



January 31, 2024

To Whom It May Concern:

Full Metal Jacket LLC is pleased to apply for Prequalification to supply VMI Cadet Uniform and Accessories and incidentals as outlined by RFQ# V211-24-047.

It has been our pleasure to service the needs of the Virginia Military Institute Corps of Cadets for the last several years and working closely with both Colonel Friski and Mrs. Blaine Noel.

Feel free to contact us anytime.

Respectively,

Mark Richards
Owner/Founder
703 683-3795 office
703 973-2517 Mobile

Chansa "Champ" Sok
Owner/Operator
Government sales
703 683-3795 Office
480 203-5659 Mobile

FULL METAL JACKET, LLC

2379 S. Dove Street, Alexandria, VA 22314
Toll Free 888.893.7424 * Tel 703.683.3795 * Fax 703.548.4510
www.fullmetaljacket.com * fmj@fullmetaljacket.com

Wed-Sat 10:00-6:00 * Closed Sun & Mon Appointment Only Tuesday

Request for Qualifications
RFQ# V211-24-047
VMI CADET UNIFORM ACCESSORIES AND INCIDENTALS
Prequalification of Contractors
19 January 2024

Full Metal Jacket LLC

Submitted: 31 January 2024

Section VII B. Statement of Qualifications:

- 1) ***The completed RFQ cover sheet (page 2) and all addenda acknowledgments, if any signed and filled out as required.***

See Attachment.

- 2) ***Response to all requirements for providing the goods/services as described in Section V STATEMENT OF NEEDS, per Attachment F: SPECIFICATIONS. Vendor will be evaluated for only the goods they can provide within the scope of this RFQ.***

Full Metal Jacket LLC (FMJ) is prepared to bid and provide items as listed on this RFQ to include: Item #9 Nametapes, Item #11 Suspenders, Item #12 White Gloves, Item #13 Watch Cap to include other cadet field items such as OCP blouses and trousers, patrol caps, t-shirts, belts, parkas/fleece, gloves and many other uniform accessories and incidentals.

- 3) ***A written narrative statement to include a brief history of the company.***

Full Metal Jacket LLC has been in business in Alexandria Virginia for over 34 years. We specialize primarily in military related field gear. We service government entities, law enforcement, theatrical industry, collectors, and individuals to name a few. We have a brick-and-mortar store, as well as an online presence and wholesale operations conducted from our physical store and warehousing facility here in Alexandria. Our longevity and standing in the industry have put FMJ in a superior position to provide goods on time, and at competitive prices. Simply stated, we know what VMI wants and will be attentive to the needs of the Cadet Corps.

4) A written narrative to describe the qualifications and experience in providing the goods and services described herein, or similar goods and services provided to other agencies. This information should be as detailed as possible.

Full Metal Jacket LLC (FMJ) has been the "Contract Provider" To the Commonwealth of Virginia for cadet uniform accessories/pieces, incidentals, and miscellaneous items for over 20 years. Our cadet accounts include VA Tech, VMI, Benedictine College Prep and Fishburne Military School to name a few. We work "hand-in-hand" with the folks at the various military stores to ensure timely and accurate delivery of goods. We were pleased to be chosen to provide uniforms, accessories and incidentals to VMI during the 2018/2019 transition from ACU camouflage to the current OCP camouflage. Namely 3,950 parka/fleece sets, 18,344 OCP uniform pieces, 23,196 T-shirts, 15,842 custom embroidered items. From November 2018 to November 2019, FMJ provided over \$1.5M in goods to VMI, on time and on budget. We were able to supply the needs of all the cadets and faculty during that contract period. Our past record speaks for itself. VMI is encouraged to check any and all references provided here, or others as needed.

5) Professional References (minimum of 3)

See Attachment.

6) A list of other Virginia universities or state agencies that the vendor has supplied similar goods or services.

- Virginia Polytechnic Institute and State University
- Benedictine College Preparatory
- Fishburne Military School
- Montgomery County Schools
- Alexandria Sheriff's Office

7) Swam (Small, women-and/or Minority Owned Business Certification, Attachment E. Vendor should complete and include this form in response. If vendor is not SWaM certified, then narrative should include a description of any potential Swam subcontractor opportunities.

Full Metal Jacket LLC is SWaM certified

See Attachment.

Additionally: FMJ Is certified as a Micro Business as of November 17, 2023.

FMJ is currently in the process of applying for Minority Owned Business Certification.

8) ***Offeror Data Sheet, included as Attachment A to this RFQ.***

See Attachment.

9) ***Conflict of Interest Statement, included as Attachment B to this RFQ.***

See Attachment.

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS
RFQ # V211-24-047

Issue Date: 19 January 2024
Title: Prequalification of Contractors for VMI Cadet Uniform Accessories and Incidentals
Due Date: 7 February 2024 at 2:00 PM
Last Date for Questions: 30 January 2024 at 2:00 PM
Commodity Code: 20000 / 20070 / 20085
Issuing Agency: Virginia Military Institute
Procurement Services
330 VMI Parade Avenue,
Room 314
Lexington, VA 24450

Period of Contract: **One (1) year following Date of Award** with four (4) optional one-year renewals available.

VMI will accept qualification proposals electronically through the eVA Procurement Portal. No emailed proposals will be accepted.

All Inquiries For Information Should Be Directed To: Shana O'Quinn, VMI Procurement Services at Procurement@vmi.edu. **Use of the Understanding of Requirements Form, Attachment E, must be used. No phone calls will be accepted; no emails will be answered. Answers will be posted in the form of an addendum to the RFQ.**

In Compliance With This Request For Qualifications And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name And Address Of Firm:

Full Metal Jacket LLC
2379 S. Dove St.
Alexandria, VA Zip Code: 22314
Date: 01/31/2024
By: _____
Name: Mark G. Richards
Title: Owner

EVA Vendor ID or DUNS number DUNS 780822396 Phone: (703) 683-3795

E-mail: fmj@fullmetaljacket.com Fax: (703) 548-4510

Minority Vendor: _____ Woman owned: _____ Small Business ☒ CERTIFICATION #: 673553

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, sexual orientation, gender identity, political affiliation, or veteran status or any other basis prohibited by state law relating to discrimination in employment. Faith-based organizations may request that the issuing agency not include subparagraph 1.f in General Terms and Condition C. Such a request shall be in writing and explain why an exception should be made in that invitation to bid or request for proposal.

ATTACHMENT A

The following information is required as part of your response to this solicitation. Failure to complete and submit this form may result in disqualification of your bid as non-responsive.

QUALIFICATIONS: The vendor must have the capability and capacity in all respects to satisfy fully all of the contractual requirements.

VENDOR'S PRIMARY CONTACT:

Name: Full Metal Jacket LLC Phone: (703) 683-3795

Email: fmj@fullmetaljacket.com

Length of Time in this Business: YEARS: 18 MONTHS: _____

REFERENCES: Indicate below a listing of at least three (3) current or recent accounts, either commercial, industrial or governmental, that your company is servicing, has serviced, or has provided similar goods/services. Include the length of service and the name, address and telephone number of the point of contact.

COMPANY: Virginia Tech CONTACT NAME: Dean Miller

PHONE: (540) 231-8009 EMAIL: wdmiller@vt.edu

FAX: _____

PROJECT: Supplying VTCC with field gear and uniforms

DATE(S) OF SERVICE: At least the last 25 years VALUE: \$ 300K+ annually

COMPANY: United Help Ukraine CONTACT NAME: Maryna Baydyuk

PHONE: (202) 320-8294 EMAIL: mbaydyuk@unitedhelpukraine.org

FAX: _____

PROJECT: Supplying medical supplies and uniforms

DATE(S) OF SERVICE: 10 years VALUE: \$ 2.5M+ from 2022 - current

COMPANY: Benadictine College Prep CONTACT NAME: Richard Ramos

PHONE: (804) 708-9685 EMAIL: rramos@bcprva.org

FAX: _____

PROJECT: Supplying uniforms

DATE(S) OF SERVICE: Last 6 years VALUE: \$ 28K annually

ATTACHMENT B

CONFLICT OF INTEREST STATEMENT

The following information is required as part of your response to this solicitation. Failure to complete and submit this form may result in disqualification of your bid as non-responsive.

NAME: Full Metal Jacket LLC

ADDRESS: 2379 S Dove St.

CITY/STATE: Alexandria, VA 22314

TELEPHONE NUMBER: (703) 683-3795

FEDERAL ID NUMBER (FIN): 20-4857438

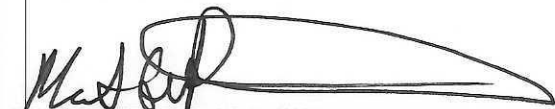
THE ABOVE FIRM IS A: (CHECK, AS APPLICABLE)

- | | |
|--|--|
| <input checked="" type="checkbox"/> SMALL BUSINESS | <input type="checkbox"/> INDIVIDUAL BUSINESS |
| <input type="checkbox"/> WOMAN-OWNED BUSINESS | <input type="checkbox"/> SOLE PROPRIETORSHIP |
| <input type="checkbox"/> MINORITY-OWNED BUSINESS | <input type="checkbox"/> PARTNERSHIP |
| <input type="checkbox"/> SHELTERED WORKSHOP | <input type="checkbox"/> CORPORATION |

RELATIONSHIP WITH VIRGINIA MILITARY INSTITUTE:

IS ANY MEMBER OF THE FIRM AN EMPLOYEE OF THE COMMONWEALTH OF VIRGINIA WHO HAS A PERSONAL INTEREST IN THIS CONTRACT PURSUANT TO THE CODE OF VIRGINIA, SECTION 2.1-639.1-639.24? ☐ YES ☒ NO

IF YES, EXPLAIN:



SIGNATURE OF OFFEROR

01/31/2024

DATE

Please tell us how you received this solicitation:

- ☐ It was mailed to you directly.
- ☐ You requested a copy through the Virginia Business Opportunities.
- ☐ You obtained a copy from the Virginia Department of Minority Business Enterprise.
- ☒ Other (please specify) Direct E-Mail.

ATTACHMENT E:
SWaM (Small, Woman- and/or Minority-Owned Business Certification)

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: This shall not exclude SBSD-certified women- and minority-owned businesses when they have received SBSD small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) by the due date of the solicitation to participate in the SWaM program. Certification applications are available online at www.sbsd.virginia.gov.

Offeror Name: Full Metal Jacket LLC

Preparer Name: Mark G. Richards Date: 01/31/2024

Instructions

- A. Businesses certified by the Department of Small Business and Supplier Diversity (SBSD) as a small business must complete Section A of this form.

Section A

CERTIFICATION TYPE (check only one below):

- ☒ X Small Business
☐ Small and Women-owned Business
☐ Small and Minority-owned Business

Certification number: 673553 Certification Date: 11/17/2023 Expiration Date: 11/17/2028

NOTE: It is your responsibility to ensure that your certification is renewed and does not lapse. Should your certification expire, you will no longer be eligible to receive awards under this contract.