

Virginia Military Institute  
Lexington, Virginia 24450-0304

**REQUEST FOR PROPOSALS**  
**RFP # V211-25-001**

Issue Date: 14 August 2024  
Title: VMI Cadet Swords  
Due Date: 12 September at 2:00 PM EST  
Commodity Code: 08015 / 08065 / 20137  
Issuing Agency: Virginia Military Institute  
Procurement Services  
314 Smith Hall  
Lexington, VA 24450

VMI will accept proposals electronically through the eVA Procurement Portal. Proposals must be uploaded to eVA before the electronic solicitation closes at 2:00 PM on Tuesday, 7 May 2024 at 2:00 PM. No emailed or late proposals will be accepted

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

All Inquiries for Information Should Be Directed To: LTC Lynn Carmack, VMI Procurement Services at [carmacklw@vmi.edu](mailto:carmacklw@vmi.edu). **Use of the Understanding of Requirements Form, Attachment D, must be used. No phone calls will be accepted; no emails will be answered.** Answers will be posted in the form of an addendum. The closing date and time for questions is Tuesday, 27 August 2024 at 2:00 PM.

In Compliance With This Request For Proposals 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: Marlow White Uniforms, Inc. Date: 9/17/2024  
400 Sencer St.  
Heavenworth, KS  
By: Daniel Greer  
(Signature in Ink)  
Name: Daniel Greer  
(Please Print)  
Title: President  
Zip Code: 66048

EVA Vendor ID or 0DUNS number 073035529 Phone: (713) 651 6358  
E-mail: Laurie @ marlowwhite.com Fax: ( )  
Minority Vendor: \_\_\_\_\_ Woman owned: \_\_\_\_\_ Small Business X CERTIFICATION #: \_\_\_\_\_

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: Laurie Wolff Phone: (913) 651 6385  
Email: Laurie @ marlow white . com

Length of Time in this Business: YEARS: 145 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: \_\_\_\_\_  
CDR NATE BROWN

PHONE: (540) 231-9869 EMAIL: NH BROWN @ VT. EDU  
FAX: \_\_\_\_\_

PROJECT: Cadet Swords  
DATE(S) OF SERVICE: 2004 to present VALUE: \$ 100,000 + per year

COMPANY: Coast Guard Academy CONTACT NAME: Alan Bouche  
PHONE: (571) 607-3000 EMAIL: Alan.C.Bouche@uscg.mil  
FAX: \_\_\_\_\_

PROJECT: Swords  
DATE(S) OF SERVICE: 2010 - Present VALUE: \$ 250,000 + per year

COMPANY: United States Military Academy CONTACT NAME: Bill Yonkers /  
Mike Seathoff  
PHONE: 888-332-7366 EMAIL: raymond.brinks @ usma . edu  
FAX: \_\_\_\_\_

PROJECT: Cadet Swords  
DATE(S) OF SERVICE: 2010 - Present VALUE: \$ 275,000 + per year

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: Marlow White Uniforms, Inc  
ADDRESS: 400 Seneca St. Leavenworth, KS 66048  
CITY/STATE: Leavenworth, KS  
TELEPHONE NUMBER: (913) 651-6358  
FEDERAL ID NUMBER (FIN): 46-0906414

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: Vendor

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:

David M  
SIGNATURE OF OFFEROR

9/16/2024  
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 Small Business and Supplier Diversity.
- ( ) Other (please specify) \_\_\_\_\_.





# MARLOW WHITE

Helping our nation's best look their best, since 1879.

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**

Dear LTC Carmack,

Marlow White Uniforms is pleased to submit our proposal in response to RFP# V211-25-001 for the supply of Virginia Military Institute (VMI) Cadet Swords. We are committed to delivering swords that meet your specifications with a focus on quality, reliability, durability, and service.

**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.

## **3. Commitment to Meeting Specifications**

Marlow White guarantees that all swords will meet, or exceed the detailed specifications outlined in the RFP. This includes materials, craftsmanship, and quality control processes. We ensure that our blades are made to the VMI's exacting HRC standards to ensure that the blade will not permanently deform (yield) when bent, nor snap from being too brittle. Also, we use CUzn15 brass for the cast elements which contains 85% of the more expensive copper. Too much zinc makes the brass brittle & susceptible to shattering if dropped (like pot metal). Our swords are produced to the highest standards, ensuring they meet the durability, appearance, and serviceability required by Virginia Military Institute.

## **5. WKC Swords**

Marlow White is proud to offer WKC swords, crafted by one of the world's most respected sword manufacturers, WKC of Solingen, Germany. Trusted for their precision and unmatched quality, WKC swords are the choice of elite military units and institutions in the U.S.A. and around the world.

We supply swords to The Old Guard (3rd U.S. Infantry Regiment), United States Military Academy- West Point, and the U.S. Coast Guard Academy, Virginia Tech, Texas A&M, and many other notable Military schools. WKC swords are the standard for excellence. Additionally, thousands of individual U.S. Military Officers and NCOs of all services rely on WKC swords for their service and ceremonial needs. When you choose a WKC sword from Marlow White, you're choosing the same legacy of quality trusted by the best in the U.S. Armed Forces.

## 6. Contracting Information

- **DUNS Number:** 073035529
- **CAGE Code:** 0NMD801
- **Small Business Certification:** Marlow White is a Small Business and is up to date on Representations and Certifications registration on Sam.gov.

### Key Contacts for Contracting:

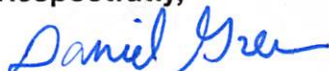
- **Daniel Greer, President:** Contract oversight and coordination  
(dan@marlowwhite.com)
- **Tim Cahill, Partner:** Operational logistics (tim@marlowwhite.com)
- **Samantha Kings, Chief Logistics Officer:** Inventory and WKC coordination  
(samantha@marlowwhite.com)

## 6. Conclusion

Marlow White has the experience and capability to fulfill the terms of this contract efficiently and to the highest standards. We look forward to the opportunity to continue our relationship with VMI and to deliver high-quality cadet swords.

Please feel free to contact me directly at (800) 255-6136 or via email at dan@marlowwhite.com for any additional information or clarifications.

Respectfully,



Daniel Greer

President, Marlow White Uniforms Inc.