 4,3850,00 4,3850,00 4,3850,00 4,469,75 4,5750,00 4,469,75 87,457,50 4,5750,00,	21353.11 753,832.34 952,503,71 84,757,75 33,245.06 21,777 33,245.06 21,777 33,245.06 21,777 33,912.50 1,023,80 4,463.50 246,38 10,272.60 11,027.60 2,6581.65 1,777,125 20,597.40 16,832.58 1,777,974.00 16,832.58 1,777,974.00 16,832.58 1,777,976.00 1,417.00 7,67.85 4,630.29 9,62.06.81 6,405.75 4,5750.00 1,691.52 2,2452.03 2,2452.03
	Circh Masks Circh M	137 1140 1007 1074 1033 1034 1035 1036 1037 1038 1039 1039 1030 1031 1032 1152 1240 1252 1158 1159 1252 1159 1253 1159 1252 1158 1259 1252 1254 1255 1255 1260 1252 1254 1255 1255 1256 1257 1258 1259 1251 1252 1253 1254 1255 1255 1256 1257 1258 1259 1251 1252 1253 1254 1255 1255 1256 1257 1258 1259 1250 1251	8,250,0000 3,37,377,000 3,27,392,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,0000 3,000	119.472.50 729.400.80 924,053.4 550,088.34 44.700.00 75.00 30.498.75 2.34.00 1.1.625.00 67.500.00 936.00 2.950.00 2.950.00 2.950.00 2.4.504.00 1.4.525.00 1.4.525.00 2.4.544.00 1.4.525.00 1.4.525.00 1.4.525.00 1.4.538.85 1.3.538.55 1.3.550.00 2.4.68.75 5.550.00 2.4.68.75 5.550.00 2.4.67.50 5.550.00 2.4.67.50 5.550.00 2.4.67.50 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 2.4.67.55 5.550.00 5	21,33,11 753,632,34 962,503,71 84,751,75 94,0058,25 94,75 93,245,40 94,79 94,257,40 1,779,38 92,257,40 1,279,38 1,022,80 94,483,50 2,268,48 91,027,260 1,276,30 2,268,165 9,7,99,40 1,5,852,86 1,7,771,25 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 6,406,75 9,6,206,81 9,6,206,
Cioth Masks (Grey) 1144 5,000,000 15,750,00 17,167,50	Cich Maska	137 1140 1174 1077 1174 1042 1103 1304 150 1152 1240 1253 1154 1155 156 1151 152 1158 1159 1224 1159 1225 1188 1199 1225 1198 1226 1198 1227 1198 1228 1249 1259 1249	8,250,0000 327,352,0000 347,377,000 230,201,0000 30,0000 30,0000 10,015,0000 100,0000 400,0000 400,0000 400,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 4,000,0000 1,000,000 1,000,0	19,472,50 723,400,80 724,005,84 50,088,34 44,70,00 30,488,75 2,34,00 30,488,75 2,34,00 30,988,75 2,34,00 30,988,70 30,980,00 3,900,00 3,900,000,000,000,000,000,000,000,000,00	213331 753,63234 952,50371 64,75175 33,24506 175 33,24506 24,739 1,77938 24,743 24,743 24,4350 24,4350 24,4350 24,4350 24,4350 24,4350 24,4350 24,4350 24,4350 24,541,55 24,779740 26,581,65 1,771,25 26,581,65 1,771,25 26,581,65 1,773,91 1,417,00 7,6785 24,842,00 24,653,00 1,6195,25 4,87505 24,444,00 24,2452,03 2,712,50 6,133,00 2,712,50 6,133,00
	Cich Masks	137 1140 1007 1174 1162 1033 1159 1152 1202 1154 1159 1202 1154 1159 1202 154 155 156 121 169 1225 1188 1202 1214 1225 128 129 1244 1252 1180 1252 1263 1274 128 128 129 1231 1240 1252 1254 1265 1275 128 128 129 1231 1232 1231 1232 1233 1234 1235 1236 1237 1238 1239 1231 1232 1333 1344 1355 1362	8,250,0000 327,352,0000 347,377,000 240,001,000 30,0000 30,0000 10,015,000 10,000 400,000 400,000	19,472 50 729,400,80 592,4053 64 50,088 34 44,700 0 75 00 30,049 75 234,00 1,1625 00 67,500 0 234,00 7,500 0 225,00 9,360,00 1,1500 0 24,504 00 1,1570 0 24,504 0 1,1570 0 14,568,00 1,553 85 1,300 00 7,7254 00 1,533 85 1,300 00 7,7254 00 1,533 85 1,300 00 7,725 00 1,535 85 1,300 00 7,725 00 1,553 85 1,300 00 7,725 00 1,555 00 1,555 00 1,550 00 2,2400 0 2,2400 0 2,4000 0	2 1333 11 753,632 34 92,253 71 64,751 75 94,0058 25 91,75 31,245 06 257,40 1,779 38 7,3912 50 244 38 90,244 38 10,272,80 1,272 80 1,272 80 1,275 00 26,8165 1,773 39 1,771 25 205 92 7,979 40 15,832 58 1,773 39 1,777 85 9,970 40 15,832 58 1,773 39 1,777 85 9,970 40 1,683 58 1,773 39 1,778 55 9,970 40 1,683 58 1,773 39 1,778 55 9,970 40 1,683 58 1,773 39 1,778 55 2,978 40 2,978 50 2,978 40 2,978 50 2,978 40 2,978 50 2,978 50

Cloth Masks (Lt Grey)	1244	300.0000	855.00	936.23
Cloth Masks (Razorback)	1215	5,890.0000	32,689.50	33,175.96
Cloth Masks (Red/Black Trim	1340	300.0000	900.00	985.50
Cloth Masks (Regular)	1185	18,775.0000	43,933.50	48,378.42
Cloth Masks (Toyota)	1236	100.0000	450.00	508.50
Cloth Masks (Youth - Blue 7692 C/Black Trim)	1224	2,110.0000	4,937.40	5,388.18
Cloth Masks (Youth - Light Grey)	1194	300.0000	702.00	767.85
Cloth Masks (Youth - Solid Light Grey)	1209	1,000.0000	2,431.00	2,631.47
Cloth Masks (Youth)	1149	49,530.0000	116,092.20	127,609.57
Cloth Masks (Youth) (Charcoal Grey)	1205	200.0000	468.00	508.95
Cloth Masks (Youth) (Light Grey)	1191	350.0000	819.00	896.81
Cloth Masks - Arvest Logo	1167	223.0000	1,115.00	1,220.93
Cloth Masks - Color to be Determined	1415	1,800.0000	5,187.50	5,686.15
Cloth Masks Adj (University Red)	1156	200.0000	650.00	736.13
Cloth Masks Adj with Logo	1161	100.0000	535.00	535.00
Cloth Masks over 10K	1005	7.800.0000	29.250.00	33.052.50
Cloth Masks Regular	1273	11,500.0000	25,760.00	28,151.20
Cloth Masks under 5K	1000	2,000.0000	7,000.00	7,000.00
Cloth Masks Youth (Red)	1274	6,500.0000	15,210.00	16,654.95
Color to Be Determined	1529	40.0000	92.00	100.74
Credit	1488	2.0000	0.00	0.00
Credit card	1510	3.0000	0.00	0.00
Credit Card - Paying by check	1513	14.0000	0.00	0.00
Credit Card - Paying by check	1418	923.0000	1,260.00	1,373.40
Credit Card - Paying by check	1657	2.000	0.00	0.00
Credit Card - Paying by check Credit Card Fee	1657	2.000	2.463.24	2,463.24
Credit Card Hee Credit Card Fee	1012	5.0000	2,463.24 167.95	2,463.24 167.95
Credit Card Fee	1673	1.0000	64.62	64.62
Credit Card Fee	1182	2.000	208.96	218.47
Credit Card Fee (3.5%)	1566	1.000	208.96	153.30
Credit Card Fee (3.5%)	1516	8.0000	0.00	0.00
Credit Card Fee (3.5%)	1349	26.000	0.00	0.00
Credit Card Fee (3.5%)	1686	4.000	0.00	0.00
Credit Card Fee (3.5%)	1647	4.000	0.00	0.00
Credit Card Fee (3.5%)	1219	31.0000	65.00	65.00
Credit Card Fee (3.5%)	1569	1.000	191.28	191.28
		0.0000		
Credit Card Fee (3.5%)	1308	2.000	0.00	0.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%)	1308 1709	5.0000	0.00	0.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5)	1308 1709 1710	5.0000 2.0000	0.00 0.00 140.54	0.00 0.00 140.54
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee - Paying by check	1308 1709 1710 1370	5.0000 2.0000 1.0000	0.00 0.00 140.54 0.00	0.00 0.00 140.54 0.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee - Paying by check Credit Card Fee - 5.5	1308 1709 1710 1370 1491	5.0000 2.0000 1.0000 Credit Card Fee 5.0000	0.00 0.00 140.54 0.00 9.78	0.00 0.00 140.54 0.00 90.78
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee 3.5 Delivery	1308 1709 1710 1370 1491 1006	5.000 2.000 Credit Card Fee 5.000 6.175.000	0.00 0.00 140.54 0.00 90.78 16.237.50	0.00 0.00 140.54 0.00 90.78 11,784.75
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee 3.5 Delivery Delivery Fee	1308 1709 1710 1370 1491 1006 1664	5.0000 2.0000 Credit Card Fee 5.0000 8.179.0000 1,108.0000	0.00 0.00 140.54 0.00 90.78 16.237.50 2,785.00	0.00 0.00 140.54 0.00 90.78 17.784.75 3.046.13
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee - 7 aying by check Credit Card Fee - 3.5 Delivery Delivery Fee Delivery Fee	1308 1709 1710 1370 1491 1006 1664 1014	5.0000 2.0000 Credit Card Fee 5.0000 9,175.0000 1,108.0000 6.0000	0 00 0 00 140 54 0 00 90 78 16 237 50 2 2750 1770 00	0.00 0.00 140.54 0.00 19.78 17.784.75 3.046.13 175.10
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee 3.5 Delivery Fee Delivery Fee Delivery Fee Delivery Fee Delivery Fee	1308 1709 1710 1370 1491 1006 1664 1014 1216	50000 20000 Credit Card Fee 5000 9,179.0000 1,108.000 1,108.000 6.0000 5.0000	0 00 0 00 140 54 0 00 9 078 16 237 50 2 2795 00 170 00 300 00	0.00 0.00 140.54 0.00 90.78 11,784.75 3.046.13 175.10 310.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee - Paying by check Credit Card Fee - 3 Credit Card Fee - 3 Credit Card Fee - 3 Delivery Fee Delivery Fee Delivery Fee Delivery Fee	1308 1709 1710 1370 1491 1006 1664 1014 1216 1216	5 5000 2 2000 Credit Card Fee 5 5000 1,108 0000 1,108 0000 5 5000 5 5000	0 00 00 140 54 0 00 90 78 16 237 50 2 795 00 2 795 00 3 00 00 6 00 00	0.00 0.00 140.54 0.00 17,784.75 3,046.13 175.10 310.00 678.00
Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee - Paying by check Credit Card Fee 3.5 Delwary Fee Delwary Fee Delwary Fee Dialindicatur Wipes (Benzalkonium Choride) Diaposable Maksis 3-Phy (50 maskshor)	1308 1709 1710 1370 1491 1006 1664 1014 1216 1560 1692	50000 2.0000 Credit Card Fee 5000 1,108000 6.0000 6.0000 5.0000 5.0000 2.0000	0.00 0.00 140.54 0.00 90.78 16.237.50 2.765 0.0 170.00 300.00 600.00 199.00	0.00 0.00 140.54 0.00 90.78 17,784.75 3.046.13 175.10 310.00 678.00 678.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee 3.5 Delvery Fee Delvery Fee De	1308 1709 1710 1370 1491 1006 1664 1014 1216 1580 1692 1700	5.000 2.000 Credit Card Fee 5.000 9,178.000 1,1(86.000 5.0000 5.0000 5.0000 2.20000 2.20000	0 00 0 00 140.54 0 00 90.78 16.237.50 2.795.00 170.00 0.00 00 00 00 00 00 00 155.00 175.00	0.00 0.00 140.54 0.00 90.78 11,724.75 3.04613 175.10 310.00 678.00 173.71 10,77.5
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee (3.5) Delivery Fee (3.5) Delivery Fee Delivery Fee Delivery Fee Delivery Fee Delivery Fee Extra Large Maskis (50 masks/box) Ear Loop Maski with logo design Eart Loop Maski with logo design	1308 1709 1710 1370 1491 1864 1014 1216 1580 1692 1700 1130	5 5000 2 2000 Credit Card Fee 5 5000 1,108 5000 1,108 5000 5 5000 5 5000 2 25000 1,50000 1,50000 1,50000 1,500000	0 00 0 00 140.54 0 00 15.2795.00 2.795.00 0 00 0 00 0 00 0 00 0 00 0 00 0 00	0.00 0.00 140.54 0.00 17,764.75 3,046.13 17,764.75 3,046.13 11,77.51 310.00 6778.00 173.71 1197.75 4,660.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee 7 Paying by check Credit Card Fee 3.5 Delivery Fee Card Card Fee 7 Paying by check Delivery Fee Card Card Fee 7 Paying Card Card Paying Fee Delivery Fee Card Card Paying Card Card Paying Card Card Paying Card P	1308 1709 1710 1370 1491 1064 1014 1216 1560 1692 1560 1692 1700 1130	50000 20000 Credit Card Fee 5000 1,108 0000 1,108 0000 1,108 0000 50000 200000 250000 250000 1,100000 1,100000 1,0000	0 00 0 00 0 00 0 00 0 90 78 16,275 50 2,795 00 2,795 00 1770 00 300 00 0 00 0 00 175 00 175 00 4,650 00 4,650 00	0 00 0 00 1 10 54 0 00 90 78 117.784 75 3 .046 13 1 77 10 3 10.00 6 78 00 6 78 00 1 173 71 1 197 75 4 .650.00 1 100 00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee 3.5 Credit Card Fee 3.5 Delivery Credit Card Fee 3.5 Delivery Fee Delivery Fee	1308 1709 1710 1370 1491 1606 1664 1014 1216 1590 1692 1700 1130 1168 1123	5 5000 2 2000 Credit Card Fee 5 5000 1,1(168.000 1,1(168.000 5 50000 5 50000 1,20000 1,20000 1,50000 1,50000 1,50000 1,50000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,500000 1,50000 1,50000 1,50000 1,50000 1,50000 1,50000 1,50000 1,50000 1,50000 1,50000 1,500000 1,500000 1,500000 1,500000000 1,50000000000	0 00 00 140 54 0 00 140 54 0 00 16 237 50 2 795 00 2 795 00 170 00 170 00 190 00 190 00 190 00 190 00 195 0	0.00 0.00 140.54 0.00 17.784.75 3.046.13 175.10 3.10.00 678.00 173.71 173.74 4.650.00
Credit Card Fee (35%) Credit Card Fee (35%) Credit Card Fee (35) Credit Card Fee (35) Credit Card Fee (35) Credit Card Fee (35) Delivery Fee 35 Delivery Fee Delivery Fee Delivery Fee Delivery Fee Delivery Fee Extra Large Mask 3-Phy (50 maskshox) Ear Loop Mask with logo design Eart Large Mask Face Lands A	1308 1709 1710 1370 1491 1006 1664 1014 1216 1560 1560 1560 1560 11692 1700 1188 1123	5 5000 2 2000 Credit Card Fee 5 5000 1,10000 1,10000 5 50000 5 50000 2 250000 1,550000 1,550000 1,5500000 1,5500000 1,5500000 1,5500000 1,5500000	0 00 0 00 140 54 0 00 0 78 16 237 50 2 785 00 2 785 00 0 00 0 00 0 00 193 00 175 00 175 00 175 00 175 00 193 00 190 00 190 00 190 00 190 00 190 00 19	0 00 0 00 140 54 0 00 17,784,75 3 ,046 13 17,784,75 3 ,046 13 17,76 3 ,046 13 17,76 3 ,046 13 17,77 3 ,046 13 11,775 10 173,71 197,75 4,655,00 100,00 450,00 450,00 1,586 52
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee 7.8ying by check Dredit Card Fee 7.8ying by check Delivery Fee Delivery Fee DiarlineCard Wipes (Benzalkohur) Diarland Wipes (Benzalkohur) Diarland Stadis 3.Phy (50 masks/box) Ear Loop Mask with logo design Extra Lange Masks Face Mask Face Masks Face Masks Face Masks	1308 1709 1710 1370 1491 1606 1664 1014 1216 1700 1130 1130 1158 1123 1226 1584	50000 20000 Credit Card Fee 5000 1,108000 1,1880000 1,1880000 500000 250000 250000 250000 1250000 1250000 1250000 1250000 1250000 1500000 1500000 1000000 1000000 1000000 1340000 340000	0 00 0 00 0 00 9 078 16,275 00 2,795 00 3 000 0 100 175 00 175 00 4,850 00 1 00 00000000	0.00 0.00 140.54 0.00 90.78 11,784.75 3.046.13 1175.10 310.00 678.00 113.71 197.75 4.650.00 100.00 459.00 1,586.52
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee (3.5) Delivery Fee Delivery Fee Delivery Delivery Fee Delivery Delivery Fee Delivery Delivery Delivery Fee Delivery Delivery	1308 1709 1770 1370 1491 1491 1006 1684 1014 1216 1560 1682 1700 1188 1130 1188 1123 1228 1584	5 5000 2 2000 Credit Card Fee 5 5000 8,179 6000 5 50000 5 50000 5 50000 1 500000 1 50000 1 500000 1 50000 1 500000 1 500000 1 50000000 1 50000000000	0 00 0 00 140.54 0 00 15.2795.00 2.795.00 0 2.795.00 0 300.00 155.00 155.00 155.00 155.00 155.00 155.00 165.00 165.00 165.00 165.00 175.00 165.00 175.00 185.00 175.00 185.00 195	0.00 0.00 140.54 0.00 17.764.75 3.046.13 175.10 310.00 678.00 173.71 197.75 4.650.00 190.00 4.050.00 15.866.20 11.886.52 194.53 6.777.74
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee - Paying by check Credit Card Fee - Paying by check Delwary Fee Delwary	1308 1709 1710 1370 1401 1606 1664 1664 1664 1662 1700 11692 1700 1130 1130 1130 1138 1123 1584 1584 1584	50000 20000 Credit Card Fee 5000 1,1000 1,108,000 1,108,000 50000 2,50000 2,50000 2,50000 1,500000 2,50000 1,500000 1,00000 1,00000 3,60000 3,60000 3,600000 3,600000 3,600000 3,733,0000	0,00 0,00 1,416,54 0,00 1,416,54 1,62,37,50 2,745,00 1,62,37,50 1,62,37,50 1,62,07,50 1,62,00 1,60,00 1,150,000 1,150,0000000000	0.00 0.00 140.54 0.00 0.78 17,784.75 3.046.13 17,784.75 3.046.13 17,78 3.10,00 678.00 678.00 173.71 197.75 4.855.00 100,00 4.50,00 100,00 1,588.52 194.83 6,777.74 3.252.42
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee 3.5 Credit Card Fee 3.5 Delvery Fee Delvery Fee Delvery Fee Delvery Fee Delvery Fee Delinetcart Wipee (Benzalkonium Chöride) Disinetcart (I Galx 4/case) Green Wiblick Tim (Begular)	1308 1709 1710 1370 1491 1604 1604 1604 1604 1604 1609 1600 1600 1100 1100 1100 1123 1123 1228 1584 1584 1584 1321	5000 2000 Credit Card Fee 5000 9,170000 1,168000 50000 50000 20000 1,168000 50000 1,00000 1,00000 1,00000 1,000000	0 00 0 00 140 54 0 00 140 54 0 00 16 237 50 2 795 00 170 00 170 00 170 00 190 000 190 00 190 00 190 00 190 00 190 00 190 000 190 00 190 00 190	0 000 0 001 140.54 0 007 17.784.75 3 0.064.13 175.10 3 1000 678.00 173.71 197.75 4.650.00 100.00 1580.62 194.83 6,777.74 3.292.42 2,151.41
Credi Card Fee (3.5%) Credi Card Fee (3.5%) Credi Card Fee (3.5) Credi Card Fee - Paying by check Credit Card Fee - Paying by check Credit Card Fee - S Credit Card Fee - S Delivery Fee Delivery Fee De	1308 1709 1710 1370 1491 1006 1664 1014 1216 1660 1692 1700 1188 1123 1128 1123 1584 1123 1584 1122 1584 1122 1584	50000 20000 Credit Card Fee 5000 Credit Card Fee 5000 1,108000 1,108000 50000 22,0000 22,0000 22,0000 1,500,000 1,500,000 1,500,000 1,100,000 50,000 1,1733,000 1,733,000 1,733,000 1,733,000 1,733,000 1,733,000 1,733,000 1,733,000 1,733,000 1,733,000 1,000,000 1,000,000 1,000,000 1,000,000	0 00 0 00 140.54 0 00 0 78 16.237.50 2.785.00 0 00 0 00 0 00 0 00 0 00 0 00 0 00	0.00 0.00 140.54 0.00 17,784.75 3.946.13 17,784.75 3.946.13 17,775 10 177.75 10 173.71 177.75 4.650.00 100.00 1,586.52 194.83 6.777.74 194.83 2.82.42 2.151.41 3.282.42 2.151.41 3.290.00
Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee (3.5%) Credit Card Fee 7 aying by check Credit Card Fee 3.5 Credit Card Fee 3.5 Delivery Fee Delivery Fee Delivery Fee Delive	1308 1709 1710 1370 1491 1664 1014 1216 1669 1692 1700 1180 1180 1183 1123 1226 1584 1581 1584 1581 1322 1321	5000 2000 Credit Card Fee 5000 (1170,000 1,188,000 1,188,000 50,000 20,0	0 00 00 000 140 54 0 00 16 237 50 2 795 00 2 795 00 2 795 00 170 00 190 000 190 00 190 00 190 000 190 00 19	0 000 0 000 140.54 0 007 17,784.75 17,784.75 17,784.75 17,784 175.10 175.10 175.10 175.10 175.75 100.00 173.71 18,955 19,453 19,755 19,453 19,755 19,453 19,453 19,755 19,453 19,755 19,453 19,453 19,755 19,453 19,755 19,453 19,453 19,453 19,453 19,453 19,453 19,453 19,453 19,455
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Credi Card Fee (3.5%) Credi Card Fee (3.5%) Credi Card Fee (3.5) Credi Card Fee - Paying by check Credit Card Fee - Sale Delivery Fee Delivery Fee Del	1308 1709 1710 1370 1491 1006 1664 1014 1216 1560 1560 1130 1168 1123 1561 1322 1564 1322 1561 1322 1321 1109 1112	50000 20000 Credit Card Fee 5000 1,1000 1,108,000 1,108,000 50000 2,50000 2,50000 2,50000 1,00000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,40000 3,4000000 1,000,0000 1,000,00000 1,000,00000 1,000,000	0 00 0 00 140 54 0 00 0 78 16 237 50 2 785 00 0 00 0 00 0 00 0 00 0 00 0 00 0 00	0 00 0 000 140.54 0.00 17.784.75 3.046.13 17.784.75 3.046.13 17.76 177.76 3.10.00 678.00 173.71 197.75 4.655.00 100.00 4.655.00 100.00 1.586.52 1.945.93 6.777.74 3.292.42 2.151.41 3.300.00 7.750.00 7.750.00 7.750.00 7.7125.00
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Credit Card Fee (3.5%) Credit Card Fee (3.5) Credit Card Fee (3.5) Credit Card Fee 3.5 Credit Card Fee 3.5 Delway Delway Fee Delway Fee <t< td=""><td>1308 1709 1770 1370 1491 1604 1604 1604 1602 1602 1602 1602 1602 1700 1602 1700 1602 1700 1602 1700 1602 1700 1720 1720 1720 1720 1720 1720 17</td><td>5 0000 2 0000 Credit Card Fee 6 0000 1,10800 6 0000 6 0000 6 0000 6 0000 7 00000 7 00000 7 00000 7 00000 7 00000 7 00000 7 000000 7 00000 7 00000 7 00000 7 000000 7 000000 7 000000 7 000000 7 0000000 7 0000000 7 00000000</td><td>0 00 0 00 140.54 0 00 15.2750 2.7950 0 2.79500 15.2750 0 0.00 15.207 0 0.00 0 0.00 0 0.00 0 0.00 15.00 0 0.00 0 0.00</td><td>0 00 0.00 140.54 0.00 177.764.75 3.046.13 177.764.75 3.046.13 175.10 175.10 175.20 177.71 197.75 4.650.00 100.00 1.586.52 194.33 3.292.42 2.151.41 3.200.00 7.750.00 2.800.00 2.452.55 4.90.52 4.90.52 4.90.52 3.400.00 3.455.55 4.90.52 3.400.00 3.455.55 4.90.55 3.400.00 3.455.55 4.90.55 3.400.00 3.455.55 4.90.55 3.455.55 4.90.55 3.455.55 4.90.55 3.455.55 4.90.55 4.95.55 4.90.55 4.95.55 4.</td></t<>	1308 1709 1770 1370 1491 1604 1604 1604 1602 1602 1602 1602 1602 1700 1602 1700 1602 1700 1602 1700 1602 1700 1720 1720 1720 1720 1720 1720 17	5 0000 2 0000 Credit Card Fee 6 0000 1,10800 6 0000 6 0000 6 0000 6 0000 7 00000 7 00000 7 00000 7 00000 7 00000 7 00000 7 000000 7 00000 7 00000 7 00000 7 000000 7 000000 7 000000 7 000000 7 0000000 7 0000000 7 00000000	0 00 0 00 140.54 0 00 15.2750 2.7950 0 2.79500 15.2750 0 0.00 15.207 0 0.00 0 0.00 0 0.00 0 0.00 15.00 0 0.00 0 0.00	0 00 0.00 140.54 0.00 177.764.75 3.046.13 177.764.75 3.046.13 175.10 175.10 175.20 177.71 197.75 4.650.00 100.00 1.586.52 194.33 3.292.42 2.151.41 3.200.00 7.750.00 2.800.00 2.452.55 4.90.52 4.90.52 4.90.52 3.400.00 3.455.55 4.90.52 3.400.00 3.455.55 4.90.55 3.400.00 3.455.55 4.90.55 3.400.00 3.455.55 4.90.55 3.455.55 4.90.55 3.455.55 4.90.55 3.455.55 4.90.55 4.95.55 4.90.55 4.95.55 4.
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Light Grey w/Black Trim (Regular)	1512	251.0000	373.99	405.78
Light Grey w/Grey Trim (Youth)	1324	848.0000	2,469.00	2,715.96
Light Grey/Light Grey Trim (Regular)	1652	899.0000	2,018.84	2,149.77
Loaded Hummus	1581	3.0000	135.00	152.55
Logo	1034	8,700.0000	10,530.00	10,918.10
Logo	1211	700.0000	1,025.00	1,126.45
logo	1175	2,050.0000	2,725.00	2,983.88
Logo	1641	30,000.0000	33,000.00	36,217.50
Logo Design	1419	4,200.0000	5,862.50	6,385.87
Logo Design	1489	265.0000	707.50	771.18
Logos	1178	3,000.0000	3,500.00	3,806.25
Logos	1050	89,210.0000	102,064.00	102,162.80
Logos	1223	231,700.0000	209,580.00	210,254.81
Maroon w/Maroon Trim (Regular)	1325	2,900.0000	5,138.00	5,565.95
Mountain Home Blue w/Blue Trim (Regular)	1388	950.0000	2,928.50	3,168.46
Mountain Home Blue w/Blue Trim (Youth)	1326	200.0000	468.00	517.14
Multi Color Logo	1557	1,000.0000	1,450.00	1,580.50
Multi-Color Logo	1730	1,350.0000	2,310.00	2,537.52
Multi-Color Logo (Vinyl Application)	1548	10.0000	41.70	45.45
Multi-Colored Logo Design	1520	2,400.0000	3,470.00	3,557.50
Multicolor Logo Design	1530	40.0000	132.00	144.54
Navy Masks	1117	600.0000	1,740.00	1,740.00
Navy w/Navy Trim (Regular)	1327	7,539.0000	18,169.00	19,866.49
New Cloth Mask - White	1390	250.0000	462.50	462.50
Non-Medical Disposable Masks (Regular)	1541	80.0000	526.00	591.66
Non-Medical Disposable Masks (Youth)	1656	20.0000	120.00	137.10
One color logo	1232	250.0000	575.00	649.75
One Color Logo	1110	1,000.0000	1,050.00	1,050.00
One Color Logo	1113	2,500.0000	2,500.00	2,500.00
One Color Logo	1455	350.0000	437.50	476.88
One-Color Logo	1343	8,150.0000	8,869.50	9,727.43
One-Color Logo	1179	29,000.0000	32,225.00	35,595.63
One-Color Logo	1100	12,200.0000	13,470.00	14,311.50
One-Color Logo (Youth)	1250	1,000.0000	1,100.00	1,212.76
Orange w/Orange Trim (Regular)	1328	633.0000	1,774.00	1,875.49
Orange w/Orange Trim (Youth)	1329	200.0000	468.00	517.14
Original Light Grey w/Grey Trim (Regular)	1323	1,830.0000	4,947.75	5,235.49
Packaged Masks- Black	1391	370.0000	738.50	790.54
Packaged Masks- Green	1395	1,000.0000	1,900.00	2,071.00
Packaged Masks- Purple	1393	2,000.0000	4,680.00	5,136.30
Packaged Masks- Red	1397	50.0000	92.50	101.29
Packaged Masks- White	1396	1,325.0000	2,622.50	2,864.99
Paying by check	1697	2.0000	0.00	0.00
Payment by Check No Credit Card Fee	1492	34.0000	0.00	0.00
Pecan Pie Bars (2 dozen)	1586	24.0000	36.00	40.68
Purple w/Purple Trim (Regular)	1330	1,373.0000	3,766.10	3,932.93
Razorback Mask (Red Mask w/Big White Hog)	1346	100.0000	350.00	381.50
Razorback Mask (Red Mask w/Small White Hog)	1340	4.0000	32.00	35.04
Razorback Masks	1239	100.0000	725.00	819.25
Red Cloth Face Masks	1127	6,800.0000	19,380.00	19,380.00
Red Clour Face masks Red Ear Loop (Large)	1667	1,994.0000	5,483.50	6,196.36
Red Head Loop (Large)	1669	3,375.0000	9,281.25	10,487.81
Red Head Loop (Small)	1666	2,336.0000	6,424.00	7,259.12
Red Head Loop (Smail) Regular Adjustable Masks	1662	16,380.0000	41,105.00	45,009.98
Regular Adjustable Masks Regular Adjustable Masks (Assorted Colors)	1688	2,880.0000	6,480.00	7,095.60
Regular Adjustable Masks (Assorted Colors) Regular Cloth Mask	1289	2,880.0000	28,500.00	31,065.00
Regular Cloth Mask Regular Mask	1301	14,000.0000	28,500.00	18,527.40
Regular Mask Royal Blue w/Black (Regular)	1511	14,000,0000	3,288.67	3,640.91
Royal Blue w/Blue (Regular) Royal Blue w/Blue (Regular)	1331	733.0000	2,311.50	2,572.62
Royal Blue w/Blue (Regular) Royal Blue w/Blue Trim (Youth)	1331 1332	733.0000 200.0000	2,311.50 468.00	2,572.62
Royal Blue w/Blue Trim (Youth) Sales Tax	1332	200.0000 46.0000	468.00 76,819.50	517.14 76,819.50
Sales Tax (10.5)	1133	2.0000	809.10	809.10
Sales Tax (Estimate)	1057	4.0000	4,695.49	4,695.49
Sales Tax (Jonesboro 7 percent)	1129	1.0000	2,924.25	2,924.25
Sales Tax (LR)	1060	3.0000	2,063.25	2,063.25
	1220	2.0000	0.00	0.00
Sales Tax - Exempt				
Sales Tax - Exempt	1365	4.0000	0.00	0.00
Sales Tax - Kampt Sales Tax - Tax Exempt	1515	1.0000	0.00	0.00
Sales Tax - Exempt				

Sales Tax- Applicable Sales Tax	1114		1.0000	0.00	0.00
Scarlet Red w/Red Trim (Youth)	1333		2,800.0000	7,618.00	8,596.64
Scarlet Red/Red Trim (Regular)	825		1,240.0000	2,815.25	3,019.31
Scale Resided Him (Regular) Shippig and Handling	1192		2.0000	100.00	105.20
Shipping	1507		25.0000	860.00	921.76
Shipping	1542		5.0000	190.00	209.56
Shipping	1551		21.0000	943.00	1,030.67
Shipping	1303		1.0000	10.00	11.05
Shipping	1139		1.0000	100.00	100.00
Shipping	1008		3,843.0000	19,370.27	20,432.09
Shipping	1633		71.0000	1,182.00	1,307.14
Shipping	1648		1.0000	30.00	34.05
shipping	1173		3.0000	250.00	273.76
	1342		34.0000	1,398.38	1,485.81
Shipping					
Shipping	1651		1,609.0000	2,735.00	2,996.71
Shipping	1181		2,725.0000	9,099.41	9,966.56
Shipping (250-500)	1483		3.0000	105.00	108.33
Shipping (Estimate)	1105		3.0000	600.00	600.00
Shipping - In Town	1701		1.0000	15.00	16.95
Shipping - Pick up in person	1550		4.0000	0.00	0.00
Shipping - Picking up in Person	1593		1.0000	0.00	0.00
Shipping - Picking up in person	1404		16.0000	0.00	0.00
Shipping - Picking up in person	1505		17.0000	45.00	48.15
Shipping - Picking up in Person	1711		2.0000	0.00	0.00
Shipping - TBD	1568		2.0000	0.00	0.00
Shipping and Handling	1201		10.0000	570.00	631.30
Shipping and Handling	1036		7.0000	665.00	691.00
Shipping and Handling - Declined	1309		1.0000	25.00	27.25
		Objection Disk Lin	4.0000	0.00	
Shipping Pick-Up	1493	Shipping Pick-Up			0.00
Shipping/Delivery	1097		14.0000	1,460.00	1,499.24
Shipping/Delivery	1177		3.0000	600.00	656.26
Shipping/Delivery	1214		4.0000	165.00	184.02
Shipping/Handling	1158		3.0000	110.00	121.95
Shipping/Handling	1341		346.0000	2,261.50	2,409.54
Shipping/Handling	1184		282.0000	2,632.50	2,908.83
Shipping/Handling - Picking up in person	1382		2.0000	0.00	0.00
				4,680.00	5,148.00
Shipping/Handling - Declined	1193		2,002.0000		
Shippipng	1658		1.0000	35.00	39.99
Shippping	1558		1.0000	20.00	21.80
Shippping	1565		2.0000	50.00	55.00
Single color logo <4,999	1054		2,000.0000	2,200.00	2,200.00
Single Color Logos	1070		1,000.0000	1,100.00	1,100.00
Small/Youth Cloth Masks	1147		2,000.0000	4,680.00	5,124.60
Stuffed Mushrooms (3 flavors)	1582		83.0000	142.00	160.46
Tanner Ear Loop Army Green (small))	1618		60.0000	54.00	59.13
Tanner Ear Loop Black (large)	1608		1,157.0000	3,183.00	3,259.53
Tanner Ear Loop Black (small)	1607		750.0000	2,712.50	2,943.59
Tanner Ear Loop Heather Gray (large)	1610		1,000.0000	2,750.00	2,997.50
Tanner Ear Loop Red (small)	1616		1,015.0000	913.50	1,000.28
Tanner Gaiter Black (med-large)	1620		50.0000	187.50	205.31
Tanner Head Loop Black (large)	1589		3,200.0000	5,600.00	6,084.51
Tanner Head Loop Heather Gray (small))	1590		1,750.0000	3,500.00	3,806.25
	1637		2,000.0000	2,980.00	3,263.10
Tanner Head Loop Small (Black, Red, Heather Gray)					
Tarlets	1583		51.0000	117.60	132.89
Tie Dye	1522		30.0000	30.00	32.70
Trios Crudites	1579		82.0000	224.00	253.12
Twilight Green w/Green Trim (Regular)	1334		691.0000	2,456.10	2,681.14
Twilight Green w/Green Trim (Youth)	1335		200.0000	468.00	517.14
Two Color Logo	1033		5,379.0000	6,773.75	7,105.63
Two Color Logo	1268		1,500.0000	1,875.00	2,062.50
Two Color Logo (Wolverine and Tiger)	1200		1,400.0000	1,680.00	1,680.00
			33,650.0000	41,985.00	
Two-Color Logo	1093				43,768.27
Two-Color Logo	1180		36,900.0000	44,150.00	47,862.82
Two-Color Logos	1135		2,000.0000	2,200.00	2,200.00
Two-Toned Logo	1122		100.0000	145.00	145.00
UA201C-Red (Regular)	1336		4,034.0000	10,081.00	10,678.03
	1337		1,200.0000	3,218.00	3,624.64
UA201C-Red (Youth)			60.0000	599.40	665.33
Vinyl Gloves (Large) 100/box	1539				
Vinyl Gloves (Medium) 100/box	1538		30.0000	299.70	332.67
Vinyl Gloves (Large) 100/box					

Washable CDC Cloth Mask	1132	1,000.0000	2,340.00	2,340.00
Washable Cloth Masks	1086	50,000.0000	142,500.00	142,500.00
Yellow w/Black Trim (Regular)	1338	475.0000	552.00	616.66
Yellow w/Yellow Trim (Youth)	1368	1,400.0000	1,548.00	1,710.54
Youth Adjustable Masks	1661	29,898.0000	61,972.00	67,859.35
Youth Masks - Color To Be Determined	1716	25.0000	75.00	82.13
"I Got the Vaccine"	1556	0.0000	0.00	0.00
"I Wear This For You"	1546	0.0000	0.00	0.00
1-Color Logo (1,000-4,999)	1475	0.0000	0.00	0.00
1-Color Logo (250-499)	1473	0.0000	0.00	0.00
1-Color Logo (5,000-9,999)	1476	0.0000	0.00	0.00
	1470			
1-Color Logo (500-999)		0.0000	0.00	0.00
2-Color Logo (1,000-4,999)	1480	0.0000	0.00	0.00
2-Color Logo (100-249)	1477	0.0000	0.00	0.00
2-Color Logo (250-499)	1478	0.0000	0.00	0.00
2-Color Logo (5,000-9,999)	1481	0.0000	0.00	0.00
2-Color Logo (500-999)	1479	0.0000	0.00	0.00
A-State (Black w/Black Trim)	1465	0.0000	0.00	0.00
	1463		0.00	
A-State (Red w/Black Trim)		0.0000		0.00
A-State Youth (Black w/Red Trim)	1464	0.0000	0.00	0.00
Adjustable Athletic Black (Small)	1720	0.0000	0.00	0.00
Adjustable Athletic Red (Large)	1718	0.0000	0.00	0.00
Athletic Adjustable Masks	1733	0.0000	0.00	0.00
Credit Card - Paying by Check	1567	0.0000	0.00	0.00
Credit Card - Paying by check	1572	0.0000	0.00	0.00
Credit Card Fee (3.5%)	1735	0.0000	0.00	0.00
Credit Card Fee (3.5%) Waived - Paying by check	1241	0.0000	0.00	0.00
Credit Card Fee (3.5%) - Waived	1265	0.0000	0.00	0.00
Credit Card Fee - Waived	1242	0.0000	0.00	0.00
Credit Card Fee - Waived	1360	0.0000	0.00	0.00
Credit Card(3.5%) - waived	1251	0.0000	0.00	0.00
Credit Card/Processing Fee (3.5%)	1197	0.0000	0.00	0.00
Credit Card/Processing Fee 3.5%	1196	0.0000	0.00	0.00
Defective Black (Regular)	1453	0.0000	0.00	0.00
	1594	0.0000	0.00	0.00
Delivery, set up and pick up included				
Disposable Adult Masks	1739	0.0000	0.00	0.00
Disposable Kid Masks	1740	0.0000	0.00	0.00
EcoBreathe Masks	1554	0.0000	0.00	0.00
Heather Grey Ear Loop Adult	1728	0.0000	0.00	0.00
N95 Masks (30/box)	1736	0.0000	0.00	0.00
On Consignment	1386	0.0000	0.00	0.00
One Size Fits Most	1689	0.0000	0.00	0.00
Pay by check	1531	0.0000	0.00	0.00
Paying by Check	1731	0.0000	0.00	0.00
Payment by check	1708	0.0000	0.00	0.00
Pick Up	1276	0.0000	0.00	0.00
Pick up in person	1741	0.0000	0.00	0.00
Picking up in person	1732	0.0000	0.00	0.00
Picking up in Person	1639	0.0000	0.00	0.00
Purple (Youth)	1663	0.0000	0.00	0.00
Razorback Mask (Black w/ small Red Hog)	1351	0.0000	0.00	0.00
Razorback Mask (black w small red rog) Razorback Mask (Charcoal Grey w/ Big Red Hog)	1726	0.0000	0.00	0.00
	1373		0.00	
Razorback Mask (Charcoal Grey w/small Red Hog)		0.0000		0.00
Razorback Mask (Charcoal w/ white Hog)	1535	0.0000	0.00	0.00
Razorback Mask (Light Grey w/ red hog)	1536	0.0000	0.00	0.00
Razorback Mask (Light Grey/Black trim running red Hog	1533	0.0000	0.00	0.00
Razorback Mask (Red Mask w/Small White Hog) (Youth)	1452	0.0000	0.00	0.00
Razorback Mask (Red/Black Trim w/ big white Hog	1534	0.0000	0.00	0.00
Razorback Mask (White Hog on Red Mask w/Black Trim)	1385	0.0000	0.00	0.00
Razorback Mask (White Hog of Neu Mask white Hog)	1466	0.0000	0.00	0.00
Razorback Mask XL (Heather Grey w/ running red Hog)	1467	0.0000	0.00	0.00
Razorback Masks XL (Black w/ running red hog)	1727	0.0000	0.00	0.00
Red Gaiter (M/L)	1693	0.0000	0.00	0.00
Red Gaiter (Small)	1695	0.0000	0.00	0.00
Red Gaiter (XL)	1694	0.0000	0.00	0.00
Sales Tax - Exempt	1517	0.0000	0.00	0.00
Sales Tax - Exempt (Foundation Paying)	1372	0.0000	0.00	0.00
	1247	0.0000	0.00	0.00
Salas Tay - waiyori				
Sales Tax - waived				
Sales Tax - waived Sales Tax Applicable Local Rate Sales Tax Life Rock 9 percent	1107 1124	0.0000	0.00	0.00

Item Name	Item Code Description	Quantity in Estimates	Total Price in Estimates without Tax	Total Price in Estimates with 1
Totals		2,285,754.0000	4,777,594.04	4,992,560
Youth Cloth Masks	1734	0.0000	0.00	0.
Volleyball Masks	1471	0.0000	0.00	0.
Unv. Red w/Red Trim (Regular)	1358	0.0000	0.00	0.
University Red w/Black (Regular)	1470	0.0000	0.00	0.
Tax of 9.5 percent on the Total Order	1454	0.0000	0.00	0.
Tanner Head Loop Red (small)	1601	0.0000	0.00	0.
Tanner Head Loop Red (large)	1602	0.0000	0.00	0.
Tanner Head Loop Heather Gray (large)	1596	0.0000	0.00	0.
Tanner Head Loop Carbon Gray (angle)	1597	0.0000	0.00	0.
Tanner Head Loop Carbon Gray (large)	1598	0.0000	0.00	0.
Tanner Head Loop Burgandy (kalge)	1603	0.0000	0.00	0.
Tanner Head Loop Burgandy (large)	1604	0.0000	0.00	0.
Tanner Head Loop Blue (small)	1599	0.0000	0.00	0.
Tanner Head Loop Blue (Iarge)	1600	0.0000	0.00	0.
Tanner Head Loop Black (small)	1588	0.0000	0.00	0.
Tanner Head Loop Army Green (small)	1605	0.0000	0.00	0.
Tanner Head Loop Army Green (large)	1606	0.0000	0.00	0.
Tanner Gaiter Red (X Large)	1630	0.0000	0.00	0.
Tanner Gaiter Red (medialige)	1628	0.0000	0.00	0.
Tanner Gaiter Red (med-large)	1629	0.0000	0.00	0.
Tanner Gaiter Heather Gray (Smain) Tanner Gaiter Heather Gray (X Large)	1622	0.0000	0.00	0
Tanner Gaiter Heather Gray (med-large)	1622	0.0000	0.00	0
Tanner Gaiter Blue (X Large) Tanner Gaiter Heather Gray (med-large)	1627	0.0000	0.00	0
Tanner Gaiter Blue (X Large)	1625	0.0000	0.00	0
Tanner Gaiter Blue (med-large) Tanner Gaiter Blue (small)	1625	0.0000	0.00	0
Tanner Gaiter Blue (med-large)	1626	0.0000	0.00	0
Tanner Gaiter Black (small) Tanner Gaiter Black (XL)	1619 1725	0.0000 0.0000	0.00	0
Tanner Ear Loop Red (large)	1617	0.0000	0.00	0
Tanner Ear Loop Light Gray (large)	1613	0.0000	0.00	0.
Tanner Ear Loop Infinito (large)	1690	0.0000	0.00	0.
Tanner Ear Loop Heather Gray (small)	1609	0.0000	0.00	0.
Tanner Ear Loop Escape (large)	1691	0.0000	0.00	0.
Tanner Ear Loop Carbon Gray (small)	1611	0.0000	0.00	0
Tanner Ear Loop Carbon Gray (large)	1612	0.0000	0.00	(
Tanner Ear Loop Blue (small)	1614	0.0000	0.00	(
Tanner Ear Loop Blue (large)	1615	0.0000	0.00	0
Surgical Caps	1521	0.0000	0.00	0.
Shipping/Handling - waived	1312	0.0000	0.00	0.
Shipping/Handling - Pick up in person	1384	0.0000	0.00	0.
Shipping/Handling - Declined, Lakeland will deliver	1243	0.0000	0.00	0
Shipping/Handling - Declined	1361	0.0000	0.00	(
Shipping/Handling (Assume you would pick up in	1237	0.0000	0.00	

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1703

1490 1217

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Shipping (1,000-1,500)

Shipping (1,500-2,000)

Shipping (2,000-2,500) Shipping (50-250 Masks)

Shipping - Pick up in person

Shipping - Picking up in person

Shipping - Picking up in person

Shipping/Handling (Assume you would pick up in

Shipping (500-1,000)

Shipping - Declined

Shipping Declined -