

**Follett Higher Education Group  
Cap & Gown Pricing  
School Year 2013-2014**

**UNIVERSITY CAP & GOWN COMPANY**

*Serving the Finest Colleges & Universities Since 1920*  
486 ANDOVER STREET - LAWRENCE, MA 01843  
PH (978) 686-4566 or (800) 585-5500  
FAX (978) 686-8177

**Gown name SOUVENIR MILLENNIUM 2000**

ITEM	Cost	RETAIL PRICE	RETAIL PRICE
<b>All units contain cap, gown &amp; tassel</b>		Price Tier 1	Price Tier 2
BACHELOR/ASSOCIATE UNIT (unit contains: cap,gown,tassel )	\$14.89	\$20.00	\$25.00
BACHELOR/ASSOCIATE HOOD	\$11.45	\$16.00	\$20.00
MASTER UNIT (unit contains: cap,gown,tassel )	\$16.20	\$22.00	\$27.00
MASTER HOOD	\$12.45	\$17.00	\$21.00
CAGS HOOD	\$13.45	\$18.00	\$23.00
DOCTOR UNIT (unit contains: cap,gown,tassel )	\$22.62	\$31.00	\$38.00
DOCTOR HOOD (hood quantities of 25 or more)	\$18.95	\$26.00	\$32.00
<b>COMPONENT PRICES</b>			
BACHELOR/ASSOCIATE GOWN	\$9.67	\$13.00	\$17.00
MASTER GOWN	\$10.97	\$15.00	\$19.00
DOCTOR GOWN	\$17.42	\$24.00	\$30.00
CAP	\$3.40	\$5.00	\$6.00
REGULAR TASSEL WITH YEAR DATE	\$1.80	\$3.00	\$3.00
PLAIN TASSEL (NO DATE)	\$1.45	\$2.00	\$3.00
JUMBO TASSEL	\$3.15	\$5.00	\$6.00

**NOTES:**

1. Prices include standard color cap & gown.
2. Collars furnished with all female gowns upon request (add \$0.50).
3. On Individual Orders add Actual Shipping & Handling (Ground shipment to U.S.destinations).
4. Add Actual Freight for late orders requiring Priority or Express shipping.
5. Allow 4-6 weeks delivery for standard (non-custom) orders & 8 weeks for custom items.
6. No Returns on customized products (ex. souvenir hoods & embroidered items)
7. Bulk sell only: F.O.B.
8. Add Sales Tax where Applicable.
9. Vendor Name adheres to Standard Academic Code for Degree Colors.
10. Add \$4.00 to cost for souvenir Fullfit gowns

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**Faculty Rental Cap and Gown**

**UNIT / HOOD PRICES (Unit includes cap, gown, and tassel)**

ITEM	Cost	RETAIL PRICE	
		Price Tier 1	Price Tier 2
<b>All units contain cap, gown &amp; tassel</b>			
BACHELOR/ASSOCIATE UNIT (unit contains: cap,gown,tassel )	\$11.50	\$16.00	\$20.00
BACHELOR/ASSOCIATE HOOD	\$9.75	\$13.00	\$17.00
MASTER UNIT (unit contains: cap,gown,tassel )	\$12.80	\$18.00	\$22.00
MASTER HOOD	\$11.95	\$16.00	\$20.00
CAGS HOOD	\$12.75	\$17.00	\$22.00
DOCTOR UNIT (unit contains: cap,gown,tassel )	\$14.75	\$20.00	\$25.00
DOCTOR HOOD	\$13.25	\$18.00	\$23.00
<b>COMPONENT PRICES</b>			
BACHELOR/ASSOCIATE GOWN	\$10.00	\$14.00	\$17.00
MASTER GOWN	\$11.00	\$15.00	\$19.00
DOCTOR GOWN	\$12.00	\$16.00	\$20.00
SPECIALTY GOWN (HARV, BU, BC)	\$46.00	\$62.00	\$77.00
CAP	\$3.50	\$5.00	\$6.00
TAM	\$12.50	\$17.00	\$21.00
REGULAR TASSEL WITH YEAR DATE	\$1.80	\$3.00	\$3.00
PLAIN TASSEL (NO DATE)	\$1.45	\$2.00	\$3.00
JUMBO TASSEL	\$3.15	\$5.00	\$6.00

**NOTES:**

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**Gown name DELUXE PURCHASES**

ITEM	Cost	RETAIL PRICE	RETAIL PRICE
		Price Tier 1	Price Tier 2
<b>All units contain cap, gown &amp; tassel</b>			
<b>BACHELOR GOWN</b> 100% polyester gabardine textured material with fluting over the shoulders. The sleeve is open bell shape.	\$84.20	\$113.00	\$141.00
<b>BACHELOR HOOD</b> 100% polyester shell with satin lining and velvet trim	\$45.35	\$61.00	\$76.00
<b>MASTER GOWN</b> 100% polyester gabardine textured material with fluting over the shoulders. The sleeve is elongated ending in a rectangular shape.	\$93.30	\$125.00	\$156.00
<b>MASTER HOOD</b>	\$55.00	\$74.00	\$92.00
<b>CAGS HOOD</b>	\$56.40	\$76.00	\$94.00
<b>DOCTOR GOWN(S):</b>			
<b>STANDARD</b> 100% polyester gabardine textured material with black velvet panels an bars. The open sleeve construction makes the gown cool and comfortable to wear.	\$130.20	\$174.00	\$217.00
<b>STANDARD DOCTOR HOOD</b>	\$60.38	\$81.00	\$101.00
<b>DELUXE BLACK DR. GOWN</b> 100% polyester gabardine textured material with rich pleats that extend over the shoulders and are complemented with a hand braided cord and button on the yoke of the gown. The rich velvet panels and bars are carefully attached to the gown to give a smooth appearance. The sleeves are lined and constructed to give them a rich, full appearance.	\$294.50	\$393.00	\$491.00
<b>DELUXE COLORED DOCTOR GOWN</b>	\$348.00	\$464.00	\$580.00
<b>DELUXE DOCTOR HOOD</b> 100% polyester shell with satin lining and velvet trim	\$89.65	\$120.00	\$150.00
<b>CAP / TAMS / TASSELS / ACCESSORIES</b>			
<b>CAPS</b>			
<b>ECONO CAP</b>	\$7.00	\$10.00	\$12.00
<b>DELUXE CAP</b>	\$21.00	\$28.00	\$35.00
<b>TAMS (Black 4, 6, or 8 Sides)</b>			
<b>DELUXE VELVET TAM</b> Made of easy care rich velvet w/ hidden adjustable velcro closure.	\$56.50	\$75.00	\$94.00
<b>REGULAR ECONOMY TAM</b> Made of velveteen. Durable, comfortable and affordable. Hidden velcro closure to allow adjustments.	\$23.90	\$32.00	\$40.00
<b>TASSEL</b>			
<b>REGULAR TASSEL WITH YEAR DATE</b>	\$1.80	\$3.00	\$3.00
<b>PLAIN TASSEL (NO DATE)</b>	\$1.45	\$2.00	\$3.00
<b>JUMBO</b>	\$3.15	\$5.00	\$6.00
<b>GOLD METALLIC BULLION</b>	\$29.00	\$39.00	\$49.00
<b>ACCESSORIES</b>			
<b>EMBROIDERED INITIALS (ea.)</b>	\$4.00	\$6.00	\$7.00
<b>POCKET SLITS</b>	\$9.90	\$14.00	\$17.00
<b>GARMENT BAG</b>	\$9.95	\$14.00	\$17.00

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**Gown name PREMIUM SOUVENIR FREEDOM**

**UNIT / HOOD PRICES (Unit includes cap, gown, and tassel)**

ITEM	Cost	RETAIL PRICE	
		Price Tier 1	Price Tier 2
<b>All units contain cap, gown &amp; tassel</b>			
BACHELOR/ASSOCIATE UNIT (unit contains: cap,gown,tassel )	\$17.57	\$24.00	\$30.00
BACHELOR/ASSOCIATE HOOD	\$12.72	\$17.00	\$22.00
MASTER UNIT (unit contains: cap,gown,tassel )	\$19.32	\$26.00	\$33.00
MASTER HOOD	\$14.50	\$20.00	\$25.00
CAGS HOOD	\$15.55	\$21.00	\$26.00
DOCTOR UNIT (unit contains: cap,gown,tassel )	\$25.95	\$35.00	\$44.00
DOCTOR HOOD (hood quantities of 25 or more)	\$20.65	\$28.00	\$35.00
<b>COMPONENT PRICES</b>			
BACHELOR/ASSOCIATE GOWN	\$12.02	\$17.00	\$21.00
MASTER GOWN	\$13.77	\$19.00	\$23.00
DOCTOR GOWN	\$20.40	\$28.00	\$34.00
<b>CAP</b>			
REGULAR TASSEL WITH YEAR DATE	\$1.80	\$3.00	\$3.00
PLAIN TASSEL (NO DATE)	\$1.45	\$2.00	\$3.00
JUMBO TASSEL	\$3.15	\$5.00	\$6.00

**NOTES:**

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2. Collars furnished with all female gowns upon request (add \$0.50).
3. On Individual Orders add Actual Shipping & Handling (Ground shipment to U.S.destinations).
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6. No Returns on customized products (ex. souvenir hoods & embroidered items)
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9. Vendor Name adheres to Standard Academic Code for Degree Colors.
10. Add \$4.00 to cost for souvenir Fullfit gowns

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**Gown name ACCESSORIES**

ITEM	Cost	RETAIL PRICE	RETAIL PRICE
<b>All units contain cap, gown &amp; tassel</b>		Price Tier 1	Price Tier 2
CORDS (DOUBLE THIN)	\$4.65	\$7.00	\$8.00
CORDS (SINGLE THIN)	\$2.40	\$4.00	\$4.00
HEAVY ROPE STYLE CORD	\$8.25	\$11.00	\$14.00
HONOR STOLE (Plain screen-printed)	\$10.00	\$14.00	\$17.00
PLAIN STOLE (S-13)	\$8.50	\$12.00	\$15.00
PENNANT STOLE (V neck)	\$12.00	\$16.00	\$20.00
PLAIN TASSEL (NO DATE)	\$1.45	\$2.00	\$3.00
TASSEL KEYCHAIN	\$3.15	\$5.00	\$6.00
BLING BLING TASSEL KEYCHAIN	\$4.15	\$6.00	\$7.00

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**Gown name** *PREMIUM SOUVENIR UltraGreen - Made of 100% Recycled Polyester*  
**UNIT / HOOD PRICES (Unit includes cap, gown, and tassel)**

ITEM	Cost	RETAIL PRICE	
		Price Tier 1	Price Tier 2
<b>All units contain cap, gown &amp; tassel</b>			
BACHELOR/ASSOCIATE UNIT (unit contains: cap,gown,tassel )	\$19.85	\$27.00	\$34.00
BACHELOR/ASSOCIATE HOOD	\$13.90	\$19.00	\$24.00
MASTER UNIT (unit contains: cap,gown,tassel )	\$22.87	\$31.00	\$39.00
MASTER HOOD	\$15.90	\$22.00	\$27.00
CAGS HOOD	\$16.95	\$23.00	\$29.00
DOCTOR UNIT (unit contains: cap,gown,tassel )	\$30.30	\$41.00	\$51.00
DOCTOR HOOD (hood quantities of 25 or more)	\$24.50	\$33.00	\$41.00
<b>COMPONENT PRICES</b>			
BACHELOR/ASSOCIATE GOWN	\$13.82	\$19.00	\$24.00
MASTER GOWN	\$16.82	\$23.00	\$29.00
DOCTOR GOWN	\$24.25	\$33.00	\$41.00
<b>CAP</b>	\$4.25	\$6.00	\$8.00
REGULAR TASSEL WITH YEAR DATE	\$1.80	\$3.00	\$3.00
PLAIN TASSEL (NO DATE)	\$1.45	\$2.00	\$3.00
JUMBO TASSEL	\$3.15	\$5.00	\$6.00

**NOTES:**

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**Gown name PURCHASE STANDARD RENTAL STOCK**

ITEM	Cost	RETAIL PRICE	
		Price Tier 1	Price Tier 2
ASSOCIATE GOWN	\$63.56	\$85.00	\$106.00
ASSOCIATE HOOD (If Available)	\$33.92	\$46.00	\$57.00
BACHELOR GOWN	\$63.56	\$85.00	\$106.00
BACHELOR HOOD (If Available)	\$33.92	\$46.00	\$57.00
MASTER GOWN	\$70.40	\$94.00	\$118.00
MASTER HOOD (If Available)	\$41.56	\$56.00	\$70.00
CAGS HOOD (If Available)	\$44.86	\$60.00	\$75.00
DOCTOR GOWN	\$99.28	\$133.00	\$166.00
DOCTOR HOOD (If Available)	\$47.82	\$64.00	\$80.00
DELUXE BLACK DR. GOWN (Black velvet P&B)	\$227.20	\$303.00	\$379.00
DELUXE DR. HOOD (If Available)	\$68.32	\$92.00	\$114.00
BOSTON COLLEGE DR GOWN	\$262.40	\$350.00	\$438.00
HARVARD DR GOWN	\$262.40	\$350.00	\$438.00
UNH DR GOWN	\$262.40	\$350.00	\$438.00
UMASS AMHERST STANDARD DR. GOWN	\$229.60	\$307.00	\$383.00
DELUXE VELVET TAM	\$43.08	\$58.00	\$72.00
ECONOMY TAM	\$16.38	\$22.00	\$28.00

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