

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR PROPOSAL

RFP# V211-26-048

Issue Date: 11 March 2026
Title: Laundry Chemicals and Dispensing Equipment
Pre-Proposal Conference Date: **OPTIONAL**, 19 March 2026; 9:30 AM
LOCATION: Meet in front of VMI's PX at Third Barracks
Questions Due: 26 March 2026 at 2:00 PM EST (Attachment A)
Due Date: 7 April 2026 at 2:00 PM EST (uploaded to eVA)
Issuing Agency: Virginia Military Institute
Procurement Services
330 Parade Avenue, 314 Smith Hall
Lexington, VA 24450

Period of Contract:

Date of Award through **30 June 2027** (Optional Annually Renewable for four (4) successive one-year renewals.

Responses are to be submitted electronically through www.eva.virginia.gov. One complete proposal and one copy with redacted proprietary information should be included in the vendor response.

PRE-PROPOSAL CONFERENCE: 20 March 2026; 9:30 AM **LOCATION:** Meet in front of VMI's PX at Third Barracks

All Inquiries for Information Should Be Directed To: VMI Procurement Services at procurement@vmi.edu. Use of the Understanding of Requirement Form (Attachment A) must be submitted for questions concerning specifications or statement of needs.

In Compliance With This Request For Proposal 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:

Christeyns North America LLC
311 Staton Rd
Greenville, NC Zip Code: 27834
EVA Vendor ID or DUNS number VS0000306977
E-mail: alexis.woosley@christeyns.us

Date: 4/6/2026
By: *Alexis Woosley*
(Signature In Ink)
Name: Alexis Woosley
(Please Print)
Title: Contracts & Proposals Manager
Phone: (252) 756-1373
Fax: (252) 756-2764

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.



CHRISTEYNS

RFP # : V211-26-048

CONTRACTOR: Christeyns North America, LLC

ADDRESS: 311 Staton Rd
Greenville, NC 27858

POINT OF CONTACT: Alexis Woosley
Contracts & Proposals Manager
Phone: (252) 756-1373
Email: alexis.woosley@christeyns.us

UEI: J91KYPKT93N9

DUNS: 11-705-9298

NAICS: 325611, 325612

CAGE: 62723

SINS: 375-321, 375-323

TAX ID: 83-4505552

Business Size: Small Business under the SBA Size Standards for our primary NAICS manufacturing code.



**VIRGINIA MILITARY INSTITUTE
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CHRISTEYNS

COMPANY OVERVIEW

CHRISTEYNS NORTH AMERICA (formerly UNX) is a family owned and operated company, founded in 1958 to pioneer new surfactant technology for the laundry industry. Research innovations originally designed for the laundering process have gained widespread application in the formulation of kitchen and housekeeping detergents and cleaners. Our mission is to provide the most innovative cleaning solutions while serving with integrity and excellence.

CHRISTEYNS Territory Managers are experienced professionals who involve themselves in all aspects of a customer's operation. Complete customer satisfaction is their goal. It is the quality of our products and level of service—the two components of value—that set CHRISTEYNS apart and bring added value to each facility we serve.

INSTALLATION

CHRISTEYNS will provide VIRGINIA MILITARY INSTITUTE with all required dispensing equipment and reporting systems at your facility according to a mutually agreed upon schedule. CHRISTEYNS will install our dispensing systems in the area(s) designated by the general manager and the CHRISTEYNS team. If awarded, the installation of our dispensing equipment will be performed by a team of qualified CHRISTEYNS engineers and field personnel in the timeliest fashion possible as to not interrupt normal, daily operations—within two (2) weeks of award. The team of CHRISTEYNS representatives will remain onsite until the installation is fully complete, and all classifications have been tested and verified.

SUPPLY AGREEMENT

CHRISTEYNS will supply VIRGINIA MILITARY INSTITUTE with industry-leading products. Every product is formulated to include the latest in environmental technology, including NPE-free detergents. Innovation is one of our core values—*We Will Never Arrive, We Are Always Becoming*. Our raw materials are derived from renewable sources and do not contain any environmental or systemic toxins.

CHRISTEYNS will comply with all codes and standards to ensure that we protect the safety of our employees and the safety of VIRGINIA MILITARY INSTITUTE. CHRISTEYNS will maintain those standards at all times as it relates to the operation of our chemical systems and the actions of our personnel within the facility.

In the event that a problem should arise at VIRGINIA MILITARY INSTITUTE, the first point of contact should be with the local CHRISTEYNS Territory Manager—this can either take place via email, phone call or during a regularly scheduled service visit. VIRGINIA MILITARY INSTITUTE should notify the CHRISTEYNS Territory Manager of the issue at hand and allow he/she to investigate the issue and determine an appropriate resolution. Should the CHRISTEYNS Territory Manager need additional assistance, he/she will contact their direct supervisor and if needed, Corporate assistance will be given in order to resolve the issue.



CHRISTEYNS

PERSONNEL

It is the responsibility of VIRGINIA MILITARY INSTITUTE to report to the CHRISTEYNS Territory Manager any issues regarding washed linen and equipment malfunction. CHRISTEYNS will provide VIRGINIA MILITARY INSTITUTE monthly service and will respond to a service call within an hour and have someone onsite within 24 hours of the call.

CHRISTEYNS is proud to have a team of industry professionals dedicated to support VIRGINIA MILITARY INSTITUTE. The names and contact information for the team dedicated to VIRGINIA MILITARY INSTITUTE are as follows:

Tony Kim
Territory Manager
Phone: (703) 944-7308
Email: tony.kim@Christeyns.us

Casey Adams
Director of Field Operations
Phone: (813) 326-2897
Email: casey.adams@Christeyns.us

Austin Wiles
Region Manager
Phone: (843) 412-6434
Email: austin.wiles@Christeyns.us

Jeff Sackett
VP of Professional Hygienics
Phone: (414) 313-2541
Email: jeff.sackett@Christeyns.us

SERVICE

CHRISTEYNS is a company resolved to remain in the forefront of the fast-changing technology world of detergency and cleaning. The Company considers all employees as true partners in the business. Creativity, ingenuity and resourcefulness are encouraged. We are truly a company whose people provide hometown service with national support. Our specialized sales and service representatives are highly trained in the technology of the laundry industry and the premium products we are proposing to VIRGINIA MILITARY INSTITUTE are designed to produce the results you demand with low end use cost effectiveness.

CHRISTEYNS would like to work in partnership with VIRGINIA MILITARY INSTITUTE in which CHRISTEYNS acts as an integral part of your operation. CHRISTEYNS has a team of industry professionals with years of experience programming the types of washers you have on-site at your facility. The team of professionals assigned to VIRGINIA MILITARY INSTITUTE have the programming software necessary to program the washers at your facility already installed on their laptops. CHRISTEYNS team members have the knowledge and ability to effectively and efficiently program and maintain the programming of the washers utilized at your facility. CHRISTEYNS will work in concert with your property's management and quality groups to improve production efficiency within your property.

If given the opportunity to continue to partner with VIRGINIA MILITARY INSTITUTE, we will make sure that all communication between your property and CHRISTEYNS during any activity with CHRISTEYNS is as smooth and low impact as possible. CHRISTEYNS will provide to VIRGINIA MILITARY INSTITUTE the necessary testing support essential to maintaining the required level of quality at your property. This extends to, but is not



CHRISTEYNS

limited to, the titration of wash formulas and the development of wash formulas to incorporate new products that are introduced into your property.

Through the use of innovative technologies, product enhancements, experience and practical knowledge, CHRISTEYNS will work to provide VIRGINIA MILITARY INSTITUTE with the most economical wash formulas and procedures possible. The formulas and compounds used will be structured in a manner to maintain a high level of quality, while minimizing the costs for product and utilities.

CHRISTEYNS will provide written and/or electronic service reports to VIRGINIA MILITARY INSTITUTE during every visit. Reports will be reviewed with management after each service call. In addition to the service reports, CHRISTEYNS will also assist management with production records and load reports. CHRISTEYNS utilizes numerous reports for documenting each visit to a customer's facility. The primary report, the CHRISTEYNS Liquid Laundry Service Report covers the various items including the condition of wash wheel doors, door seals and door locks, as well as additional items such as the condition of the belts, timers, chart controllers, and wash formula cards. This report covers all washroom maintenance items, as well as items relating to the water conditions and the quality of items being produced. In addition, the report covers any training done such as machine loading, soil sorting or wash formula selection. The report also details items related to safety, such as SDS posting, safely labeling, and the use of proper personal protective equipment. CHRISTEYNS will work with your facility's personnel to ensure the accuracy of the information and to ensure distribution to the appropriate personnel for corrective action.

CHRISTEYNS understands that VIRGINIA MILITARY INSTITUTE requires monthly service to ensure your property is running at optimal performance. It is our goal to make sure VIRGINIA MILITARY INSTITUTE has zero downtime as it relates to an issue with our chemical dispensing systems and/or products.

CHEMICAL INJECTION SYSTEMS

Leading edge products require leading edge chemical delivery systems. CHRISTEYNS is proud to say that we design and build the majority of our own systems, from the simplest to the most complex dispensing systems. CHRISTEYNS has an entire department dedicated to designing and building the types of dispensing systems that will be put into place at each VIRGINIA MILITARY INSTITUTE property. Each dispensing system is custom designed to meet the needs and specifications of the customer.

CHRISTEYNS will continue to maintain to VIRGINIA MILITARY INSTITUTE the DeltaTron dispensing system currently installed. The DeltaTron delivers extraordinary performance from a small footprint. The DeltaTron is able to dispense up to eight (8) chemicals to five (5) different washers and provides superior dispensing capability while providing detailed production reports. By measuring the amount of chemical by weight and volume, the DeltaTron provides verified "Truth in Delivery," ensuring that the exact amount of chemical is being dispensed into the washer every time. Capable of up to thirty-two (32) wash formulas, the DeltaTron can store unique formulations for every piece of linen in your facility with automatic formula select. Additionally, the DeltaTron offers a touch screen control and low level alarm.



CHRISTEYNS

PRICING

CHRISTEYNS is pleased to propose the following premium chemical program to VIRGINIA MILITARY INSTITUTE, with chemicals provided on per container basis. Please note **CHRISTEYNS NORTH AMERICA, LLC will hold the per container pricing firm through June 30, 2027. Pricing will be reviewed 60 days prior to the end of the initial contract and may be increased by no more than the current consumer price index (CPI). This structure will hold true for the three (3) successive one-year renewals.**

CHRISTEYNS LIQUID LAUNDRY PRODUCT SELECTIONS VIRGINIA MILITARY INSTITUTE CADET LAUNDRY				
PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION	PACKAGE SIZE	OFFICIAL PRICE OFFERING
300271	MAXX 289	ALKALI BUILDER	55 GAL DRUM	██████
300465	MAXX 302	OXYGEN BLEACH	15 GAL DRUM	██████
300171	MAXX 350	CHLORINE BLEACH	15 GAL DRUM	██████
300171	MAXX 350	CHLORINE BLEACH	55 GAL DRUM	██████
300671	MAXX 454	SUPERIOR DETERGENT CONCENTRATE	55 GAL DRUM	██████
300365	MAXX 507	SOUR	15 GAL DRUM	██████
300371	MAXX 507	SOUR	55 GAL DRUM	██████
302071	MAXX 700 NP	WATER CONDITIONER	55 GAL DRUM	██████
300865	MAXX 918	FABRIC SOFTENER	15 GAL DRUM	██████
300871	MAXX 918	FABRIC SOFTENER	55 GAL DRUM	██████
SA0096272	SULTRA SOFT DEO HC	DRY CLEAN DETERGENT	20kg (20L)	██████
SA0090840	SULTRA SPOT COLOR	PRESPOTTER	6X500ml	██████
SA0110950	SULTRA SPOT METAL	PRESPOTTER	6X500ml	██████
SA0090820	SULTRA SPOT MINERAL	PRESPOTTER	6X500ml	██████
SA0090830	SULTRA SPOT PROTEIN	PRESPOTTER	6X500ml	██████
SA0090860	SULTRA SPOT SOFT	PRESPOTTER	6X500ml	██████
SA0090810	SULTRA SPOT STARTER KIT	PRESPOTTER	6X500ml	██████
SA0090850	SULTRA SPOT TINT	PRESPOTTER	6X500ml	██████
141553	OUST	PRESPOTTER	4x1 GAL	██████
000919	PRESTO!	INSTANT STARCH	40 LB. BAG	██████
86309	SPEC-TAK	ENZYME WONDER DETERGENT	40 LB. PAIL	██████



CHRISTEYNS

RESEARCH AND DEVELOPMENT

CHRISTEYNS was founded on the premise of researching and developing new surfactant technology for the laundry industry. We pride ourselves on the quality products and services we offer to the industry. We employ a full staff in our laboratory to research and develop products that will benefit the industry as a whole and move CHRISTEYNS into the future. It is our goal to continually analyze our product portfolio and improve our product offering to effectively manage the new soils and fabrics that are introduced into the industry.

The CHRISTEYNS research and development team continues to bridge the gap in developing new products to marry the new soils and fabrics and offer a solution to the industry. CHRISTEYNS realizes how important research and development is both to our company and the laundry industry as a whole and is dedicated to allocating a significant percentage of annual revenue to this endeavor. Innovation is one of our core values— ***We will never arrive, we are always becoming.***

INDUSTRY REFERENCES

At CHRISTEYNS, we realize how important it is to VIRGINIA MILITARY INSTITUTE to be able to rely on your chemical supplier and ensure that they have the knowledge, products and dispensing systems in place to fulfill the demands of your facility. With over 60 years' experience, CHRISTEYNS was ***the first in our industry to make extensive use of new surfactant technology and introduced the first successful heavy-duty enzyme products, and we are a proven leader in the laundry industry.*** Below you will find a list of some of our current customers, many of which have been faithful CHRISTEYNS customers for many years.

Avista Resort -- Myrtle Beach, SC

Brightwork Laundry -- Myrtle Beach, SC

CW Bill Young VA Medical Center – Bay Pines, FL

Fair Acres County of Delaware – Media, PA

Grand Strand Linen – North Myrtle Beach, SC

Goodwill Industries, Inc. – Miami, FL

Hilton Garden Inn -- North Charleston, SC

Kiawah Island Resort -- Kiawah Island, SC

King & Prince Beach Resort -- St. Simons Island, GA

Perdido Beach Resort -- Orange Beach, AL

Sandestin Golf and Beach Resort -- Miramar Beach, FL

Sea Island Resort -- Sea Island, GA

UNICOR – Montgomery, AL

US Naval Academy – Annapolis, MD

VA Medical Center – Martinsburg, WV

VA Medical Center – Tuscaloosa, AL

VALUE ADDED

CHRISTEYNS has been involved in the laundry industry for over 65 years and would be proud to partner with VIRGINIA MILITARY INSTITUTE. If given the opportunity to serve VIRGINIA MILITARY INSTITUTE, we will immerse ourselves in your operations and act as an extension of VIRGINIA MILITARY INSTITUTE. It is with great honor to be able to provide these services to VIRGINIA MILITARY INSTITUTE, and below you will find just some of the items and services that CHRISTEYNS will provide at no additional cost to VIRGINIA MILITARY INSTITUTE:

- Completely automated chemical dispensing systems
- Consistent personal service
 - Factory trained representatives with years of industry experience
 - Ability to contact your CHRISTEYNS representative directly or through an online service request
 - Preventative monthly maintenance to reduce risk of down time and ensure consistent quality
- Training services available
 - Chemical Right-to-Know
 - GHS Safety Data Sheets
 - CHRISTEYNS equipment training
 - CHRISTEYNS chemical training
- Satisfaction guarantee

CHRISTEYNS emphasizes results for the customer and fosters innovations in technology for the benefit of the customer and the improvement of operational issues. CHRISTEYNS values the opportunity to continue to serve VIRGINIA MILITARY INSTITUTE and are grateful for the trust instilled in us over the past 4 years.

E-Mail to: procurement@vmi.edu, Procurement Services

ATTACHMENT B

RFP V211-26-048

CONFLICT OF INTEREST STATEMENT

Ensure that the solicitation is thoroughly read and completed. Complete, sign and return the information requested below with your proposal. FAILURE TO FURNISH THIS DATA MAY RESULT IN REJECTING YOUR PROPOSAL.

NAME: Christeyns North America LLC

ADDRESS: 311 Staton Rd

CITY/STATE: Greenville, NC 27834

TELEPHONE NUMBER: (252) 756-1373

FEDERAL ID NUMBER (FIN): 83-4505552

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 THE COLLEGE OF VIRGINIA:

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:

Alexis Woosley 4/6/2026
SIGNATURE OF OFFEROR 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) _____.

RETURN OF THIS PAGE IS REQUIRED

CONTRACTOR DATA SHEET

QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirement.

Indicate the length of time you have been in business providing this type of service. 68 Years
 _____ Months

Provide a list of current references, either college, Educational Institutions, and/or other companies that your firm is servicing. Include the length of service, dollar volume, year contract was entered into, and the name and address of the person the State has your permission to contact. Such listing shall be comprehensive of your firm’s customer base and can be formatted as follows:

CURRENT ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
Avista Resort; Myrtle Beach, SC	Since 2018	_____
CW Bill Young VA Medical Center; Bay Pines, FL	Since 2015	_____
Florida State Univeristy; Tallahassee, FL	Since 2006	_____
US Naval Academy; Annapolis, MD	Since 2010	_____
UNICOR ; Montgomery, AL	Since 2010	_____
VA Medical Center ; Martinsburg, WV	Since 2011	_____
VA Medical Center ; Tuscaloosa, AL	Since 2010	_____
VMI Athletics	Since 2021	_____
_____	_____	_____

LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

REFERENCES

Please list at least four references for whom you have performed each applicable category of service specified herein and within the past five years.

CLIENT: US Naval Academy

ADDRESS: 580 Kingwood St, Annapolis, MD 21402

CONTACT PERSON/PHONE#: Rick Ciccarone, Production Manager / (410) 293-3122

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: Christeysns is the proud laundry chemical provider for the US Naval Academy.

CLIENT: VA Medical Center ; Tuscaloosa, AL

ADDRESS: 3701 Loop Rd East, Tuscaloosa, AL 35404

CONTACT PERSON/PHONE#: Danny Holcombe, Laundry Supervisor / (205) 554-2000 ext 4240

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: Christeysns is the proud laundry chemical provider for the VA Medical Center - Tuscaloosa.

CLIENT: UNICOR - Federal Prison Industries - Maxwell Air Force Base

ADDRESS: 912 Ironwood St, Montgomery, AL 36112

CONTACT PERSON/PHONE#: Gary Grissett, Factory Manager / (334) 953-6626

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: Christeysns is the proud laundry chemical provider for the UNICOR - Federal Prison Industries - Maxwell Air Force Base.

Please use a separate sheet of paper for additional references.