

VIRGINIA MILITARY INSTITUTE
Lexington, Virginia 24450

Procurement Services
Phone 540-464-7323
Fax 540-464-7669

CONTRACT RENEWAL NOTICE

DATE: 25 May 2022
CONTRACT TITLE: Tailored Cadet Uniforms
CONTRACT NUMBER: V211-20-056-01


RENEWAL PERIOD: 7/1/2022 - 6/30/2023 **REMAINING RENEWALS:** Two (2)

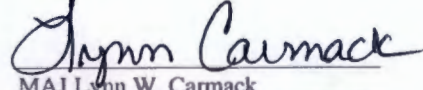
ISSUED BY:	<u>Virginia Military Institute</u> <u>Procurement Services</u> <u>314 Smith Hall</u> <u>Lexington, VA 24450</u>	BUYER:	<u>MAJ Lynn W. Carmack</u> PHONE: <u>540-464-7223</u> FAX: <u>540-464-7669</u> EMAIL: <u>carmacklw@vmi.edu</u>
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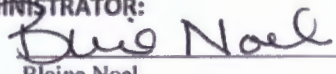
CONTRACTOR:	<u>DeMoulin Brothers & Co.</u> <u>1025 South 4th Street</u> <u>Greenville, IL 62246</u>	CONTACT:	<u>Michael Marsden</u> PHONE: <u>800-228-8134</u> FAX: _____ EMAIL: <u>mmarsden@demoulin.com</u>
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FEI #: 37-0244250

In accordance with the original contract, all terms, conditions, pricing and specifications remain intact. Any agreed upon Changes and/or Modifications are attached if applicable and hereby incorporated herein.

CONTRACTOR:
Signature: 
Printed Name: Michael S. Marsden
Date: July 25, 2022

BUYER:
Signature: 
Printed Name: MAJ Lynn W. Carmack
Date: 4 August 2022

CONTRACT ADMINISTRATOR:
Signature: 
Printed Name: Blaine Noel
Date: 29 JUL 22

DeMOULIN

1025 South 4th Street, Greenville, Illinois 62246, 618/664-2000
TOLL FREE 800/228-8134 FAX 618-664-1712

July 25, 2022

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

Re: Contract #V211-20-056-01
Tailored Cadet Uniforms

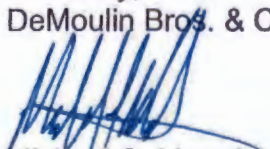
Dear Lynn Carmack,

Thank you for the opportunity to renew the above referenced contract. DeMoulin Brothers & Company looks forward to continuing our long-term relationship. We also hope to maintain this relationship for many years to come.

As you are fully aware, labor and material costs are the major parts of what determines our pricing structure. We have been able to hold firm our prices to you over the past years, but we are asking for the allowance of a slight increase in the price for the next contract period. We need to relay that our material and labor costs have increased dramatically over the last few years. The contract with our union employees mandates a yearly wage increase, and the increases in labor and materials have forced us to ask for an increase in our pricing to Virginia Military Institute. Therefore, we are requesting that a price increase be accepted by VMI. You are a valued customer, and we want to continue the positive relationship that we have with you. I am including a breakdown of the proposed new pricing at the end of this letter.

If you should have any immediate questions or comments, please call me at your convenience at (800) 228-8134 or email me at mmarsden@demoulin.com and I will be happy to discuss it with you.

Sincerely,
DeMoulin Bros. & Co.



Michael S. Marsden
V.P. Customer Relations

Proposed pricing for Virginia Military Institute for contract #V211-20-056-01:

<u>ITEM</u>	<u>Proposed 7/1/22 to 6/30/23 prices</u>	<u>7/1/21 to 6/30/22 prices</u>
Braided Blouse Coat	\$394.50	\$264.50
Wool Regular Rise Trouser	\$115.75	\$105.75
Wool High Rise Trouser	\$124.75	\$114.75
White Regular Rise Trouser	\$51.00	\$45.00
White High Rise Trouser	\$59.00	\$52.00
Gray Skirt	\$79.50	\$69.50
White Skirt	\$42.00	\$37.00
Long Formal White Skirt	\$49.00	\$44.00
Overcoat	\$834.00	\$799.90
Coatee	\$478.00	\$458.00
Duty Jacket	\$139.50	\$131.50