



John E. Reid and Associates, Inc. Established 1947

**209 West Jackson Blvd, Suite 400
Chicago, Illinois 60606
312-583-0700
800-255-5747
312-583-0701 Fax
www.reid.com**

General Services Administration

Federal Supply Service

Authorized Federal Supply Schedule Price List

Training Aids and Devices; Instructor-Led Training; Course Development & Test

Contract Number **GS-02F-0164P**
Schedule **874**
FSC Class: **6930**
Contract period **04/23/2014 - 04/22/2019**
Business size **A Certified Small Business Concern**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through **GSA Advantage™**, a menu-driven database system.

GSA Advantage™,
<http://www.gsaadvantage.gov>



Reference Text File for JOHN E REID AND ASSOCIATES INC GS-02F-0164P

Vendor Contact Information

JOHN E. REID AND ASSOCIATES INC
209 WEST JACKSON BLVD, SUITE 400
CHICAGO IL 60606
<http://www.reid.com>
Contract Number: GS-02F-0164P
*Small Business
*Other than Minority Business Enterprise

1a & 1b

Product/Ordering Information

Maximum Order: \$1,000,000.00
Minimum Order: \$100.00
Delivery: 30 days
FOB: Destination - CONUS, AK, HI & PR

Open Registration Training Programs

I REGULAR INTERVIEWING AND INTERROGATION TRAINING

The Reid Technique of Interviewing and Interrogation®

\$410.00 EA
GSA Product Detail Page

Regular Interviewing and Interrogation Training
Description: **The Reid Technique of Interviewing and Interrogation®**.



The 3-day course Topics include :

Interview and Interrogation Preparation

1. Distinction between an interview and interrogation
2. Proper room environment
3. Factors affecting a subjects behavior

Behavior Symptom Analysis

1. Evaluating attitudes
2. Evaluating nonverbal behavior
3. Evaluating verbal behavior
4. Evaluating paralinguistic behavior

Reid Behavioral Analysis Interview™

1. The baiting technique
2. Analyzing factual information prior to the interview
3. Asking behavior provoking questions

The Reid Nine Steps of Interrogation®

- 1.The Positive Confrontation
- 2.Theme Development
- 3.Handling Denials
- 4.Overcoming Objections
- 5.Procuring and Retaining the Suspect's Attention
- 6.Handling the Suspect's Passive Mood
- 7.Presenting an Alternative Question
- 8.Detailing the Offense
- 9.Elements of Oral and Written Statements

See John E. Reid and Associates, Inc. website www.reid.com for full details.

Unit Price	\$410.00	
Unit	EA	
Contractor	John E. Reid and Associates Inc.	GS-02F-0164P



Min per Order \$100.00
Max per Order \$1,000,000.00
F.O.B. Destination CONUS, AK, HI & PR
Quantity Discount not applicable

II ADVANCED INTERVIEWING AND INTERROGATION TRAINING

The Advanced Course on The Reid Technique of Interviewing and Interrogation®

\$140.00 EA
GSA Product Detail Page

Advanced Interviewing and Interrogation Training

Description: The Advanced Training Program is designed to build on the information learned at the basic training program. Particular emphasis is placed on how to elicit information from the suspect during the interview stage that will serve as the basis for developing an individualized interrogational approach, based on the suspect's profile and characteristics. Without exception, past participants have commented on the value of the Advanced program in giving them a better understanding of the interrogation process, and in allowing them to enhance their skill level by learning new techniques and tactics.

The Advanced Course topics include :

Stages of the Interrogation

Defiant Stage
Neutral Stage
Acceptance Stage
Profiling Suspects

Identifying Motives

Real Need Crimes
Impulse Crimes
Lifestyle Crimes
Esteem Crimes



Juvenile Interrogations

*Interrogation on Multiple Crimes
Playing One Against the Other
Interrogation on Guilty Knowledge*

See John E. Reid and Associates, Inc. website www.reid.com for full details.

Unit Price	\$140.00	
Unit	EA	
Contractor	John E. Reid and Associates Inc.	GS-02F-0164P
Min per Order	\$100.00	
Max per Order	\$1,000,000.00	
F.O.B.	Destination - CONUS, AK, HI & PR	
Quantity Discount	not applicable	

III 4-DAY COMBINED COURSE

The Combined Course on The Reid Technique of Interviewing and Interrogation®

\$550.00 EA
GSA Product Detail Page

Combined Interview and Interrogation Training

Description: The Combined Course on **The Reid Technique of Interviewing and Interrogation®**.

This four-day seminar is a combination of the 3-Day Regular Program, immediately followed by the 1-day Advanced Course. (see copy above for details & particulars on topics)

Unit Price	\$ 550.00	
Unit	EA	
Contractor	John E. Reid and Associates Inc.	GS-02F-0164P
Min per Order	\$100.00	
Max per Order	\$1,000,00.00	



F.O.B Destination - CONUS, AK, HI & PR
Quantity Discount Any agency that sends 5 or more participants to the same 4-day Combined seminar will receive a rate of \$500 per participant for that particular seminar.

IV THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING FOR CHILD ABUSE CASES

The Reid Technique of Investigative Interviewing for Child Abuse Cases

\$365.00 EA
GSA Product Detail Page

This specialized course for Child Abuse Investigations is a three-day program designed for anyone who investigates child abuse. _

Seminar Topics

Understanding the mind of an offender To effectively identify and interview a child abuser it is important to look at the offense through the eyes of the offender. In this section we will discuss the common characteristics of individuals who are inclined to sexually or physically abuse a child.

You will hear from offenders themselves in videotaped interviews.

We recently went into a prison and interviewed 4 male and 4 female inmates who have sexually or physically abused children. You will hear them explain:

1. How they selected victims
2. How they set up the opportunity to abuse
3. What motivated them to abuse
4. How they rationalized, minimized, and shifted the blame for their abusive behavior
5. How outside circumstances influenced their actions
6. How they manipulated victims
7. Why they lied to the investigators (police and social services)
8. Hear them explain what investigators could have done to get them to confess



You will also **see actual interviews and interrogations of alleged offenders** our staff has investigated, as well as actual interviews of alleged teenage victims of sexual abuse. Participants will have the opportunity to use the techniques they will learn at the seminar to determine the truthfulness of these subjects and offer suggestions as to how to get them to tell the truth about what they have done.

Investigative, Profiling, and Behavioral Provoking Questions

When questioning an alleged offender there are some critical rules to follow when asking investigative questions. We will discuss the do's and don'ts when asking investigative questions. We will also present a series of questions to help you determine whether the subject has some of the common characteristics and attitudes of someone who is inclined to abuse a child. In addition to these questions we will present a series of behavioral provoking questions that will greatly assist the interviewer determine if the subject is telling the truth or lying. You will receive a 65-question interview guide for sexual abuse cases and a 45-question interview guide for physical abuse cases.

Behavior Symptoms

When subjects make a conscious effort to conceal information, they often experience internal conflicts that result in an increase in tension and anxiety which manifest themselves in nonverbal behavior. We will show you the specific body movements, facial expressions, eye contact, attitudes, postures and grooming gestures that can indicate whether the subject is telling the truth or withholding information. We will also discuss the characteristics of a successful interviewer. We will show you what behaviors cause a subject to close up and refuse to volunteer information, and what behaviors will encourage the subject to talk. We'll also show you how to establish the proper environment for the interview.

The Reid Nine Steps of Interrogation

An abbreviated presentation of The Reid Nine Steps of Interrogation will be presented.

1. The Positive Confrontation
2. Theme Development
3. Handling Denials
4. Overcoming Objections
5. Procuring and Retaining the Suspect's Attention
6. Handling the Suspect's Passive Mood
7. Presenting an Alternative Question
8. Detailing the Offense
9. Elements of Oral and Written Statements



See John E. Reid and Associates, Inc. website www.reid.com for full details.

Unit Price	\$365.00
Unit	EA
Contractor	John E. Reid and Associates Inc. GS-02F-0164P
Min per Order	\$100.00
Max per Order	\$1,000,000.00
F.O.B.	Destination CONUS, AK, HI & PR
Quantity Discount	not applicable

V THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING

The Reid Technique of Investigative Interviewing®

\$260.00 EA
GSA Product Detail Page

Regular Interviewing and Interrogation Training
Description: **The Reid Technique of Investigative Interviewing®**.

The 2-day course Topics include :

Interview and Interrogation Preparation

1. Distinction between an interview and interrogation
2. Proper room environment
3. Factors affecting a subjects behavior

Behavior Symptom Analysis

1. Evaluating attitudes
2. Evaluating nonverbal behavior
3. Evaluating verbal behavior
4. Evaluating paralinguistic behavior



Reid Behavioral Analysis Interview™

1. The baiting technique
2. Analyzing factual information prior to the interview
3. Asking behavior provoking questions

See John E. Reid and Associates, Inc. website www.reid.com for full details.

Unit Price	\$260.00
Unit	EA
Contractor	John E. Reid and Associates Inc. GS-02F-0164P
Min per Order	\$100.00
Max per Order	\$1,000,000.00
F.O.B.	Destination CONUS, AK, HI & PR
Quantity Discount	not applicable

On Site Seminars:

BASIC INTERVIEWING AND INTERROGATION TRAINING

The Reid Technique of Interviewing and Interrogation® is a 3-day training program conducted at a customer site, including materials, minimum of 30 participants at the rate of \$365.00 per participant.

FOB Destination including CONUS, Alaska, Hawaii, and Commonwealth of Puerto Rico.

Prompt Payment Discount Terms NET 30 DAYS.

(Customers can also add a one day advanced course (4-day total presentation) for the cost of \$480.00 per person)

GS-02F-0164P

s/ /b/

27 400



INSTRUCTOR LED TRAINING

- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item: **Not Applicable**
2. Maximum order: **\$1,000,000.00**
3. Minimum order: **\$100.00**
4. Geographic coverage (delivery area): **CONUS, Alaska, Hawaii and Commonwealth of Puerto Rico**
5. Point(s) of production (city, county, and State or foreign country): **US**
6. Discount from list prices or statement of net price: **Prices attached are NET PRICE**
7. Quantity discounts: **discount rates from Commercial Price Catalogue (as applicable) vary from 4.6%-44% basic and quantity discounts, NET**
8. Prompt payment terms: **NET 30 DAYS**
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: **Government credit cards are accepted at or below the micro purchase threshold.**
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: **Government credit cards are accepted at or above the micro purchase threshold.**



10. Foreign items (list items by country of origin): **not applicable**
- 11a. Time of delivery. (Contractor insert number of days.): **interested parties may register for training when & where available; parties interested in scheduling 'on-site' training may do so under terms and conditions included in agreement, on mutually acceptable dates.**
- 11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery: **n/a**
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: **n/a**
- 11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery:
12. F.O.B. point(s): **CONUS, Alaska, Hawaii and Commonwealth of Puerto Rico**
- 13a. Ordering address(es):

John E. Reid and Associates, Inc.

209 West Jackson Blvd, Suite 400

Chicago, Illinois 60606



- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules). Contractor is to simply include this statement as Item 13b: Contract contractor to register; or register at contractor's website, www.reid.com . Contractor also agrees to BPA terms as referred to in 13b.
14. Payment address(es):
- John E. Reid and Associates, Inc.**
209 West Jackson Blvd, Suite 400
Chicago, Illinois 60606
15. Warranty provision: **n/a**
16. Export packing charges, if applicable: **n/a**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): **contractor accepts Government purchase card payments.**
18. Terms and conditions of rental, maintenance, and repair (if applicable): **n/a**
19. Terms and conditions of installation (if applicable): **n/a**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): **n/a**
- 20a. Terms and conditions for any other services (if applicable): **n/a**
21. List of service and distribution points (if applicable): **n/a**
22. List of participating dealers (if applicable): **n/a**



- 23. Preventive maintenance (if applicable): **n/a**
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **n/a**
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/: **n/a**
- 25. Data Universal Number System (DUNS) number: **068499763**
- 26. Notification regarding registration in Central Contractor Registration (CCR) database: DUNS: **068499763** DUNS PLUS4: CAGE/NCAGE Code: **1G6A7**

Legal Business Name: **JOHN E REID & ASSOCIATES INC** Doing Business As (DBA): **JOHN E. REID & ASSOCIATES**

JOHN E. REID AND ASSOCIATES, INC. certifies to the following: The GSA FSS Authorized Paper Price List is to be utilized for forwarding to potential government customers hard copies of terms and conditions. Also, for other soliciting purposes to government customers.