



UNX

and

**VIRGINIA MILITARY
INSTITUTE**

RFP# V211-22-072

An alliance of high-quality performance, results & innovation.



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COMPANY OVERVIEW

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.

UNX encourages and welcomes new approaches to all phases of its business. Long field experience and technical know-how enable our Research Laboratory to formulate new and innovative products in order to arrive at custom solutions to meet the needs of our customers. UNX represents stability, independence, integrity, and security.

UNX 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 sets UNX apart and brings added value to each facility we serve.

INSTALLATION

UNX will provide VIRGINIA MILITARY INSTITUTE with all required dispensing equipment and reporting systems at your facility according to a mutually agreed upon schedule. UNX will install our dispensing systems in the area(s) designated by the general manager and the UNX team. If awarded, the installation of our dispensing equipment will be performed by a team of qualified UNX 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 UNX representatives will remain onsite until the installation is fully complete, and all classifications have been tested and verified.

SUPPLY AGREEMENT

UNX 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.

UNX will comply with all codes and standards to ensure that we protect the safety of our employees and the safety of VIRGINIA MILITARY INSTITUTE. UNX 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 UNX Territory Manager—this can either take place via an online service request, email, phone call or during a regularly scheduled service visit. VIRGINIA MILITARY INSTITUTE should notify the UNX Territory Manager of the issue at hand and allow he/she to investigate the issue and determine an appropriate resolution. Should the UNX 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.



PERSONNEL

It is the responsibility of VIRGINIA MILITARY INSTITUTE to report to the UNX Territory Manager any issues regarding washed linen and equipment malfunction. UNX 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.

UNX 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 Axley
Territory Manager
Phone: (804) 944-5923
Email: tony.axley@unxinc.com

Terry Hammond
National Sales Manager
Phone: (813) 326-2897
Email: terry.hammond@unxinc.com

Titus Blake
Region Manager
Phone: (919) 602-4201
Email: titus.blake@unxinc.com

SERVICE

UNX 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.

UNX would like to work in partnership with VIRGINIA MILITARY INSTITUTE in which UNX acts as an integral part of your operation. UNX 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. UNX team members have the knowledge and ability to effectively and efficiently program and maintain the programming of the washers utilized at your facility. UNX will work in concert with your property's management and quality groups to improve production efficiency within your property.

If given the opportunity to partner with VIRGINIA MILITARY INSTITUTE, we will utilize the Quality Assurance Team approach to make sure that all communication between your property and UNX during any activity with UNX is as smooth and low impact as possible. UNX 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 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, UNX 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.

UNX 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, UNX will also assist management with production records and load reports. UNX utilizes numerous reports for documenting each visit to a customer's facility. The primary report, the UNX 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. UNX 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.

UNX understands that VIRGINIA MILITARY INSTITUTE requires monthly service to ensure your property is running at optimal performance. Please know that emergency service is also available 24 hours per day, 7 days per week via mobile communication. 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. UNX is proud to say that we design and build the majority of our own systems, from the simplest to the most complex dispensing systems. UNX 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.

UNX will install and maintain to VIRGINIA MILITARY INSTITUTE DeltaTron dispensing system. 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, low level alarm, and Wi-Fi connectivity, allowing you to monitor your laundry facility from anywhere in the world. Please see the enclosed brochure for additional information on the DeltaTron dispensing system.



PRICING

UNX is pleased to propose the following premium chemical program to VIRGINIA MILITARY INSTITUTE, with chemicals provided on per container basis. Please note **UNX Industries, Inc. will hold the per container pricing firm through June 30, 2023. 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.** It would be an honor to provide "A Better Clean" for all of VIRGINIA MILITARY INSTITUTE chemical needs.

UNX 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	\$604.91
300465	MAXX 302	OXYGEN BLEACH	15 GAL DRUM	\$237.69
300171	MAXX 350	CHLORINE BLEACH	55 GAL DRUM	\$314.30
300671	MAXX 454	SUPERIOR DETERGENT CONCENTRATE	55 GAL DRUM	\$876.06
300365	MAXX 507	SOUR	15 GAL DRUM	\$386.69
300371	MAXX 507	SOUR	55 GAL DRUM	\$1,016.57
302071	MAXX 700 NP	WATER CONDITIONER	55 GAL DRUM	\$392.21
300865	MAXX 918	FABRIC SOFTENER	15 GAL DRUM	\$301.71
300871	MAXX 918	FABRIC SOFTENER	55 GAL DRUM	\$957.92
000919	PRESTO!	INSTANT STARCH	40 LB. BAG	\$101.76
86309	SPEC-TAK	ENZYME WONDER DETERGENT	40 LB. PAIL	\$171.46

RESEARCH AND DEVELOPMENT

UNX 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 UNX 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 UNX 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. UNX 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 UNX, we realize how important it is to VIRGINIA MILITARY INSTITUTE to be able to rely on your chemical supplier and entrusting that they have the knowledge, products and dispensing systems in place to fulfill the demands of your facility. With over 60 years' experience, UNX 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 UNX customers for many years.

Avista Resort -- Myrtle Beach, SC

Blackberry Farms -- Maryville, TN

Brightwork Laundry -- Myrtle Beach, SC

CW Bill Young VA Medical Center – Bay Pines, FL

Embassy Suites—Downtown Chicago --Chicago, IL

Goodwill Industries, Inc. – Miami, FL

Hilton Garden Inn -- North Charleston, SC

Holy City Linen --Charleston, SC

Island Vista Resort -- Myrtle Beach, 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

Seabrook Resort -- Seabrook Island, SC

US Naval Academy – Annapolis, MD



VALUE ADDED

UNX has been involved in the laundry industry for over 60 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 UNX 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 UNX representative directly or through an online service request
 - Emergency service is available 24/7
 - Preventative monthly maintenance to reduce risk of down time and ensure consistent quality
- Training services available
 - Chemical Right-to-Know
 - GHS Safety Data Sheets
 - UNX equipment training
 - UNX chemical training
- Quality Assurance Team support
- Satisfaction guarantee

UNX emphasizes results for the customer and fosters innovations in technology for the benefit of the customer and the improvement of operational issues. UNX values the opportunity to serve VIRGINIA MILITARY INSTITUTE.



ADDENDUM 1

MISSION STATEMENT



Company Slogan, Mission, Values, and Purpose

Slogan

A Better Clean.

Mission

To provide the most innovative cleaning solutions while serving with integrity and excellence.

Core Values

Serve with Purpose

Before anything else, we are here to serve.

Integrity in Everything

We do things the right way, even if it's difficult.

Excellence

Our goal is to get things clean the first time, every time. Our customers deserve the best.

Innovation

We will never arrive, we are always becoming.

Purpose

To make a positive impact on the people and communities we serve for the sake of the Gospel.



ADDENDUM 2

PRODUCT

BROCHURES



presents

MAXX Series

The MAXX Series has been developed specifically for the large laundry market.

Multi-faceted Detergents

Specialty Products

Superior Service from Industry Experts

Unparalleled Dispensing Equipment

With the introduction of the MAXX Series, UNX brings the most technologically advanced products to the marketplace.

Implement the MAXX Series by UNX today to truly MAXXimize your laundry operation!

Connect with us!



UNX
707 E. Arlington Blvd.
Greenville, NC 27858
(252) 756-8616
www.unxinc.com



presents

MAXX Series

Product Selection for Virginia Military Institute

MAXX 289

MAXX 289 is an ultra-concentrated, non-phosphate high pH and high active alkali builder, and is the alkali builder of choice in all large operations. MAXX 289 provides the high Na_2O required for linen supply items. MAXX 289 neutralizes the effect of soluble iron and aids in redeposition control. MAXX 289 increases surfactant penetration and swells fibers to aid in the release of embedded soils.

MAXX 302

MAXX 302 is a high strength oxygen bleaching agent which avoids the handicaps of chlorine bleach. MAXX 302 replaces chlorine with a safer, more consistent bleaching action and assures protection of fabric tensile strength. MAXX 302 is a true oxygen bleach concentrate and is stable in storage.

MAXX 350

MAXX 350 is a concentrated sodium hypochlorite solution with consistent high strength quality. MAXX 350 is fast acting, effective at low bleaching temperatures, and represents maximum chlorine stability.

MAXX 454

MAXX 454 is a concentrated liquid neutral detergent ideally suited for operations where a wide variety of soils and classifications are present. Detergency in MAXX 454 is bolstered by full spectrum surfactant blend. Unique combination of solvents allows MAXX 454 its outstanding high soil capacity with stable and ample sudsing. Quality is enhanced with fluorescent brightener concentrate.

MAXX 507

MAXX 507 is a non-phosphate, liquid neutralizing sour concentrate that exhibits iron control properties, and rapid souring action. Use MAXX 507 where soluble and insoluble iron is a problem. MAXX 507 is strong, but offers safe neutralizing action.

MAXX 700 NP

MAXX 700 NP is an advanced liquid water conditioner and detergent booster. Recommended for water of high hardness or high total solids. Recommended for use in the break, detergent, and bleach stages. Unusual blend of sequestering and chelating agents. MAXX 700 NP neutralizes harmful effects of water hardness and total solids, and effectively controls iron contamination. MAXX 700 NP accelerates rinsing process, saving water and time.

MAXX 918

MAXX 918 is a liquid fabric softener concentrate designed to meet the softness requirements demanded by the industry. MAXX 918 lubricates the fibers and accelerates the ironing process. Use MAXX 918 where unparalleled nap, softness, fluffiness and quality of toweling is desired. MAXX 918 possesses excellent stability, is non-yellowing and is biodegradable.



SPEC-TAK

Enzyme Wonder Detergent

Where to Use

SPEC-TAK is a superior dry enzyme bleach detergent with mild alkalinity, and unsurpassed in results. Use in shirt and family laundries for ultimate quality. For use in hospitality, used either manually or with dispenser. Use SPEC-TAK on table linen and napkins for ready removal of proteinaceous and oily residues. In health care operations.

Features and Benefits

Powerful synergistic combination of enzymes, oxygen bleach, and detergent agents. Controlled alkalinity for optimum enzyme action.

- Protease and lipase enzymes for quick and complete removal of proteinaceous and vegetable oil residues.
- Special enzyme and oxygen bleach combination is derived from the UNX technology.
- **SPEC-TAK** is highly phosphated, with special citrus solvent, a key component of detergency process.
- Includes a special fluorescent brightener and four detergent agents for high range of soils and stains.
- Good sudsing action even in extremely hard water.
- **SPEC-TAK** is color safe and can be used as an overnight soaking agent for those tough stains.
- Achieves the whitest whites and stain-free quality!
- **SPEC-TAK** is mild, safe, and easy to use.

Available in the following package sizes:

4x7.5# Case
40 lb. Pail
50 lb. Bag
50 PAK Pail
100 PAK Pail
256 PAK Case



ADDENDUM 3 EQUIPMENT BROCHURE

DeltaTron

5 Washer Dispensing System

As a business owner or manager, so many things require your time and attention. Designed and built by UNX, the DeltaTron is a dispensing system you can depend on, that provides you with the data you need to make wise decisions for your business or department. Backed by continued service and support, the DeltaTron is your next step to finding "A Better Clean."

Truth in Delivery

Standard pumps only dispense product based on time, leading to inconsistent results and unverifiable product usage. However, with "Truth in Delivery", the DeltaTron weighs each injection in a clear cylinder, ensuring consistent quality in every load while allowing the user to visually verify the amount of product being dispensed into the washer.



Product Information

Product Line: Laundry

Chemicals Supported: 1-8

Washers Supported: 1-5

Wash Formulas: up to 32

Reporting Capabilities: Yes

Compressed Air: Required

Size: 43" w X 20" d X 67" h

Features & Benefits

- Included to qualifying customers at no additional cost
- Low level alarms ensure chemical delivery and consistent performance
- Visually verifiable injection of every chemical; know exactly what each load is receiving
- Touch screen controls for ease of use
- Realtime usage costs to assist with forecasting and budgeting
- Detailed production reports with live monitoring
- Retains monthly totals for 1 year

Industries:



Hospitality



Healthcare



Commercial
Laundry



Education



Athletics



Government



ADDENDUM 4
SERVICE
POLICY &
REPORT



UNX

Laundry Service Policy

The rising cost to provide the best in ultimate laundering quality and healthcare sanitation for on-premise laundry managers has escalated to a new realization of pressures to control all laundry processing cost. UNX has dedicated its services to the Institutional Laundry Industry for providing needed control of total operating cost while not sacrificing sanitation, quality or service. Proper service and routine observation of every phase of the laundry process should occur in order to minimize the expense of poor quality, improper sanitation, machinery, energy, employee and/or production inefficiency, etc. It is the objective of UNX to control the Laundry Manager's total processing cost, not just the obvious cost.

Checkpoints of Every Service Call

1. **UNX WILL ROUTINELY SERVICE YOU BASED ON A PRESCRIBED SCHEDULE.** We will also make prompt emergency service calls for you as necessary.
2. **UNX WILL MAINTAIN THE PROPER DETERGENT CONCENTRATION AND CHEMICAL SANITATION THROUGH A COMBINATION OF CHEMICAL ANALYSIS AND HIGHLY ADVANCED DISPENSING SYSTEMS.** We will take steps to remedy any condition that may allow chemical costs to rise due to over consumption, or quality to fall due to improper usage.
3. **UNX WILL INSPECT AND REGULATE THE WASH AND RINSE TEMPERATURE FOR PROPER REQUIREMENTS** during each phase of the prescribed wash formula. Proper temperatures are essential to the chemical/water mix for optimum cleaning ability.
4. **UNX WILL INSPECT AND REGULATE THE WASH AND RINSE LEVELS OF YOUR LAUNDRY MACHINES.** We will strive to ensure that maximum chemical concentrations are employed while preventing the inefficient use of hot water.
5. **UNX WILL PROVIDE PROGRAMMING SERVICES FOR YOUR LAUNDRY MACHINES** formulating the proper washing times, levels, temperatures, and chemical requirements.
6. **UNX WILL INSPECT FILL VALVES, DRIVE BELTS, WASH TUBS, DRAIN VALVES AND ELECTRICAL SWITCHES FOR PROPER FUNCTIONING.** We will handle routine repairs and report other problems to management for prompt remedy before major repair costs occur.
7. UNX will perform water analysis and linen observation checks for:
 - A. **IRON CONTENT** of water supply causing dull discoloration.
 - B. **BICARBONATE OF WATER** supply causing inefficiency of detergent concentration;
 - C. **CHLORINE RESIDUE** in linen, shortening the useful life of the fabric; and
 - D. **PROPER ph** of the finished fabric to provide the best result of sanitation and comfort.

UNX Will Keep Management Informed

1. Through **WRITTEN SERVICE REPORTS** on every service call.
2. Through **VISUAL AIDS** for laundry personnel providing instruction on the use of chemicals and formula washings.
3. Through **PROCEDURAL TRAINING GUIDES** explaining and interpreting the concepts of generally accepted laundry principles.
4. Through **EDUCATIONAL TRAINING SEMINARS:**
 - A. **LAUNDRY OPERATIONS** (a detailed study of laundry from soiled pick-up to clean delivery);
 - B. **INSTITUTIONAL LAUNDRY PROCEDURES** presenting detailed information on laundry equipment and technical/chemical procedures involved in the different types of laundry operations.
 - C. Through **ROUTINE COST ANALYSIS AND SPECIAL SURVEYS.** We will explore and emphasize energy efficiency, quality control, cost alignment and operational effectiveness



UNX maintains its position as the Industry Leader with service and integrity by fulfilling the commitment of our Service Policy.

Date _____

UNX Representative



Liquid Laundry Service Report

CUSTOMER NUMBER _____

ACCOUNT _____

ADDRESS _____

CITY _____ STATE _____

CUSTOMER COMMENTS—PRE-SERVICE:

CHAIN NO.	MACHINE MAKE
MODEL	DISPENSER
DATE	LOCATION
CONTACT NAME	
CONTACT EMAIL	
<i>*Operation & Equipment Section Results*</i> <i>Indicate operating conditions found and action taken.</i>	

*NO	RESULTS	*NO	TEST KIT	*NO	EQUIPMENT	OK	COMMENTS
	Poor 1 2 3 4 5 Superior	7	Bleach	14	Drain Valves		
1	Appearance	8	Iron (Yes/No)	15	Timers-Fixed		
2	Odor	9	pH	16	Wash Charts		
3	Feel	10	Water Hard	17	Micro-Processor		
4	Stain Removal	11	Absorption	18	Lint Traps		
5	Wrinkling	12	Water Levels	19	Controls (Dryer)		
6	Titration	13	Temperature	Other Dispenser Serviced:			

*NO	CONDITIONS FOUND	ACTION TAKEN AND COMMENTS

TRAINING DONE

- Pre-sorting procedures
- Wash machine loading procedures
- Proper use of supplies
- Proper linen handling * folding procedures
- Proper wash formula selection
- Proper drying temperature
- Current safety data sheets posted/Labels
- Other Remarks:

Distributor _____

PRODUCTS	CURRENT INV	PREVIOUS INV	SIZE

CUSTOMER COMMENTS—AFTER SERVICE:

Customer Signature _____

UNX Representative Signature _____



ADDENDUM 5 ADDITIONAL BID DOCUMENTS

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR PROPOSAL

RFP# V211-22-072

Issue Date: 9 February 2022
Title: Laundry Chemicals and Dispensing Equipment

Pre-Proposal
Conference Date: 22 February 2022; 9:30 AM
LOCATION: Meet in front of VMI's PX at Third Barracks

Due Date: 8 March 2022 at 2:00 PM EST (mailed or delivered to VMI Procurement Services)

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 2023** (Annually Renewable Thereafter for three (3) successive one-year renewals.

IDENTIFICATION OF BID ENVELOPE: The signed price list 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 bids should be placed in the envelope.

PRE-PROPOSAL CONFERENCE: 22 February 2022; 9:30 AM **LOCATION:** Meet in front of VMI's PX at Third Barracks

All Inquiries for Information Should Be Directed To: COL Kathleen H. Tomlin, VMI Procurement Services at tomlinkh@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:

UNX Industries, Inc.

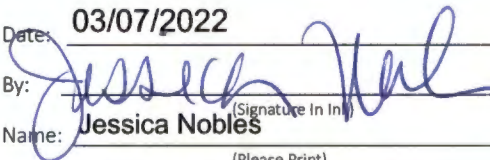
PO Box 7206

Greenville, NC Zip Code: **27835**

EVA Vendor ID or DUNS number **VS0000306977**

E-mail: **jessica.nobles@unxinc.com**

Date: **03/07/2022**

By: 

Name: **Jessica Nobles** (Signature in Ink)

Title: **Contracts & Proposals Manager** (Please Print)

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

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: UNX Industries, Inc.

ADDRESS: PO Box 7206

CITY/STATE: Greenville, NC 27835

TELEPHONE NUMBER: 252-756-8616

FEDERAL ID NUMBER (FIN): 83-4505552

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 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:


SIGNATURE OF OFFEROR

03/07/2022
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) eVA

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. 64 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
US Naval Academy; Annapolis, MD	Since 2010	_____
CW Bill Young VA Medical Center ; Bay Pines, FL	Since 2015	_____
Avista Resort ; Myrtle Beach, SC	Since 2014	_____
Holy City Linen ; Charleston, SC	Since 2018	_____
Shared Hospital Services Corporation ; Nashville, TN	Since 2020	_____
Florida State University ; Tallahassee, FL	Since 2006	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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: USNA Laundry

ADDRESS: 580 Kingwood Street, Annapolis, MD 21402

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

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: UNX is the proud supplier of laundry chemicals to the US Naval Academy.

CLIENT: VA Medical Center

ADDRESS: 3701 Loop Rd East, Tuscaloosa, AL 35404

CONTACT PERSON/PHONE#: Eddie Sanders

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: UNX is the proud supplier of laundry chemicals to the VA Medical Center -- Tuscaloosa, AL.

CLIENT: Shared Hospital Services Corporation

ADDRESS: _____

CONTACT PERSON/PHONE#: Emeka Okeani, President / 615-242-5951

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: UNX is the proud supplier of laundry chemicals to Shared Hospital Services Corporation.

Please use a separate sheet of paper for additional references.



ADDENDUM ONE
RFP #V211-22-072
LAUNDRY CHEMICALS AND DISPENSING EQUIPMENT

This Addendum, issued 1 March 2022, forms a part of the Contract Documents and provides clarification to the original solicitation for RFP# V211-22-072 dated 9 February 202 for Laundry Chemicals and Dispensing Equipment.

Page 2, Date Correction

Paragraph should read:

I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide Laundry Chemicals and Dispensing Equipment for Virginia Military Institute. The initial contract will be from date of award until **30 June 2023**, with three (3) optional one-year renewals.

END ADDENDUM 1

ISSUED BY: COL Kathleen H. Tomlin

1 March 2022

Addendum Received

*Jessica Nables
UNX Industries, Inc.*

3/7/2022