

VIRGINIA MILITARY INSTITUTE
Lexington, Virginia 24450

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

COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract Number: V211-20-095-02

This contract entered into this 2nd day of July 2020 between Southern Police Equipment Company, Inc., EIN # 52-0939316, 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 Bates Model E00968 Men's leather oxfords, Bates Model E00769 Women's leather oxfords, CAPPs Model 90258 Men's leather oxfords, CAPPs Model 90100 Women's leather oxfords, CAPPs Model 90131 Women's Black Smooth Pumps, and Belleville Model C390 Combat Boots for VMI Cadets and staff.

PERIOD OF PERFORMANCE: 2 July, 2020 through 30 June, 2021 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 3 May 2020;
- (3) The Contractor's Proposal in response to this solicitation dated 3 June 2020, including Attachment E 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: Karen Allan Ballance

For: Karen Allan Ballance

Title: President

Date: 7/2/2020

VMI:

By: Lynn W. Carmack

MAJ Lynn W. Carmack
For: Virginia Military Institute

Title: Assistant Director, Procurement Services

Date: 2 July 2020

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR PROPOSALS
RFP # V211-20-095

Issue Date: 3 May 2020
Title: VMI Cadet Shoes and Boots
Due Date: 3 June 2020 at 2:00 PM EST
Commodity Code: 80005 / 80014 / 80056 / 80064
Issuing Agency: Virginia Military Institute
Procurement Services
314 Smith Hall
Lexington, VA 24450

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

If Proposals are mailed: send directly to the Issuing Agency shown above. If Proposals are hand delivered, deliver to the Virginia Military Institute, Procurement Services, 110 Hines Lane, Lexington, VA 24450. **NO LATE SUBMISSIONS WILL BE ACCEPTED.**

IDENTIFICATION OF BID ENVELOPE: The signed bid should be returned in a separate envelope or package, sealed and identified as instructed in Section IX, paragraph H. The envelope should be addressed as directed in the heading of this Page of the solicitation. No other correspondence or other Proposals should be placed in the envelope. Email instructions for proposals are provided in Section IX.

All Inquiries for Information Should Be Directed To: MAJ Lynn Carmack, VMI Procurement Services at 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.**

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:
Southern Police Equipment Co., Inc.
7609 Midlothian Tpk.
Richmond, VA
Zip Code: 23235

Date: 05/29/2020
By: 
Name: Greg Ballengee (Signature In Ink)
(Please Print)
Title: Manager

EVA Vendor ID or DUNS number 058916180

Phone: (804) 323-1855

E-mail: greg@southernpoliceequipment.com

Fax: (804) 323-5067

Minority Vendor: _____ Woman owned: Small Business CERTIFICATION #: 6451

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, or any other basis prohibited by state law relating to discrimination in employment.

ORIGINAL WHEN RED



Southern Police Equipment Co.

Southern's
BEST

**Virginia Military Institute
RFP # V211-20-095
PLAN & METHODOLOGY STATEMENT**

Southern Police Equipment Company receives orders via: phone, fax, email, and Virginia's eVA system.

All systems are monitored regularly, and by multiple personnel.

Our process routes received orders to the individual whom regularly handles the particular account. That individual would possess all documentation regarding products & quotations for the Customer's requirements.

Customer Service Representative enters the received order into our system, and subsequently also creates the Southern Police Equipment Purchase Order to the product manufacturer(s).

That continuity (inquiry / quotation / sales order / purchase order) helps ensure customer requirements are understood, and properly communicated through the supply-chain.

ORIGINAL WHEN RED

7609 Midlothian Turnpike, Richmond, VA 23235
Toll Free: 800-542-5243 Local: 804-323-1855 Fax: 804-323-5067

ORIGINAL WHEN RED



Southern Police Equipment Co.

Southern's
BEST

**Virginia Military Institute
RFP # V211-20-095
NARRATIVE STATEMENT**

Southern Police Equipment Company has serviced numerous sized-garment contracts during our 49 year history. Local, State, and National contracts for: Custom-fit Body Armor, Footwear, Tactical Uniforms, Military Service Academy Uniforms are some of the product lines previously and currently serviced. References have been provided.

Southern Police Equipment Company has had the honor of providing these RFP products to Virginia Military Institute for many years.

If Southern Police Equipment receives an award resulting from this RFP, the contract will be managed by Chrissy Hoyt, Customer Service Representative at Southern Police Equipment.

Ms. Hoyt has been an employee of Southern Police Equipment for over 1 year, and brings many years experience in Government Contracting, most recently at General Dynamics Corp..

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7609 Midlothian Turnpike, Richmond, VA 23235
Toll Free: 800-542-5243 Local: 804-323-1855 Fax: 804-323-5067

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: Greg Ballengee Phone: 804-323-1855

Email: greg@southernpoliceequipment.com

Length of Time in this Business: YEARS: 49 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 Military Institute CONTACT NAME: Col. Mike Friski

PHONE: 540-464-7303 EMAIL: friskimp@vmi.edu

FAX:

PROJECT: Multiple Footwear, ACU Uniform, Trouser & Accessory Contracts

DATE(S) OF SERVICE: 2013 - Current VALUE: \$ 1,000,000.00 +

COMPANY: Virginia State Police CONTACT NAME: Sharon Sanchez

PHONE: 804-674-2154 EMAIL: sharon.sanchez@vsp.virginia.gov

FAX: 804-674-2697

PROJECT: Multiple Footwear Contracts

DATE(S) OF SERVICE: 1988 - Current VALUE: \$ 1,000,000.00 +

COMPANY: Commonwealth of Virginia CONTACT NAME: Precious Walters

PHONE: 804-786-3853 EMAIL: precious.walters@dgs.virginia.gov

FAX:

PROJECT: E194-76552 - Clothing, Uniform, Footwear and Clothing Accessories

DATE(S) OF SERVICE: 4/18/18 - 03/31/2020 VALUE: \$

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: Southern Police Equipment Co., Inc.

ADDRESS: 7609 Midlothian Tpk.

CITY/STATE: Richmond, VA 23235

TELEPHONE NUMBER: 804-323-1855

FEDERAL ID NUMBER (FIN): 52-0939316

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

- SMALL BUSINESS
- WOMAN-OWNED BUSINESS
- MINORITY-OWNED BUSINESS
- SHELTERED WORKSHOP
- INDIVIDUAL BUSINESS
- SOLE PROPRIETORSHIP
- PARTNERSHIP
- 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

05/29/2020

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) _____

PRICING SCHEDULE: The offeror shall furnish VMI Cadet Shoes and Boots as specified in this Request for Proposals. Multiple orders may be issued for each item during the contract period and may include a variety of sizes and quantities. If volume discounts are available, please provide that information separately from this price sheet. Otherwise, VMI will assume that the price is constant regardless of the order quantity.

Description	Quantity	Price per Pair	Up-Charge for Special Sizes
Bates Model E00968 Men's leather oxford, black	1 pair	\$79.77	None
Bates Model E00769 Women's leather oxford, black	1 pair	\$79.77	None
Capps Model 90258 Men's leather oxford, black	1 pair	\$86.70	None
Capps Model 90100 Women's leather oxford, black	1 pair	\$81.70	None
CAPPS Model 90131 , Women's Black Smooth Pump	1 pair	\$59.90	None
Belleville Model C390 Combat Boot, Coyote Brown, Unisex	1 pair	\$111.70	None