



Fellow Umpire,

Congratulations on being selected for the CBUAO roster. At Gerry Davis Sports, we're very happy to be your retail source for the organization's uniforms. I want to take this opportunity to offer information, dispel a few rumors, and explain the ordering process. Overall, I hope you find this letter is a valuable tool as you prepare for the 2007 baseball season.

I'll start with the real basics. Our new product catalog has been mailed and you may already have it in your hands. If you do not receive a catalog by December 21, please let me know! And, if you're shopping for yourself or a partner this Christmas season, our web page is fully updated. Nothing says Merry Christmas like a new umpire mask, right?

Uniform Basics

According to information provided to us by Nick Zibelli, here is the new BLACK UNIFORM for all three-umpire games.

All items below will include the CBUAO logo:

- Black jacket
- Black plate coat (optional item)
- Black short sleeve shirt
- Black long sleeve shirt
- Black turtleneck shirt
- White turtleneck shirt
- Davis Umpire Pants (plate, combo and base available)
- Black ball bags (10" & 11.5" available with or without interior pockets)

The following items will not include the CBUAO logo:

- High gloss garrison belt

For two-umpire and midweek games the NAVY UNIFORM remains in effect.

All items below will include CBUAO patch logo and red-on-white numbers:

- Navy plate coat
- Boathouse base jacket (preferred)
or Navy base jacket (optional)
- Navy short sleeve shirt
- Navy long sleeve plate shirt (optional)

The following items will not include the CBUAO logo:

- Davis Umpire Pants with or without logo (preferred)
- Heather Gray umpire pants (optional) – partners must match
- Red turtleneck shirt
- High gloss garrison belt
- Navy ball bags (10" & 11.5" available with or without interior pockets)

A couple of notes. First, we will have the new black jacket on hand at the various NCAA meeting sites to allow you an opportunity to try the jacket on before ordering. That will insure you get the size you really want. Also, particularly in New England, turtleneck shirts are very popular under long sleeve uniform shirts and jackets. We are examining several sample turtlenecks to insure we find a quality product, so it will be a few more days before we add turtlenecks to our web page.

Each of these items above are (or will be) available through the Gerry Davis Sports web store. **OUR SUPPLY OF BOATHOUSE JACKETS IS VERY LIMITED. ORDER IMMEDIATELY IF YOU NEED A BOATHOUSE JACKET!** Here is a link which will take you directly to the CBUAO portion of our page:

http://www.gerrydavis.com/Merchant2/merchant.mvc?Screen=CTGY&Category_Code=CBUAO

New Products & Close Outs

I'd also like to go a step beyond your CBUAO uniform requirements and let you know about other products you might find interesting as you prepare for the season.

Several new shoes are in our 2007 catalog. In addition to our Gerry Davis Patent Leather Plate Shoes, we now feature plate shoes from New Balance, Nautilus and a new product: The Protector Plate Shoe – a protective shoe with a patent leather finish, priced for tremendous economy. Base shoes include three styles by Reebok and a mid-cut by New Balance.

Our line of Gerry Davis Umpire Pants sold so well in 2006 we had a very hard time keeping up with demand. As a result, we've increased our on hand inventory dramatically and held the price unchanged at \$48.90. We've also made the plate pant legs slightly wider to better accommodate particularly large shin guards. These darker gray pants are available in plate, combo and base styles; they are all pleated and are 100% polyester – no ironing needed and no need to dry clean; special features include a tremendously popular expansion waistband, carefully positioned belt loops, and a gripper interior to keep your shirt tucked. Compare these umpire pants to others in the \$70.00 range and you'll be pleasantly surprised at our quality.

You'll also want to look through our "Close-Out & In-Season Specials" when you get to the web page or see page 20 of our catalog. You'll find a long list of items with really significant price discounts. Quantities are limited on all of these items, so look early and order promptly if you're interested.

Ordering

Remember, the Gerry Davis Sports web page has a special area built specifically for you. You can follow the link above or go first to our home page. It's designed to make it easy to place uniform orders with logo and/or number included.

Go to the web page – www.gerrydavis.com

On the left under "Products" select Baseball

On the left, click on "Conferences / Major Groups"

Select CBUAO – the product prices on this page include the CBUAO logo

The various drop-down boxes for each item will be self-explanatory. I'm sure you'll have very few problems. Just a couple of reminders:

1. CBUAO umpires will not wear uniform numbers on black uniforms; numbers are required on the right sleeve of navy uniform items – contact Nick Zibelli if you do not know your number.
2. For black shirts, the logo will be embroidered above the pocket; for navy shirts the patch will be sewn to the pocket.
3. Logos on Davis pants will automatically be placed at the left front pocket.
4. Black ball bag logos will be at the top center.
5. CBUAO patches and four-inch numbers can be purchased loose if you prefer to apply them to your existing uniform items.

You'll find the web page more convenient than calling our office in the middle of a busy day. You can use the web page any time, any day. On the web page you can also place orders for any non-logo items you may need or want: shoes, protective gear, cold weather apparel, etc. Those item categories will appear along the left edge of your screen.

I do want to explain that it is important to get your orders in early. Each year in January, February and March we overload our embroidery people with hat, shirt and jacket orders for umpires around the country. As a result, it can often take two weeks or more – sometimes much more – to process an embroidery order. We know there will be a lot of CBUAO shirts and jackets to process, and we're starting early, but the sooner you place your order the closer you will be to the head of the line when we begin shipping orders.

Our plan is to collect orders until early or mid January, then begin filling and shipping the products. However, we realize that as each calendar year ends many of our customers are anxious to build tax

deductions. If you need an invoice for tax purposes, please place your order and call our Appleton office (800-916-9088) that afternoon. Our customer service people will charge your credit card and mail an invoice promptly.

Please keep in mind: The easiest way to place an order is by using our web page – www.gerrydavis.com. It's available 24 hours a day and there's never a busy signal.

As always, if you have questions or suggestions feel free to contact our customer service staff in Appleton: 800-916-9088. Or, you can give me a call.

Scott Ehret
Operations Manager
Gerry Davis Sports
scott@gerrydavis.com
623-374-3785 – office & fax
920-205-5036 – cell phone