

IN THE UNITED STATES DISTRICT COURT
FOR THE NORTHERN DISTRICT OF MISSISSIPPI

UNITED STATES OF AMERICA

v.

CRIMINAL NO. 1:25-CR-13

ROBERT DOUGLAS HEFLIN

15 U.S.C. § 1

CRIMINAL INFORMATION

The United States Attorney charges:

1. **ROBERT DOUGLAS HEFLIN** as a defendant on the charges stated below.

At the times relevant to this Information:

BACKGROUND

2. **ROBERT DOUGLAS HEFLIN** was at various times employed as a sales professional by COMPANY-1, COMPANY-2, or COMPANY-3. During his employment with each company, he was engaged in the sale of sports equipment to schools throughout the Northern District of Mississippi and elsewhere.

3. **ROBERT DOUGLAS HEFLIN** knew that public schools in Mississippi require bids from two separate companies for procurements over \$5,000.00.

4. Schools generally procured sports equipment through the process of requesting and obtaining bids from multiple companies and would typically award a contract for sports equipment to the company that submitted the lowest bid.

5. The conspiracies described below (Counts 1 and 2) affected at least \$855,910.28 of sales to COMPANY-2 and COMPANY-3 from at least 146 procurements. At least 31 schools were victims of the conspiracies. **ROBERT DOUGLAS HEFLIN** received commission payments from his then-employers based on his sales.

CO-CONSPIRATORS

6. COMPANY-1, a company organized under the laws of Mississippi, with its principal place of business in Mississippi, was a retailer and distributor of sports equipment engaged in selling sports equipment in the Northern District of Mississippi and elsewhere.

7. COMPANY-2, a company organized under the laws of Delaware, with its principal place of business in Texas, was a distributor of sports equipment engaged in selling sports equipment in the Northern District of Mississippi and elsewhere.

8. COMPANY-3, a company organized under the laws of Mississippi, with its principal place of business in Mississippi, was a retailer and distributor of sports equipment engaged in selling sports equipment in the Northern District of Mississippi and elsewhere.

9. COMPANY-4, a company organized under the laws of Texas, with its principal place of business in Texas, was a retailer and distributor of sports equipment engaged in selling sports equipment in Texas and elsewhere. In or around 1980, COMPANY-2 acquired COMPANY-4.

10. Bradley David Willcutt was employed as a sales professional by COMPANY-3.

11. CO-CONSPIRATOR-1 was employed as a sales professional by COMPANY-1.

12. CO-CONSPIRATOR-2 was a part-owner of COMPANY-1.

13. CO-CONSPIRATOR-3 was employed as a sales professional and then an area sales manager by COMPANY-2.

14. CO-CONSPIRATOR-4 was employed as a sales professional and then an area sales manager by COMPANY-2.

15. CO-CONSPIRATOR-5 was employed as a sales professional by COMPANY-2.

16. CO-CONSPIRATOR-6 was employed as a sales professional by COMPANY-2.

17. CO-CONSPIRATOR-7 was employed as a sales professional by COMPANY-2.

18. CO-CONSPIRATOR-8 was employed as a sales professional by COMPANY-3.
19. CO-CONSPIRATOR-9 was employed as a part of the administrative support staff by COMPANY-3.
20. CO-CONSPIRATOR-10 was employed as a sales professional by COMPANY-3.
21. CO-CONSPIRATOR-11 was a part-owner of COMPANY-3.
22. CO-CONSPIRATOR-12 was employed as a part of the administrative support staff by COMPANY-3.

DESCRIPTION OF THE OFFENSES

COUNT 1 (15 U.S.C. § 1)

23. Paragraphs 1 through 22 are realleged and incorporated by reference as though fully set forth herein.

24. The relevant period for Count 1 is that period from as least as early as September 2012 through at least as late as December 2021, when **ROBERT DOUGLAS HEFLIN** was employed by COMPANY-2 (“Count 1 relevant period”).

25. During the Count 1 relevant period, in the Northern District of Mississippi and elsewhere, **ROBERT DOUGLAS HEFLIN** knowingly entered into and engaged in a conspiracy with COMPANY-1, CO-CONSPIRATOR-1, CO-CONSPIRATOR-2, CO-CONSPIRATOR-3, CO-CONSPIRATOR-4, CO-CONSPIRATOR-5, CO-CONSPIRATOR-6, CO-CONSPIRATOR-7, and other co-conspirators to suppress and eliminate competition by rigging bids for sports equipment and related services for schools in the Northern District of Mississippi and elsewhere, in violation of the Sherman Antitrust Act, 15 U.S.C. § 1. The conspiracy engaged in by the defendant and co-conspirators was a *per se* unlawful, and thus unreasonable, restraint of interstate trade and commerce in violation of 15 U.S.C. § 1.

26. In furtherance of the conspiracy, **ROBERT DOUGLAS HEFLIN** and co-conspirators did, among other things, the following:

- a. agreed in advance of the bids which co-conspirator would win the bid;
- b. agreed to provide and submit complementary bids (that is, intentionally higher-priced bids) to schools;
- c. submitted complementary bids to schools on behalf of COMPANY-2; and
- d. received procurements on behalf of COMPANY-2 for school sports equipment and related services where complementary bids were submitted.

27. During the Count 1 relevant period, the business activities of **ROBERT DOUGLAS HEFLIN** and his co-conspirators that are the subject of the conspiracy charged in Count 1 were within the flow of, and substantially affected, interstate trade and commerce.

All in violation of Title 15, United States Code, Section 1.

COUNT 2 (15 U.S.C. § 1)

28. Paragraphs 1 through 22 are realleged and incorporated by reference as though fully set forth herein.

29. The relevant period for Count 2 is that period from as least as early as January 2023 through at least as late as September 2023, when **ROBERT DOUGLAS HEFLIN** was employed by COMPANY-3 ("Count 2 relevant period").

30. During the Count 2 relevant period, in the Northern District of Mississippi and elsewhere, **ROBERT DOUGLAS HEFLIN** knowingly entered into and engaged in a conspiracy with COMPANY-1, Bradley David Willcutt, CO-CONSPIRATOR-1, CO-CONSPIRATOR-2, CO-CONSPIRATOR-8, CO-CONSPIRATOR-9, CO-CONSPIRATOR-10, CO-CONSPIRATOR-11, CO-CONSPIRATOR-12, and other co-conspirators to suppress and eliminate competition by rigging bids for sports equipment and related services for schools in the


Northern District of Mississippi and elsewhere, in violation of the Sherman Antitrust Act, 15 U.S.C. § 1. The conspiracy engaged in by the defendant and co-conspirators was a *per se* unlawful, and thus unreasonable, restraint of interstate trade and commerce in violation of 15 U.S.C. § 1.

31. In furtherance of the conspiracy, **ROBERT DOUGLAS HEFLIN** and co-conspirators did, among other things, the following:

- a. agreed in advance of the bids which co-conspirator would win the bid;
- b. agreed to provide and submit complementary bids (that is, intentionally higher-priced bids) to schools; and
- c. submitted complementary bids to schools on behalf of COMPANY-3; and
- d. received procurements on behalf of COMPANY-3 for school sports equipment and related services where complementary bids were submitted.

32. During the Count 2 relevant period, the business activities of **ROBERT DOUGLAS HEFLIN** and his co-conspirators that are the subject of the conspiracy charged in Count 2 were within the flow of, and substantially affected, interstate trade and commerce.

All in violation of Title 15, United States Code, Section 1.



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