

VIRGINIA MILITARY INSTITUTE

Lexington, Virginia 24450

PROCUREMENT SERVICES
Phone 540-464-7323
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**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract Number: V211-25-001

This contract entered into this **29th day of October 2024** between Marlow White Uniforms, Inc., EIN # 48-0906414, 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 shall provide VMI Cadet Swords, both plain and etched with scabbards, in various lengths, of a pattern generally referred to as the West Point Cadet Sword per response to RFP # V211-25-001.

PERIOD OF PERFORMANCE: 29 October 2024 – 28 October 2025 with an option to renew for four (4) additional one year periods.

CONTRACT DOCUMENTS: The contract documents shall consist of:

- (1) This signed contract;
- (2) The original solicitation dated 14 August 2024
- (3) The Contractor's Proposal in response to this solicitation dated 11 September 2024, including Pricing Schedule; and
- (4) The Commonwealth of Virginia General Terms and Conditions.

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

CONTRACTOR:

By: Daniel Green
For: Marlow White
Title: President
Date: 10/29/2024

VMI:

By: Lynn Carmack
LTC Lynn W. Carmack
For: Virginia Military Institute
Title: Assistant Director, Procurement Services
Date: 29 October 2024



Date: September 11, 2024

Virginia Military Institute
Procurement Services
Attn: LTC Lynn Carmack
314 Smith Hall
Lexington, VA 24450

Subject: Response to RFP# V211-25-001 VMI Cadet Swords

1. First-Year Pricing for VMI Cadet Swords

Our pricing is designed for bulk orders of 20 or more total swords, placed through the EVA system. We have provided bulk pricing for orders, but we can also accommodate smaller orders at an incrementally higher price point::

- **VMI Plain Blade Sword (Quantity Discount):** \$282.15 (for orders of 20 or more units placed at the same time). This quantity discount may be combined with orders of VMI Etched Blade Sword with Name Engraving. Pricing for less than 20 swords will be \$320 per unit.
- **VMI Etched Blade Sword (Quantity Discount):** \$308.15 (for orders of 20 or more units placed at the same time). Pricing for less than 20 swords will be \$330 per unit.
- **VMI Etched Blade with Name Engraving (Quantity Discount):** \$323.65 (for orders of 20 or more units placed at the same time). Pricing for less than 20 swords will be \$340 per unit.

This pricing includes delivery to VMI, covering all applicable shipping, duties, and taxes.

Note: Pricing will be adjusted annually to account for inflation, ensuring that we continue to offer competitive and fair pricing throughout the contract period.

2. Lead Times for Swords

- Lead times for orders of 20 or more swords is 90 days.
- However, to improve delivery times, Marlow White will stock finished swords in Solingen, Germany. In many cases, we may be able to fulfill orders of up to 75 swords within 30 days.