I. Proposal Summary

The Desert View High School, Pride of the Jaguars Marching Band, is seeking funding to purchase new marching band uniforms. The current uniforms the students use were purchased in 2003, have been altered in numerous ways to fit different body types, and are not conducive to the form fitting, newer style of marching uniforms that help with aesthetically pleasing visual effectiveness on the field.

II. Organization Background and History

The Pride of the Jaguar Marching Band is a thriving program with a current enrollment of 92 students. Our students really benefit from involvement in the band program at Desert View High School. Over the past several years the marching band has been successful in numerous competitions receiving terrific honors and recognitions such as:

- Top 10 Band in Arizona
- Excellent Ratings at Flowing Wells Show of Shows
- Excellent Ratings at Canyon Del Oro Marching Festival
- Excellent Ratings at Ironwood Ridge Marching Festival
- Excellent Ratings at University of Arizona Band Day
- Visual, Percussion, Auxiliary, and Music Captions at all competitions

The marching band is also very involved with the community. They participate in several yearly events such as the Elvira Halloween Parade, performing for all district visitors to welcome them onto our campus, and playing for Los Niños Elementary School at their yearly assemblies before state testing weeks. They have also participated in the following community events this school year:

- Costco Night
- Mexican Independence Day Celebration at Tucson Meet Yourself
- Pasqua Yaqui Veteran’s Day Parade
- Desert Jaguar Lane Unveiling Celebration
- Desert View College Kick Off Event

III. Project Description

The Pride of the Jaguars Marching Band is in need of new uniforms for numerous reasons. The current uniforms were purchased back in 2003. There were 100 uniforms purchased at an approximate rate of $310.73 per uniform (see attached purchase order). The uniforms were designed and manufactured by Stanbury. These uniforms, at the time and to date, were of the cheapest available fabric, making the durability of the uniform short lived. With our current enrollment being 92, and with all the different alterations done to the uniforms, this season we have 8 students who do not have a uniform. We have instead come up with a different uniform for the 7 front ensemble students to wear instead of the traditional marching band uniform. However, we still have 1 student who we do not have a jacket for, so he has not been able to participate in the marching band festivals.

The next reasoning for needing new uniforms is for competitive reasons. Last year at all of our marching band festivals, we received lower scores in the visual performance and general effect categories because of our “ill-fitting” uniforms. Several of the judges had comments about how our uniforms were not fitted well, the color
combinations with the light gray, maroon, and sparkling silver made it easier to spot mistakes in the marching technique, and one judge even spent two minutes of our comment tape suggesting new uniforms because from a judge standpoint, he was more focused on the uniform than the quality of our performance.

The quotes that are attached are for 3 different companies, all with purchasing 200 uniforms. While the Pride of the Jaguars Marching Band has a current enrollment of 92 students, projected numbers from elementary schools and middle schools will increase the enrollment at Desert View. Here are current enrollment numbers for our feeder schools:

- **Elvira Elementary** – 88 students enrolled in band
- **Santa Clara Elementary** – 37 students enrolled in band
- **Gallego Intermediate** – 135 students enrolled in 5th – 7th grade band
- **Challenger Middle School** – 49 (8th grade) and 45 (7th grade) students enrolled in band
- **Lauffer Middle School** – 72 (8th grade), 44 (7th grade), and 35 (6th grade) students enrolled in band

The quotes attached are from the Stanbury, DeMoulin, and Fruhauf companies. I would strongly encourage us to purchase our uniforms from Fruhauf Uniforms for several reasons. They have over 1000 different options for uniforms, a top of the custom designing team, and their professionalism is outmatched. They work with directors personally to ensure the design is exactly what we want. The process of designing and ordering uniforms can be very strenuous; however, Fruhauf Uniforms makes it effortlessly done through great communication, customer service, timeliness in production, and quality of designs.

IV. Conclusion

I strongly believe it is time to purchase new uniforms for the Pride of the Jaguars Marching Band. Current student enrollment is readily increasing and projected enrollment from feeder schools suggests the band will only continue to grow in the next several years. The students are dedicated, proud members of the marching band, Desert View High School, and the Sunnyside Unified School District.

Respectfully,

--

Khalila M. Govan
Director of Bands
Desert View High School
**Quote**

Sales Order Number: 15-S44371  
Quote Number:  
By: Mr. Jimmy Olivas  
Cust. Phone: (520) 545-5293  
Cust. FAX: (520) 545-5116

---

**Original Family Owned and Operated**  
**Manufacturers of Band Uniforms for Over 100 Years**

**Sold To:**  
Cust. Lookup: 15B-15405

Ms. Khalila Govan  
Desert View HS  
4101 E. Valencia Rd.  
Tucson, AZ 85706

**Ship To:**  
Ms. Khalila Govan  
Desert View HS  
4101 E. Valencia Rd.  
Tucson, AZ 85706

---

**This Quote is good for 60 days from the date above**

<table>
<thead>
<tr>
<th>QTY</th>
<th>ITEM</th>
<th>Size</th>
<th>Color</th>
<th>DESCRIPTION</th>
<th>ETA</th>
<th>PRICE</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>200</td>
<td>15B/15405REGCT/</td>
<td></td>
<td></td>
<td>REG BAND COAT 15B/15405</td>
<td></td>
<td>$228.44</td>
<td>$45,688.00</td>
</tr>
<tr>
<td>200</td>
<td>15B/15405REGBIB</td>
<td></td>
<td></td>
<td>REG BAND BIBBERS 15B/15405</td>
<td></td>
<td>$93.24</td>
<td>$18,648.00</td>
</tr>
<tr>
<td>200</td>
<td>15B/15405REGBPL</td>
<td></td>
<td></td>
<td>REG BAND BREASTPLATE</td>
<td></td>
<td>$118.42</td>
<td>$23,684.00</td>
</tr>
<tr>
<td>200</td>
<td>15B/15405REGCAP</td>
<td></td>
<td></td>
<td>REG BAND CAPE 15B/15405</td>
<td></td>
<td>$42.36</td>
<td>$8,472.00</td>
</tr>
<tr>
<td>200</td>
<td>15B/15405REGPRG</td>
<td></td>
<td></td>
<td>REG BAND PAIR GAUNTLETS</td>
<td></td>
<td>$37.10</td>
<td>$7,420.00</td>
</tr>
<tr>
<td>200</td>
<td>15B/15405REGSH</td>
<td>S</td>
<td></td>
<td>REG BAND SHako 15B/15405</td>
<td></td>
<td>$59.84</td>
<td>$11,968.00</td>
</tr>
<tr>
<td>200</td>
<td>PL/14/FR/FT/BLK/</td>
<td></td>
<td>Accessor A</td>
<td>14 FRCH FTN BLK W/SIL FL</td>
<td></td>
<td>$26.70</td>
<td>$5,340.00</td>
</tr>
<tr>
<td>200</td>
<td>BOX/TUFTOTE</td>
<td>Accessor A</td>
<td>TUF-TOTE</td>
<td></td>
<td></td>
<td>$10.75</td>
<td>$2,150.00</td>
</tr>
<tr>
<td>200</td>
<td>15B/15405GBAG/</td>
<td></td>
<td>Accessor A</td>
<td>GARMENT BAG 15B/15405</td>
<td></td>
<td>$30.70</td>
<td>$6,140.00</td>
</tr>
<tr>
<td>200</td>
<td>HNGR/BAR/17IN</td>
<td></td>
<td>Accessor A</td>
<td>17 IN HANGER W/TRS BAR</td>
<td></td>
<td>$1.55</td>
<td>$310.00</td>
</tr>
<tr>
<td>2</td>
<td>PLUMETOTE</td>
<td>Accessor A</td>
<td>16&quot; PLUMETOTE</td>
<td></td>
<td></td>
<td>$240.50</td>
<td>$481.00</td>
</tr>
</tbody>
</table>

---

**Delivery is**  
**. Days after receipt of Purchase Order or Deposit, Measurements, Sample, On a new set of uniforms a Sample Approval is also Required. A 4% Surcharge will be added to all credit card orders. If taxes are applicable, add to total.**

*Thank you for your order! We appreciate your business, and hope you will tell others about our company. Customer Service*

---

**Thank You!**

---

**Subtotal:** $130,301.00  
**Sales Tax:** $0.00  
**Total:** $130,301.00  
**PrePayments Received**  
**Balance Due:** $130,301.00
DESERT VIEW HS
TUCSON, AZ
Design #1F
Hi Ms Govan,

Attached are two designs we spoke of last week.

These two uniforms based on a washable lightweight construction and 250 uniforms will range between $325 and $350.

When you are ready we will produce a sample uniform at no cost to you to demonstrate your design and our construction methods.

Samples will require about 4 weeks to produce. I would love to spend some time with you in your office demonstrating the fabrics and construction levels available to you.

Let me know when you’re ready to start!

Thanks!
Richard

Richard Kirk, Sales Representative
Toll Free: 888/542-2263 or Cell & Text: 818/726-3726
(note: both numbers ring to the same phone)
Fax: 618/664-1647
Email: rkir@demoulin.com

Designers - http://www.demoulin.com/designers

2009 Recipient CMEA MUSIC INDUSTRY LEADERSHIP AWARD
2011 Recipient CBDA DON SCHMEER FRIEND OF MUSIC EDUCATION AWARD

Disclaimer

The information contained in this communication from the sender is confidential. It is intended solely for use by the recipient and others authorized to receive it. If you are not the recipient, you are hereby notified that any disclosure, copying, distribution or taking action in relation of the contents of this information is strictly prohibited and may be unlawful.

This email has been scanned for viruses and malware, and may have been automatically archived by Mimecast Ltd, an innovator in Software as a Service (SaaS) for business. Providing a safer and more useful place for your human generated data. Specializing in; Security, archiving and compliance. To find out more Click Here.
Kahlila Govan, BD
Desert View HS
Tucson, Arizona 85706

Good Afternoon and thank you for inviting me to your HS to work on a proposed new marching uniforms for your band. I sincerely appreciate your call and the continuation of loyalty to Stanbury Uniforms and myself. We have provided uniforms since your school was built and we thank you for your loyalty. During my visit we discussed several uniforms, designs and materials and I am happy to report, you were able to provide me your choice of all the on line and catalogue uniforms. I found your choice to be very much to my liking and one which your students will wear with pride. GREAT JOB! Having that information as I indicated, I have returned to my office and as advised, have ordered at no cost to you, your choice of uniform. The sample will be put into construction and most probably ship later January due to holiday closures for Christmas and New Years. You have done a great job and will be quite proud of your choice. This is at no charge to you or your school district. The following quote I agreed to get done for you on your choice is a MOHAVE ED SERVICES QUOTE, CONTRACT 15A – STAN – 0424 AND IS CURRENT. UNDER MOHAVE, FREIGHT IS INCLUDED.
Quote follows:
Shako – vinyl w/standard ornament - $43.10
Plume – 12” miscel style, no mylar - $23.50
Coat – fusion XD blue catalogue 74A structured washable w/snap up sleeve - $186.90
Jumpsuit – utility XD snap up trouser no stripe - $86.00
Gaulnets – page 49D blue catalogue - $30.43
Embroidery – per location - $6.00
Garment bag – 200 denier nylon w/one color imprint - $14.00
Shako Box – shako mate - $11.75
Gloves – long wrist cotton - $2.10
Hanger – black plastic w/wooden pant bar - $2.25
The total of this uniform as designed w/one embroidery location is $406.03 to include freight. Times 200 uniforms, the total is $81,206.00 if my calculator is correct. Delivery at this time is 165 days ARO to include the Po to Stanbury Uniforms, PO Box 100, Brookfield, Mo 64628 and sent to Mohave for due diligence. If this uniform is to come from next fiscal year budget, there is a process we can review that would make ordering early to insure timely delivery for marching season. Please ask.
At this time, for delivery this year, an order should be placed NLT January 2016. You requested information on Drum Majors. $500.00 “nose to toes” carte blanch under Mohave. Design to be determined.
I am available to measure at short notice, don’t hesitate to call 800 776 2263 or my cell at 480 201 3777. You were awesome to work with and your choice is going to be great. I appreciate very much this opportunity. Merry Christmas and happy New Year to you and yours. GREAT JOB!

Sincerely,

Jim Maynard RSM  16 December 2015

Stanbury is currently making a sample uniform based on the design we put together in December. The sample uniform will be delivered to Desert View at the end of January to be presented to the band director.