

Land's End Apparel Order Guide

COMPANY	MINIMUMS	APPLICATION FEE	LEAD TIME	VOLUME DISCOUNTS		SHIPPING & HANDLING		
				ORDER AMOUNT	% DISCOUNT	WEIGHT	REGULAR GROUND	EXPRESS 2-DAY AIR
<b>Land's End</b>	6 items per product fabric category <b>or</b> application fees <b>double</b>	\$5.50	7 - 10 Business Days					
<b>100% cotton-Banded Short Sleeve-Classic Fit-White</b>								
<b>Product Category "K"</b>								
Men's Reg. S-XXL	02937-3NK0	\$19.50		\$1,000-\$2,499	5.0%	1-5 lbs.	\$5.95	\$8.95
Men's Tall M-XXL	02937-4NK5	\$24.50		\$2,500-\$4,999	7.0%	5.1-10.0 lbs.	\$7.95	\$13.95
Men's Big 2XL-5XL	02937-6NK4	\$24.50		\$5,000-\$9,999	10.0%	10.1-15 lbs.	\$9.95	\$17.95
Men's B/T 2XL, 3XL	02937-7NK9	\$24.50		\$10,000-\$19,999	12.0%	15 lbs. +	<b>Call for quote</b>	
Men's Reg. XS-XL	02937-8NK3	\$19.50		\$20,000 & up	<b>Call for quote</b>			
Women's 1X-5X	02937-0NK0	\$24.50		<b>EXAMPLES:</b>				
				1.) 6 or more white polos = \$19.50 + \$5.50 = \$25.00 each + shipping				
				2.) Less than 6 white polos = \$19.50 + \$11.00 = \$30.50 each + shipping				
<b>Women's 100% cotton-Banded Short Sleeve-Natural Fit-White</b>								
<b>Product Category "K"</b>								
Reg. XS-XL	02938-5NK3	\$19.50						
1X-5X	02939-0NK4	\$24.50						
<b>60% cotton/40% polyester Short Sleeve Buttondown Sport Oxford-Blue</b>								
<b>Product Category "W"</b>								
Men's Reg. S-XXL	07127-6NK1	\$18.00						
Men's Big 2XL-5XL	07505-3NK2	\$23.00						
Women's Reg. XS-XL	09585-0NK2	\$18.00		<b>Land's End will ask for our logo number on each order.</b>				
Women's 1X-3X	09585-1NK7	\$23.00						
<b>Men's 60% cotton/40% polyester Short Sleeve Buttondown Original Oxford-Blue</b>								
<b>Product Category "W"</b>								
Reg. 14H-18H	00045-9NK5	\$18.00						
Tall 16-18H	02768-3NK9	\$23.00						
<b>DEFINITIONS:</b>								
His Classic Fit = traditional polo fit, roomy across the chest & shoulders, straighter shape through the body, some styles have tennis tails and all have side vents								
Her Classic Fit = slightly longer sleeves, straighter through the body, mid-hip length, some styles have tennis tails and all have side vents								
Her Natural Fit = shorter sleeves, shaped at the sides, straight hem with side vents falls to high hip and the fit is a tad trimmer, not clingy								

**Instructions:**

1. Call (804-883-1064) or e-mail (gsmithstrategicd@earthlink.net) George Smith for the VSI Customer # and VSI Logo #.
2. Go to [www.landsend.com](http://www.landsend.com) and click on "Business Outfitters" or go directly to <http://ocs.landsend.com/corpsales> or call 800-338-2000 (Mon.-Fri. 7am-7pm Central).
3. To place an order for the first time the individual must register and set-up an account.
4. Minimum orders per product category are 6 each (the polo shirts are one category and the oxford shirts are a second category).
5. A club or individual official may order less than the required minimum, but in doing so the application fee per item doubles.
6. Each club or individual is responsible for the cost of their order.
7. Use of the VSI logo is for the indicated items only.

Land's End Sizing Guide

<b>MEN'S</b>																			
<b>Top's</b>	<b>Small</b>		<b>Medium</b>		<b>Large</b>		<b>X-Large</b>		<b>XX-Large</b>		<b>2XL</b>		<b>3XL</b>		<b>4XL</b>		<b>5XL</b>		
Neck	14	14 1/2	15	15 1/2	16	16 1/2	17	17 1/2	18	18 1/2	18	18 1/2	19	19 1/2	20	20 1/2	21	21 1/2	
Chest	34	36	38	40	42	44	46	48	50	52	50	52	54	56	58	60	62	64	
Arm (Reg.)	32 1/2	33	33 1/2	34	34 1/2	35	35 1/2	36	36 1/2	36 1/2	35	35 1/2	36	36 1/2	37	37 1/2	38	38 1/2	
Arm (Tall)	34	34 1/2	35	35 1/2	36	36 1/2	37	37 1/2	38	38	36 1/2	37	37 1/2	38	38 1/2	39	39 1/2	40	

<b>WOMEN'S</b>																						
<b>Top's</b>	<b>XXS</b>		<b>XS</b>		<b>Small</b>		<b>Medium</b>		<b>Large</b>		<b>X-Large</b>		<b>1X</b>		<b>2X</b>		<b>3X</b>		<b>4X</b>		<b>5X</b>	
	00	0	2	4	6	8	10	12	14	16	18	20	16W	18W	20W	22W	24W	26W	28W	30W	32W	34W
Bust	30 1/2	31 1/2	32 1/2	33 1/2	34 1/2	35 1/2	36 1/2	38	39 1/2	41	43	45	42 1/2	44 1/2	46 1/2	48 1/2	50 1/2	52 1/2	54 1/2	56 1/2	58 1/2	60 1/2
Arm (Pet.)	27 3/8	27 3/4	28 1/8	28 1/2	28 7/8	29 1/4	29 5/8	30	30 3/8	30 3/4	31 1/8	-	-	-	-	-	-	-	-	-	-	-
Arm (Reg.)	28 5/8	29	29 3/8	29 3/4	30 1/8	30 1/2	30 7/8	31 1/4	31 5/8	32	32 3/8	32 3/4	31 3/4	32 1/8	32 1/2	32 7/8	33 1/8	33 3/8	33 5/8	33 7/8	34 1/8	34 3/8
Arm (Tall)	-	-	-	30 3/4	31 1/8	31 1/2	31 7/8	32 1/4	32 5/8	33	33 3/8	33 3/4	-	-	-	-	-	-	-	-	-	-