

**VIRGINIA MILITARY INSTITUTE**  
Lexington, Virginia 24450

PROCUREMENT SERVICES  
Phone 540-464-7323  
Fax 540-464-7669

**COMMONWEALTH OF VIRGINIA**  
**STANDARD CONTRACT**

Contract Number: V211-24-047

This contract entered into this 18<sup>th</sup> day of March, 2024 between Vanguard Industries East, Inc., SSN/FIN: 54-1817115, hereinafter known as the "Contractor" and the Commonwealth of Virginia, Virginia Military Institute, hereinafter known as "VMI" henceforth.

**WITNESSETH** that the Contractor and VMI, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF CONTRACT:** The contractor will provide VMI Cadet Uniform Accessories and Incidentals to VMI as needed. This contract is cooperative and includes additional goods and services that are provided by the contractor but not specifically identified herein.

This contract may be terminated by either party, without penalty, upon 30 (thirty) days written notice to the other party.

**PERIOD OF PERFORMANCE:** The initial contract period will be 18 March 2024 through 17 March 2025, with four optional one-years renewals.

**CONTRACT DOCUMENTS:** The contract documents shall consist of:

- (1) This signed form
- (2) The Contractor's Proposal/Bid and any modifications, if applicable.
- (3) The General Terms and Conditions
- (4) The Special Terms and Conditions

**IN WITNESS WHEREOF**, the parties have caused this Contract to be duly executed intending to be bound thereby.

**CONTRACTOR:**

By: John W. McClain  
For: VANGUARD IND. EAST  
Title: GENERAL MANAGER

**VMI:**

By: Lynn W. Carmack  
LTC Lynn W. Carmack, CUPO, CPPO, CPSM, VCCO  
For: Virginia Military Institute  
Title: Assistant Director, Procurement Services

## Pricing Schedule

### VANGUARD INDUSTRIES EAST, INC

Items	Qty	Price Each	Price per Pair
<b>Black Leather Belt</b>	<b>590</b>	<b>\$31.27</b>	
<b>Brass VMI Belt Buckle</b>	<b>600</b>	<b>\$8.60</b>	
<b>Red PT Belt</b>	<b>550</b>	<b>\$5.14</b>	
<b>Blouse Female Chevrons</b>	<b>50-90</b>		
Battalion Commander			<b>\$27.45</b>
Battalion Sgt Major			<b>\$26.33</b>
Captain			<b>\$27.45</b>
CAPT S-1			<b>\$29.12</b>
CAPT S-2			<b>\$27.45</b>
CAPT S-3			<b>\$29.12</b>
CAPT S-4			<b>\$29.12</b>
CAPT S-6			<b>\$29.12</b>
CAPT S-7			<b>\$29.12</b>
Corporal			<b>\$24.99</b>
Lieutenant			<b>\$26.33</b>
LT S-1			<b>\$27.45</b>
LT S-2			<b>\$27.45</b>
LT S-3			<b>\$27.45</b>
LT S-4			<b>\$27.45</b>
LT S-5			<b>\$27.45</b>
LT S-6			<b>\$27.45</b>
Master Sgt			<b>\$26.33</b>
Operations Sgt			<b>\$27.45</b>
Regimental Commander			<b>\$29.12</b>
Regimental Sgt Major			<b>\$27.45</b>
Sgt S-1			<b>\$27.45</b>
Sgt S-2			<b>\$27.45</b>
Sgt- S-3			<b>\$27.45</b>
Sgt S-4			<b>\$27.45</b>
Sgt S-5			<b>\$29.12</b>

Items	Qty	Price Each	Price per Pair
Sgt S-6			\$26.33
Sgt S-7			\$27.45
Corporal Clerk			\$26.33
Color Sgt			\$26.33
<b>Blouse Male Chevrons</b>	<b>260-350</b>		
Battalion Commander			\$27.73
Battalion Sgt Major			\$26.60
Captain			\$27.73
CAPT S-1			\$29.40
CAPT S-2			\$27.73
CAPT S-3			\$29.40
CAPT S-4			\$29.40
CAPT S-6			\$29.40
CAPT S-7			\$29.40
Corporal			\$25.27
Lieutenant			\$26.60
LT S-1			\$27.73
LT S-2			\$27.73
LT S-3			\$27.73
LT S-4			\$27.73
LT S-5			\$27.73
LT S-6			\$27.73
Master Sgt			\$26.60
Operations Sgt			\$27.73
Regimental Commander			\$29.40
Regimental Sgt Major			\$27.73
Sgt S-1			\$27.73
Sgt S-2			\$27.73
Sgt- S-3			\$27.73
Sgt S-4			\$27.73
Sgt S-5			\$29.40
Sgt S-6			\$26.60
Sgt S-7			\$27.73
Corporal Clerk			\$26.60
Color Sgt			\$26.60

Items	Qty	Price Each	Price per Pair
<b>Coatee Female Chevrons</b>	<b>50-90</b>		
Battalion Commander			\$27.45
Battalion Sgt Major			\$26.33
Captain			\$27.45
CAPT S-1			\$29.12
CAPT S-2			\$27.45
CAPT S-3			\$29.12
CAPT S-4			\$29.12
CAPT S-6			\$29.12
CAPT S-7			\$29.12
Corporal			\$24.99
Lieutenant			\$26.33
LT S-1			\$27.45
LT S-2			\$27.45
LT S-3			\$27.45
LT S-4			\$27.45
LT S-5			\$27.45
LT S-6			\$27.45
Master Sgt			\$26.33
Operations Sgt			\$27.45
Regimental Commander			\$29.12
Regimental Sgt Major			\$27.45
Sgt S-1			\$27.45
Sgt S-2			\$27.45
Sgt- S-3			\$27.45
Sgt S-4			\$27.45
Sgt S-5			\$29.12
Sgt S-6			\$26.33
Sgt S-7			\$27.45
Corporal Clerk			\$26.33
Color Sgt			\$26.33
<b>Coatee Male Chevrons</b>	<b>260-350</b>		
Battalion Commander			\$27.73
Battalion Sgt Major			\$26.60
Captain			\$27.73
CAPT S-1			\$29.40
CAPT S-2			\$27.73
CAPT S-3			\$29.40

Items	Qty	Price Each	Price per Pair
CAPT S-6			\$29.40
CAPT S-7			\$29.40
Corporal			\$25.27
Lieutenant			\$26.60
LT S-1			\$27.73
LT S-2			\$27.73
LT S-3			\$27.73
LT S-4			\$27.73
LT S-5			\$27.73
LT S-6			\$27.73
Master Sgt			\$26.60
Operations Sgt			\$27.73
Regimental Commander			\$29.40
Regimental Sgt Major			\$27.73
Sgt S-1			\$27.73
Sgt S-2			\$27.73
Sgt- S-3			\$27.73
Sgt S-4			\$27.73
Sgt S-5			\$29.40
Sgt S-6			\$26.60
Sgt S-7			\$27.73
Corporal Clerk			\$26.60
Color Sgt			\$26.60
<b>Duty Jacket Chevrons</b>	<b>260-350</b>		
Battalion Commander			\$24.01
Battalion Sgt Major			\$23.27
Captain			\$25.27
CAPT S-1			\$25.27
CAPT S-2			\$25.27
CAPT S-3			\$25.27
CAPT S-4			\$25.27
CAPT S-6			\$25.27
CAPT S-7			\$25.27
Corporal			\$25.27
Lieutenant			\$22.53
LT S-1			\$25.27
LT S-2			\$25.27
LT S-3			\$25.27

Items	Qty	Price Each	Price per Pair
LT S-4			\$25.27
LT S-5			\$25.27
LT S-6			\$25.27
Master Sgt			\$24.01
Operations Sgt			\$24.01
Regimental Commander			\$25.27
Regimental Sgt Major			\$24.01
Sgt S-1			\$24.01
Sgt S-2			\$24.01
Sgt- S-3			\$24.01
Sgt S-4			\$24.01
Sgt S-5			\$25.27
Sgt S-6			\$24.01
Sgt S-7			\$25.27
Corporal Clerk			\$24.01
Color Sgt			\$24.01
Diamond/Star			\$17.24
<b>Brass Rank</b>	<b>178</b>		
Regimental Commander			\$1.74
Reg XO/BN Commander			\$1.50
Battalion Sgt Major			\$1.59
Regimental CAPT S-1			\$3.61
Regimental CAPT S-2			\$2.41
Regimental CAPT S-3			\$5.18
Regimental CAPT S-4			\$3.70
Regimental CAPT S-5			\$3.70
Regimental CAPT S-6			\$3.70
Regimental CAPT S-7			\$3.76
Regimental Sgt Major			\$1.91
Regimental Sgt S-1			\$1.50
Regimental Sgt S-2			\$1.91
Regimental Sgt S-3			\$1.74
Regimental Sgt S-4			\$1.39
Regimental Sgt S-5			\$1.50
Regimental Sgt S-6			\$1.85
Regimental Sgt S-7			\$2.31
Color Sgt			\$1.57

Items	Qty	Price Each	Price per Pair
Color Corporal			\$1.59
Company Commander			\$1.91
Battalion LT S-1			\$2.41
Battalion LT S-2			\$2.41
Battalion LT S-3			\$3.42
Battalion LT S-4			\$1.79
Battalion LT S-5			\$1.74
Battalion LT S-6			\$1.94
Battalion LT S-7			\$3.00
Battalion Sgt Major			\$1.59
Company Lt			\$2.78
Company 1st Sgt			\$1.50
Company Clerk (Corporal)			\$3.37
Company Operations Sgt			\$1.91
Company Master Sgt			\$1.57
Company Sgt			\$3.29
Company Corporal			\$1.57
<b>Class Patch</b>	<b>525</b>	<b>\$1.11</b>	
<b>Name Tapes</b>	<b>525</b>	<b>\$3.24</b>	
<b>Epaulette (Female)</b>	<b>400</b>		<b>\$8.58</b>
<b>Epualette (Male)</b>	<b>1,900</b>		<b>\$9.95</b>
<b>Suspenders</b>	<b>600</b>	<b>\$9.18</b>	
<b>White Gloves</b>			
<b>SM-XL</b>	<b>6,450</b>		<b>\$2.78</b>
<b>2XL-3XL</b>	<b>500</b>		<b>\$3.15</b>
<b>Watch Cap</b>	<b>250</b>	<b>\$12.03</b>	