



STATE OF IOWA
MASTER AGREEMENT
 Contract Declaration and Execution

EFFECTIVE BEGIN DATE: 07-01-2016
 EXPIRATION DATE: 06-30-2017
 PAGE: 1 of 3

VENDOR:

Kalkomey Enterprises
 Boat Ed Kalkomey Inc

14086 Proton Rd
 Dallas, TX 75244-3601

VENDOR CONTACT:

Jason Alexander
 PHONE: 972-639-7356 EXT:
 EMAIL: jalexander@kalkomey.com

FOB FOB Dest, Freight Allowed

ISSUER:

Randy Bennett
 PHONE: 515-725-2925
 EMAIL: Randy.Bennett@iowa.gov

Contract For: Handbooks for Natural Resources Education Programs

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachment 1: General Terms and Conditions for goods contracts are posted at: http://das.gsa.iowa.gov/terms_goods.pdf

Attachments 2-4 are on file with the Department of Administrative Services, General Services Enterprise.

- Attachment 2: Contractor's Response to Competitive Bidding SS0514542174 (except for any contractor objection or amendment to the Competitive Bidding Document requirements that the State has not explicitly agreed to in writing)
- Attachment 3: Bidders' Cost (final pricing documentation) response to competitive bidding document SS0514542174.
- Attachment 4: Special Terms (exclusions/changes) (if any)

Publications: Copyrighted by Kalkomey Enterprises, Inc. the publisher, who is the sole source.

Pricing: Quantity pricing per attached quotes dated 06/26/2014

FOB

Returns: Credited or refunded if damaged upon arrival or shipped due to Vendor error.

Customer Service Contact: Kurt Kalkomey, Phone 214-351-0461, Fax 241-351-6429 or Email kurt@boat-ed.com



RENEWAL OPTIONS

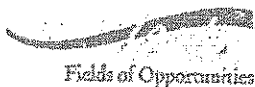
AUTHORIZED DEPARTMENT

542 Natural Resources, Dept Of

Please Add Bowhunting DVD/Thumb Drive in new MA

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (if other than an individual, state whether a corp., partnership, etc.) <i>Kalkomey Enterprises LLC</i>		AGENCY NAME <i>DAS Procurement</i>	
BY (Authorized Signature) 	Date Signed <i>5/9/2016</i>	BY (Authorized Signature) 	Date Signed <i>9 May 2016</i>
Printed Name and Title of Person Signing <i>Jason Alexander, CEO</i>		Printed Name and Title of Person Signing <i>Randy Bennett - Purchasing Agent</i>	
Address <i>14086 Proton Rd. Dallas, Tx 75244</i>		Address <i>Hoover Bldg., 3rd Floor, 1305 E. Walnut St., Des Moines, Iowa 50319-0105</i>	



Fields of Opportunities

STATE OF IOWA
MASTER AGREEMENT
Contract Declaration and Execution

MA 005 4767-14B

EFFECTIVE BEGIN DATE: 07-01-2016
EXPIRATION DATE: 06-30-2017
PAGE: 3 of 3

TERMS AND CONDITIONS

Terms & Conditions Goods

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Fields of Opportunities

VENDOR:

Kalkomey Enterprises
 Boat Ed Kalkomey Inc
 14086 Proton Rd
 Boat Ed Kalkomey Inc
 Dallas, TX 75244-3601

VENDOR CONTACT:

Kurt Kalkomey
 PHONE: 214-351-0461 EXT:
 EMAIL: kurt@boat-ed.com

ISSUER:

Randy Bennett
 PHONE: 515-725-2925
 EMAIL: Randy.Bennett@iowa.gov

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FOB

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RENEWAL OPTIONS

FROM 07-01-2016 TO 06-30-2017

AUTHORIZED DEPARTMENT

542 Natural Resources, Dept Of

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CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp., partnership, etc.) <i>Kalkomey Enterprises, Inc</i>		AGENCY NAME DAS Procurement	
BY (Authorized Signature) <i>Kurt Kalkomey</i>	Date Signed 5-12-2015	BY (Authorized Signature) <i>Randy Bennett</i>	Date Signed 12 May 2015
Printed Name and Title of Person Signing KURT KALKOMEY - CEO		Printed Name and Title of Person Signing Randy Bennett - Purchasing Agent	
Address 14086 Proton Rd Dallas, TX 75244		Address Hoover Bldg., 3rd Floor, 1305 E. Walnut St., Des Moines, Iowa 50319-0105	

STATE OF IOWA

EFFECTIVE BEGIN DATE: 07-01-2015

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PAGE: 2 of 3

MASTER AGREEMENT

Fields of Opportunities

Contract Declaration and Execution

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		7151034	\$0.000000
				\$0.000000

BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER)

DNR Educational Program Manuals

Quantity Pricing per attached quotes dated 06/26/2014

MA 005 4767-14A

STATE OF IOWA

EFFECTIVE BEGIN DATE: 07-01-2015

MASTER AGREEMENT

EXPIRATION DATE: 06-30-2016

Fields of Opportunities

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PAGE: 3 of 3

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 PAGE: 1 of 3

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Kalkomey Enterprises
 Boat Ed Kalkomey Inc
 14086 Proton Rd
 Dallas, TX 75244-3601
 US

VENDOR CONTACT:

Kurt Kalkomey
 PHONE: 214-351-0461 EXT:
 EMAIL: kurt@boat-ed.com

ISSUER:

Randy Bennett
 PHONE: 515-725-2925
 EMAIL: Randy.Bennett@iowa.gov

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RENEWAL OPTIONS

FROM 07-01-2015 TO 06-30-2016

FROM 07-01-2016 TO 06-30-2017

AUTHORIZED DEPARTMENT

542 Natural Resources, Dept Of

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (if other than an individual, state whether a corp., partnership, etc.) <i>KALKOMEY ENTERPRISES, INC. (d/b/a BOAT ED)</i>		AGENCY NAME DAS Procurement	
BY (Authorized Signature) <i>Kurt Kalkomey</i>	Date Signed <i>6/27/14</i>	BY (Authorized Signature) <i>Randy Bennett</i>	Date Signed 27 June 2014
Printed Name and Title of Person Signing KURT KALKOMEY CEO		Printed Name and Title of Person Signing Randy Bennett - Purchasing Agent	
Address 14086 PROTON RD, DALLAS TX 75244		Address Hoover Bldg., 3rd Floor, 1305 E. Walnut St., Des Moines, Iowa 50319	

MA# 005 4767-14



STATE OF IOWA
MASTER AGREEMENT
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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000	EA	7151034	\$0.000000 \$0.000000

BOOKS, MISCELLANEOUS (BY TITLE OR PUBLISHER)
DNR Educational Program Manuals
Quantity Pricing per attached quotes dated 06/26/2014

MA# 005 4767-14



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General Terms and Conditions for goods contracts are posted at http://das.gse.iowa.gov/terms_goods.pdf

From: Phipps, Janet [DAS]
Sent: Tuesday, June 24, 2014 3:28 PM
To: Green, Kelly [DAS]; DAS CPE Purchasing Mailbox
Cc: Bennett, Randy [DAS]; Beichley, Kevin [DAS]
Subject: RE: Sole Source Procurement Justification

Approved – see below.

Janet E. Phipps, Director
Dept. of Administrative Services
Hoover Building, 3rd Floor
1305 E. Walnut
Des Moines, IA 50319
Office: 515.725.2205
Cell: 515.418.7271
FAX: 515.281.6140
janet.phipps@iowa.gov



Iowa Department of Administrative Services

Service • Efficiency • Value

BE GREEN -- Please consider the environment before printing this e-mail.

This email and any files attached to it are intended solely for the use of the individuals or entities to whom the email is addressed. If you receive this email in error, any review, use, dissemination, distribution, copying, or storing of the email or its attachments is prohibited. Notify me immediately of the error by return email, and please delete this message from your system. No employee or agent of the department or the State of Iowa is authorized to enter into a contractual agreement on behalf of the department or the State of Iowa with another party by email without the express written consent of the director of the department. Any views or opinions in this email are the author's and do not necessarily represent the views or opinions of the department or the State of Iowa.

From: Green, Kelly [DAS]
Sent: Tuesday, June 24, 2014 2:06 PM
To: Phipps, Janet [DAS]
Cc: Bennett, Randy [DAS]; Beichley, Kevin [DAS]
Subject: FW: Sole Source Procurement Justification

Director Phipps...

Please refer to below Sole-Source Purchase Request presented by the DNR. The materials are copy-written and only available through one source. I agree with the justification and request your approval.

Thx...kg

-----Original Message-----

From: Bennett, Randy [DAS]
Sent: Tuesday, June 24, 2014 9:17 AM
To: Green, Kelly [DAS]
Subject: FW: Sole Source Procurement Justification

-----Original Message-----

From: DAS CPE Purchasing Mailbox
Sent: Monday, June 23, 2014 9:53 AM
To: Bennett, Randy [DAS]
Cc: Wendt, Karl [DAS]
Subject: FW: Sole Source Procurement Justification

-----Original Message-----

From: megan.wisecup@iowa.gov [mailto:megan.wisecup@iowa.gov]
Sent: Monday, June 23, 2014 9:44 AM
To: DAS CPE Purchasing Mailbox
Subject: Sole Source Procurement Justification

Submitted: 06/23/14

Dates the sole source request appeared on the bid opportunities website.
06/12/2014

Agency Name: DNR
Contact Name: Megan Wisecup
Telephone: 515-238-4968
Email: megan.wisecup@dnr.iowa.gov
Vendor: Kalkomey Enterprises, Inc.
Amount: \$75000

1- Has this item(s) already been purchased? yes

2- Has the vendor ever been an employee of the State of Iowa? No

3- Description of item:

Publishing Safety education programs student manuals, instructor manuals, regulation handbooks, and classroom training aids.

4- Explain why the recommended vendor is the only one qualified to provide the requested item(s) at the exclusion of all others.

Company owns the copy rights to the materials.

5- Describe the research that has been completed to insure that no other competition exists. Provide names of vendors contacted who are unable to provide the item(s) or perform the service.

Internet

6- Have you requested a contract with the vendor at any time during the past twelve months? Yes

Please describe the item(s) provided and the amount agreed to be paid.

State has a MA with Company.

7- How did you determine that the vendor's price was reasonable?

Research on Internet

8- Which of the following best describes this sole source procurement?

You may select more than one.

One vendor is the only one qualified or eligible or is quite obviously the most qualified or eligible to provide the good.

Explain how this procurement fits the sole source situation(s) selected above.

Company owns the copy rights to the materials.

TO BE COMPLETED BY DAS GSE PROCUREMENT SERVICES

GSE Purchasing Agent Name: Randy Bennett

Telephone: 515-725-2925

Email: randy.bennett@iowa.gov

Recommendation of Approval: Approved

State reason: Posted on Bid Opportunities 06-12-2014 - 06/23/2014 with no responses and on the quote it does state that all publications are copyrighted and the publisher is the sole source distributor. (see attachment)

Date: 06/24/2014

Forward to DAS Chief Procurement Officer.

TO BE COMPLETED BY DAS CHIEF PROCUREMENT OFFICER

Recommendation of Approval: **Agree with Purchasing Agent**

State reason: **Copy-written materials available from one company.**

Date: **06/24/14**

K. Green

Forward to DAS Director and copy Purchasing Agent.

TO BE COMPLETED BY DAS DIRECTOR

Recommendation of Approval: **Approved**

State reason: **For reasons stated**

s/**Janet E. Phipps/**

Date: **06/24/2014**

Forward to: purchasing.mailbox@iowa.gov



14086 Proton Road

Dallas, TX 75244

T 214-351-0461

F 214-351-6429

www.kalkomey.com

Federal Identification Number 75-2573168

Publication Quote

Date: 06/26/2014

Quote #: 1797

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
	Today's ATV Rider in Iowa	5,000	\$1.35	\$6,750.00
	Today's ATV Rider in Iowa	10,000	\$0.98	\$9,800.00
	Today's ATV Rider in Iowa	15,000	\$0.83	\$12,450.00
	Today's ATV Rider in Iowa	20,000	\$0.76	\$15,200.00
0488	Iowa Handbook of All-Terrain Vehicle, Off-Road Vehicle and Off-Road Motorcycle Regulations	5,000	\$1.25	\$6,250.00
0488	Iowa Handbook of All-Terrain Vehicle, Off-Road Vehicle and Off-Road Motorcycle Regulations	10,000	\$0.75	\$7,500.00
0488	Iowa Handbook of All-Terrain Vehicle, Off-Road Vehicle and Off-Road Motorcycle Regulations	15,000	\$0.60	\$9,000.00
0488	Iowa Handbook of All-Terrain Vehicle, Off-Road Vehicle and Off-Road Motorcycle Regulations	20,000	\$0.51	\$10,200.00
0534	Today's ORV Rider DVD	1	\$59.95	\$59.95
0534	Today's ORV Rider DVD	5	\$49.95	\$249.75
0534	Today's ORV Rider DVD	11	\$39.95	\$439.45

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Dallas, TX 75244

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F 214-351-6429

www.kalkomey.com

Federal Identification Number 75-2573168

Publication Quote

Date: 06/26/2014

Quote #: 1797

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0534	Today's ORV Rider DVD	51	\$58.73	\$2,995.23

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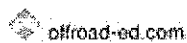
Date: 06/26/2014

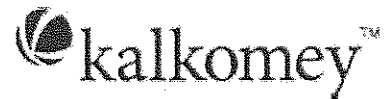
Quote #: 1796

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0226	Boat Iowa	5,000	\$1.90	\$9,500.00
0226	Boat Iowa	10,000	\$1.30	\$13,000.00
0226	Boat Iowa	15,000	\$1.11	\$16,650.00
0226	Boat Iowa	20,000	\$0.98	\$19,600.00
0243	Iowa Handbook of Boating Laws and Responsibilities	5,000	\$1.31	\$6,550.00
0243	Iowa Handbook of Boating Laws and Responsibilities	10,000	\$0.88	\$8,800.00
0243	Iowa Handbook of Boating Laws and Responsibilities	15,000	\$0.68	\$10,200.00
0243	Iowa Handbook of Boating Laws and Responsibilities	20,000	\$0.65	\$13,000.00
0243	Iowa Handbook of Boating Laws and Responsibilities	25,000	\$0.57	\$14,250.00
0243	Iowa Handbook of Boating Laws and Responsibilities	30,000	\$0.51	\$15,300.00
0243	Iowa Handbook of Boating Laws and Responsibilities	35,000	\$0.47	\$16,450.00

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Federal Identification Number 75-2573168

Publication Quote

Date: 06/26/2014

Quote #: 1796

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0243	Iowa Handbook of Boating Laws and Responsibilities	40,000	\$0.44	\$17,600.00
0243	Iowa Handbook of Boating Laws and Responsibilities	55,000	\$0.38	\$20,900.00
0025	Boat America DVD	25	\$70.00	\$1,750.00
0025	Boat America DVD	51	\$65.00	\$3,315.00
0025	Boat America DVD	101	\$60.00	\$6,060.00

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Publication Quote

Date: 06/26/2014

Quote #: 1795

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0524	Today's Handgun Safety Basics	250	\$1.90	\$475.00
0524	Today's Handgun Safety Basics	500	\$1.90	\$950.00
0524	Today's Handgun Safety Basics	1,000	\$1.90	\$1,900.00
0524	Today's Handgun Safety Basics	2,500	\$1.90	\$4,750.00
0524	Today's Handgun Safety Basics	5,000	\$1.90	\$9,500.00
0545	Today's Handgun Safety Basics DVD	1	\$74.00	\$74.00
0545	Today's Handgun Safety Basics DVD	5	\$62.00	\$310.00
0545	Today's Handgun Safety Basics DVD	11	\$50.00	\$550.00
0545	Today's Handgun Safety Basics DVD	51	\$38.00	\$1,938.00

Handgun safety videos also available as a licensed digital file available upon request with price to be determined based on maximum volume of use.

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Federal Identification Number 75-2573168

Publication Quote

Date: 06/26/2014

Quote #: 1793

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0103	Today's Hunter (national)	5,000	\$1.16	\$5,800.00
0103	Today's Hunter (national)	10,000	\$1.16	\$11,600.00
0103	Today's Hunter (national)	15,000	\$1.16	\$17,400.00
0103	Today's Hunter (national)	20,000	\$1.16	\$23,200.00
0554a	Today's Hunter in Iowa with additional 8 pages	5,000	\$2.73	\$13,650.00
0554a	Today's Hunter in Iowa with additional 8 pages	10,000	\$1.89	\$18,900.00
0554a	Today's Hunter in Iowa with additional 8 pages	15,000	\$1.56	\$23,400.00
0554a	Today's Hunter in Iowa with additional 8 pages	20,000	\$1.39	\$27,800.00
0554b	Today's Hunter in Iowa with 16 additional pages	5,000	\$2.82	\$14,100.00
0554b	Today's Hunter in Iowa with 16 additional pages	10,000	\$1.94	\$19,400.00
0554b	Today's Hunter in Iowa with 16 additional pages	15,000	\$1.67	\$25,050.00

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Item #	Publication	Quantity	Unit Price	Total Price
0554b	Today's Hunter in Iowa with 16 additional pages	20,000	\$1.47	\$29,400.00
0501	Today's Hunter DVD	25	\$70.00	\$1,750.00
0501	Today's Hunter DVD	51	\$65.00	\$3,315.00
0501	Today's Hunter DVD	101	\$60.00	\$6,060.00
0501	Today's Hunter DVD	151	\$50.00	\$7,550.00
0105	Today's Wildlife	250	\$0.40	\$100.00
0105	Today's Wildlife	500	\$0.40	\$200.00
0105	Today's Wildlife	5,000	\$0.40	\$2,000.00
0105	Today's Wildlife	10,000	\$0.40	\$4,000.00
0105	Today's Wildlife	15,000	\$0.40	\$6,000.00
0105	Today's Wildlife	20,000	\$0.40	\$8,000.00

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Publication Quote

Date: 06/26/2014

Quote #: 1793

Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0118	Ducks at a Distance A Waterfowl ID PG	250	\$0.45	\$112.50
0118	Ducks at a Distance A Waterfowl ID PG	500	\$0.45	\$225.00
0118	Ducks at a Distance A Waterfowl ID PG	1,000	\$0.45	\$450.00
0118	Ducks at a Distance A Waterfowl ID PG	2,500	\$0.45	\$1,125.00
0118	Ducks at a Distance A Waterfowl ID PG	5,000	\$0.45	\$2,250.00
0374	Today's Turkey Hunter Hunting Guide	250	\$0.45	\$112.50
0374	Today's Turkey Hunter Hunting Guide	500	\$0.45	\$225.00
0374	Today's Turkey Hunter Hunting Guide	1,000	\$0.45	\$450.00
0374	Today's Turkey Hunter Hunting Guide	2,500	\$0.45	\$1,125.00
0374	Today's Turkey Hunter Hunting Guide	5,000	\$0.45	\$2,250.00
0127	Today's Hunter Safety Guide	250	\$0.45	\$112.50

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Quote #: 1793

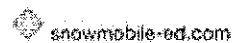
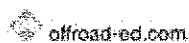
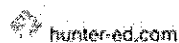
Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0127	Today's Hunter Safety Guide	500	\$0.45	\$225.00
0127	Today's Hunter Safety Guide	1,000	\$0.45	\$450.00
0127	Today's Hunter Safety Guide	2,500	\$0.45	\$1,125.00
0127	Today's Hunter Safety Guide	5,000	\$0.45	\$2,250.00

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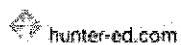
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Customer: Iowa Department of Natural Resources

Item #	Publication	Quantity	Unit Price	Total Price
0324	Today's Snowmobile Rider	5,000	\$1.25	\$6,250.00
0324	Today's Snowmobile Rider	10,000	\$1.25	\$12,500.00
0324	Today's Snowmobile Rider	15,000	\$1.25	\$18,750.00
0324	Today's Snowmobile Rider	20,000	\$1.25	\$25,000.00
0289	Iowa Handbook of Snowmobile Rules and Regulations	5,000	\$1.27	\$6,350.00
0289	Iowa Handbook of Snowmobile Rules and Regulations	10,000	\$0.77	\$7,700.00
0289	Iowa Handbook of Snowmobile Rules and Regulations	15,000	\$0.62	\$9,300.00
0289	Iowa Handbook of Snowmobile Rules and Regulations	20,000	\$0.52	\$10,400.00
0544	Today's Snowmobile Rider DVD	1	\$72.00	\$72.00
0544	Today's Snowmobile Rider DVD	5	\$60.00	\$300.00
0544	Today's Snowmobile Rider DVD	11	\$48.00	\$528.00

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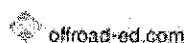
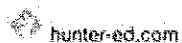
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0544	Today's Snowmobile Rider DVD	51	\$36.00	\$1,836.00

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Date: 06/26/2014

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Item #	Publication	Quantity	Unit Price	Total Price
0400	Today's Trapper	250	\$1.75	\$437.50
0400	Today's Trapper	500	\$1.75	\$875.00
0400	Today's Trapper	1,000	\$1.75	\$1,750.00
0400	Today's Trapper	2,500	\$1.75	\$4,375.00
0400	Today's Trapper	5,000	\$1.75	\$8,750.00

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