



**REQUEST FOR PROPOSALS**  
**RFP# V211-20-009**  
**VMI CADET SWORDS**  
**23 JUNE 2019**

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Virginia Military Institute  
Lexington, Virginia 24450-0304

**REQUEST FOR PROPOSALS**  
**RFP # V211-20-009**

Issue Date: 23 June 2019  
Title: VMI Cadet Swords  
Due Date: 23 July 2019 at 2:00 PM EST  
Commodity Code: 08015 / 08065 / 20137  
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.

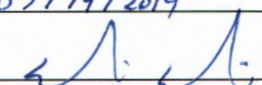
If Proposals are mailed: send directly to the Issuing Agency shown above. If Proposals are hand delivered, deliver to the Virginia Military Institute, Procurement Services, 314 Smith Hall, Lexington, VA 24450. **NO LATE SUBMISSIONS WILL BE ACCEPTED.**

**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.

All Inquiries for Information Should Be Directed To: MAJ 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.**

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.  
Attn: Jan Brunner  
400 Seneca Street  
Leavenworth KS Zip Code: 66048

Date: 07/14/2019  
By:   
(Signature in Ink)  
Name: Kevin Harrington  
(Please Print)  
Title: President

EVA Vendor ID or DUNS number 073035529

Phone: (800) 255-6136

E-mail: Jan@MarlowWhite.com

Fax: ( )

Minority Vendor:        Woman owned:        Small Business: ☒ CERTIFICATION #: Sam.Gov Not SWaM

**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.**

**REQUEST FOR PROPOSAL (RFP)**  
**RFP # V211-20-009**

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Attachments

Attachment A: **OFFEROR DATA SHEET**  
Attachment B: **CONFLICT OF INTEREST STATEMENT**  
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## **I. PURPOSE:**

The purpose of this Request for Proposals (RFP) is to establish a term contract with one or more vendor(s) to provide the VMI Cadet Swords (with scabbards) in various lengths, of a pattern generally referred to as the West Point Cadet Sword. Detailed guidance is provided in the specifications, Section VI below.

Initial contract shall be for one (1) year from date of award with an option to renew annually for four (4) additional one-year periods.

## **II. SMALL, WOMAN-OWNED AND MINORITY (SWaM) PARTICIPATION**

It is the policy of the Commonwealth of Virginia and Virginia Military Institute to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in State procurement activities. To that end, VMI is fully committed to achieving the standards set forth in the Governor's Executive Order and expects its partners to support a goal of no less than 42% spend with SWaM certified vendors. Preference will be given during evaluation to those business entities that are current SWaM certified. Information regarding certification can be obtained at [www.SBSD.virginia.gov](http://www.SBSD.virginia.gov).

## **III. VASCUPP EXPANDED COOPERATIVE LANGUAGE:**

**CONTRACT PARTICIPATION:** Under the authority of the Code of Virginia 2.2-4304. Cooperative Procurement, it is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institutions or lead-issuing institution's affiliated corporations may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the public bodies indicated above to purchase at contract prices in accordance with contract terms. The Contractor shall notify the lead-issuing institution in writing of any such institutions accessing the contract. No modification of this contract or execution of a separate contract is required to participate. The Contractor will provide semi-annual usage reports for all entities accessing the Contract. Participating entities shall place their own orders directly with the Contractor(s) and shall fully and independently administer their use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the lead-issuing institution. The lead-issuing institution shall not be held liable for any costs or damages incurred by any other participating public body as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the lead-issuing institution is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as the need may be.

## **IV. BACKGROUND:**

Founded in 1839, Virginia Military Institute is a four-year undergraduate college awarding B.A. and B.S. degrees. VMI is the nation's first state-supported military college and from the beginning, the VMI experience has instilled the character traits of service to community and to

others in its cadets. Cadets live within a military framework; they wear the cadet uniform at the Institute; live in a barracks; and regularly take part in parades and drills. **It is, therefore, imperative that the continuing supply of articles of uniform, including the VMI Cadet sword, be equal or superior in quality to those used heretofore at VMI.** Current enrollment is approximately 1700 cadets from 45 states and 7 countries.

## **V. STATEMENT OF NEEDS:**

The Contractor(s) shall have the capability of providing the VMI Cadet Sword per specifications. The annual need for new swords, both blank and etched, varies and order quantities and sizes will vary and will not be limited to a minimum requirement.

Samples. The VMI Cadet Sword is a mixture of manufacturing and art. Each offeror must submit a sample sword with the VMI specific engraving. Offerors who are or have provided VMI with cadet swords within the past three years do not need to send a new sample. Detailed photographs of a VMI Cadet Sword are found at Attachment F. The artwork is available to offerors in electronic format upon request.

## **VI. SPECIFICATIONS**

**A. Materials.** Where materials are not clearly specified, they shall be of the top quality normally used in commercial practice.

1. Sword Blade: The blade shall be made of corrosion resisting, stainless steel containing not less than 13.0% chromium and 0.3% carbon, and shall be carefully tempered, hardened and ground. The blade shall be tapered and have a straight diamond shape. The Rockwell "C" hardness shall be from 48 to 54. The surface of the blade shall be carefully polished to a bright finish.
  - a. Blade Length: The blade length of the swords shall be 24" to 34". The overall length of the assembled sword shall be 29- 5/8" to 39-5/8" respectively.
  - b. Design: The finished design on the blade shall be in accordance with the Artwork found at Attachment F.
  - c. Plain Blades: VMI desires the option to purchase swords with plain blades for general issue to cadets who choose not to purchase personalized VMI swords.
2. Sword Hilt Assembly: The sword hilt assembly shall consist of three components: pommel, grip, and cross guard.
  - a. Pommel: The pommel shall be made of copper-zinc alloy containing not less than 72% copper. The entire pommel shall be polished with Hamilton gold-finish plating. The pommel shall be made to screw onto and accept the threaded extension of the blade. The eagle's head shall be inscribed on the pommel facing its own left wing.
  - b. Grip: The grip shall be made of nickel-silver alloy containing not less than 13.0% nickel. The grip shall be pressed with grooves and shall be silver plated. Surfaces not simulating rope are to be highly polished. The grip sits on top of the cross guard and locks in place when sword is assembled.



- c. Cross Guard: The cross guard shall be made from a copper-zinc alloy containing not less than 72% copper. In the center of the front side of the cross guard shall appear the oval insignia of VMI, in raised letters, as shown on the sample. The entire cross guard shall be polished with Hamilton gold-finish plating.
  - d. Assembly: All component parts shall be accurately machined for size and fit to assure a solid and proper assembly.
- 3. Scabbard: The scabbard shall consist of four components: scabbard body, top fitting, shoe, and liner.
  - a. Scabbard Body: The scabbard body shall be made from carbon steel, carefully polished and nickel plated.
  - b. Top Fitting: The top fitting, 4-1/2" in length, shall be made of copper-zinc alloy containing not less than 72% copper. The front side of the top fitting shall have a 2-3/8" hook made of the same material. The top fitting and hook shall be in accordance with the sample. The fitting shall be secured to the scabbard body with brass machine screws. The entire top fitting shall be polished with Hamilton gold-finish plating.
  - c. Shoe: The shoe, 6-11/16" in overall length, shall be made of a copper-zinc alloy containing not less than 72% copper. The shoe shall be in accordance with the sample. The shoe fitting shall be secured to the scabbard body with brass machine screws. The entire shoe shall be polished with Hamilton gold-finish plating.
  - d. Liners: The liners inside the scabbard body shall be from fiberboard. The liners shall extend the total inside length of the scabbard body.
  - e. Finish: The finished scabbard shall be clean, smooth, and free from pits, dents, and other imperfections that may affect the appearance. The top fitting, hook, and shoe shall be polished with Hamilton gold-finish plating.
  - f. Plating: All plating shall be a minimum of 0.001 inch thickness.
- 4. Felt Cushion: Each sword shall have a 1/8" to 3/16" thick black felt washer at the base of the cross piece. The washer shall act as a cushion between the base of the cross piece and the top fitting of the scabbard.
- 5. Cover: Each sword and scabbard shall be provided with a cotton or cotton/polyester blend fabric cover to fit assembled sword and scabbard. The cover shall have an attached tie string.
  - a. Fabric: The fabric cover shall be silver gray or blue in color. The fabric shall be free of any imperfections that may affect the appearance or serviceability of the cover. The fabric shall have the following characteristics:
    - (1) Plain weave
    - (2) At least 2.5 ounces per square yard
    - (3) Texture: At least 44 yarns in the warp and 36 yarns in the filling.

**B. Workmanship.** The quality of manufacture shall be controlled to guarantee conformity with the standard of workmanship established in this specification. The finished sword, scabbard and cover shall be clean and free from any defects that may affect appearance or serviceability.

1. Construction: The construction of components and assemblies of the items shall conform to the requirements of this specification. Components shall be free from split, puncture, malformation or fracture.
2. Welding: Welding shall be complete, sound, uniform and free from burn through area, pits, slag inclusion, porosity, cracks, fracture, flash, and excess flux deposits.
3. Etching and Artwork: Etching shall be as shown on the sample and in accordance with commercial practice. Lettering shall be done in Old English. The first letter of each name shall be a capital letter followed by lower case letters. See the sample for indication of bright lettering and dull background. All artwork shall be depicted on the sample. All etching and artwork shall be identical on like parts. Laser engraving is an acceptable alternative to acid etching so long as a sample sent from the vendor to VMI is approved.
4. Removal of burrs, sharp edges, and flash lines: All burrs, sharp edges, and flash lines shall be removed prior to plating and polishing.

**C. Sample.** Sample(s) sent separate from the written proposal(s) shall be addressed to:

Virginia Military Institute  
Military Store  
503 Burma Road  
Lexington, VA 24450

**D. Quality Assurance Provisions.**

1. Supplier's Responsibility: The successful vendor is responsible for the performance of all inspection requirements.
2. Examination of the End Item: The Contractor shall inspect the finished swords for compliance with this specification prior to submitting them to the Virginia Military Institute for final inspection and acceptance.
3. Final Inspection: The passing as satisfactory of the preproduction sample/bid sample or any detail of construction or material shall not be construed as relieving the Contractor of responsibility for faulty workmanship or material which may be discovered at any time prior to final acceptance.
4. Point of Final Inspection: The point of final inspection and acceptance of the finished articles shall be the Operations Manager, Military Store, Virginia Military Institute.
5. Defects: Each sword shall be inspected for the following defects. Swords declared unacceptable by VMI shall be remade/reworked or the defect corrected prior to final acceptance.

- a. Blade

1. Bent or distorted and not fitting the scabbard correctly
  2. Edge nicked affecting appearance
  3. Blade lengths which are  $\frac{3}{4}$  inch or less shorter than specified
  4. Blemishes
- b. Design on Blade
1. Design not clear
  2. Design with blemishes
  3. Design not imposed properly
- c. Felt Cushion
1. Omitted
  2. Not the proper size
  3. Not the proper color
- d. Sword Hilt Assembly
1. Grip and cross guard not assembled properly
  2. Grip and cross guard loose
- e. Pommel
1. Incorrect shape and clearness of design
  2. Eagle's head not facing properly
  3. Loose connection with end of blade
- f. Grip
1. Incorrect shape and clearness of cut in grooves
- g. Cross Guard
1. Incorrect Shape
  2. Design not clear
- h. Scabbard
1. Incorrect shape and clearness of design
  2. Dents
  3. Blemishes
- i. Top Fitting
1. Dents
  2. Blemishes
- j. Shoe Fitting



1. Incorrect size and failure to allow insertion of sword freely and securely
2. Too tight to insert sword properly or withdraw properly

k. General

1. Finish on all brass parts shall only be Hamilton gold-finish plating and shall not contain scars and blemishes.

l. Cover

1. Seam allowance not maintained, improper seams or stitching resulting in badly twisted, pleated or bulging seams on outside of cover
2. Thread breaks or ends of joining seams (when not caught in other seams) not securely backstitched
3. Multiple skipped stitches, loose or tight stitch tension resulting in an unsatisfactory seam
4. Open seams due to broken or continuous skipped or run off stitches

m. Component and Assembly

1. Any component part omitted
2. Any defect of component or assembly, definitely affecting serviceability
3. Any defect of component or assembly affecting appearance or limiting serviceability

## VII. EVALUATION AND AWARD:

Each proposal will be evaluated for full compliance with the RFP requirements and the mandatory terms and conditions set forth within this RFP document. The objective of the Evaluation Committee will be to select the contractor that is most responsive to the herein described needs of Virginia Military Institute.

### **EVALUATION CRITERIA AND SCORING:**

#### POSSIBLE POINTS

Qualifications and Experience / References	20
Approach and Methodology	20
Capabilities, Skills, Quality – based on submitted samples	20
Small, Woman, and Minority (SWaM) Utilization	20
Price	20

**TOTAL            100**

## VIII. PROPOSAL PREPARATION AND SUBMISSION INSTRUCTIONS

### A. GENERAL INSTRUCTIONS:

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the Virginia Military Institute Procurement Services and the Buyer of Record for the duration of this Proposal process. Only questions submitted on the Understanding of Requirements Form (attachment D) will be addressed in the form of an addendum.

#### 1. RFP Response

In order to be considered, Offerors must submit a complete response to this RFP. One (1) *Original* and six (6) copies of the proposal must be submitted to the Issuing Agency. One redacted electronic copy must also be provided suitable for public posting. The price proposal, Attachment E, should be submitted in a separate sealed envelope. No other distribution of the proposal shall be made by the Offeror.

#### 2. Proposal Preparation

a. Proposals shall be signed by an authorized representative of the Offeror. All information requested must be submitted. Failure to submit all information requested may result in your proposal being considered non-responsive, and therefore, rejected.

b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis shall be placed on completeness and clarity of content. Failure to submit all information requested may result in the Institute requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals that are substantially incomplete or lack key information may be rejected by the Institute. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

c. Each copy of the proposal should be bound in a single volume where practical. All documentation submitted with the proposal should be bound in that single volume.

d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.

e. All proposals shall be received and time stamped in Procurement Services no later than the Closing Date and Time shown on the cover page of this Request for Proposal. Any proposal **received after** the specified date and time shall **not** be considered and shall be returned unopened to the Offeror.

f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the *Virginia Freedom of Information Act*. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the *Virginia Freedom of Information Act*; however, the offeror must invoke the protection of Section 2.2-4342F of the *Code of Virginia*, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

### 3. Oral Presentation

Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to the Institute. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. The Issuing State agency will schedule to time and location of these presentations. Oral presentations are an option of the Institute and may or may not be conducted. Offerors should ensure that written proposals are complete.

## B. SPECIFIC PROPOSAL INSTRUCTIONS:

Proposals should be as thorough and detailed as possible so that the Institute may properly evaluate your capabilities to provide the required goods/services. Offerors are required to submit the following items as complete proposal:

1. Return RFP cover sheet and all addenda acknowledgments, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in this Request for Proposal.
3. A written narrative statement to include, but not limited to the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as Attachment A to this RFP.
5. Conflict of Interest Statement, included as Attachment B to this RFP of this Request for Proposal.

6. Price Proposal Attachment E.

**FAILURE TO PROVIDE ACCURATE AND COMPLETE INFORMATION MAY BE CAUSE FOR PROPOSAL REJECTION**

**AWARD OF CONTRACT.** Selection shall be made of one or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation criteria included in this Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offers so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Military Institute may cancel this Request for Proposals or reject proposals at any time prior to award, and is not required to furnish a statement of the reason why a particular proposal was not deemed to be the most advantageous (*Code of Virginia, § 2.2-4359D*). Should the Virginia Military Institute determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

The award document will be a contract incorporating by reference all of the requirements, terms and conditions of this solicitation and the successful offeror's proposal as negotiated.

**Virginia Military Institute reserves the right to award to more than one vendor as a result of this solicitation.**

**GENERAL TERMS AND CONDITIONS**

- A. **PURCHASING MANUAL:** This procurement is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. In addition, the manual may be accessed electronically at <https://vascupp.org> or a copy can be obtained by calling Procurement Services at (540) 464-7323.
- B. **APPLICABLE LAWS AND COURTS:** This procurement and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their (bids/proposals), (bidders/offerors) certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA)*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based



organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

In every contract over \$10,000 the provisions in 1 and 2 below apply:

1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

D. **ETHICS IN PUBLIC CONTRACTING:** By submitting their (bids/proposals), (bidders/offerors) certify that their (bids/proposals) are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other (bidder/offeror), supplier, manufacturer or subcontractor in connection with their (bid/proposal), and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

E. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

F. **DEBARMENT STATUS:** By submitting their (bids/proposals), (bidders/offerors) certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this procurement, nor are they an agent of any person or entity that is currently so debarred.

G. **ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

H. **MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFBs AND RFPs**

Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

I. **CLARIFICATION OF TERMS:** If any prospective (bidder/offeror) has questions about the specifications or other solicitation documents, the prospective (bidder/offeror) should contact the buyer whose name appears



on the face of the solicitation no later than 10 (ten) calendar days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

**J. PAYMENT:**

**1. To Prime Contractor:**

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The B-3 provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Code of Virginia*, § 2.2-4363).

**2. To Subcontractors:**

- a. A contractor awarded a contract under this solicitation is hereby obligated:
    - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
    - (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.
  - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

K. **PRECEDENCE OF TERMS:** The following General Terms and Conditions *VENDORS MANUAL*, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF 1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

L. **QUALIFICATIONS OF (BIDDERS/OFFERORS):** The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the (bidder/offeror) to perform the services/furnish the goods and the (bidder/offeror) shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect (bidder's/offeror's) physical facilities prior to award to satisfy questions regarding the (bidder's/offeror's) capabilities. The Commonwealth further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such (bidder/offeror) fails to satisfy the Commonwealth that such (bidder/offeror) is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

M. **TESTING AND INSPECTION:** The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

N. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.

O. **CHANGES TO THE CONTRACT:** Changes can be made to the contract in any of the following ways:

1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract. B-4

2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:

a. By mutual agreement between the parties in writing; or

b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or

c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within

thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia *Vendors Manual*. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

- P. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. **TAXES:** Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
- R. **USE OF BRAND NAMES:** Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict (bidders/offers) to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The (bidder/offers) is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the (bidder/offers) clearly indicates in its (bid/proposal) that the product offered is an equivalent product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.
- S. **TRANSPORTATION AND PACKAGING:** By submitting their (bids/proposals), all (bidders/offers) certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.
- T. **INSURANCE:** By signing and submitting a bid or proposal under this solicitation, the bidder or offers certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2- 800 et seq. of the *Code of Virginia*. The bidder or offers further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:**

1. Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth

of increases in the number of employees that change their workers' compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.

2. Employer's Liability - \$100,000.
3. Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
4. Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract.)

**NOTE: In addition, various Professional Liability/Errors and Omissions coverage is required for the following:**

<u>Profession/Service</u>	<u>Limits</u>
Architecture	\$2,000,000 per occurrence, \$6,000,000 aggregate
Asbestos Design, Inspection or	
Abatement Contractors	\$1,000,000 per occurrence, \$3,000,000 aggregate
Landscape/Architecture	\$1,000,000 per occurrence, \$1,000,000 aggregate
Professional Engineer	\$2,000,000 per occurrence, \$6,000,000 aggregate
Surveying	\$1,000,000 per occurrence, \$1,000,000 aggregate

- U. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA VBO ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- V. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- W. **NON-DISCRIMINATION OF CONTRACTORS:** A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to



discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

- X. **eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS:** The eVA Internet electronic procurement solution, web site portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014, and after, the Vendor Transaction Fee is:
- (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
  - (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.
- b. Refer to Special Term and Condition “eVA Orders and Contracts” to identify the number of purchase orders that will be issued as a result of this solicitation/contract with the eVA transaction fee specified above assessed for each order.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, typically within 60 days of the order issue date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- Y. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- Z. **SET-ASIDES IN ACCORDANCE WITH THE SMALL BUSINESS ENHANCEMENT AWARD PRIORITY:** This solicitation is set-aside for award priority to DSBSD-certified micro businesses or small businesses when designated as “Micro Business Set-Aside Award Priority” or “Small Business Set-Aside Award Priority” accordingly in the solicitation. DSBSD-certified micro businesses or small businesses also includes DSBSD-certified women-owned and minority-owned businesses when they have received the DSBSD small business certification. For purposes of award, bidders/offerors shall be deemed micro businesses or small businesses if and only if they are certified as such by DSBSD on the due date for receipt of bids/proposals.



AA. **BID PRICE CURRENCY:** Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.

BB. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the *Virginia Public Procurement Act* shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

\*\*\*\*\*END GENERAL TERMS AND CONDITIONS\*\*\*\*\*

### **SPECIAL TERMS AND CONDITIONS**

- A. **ADDITIONAL USERS:** This procurement is being conducted on behalf of state agencies, institutions and other public bodies who may be added or deleted at any time during the period of the contract. The addition or deletion of authorized users not specifically named in the solicitation shall be made only by written contract modification issued by this agency or institution and upon mutual agreement of the contractor. Such modification shall name the specific agency added or deleted and the effective date. The contractor shall not honor an order citing the resulting contract unless the ordering entity has been added by written contract modification.
- B. **ADVERTISING:** In the event a contract is awarded for supplies, equipment, or services resulting from this bid/proposal, no indication of such sales or services to the Virginia Military Institute will be used in product literature or advertising. The contractor shall not state in any of its advertising or product literature that Virginia Military Institute has purchased or uses any of its products or services, and the contractor shall not include Virginia Military Institute in any client list in advertising and promotional materials.
- C. **AUDIT:** The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.
- D. **AWARD TO MULTIPLE OFFERORS:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Code of Virginia*, § 2.2-4359D). Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror

is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

- E. **CANCELLATION OF CONTRACT:** The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- F. **FUTURE GOODS:** VMI reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, sub-systems, or related services that are newly introduced during the term of this agreement. Such additional goods and services will be provided to VMI at favored nations pricing, terms and conditions.
- G. **IDENTIFICATION OF BID/PROPOSAL ENVELOPE:** If a special envelope is not furnished, or if return in the special envelope is not possible, the signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:	<b>23 July 2019, 2:00 PM SHARP, EST</b>	
_____	Due Date	Time
Name of Bidder/Offeror		
<b>V211-20-009</b>		
_____	IFB No./RFP No.	
Street or Box Number		
<b>VMI Cadet Sword</b>		
_____	IFB/RFP Title	
City, State, Zip Code		

Name of Contract/Purchase Officer or Buyers: **MAJ Lynn W. Carmack, CUPO, VCCO, CPPO,**  
**Secondary contact: LTC Kathleen H. Tomlin, VCO, VCCO, CUPO**

The envelope should be addressed as directed on Page 1 of the solicitation.

If a proposal not contained in the special envelope is mailed, the offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the bid or proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- H. **LATE PROPOSALS:** To be considered for selection, proposals must be received by Procurement Services prior to the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in Procurement Services. Proposals received in Procurement Services after the date and hour designated are automatically disqualified and **will not be considered**. The Institute is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the internal Institute mail system. **It is the sole responsibility of the Offeror to ensure that its proposal reaches Procurement Services by the designated date and hour.**
- I. **METHOD OF PAYMENT:** Virginia Military Institute will authorize payment to the contractor after receiving satisfactory service and receipt of the contractor's correct invoice for services rendered.

Invoice documents shall include the contract number and purchase order number. Invoices must correspond with contract prices. Unless specified otherwise in a purchase order change form or a contract modification agreement,

invoices shall be sent to the following address:

Virginia Military Institute  
Accounts Payable,  
Office of the Comptroller  
310 Smith Hall  
Lexington, VA 24450

The preferred method of Invoice delivery is electronically to [payables@vmi.edu](mailto:payables@vmi.edu).

- J. **OFFEROR UNDERSTANDING OF REQUIREMENTS:** It is the responsibility of each Offeror to inquire about and clarify any requirements of this solicitation that are not understood. The Institute will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in Procurement Services. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of proposals. A copy of all inquiries and the respective response will be provided in the form of an addendum to all Offerors who have indicated an interest in responding to this solicitation. These questions may be sent by FAX to 540-464-7669 using Attachment A, the Understanding of Requirements form.
- K. **OFFER ACCEPTANCE PERIOD:** Any offer in response to this solicitation shall be valid for ninety (90) days. At the end of the ninety (90) days, the offer may be withdrawn at the written request of the Offeror. If the offer is not withdrawn at that time, it remains in effect until an award is made or the solicitation is canceled.
- L. **PRICE ESCALATION/DE-ESCALATION:** Price adjustments may be permitted for changes in the contractor's cost of materials not to exceed the increase in the following index/indices: CPI. No price increases will be authorized except at the time of contract renewal periods and require not less than 30 days advance notice and must be approved by Procurement Services. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth.

Contractor shall give not less than 30 days advance notice of any price increase to Procurement Services. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period. The contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the contractor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers.

Procurement Services will notify the using agencies and contractor in writing of the effective date of any increase which it approves. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to Procurement Services.

- M. **QUANTITIES:** Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.



## 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: Jan Brunner Phone: 800-255-6136

Email: [Jan@MarlowWhite.com](mailto:Jan@MarlowWhite.com)

Length of Time in this Business: YEARS: 40 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: United States Military Academy CONTACT NAME:

**Bob Pizzano**

**PHONE: 845-938-8182**

EMAIL: Robert.L.Pizzano.civ@mail.mil

**FAX:** 845-938-5855

w911SD18P0167

**PROJECT:** Supply Cadet Sabers to the academy. Base year plus two option years.

DATE(S) OF SERVICE: 05/10/2019 - Present VALUE: \$ 585.195 to Date

COMPANY: 3rd US Infantry Regiment (The Old Guard) CONTACT NAME: Denese Henson

**PHONE: 203-806-2168**

EMAIL: Denese.y.Henson.civ@mail.mil

FAX:

**PROJECT:** w91QV1-15-D-0019 Supply Army Officer Sabers and NCO Swords. Base Plus Four Option Years

DATE(S) OF SERVICE: 2/18/16 - Present VALUE: \$191,100 to Date

COMPANY: United States Coast Guard Academy CONTACT NAME: Gina Canida

PHONE: 202-475-3709

EMAIL: Gina.V.Canida@USCG.mil

FAX:

HSCG23-15-D-QADO33

**PROJECT:** Supply US Coast Guard Officer Swords to the Academy. Base Plus Four Options Years

DATE(S) OF SERVICE: 7/15/2015-Present VALUE: \$ 286,200 to Date

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 Street  
CITY/STATE: Leavenworth KS 66048  
TELEPHONE NUMBER: 800-255-6136  
FEDERAL ID NUMBER (FIN): 48-0906414

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

- |   |   |
|---|---|
| <input checked="" type="radio"/> SMALL BUSINESS | <input type="radio"/> INDIVIDUAL BUSINESS |
| <input type="radio"/> WOMAN-OWNED BUSINESS      | <input type="radio"/> SOLE PROPRIETORSHIP |
| <input type="radio"/> MINORITY-OWNED BUSINESS   | <input type="radio"/> PARTNERSHIP         |
| <input type="radio"/> SHELTERED WORKSHOP        | <input type="radio"/> 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

07/19/2019  
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) WKC, our sword manufacturer in Germany, shared their copy.



**ATTACHMENT C  
SAMPLE CONTRACT**

**VIRGINIA MILITARY INSTITUTE**

Lexington, Virginia 24450

**PROCUREMENT SERVICES**

Phone 540-464-7323

Fax 540-464-7669

314 Smith Hall

**COMMONWEALTH OF VIRGINIA**

**STANDARD CONTRACT**

Contract Number: \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_ 2019 between \_\_\_\_\_  
SSN/FIN: \_\_\_\_\_, hereinafter known as the "Contractor"  
and the Commonwealth of Virginia, Virginia Military Institute, hereinafter known as "VMI."

**WITNESSETH** that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF CONTRACT:** The Contractor shall \_\_\_\_\_.

**PERIOD OF PERFORMANCE:** \_\_\_\_\_.

**COMPENSATION AND METHOD OF PAYMENT:** The Contractor shall be paid \$ \_\_\_\_\_  
(\_\_\_\_\_ 00/100 Dollars). In accordance with the  
Commonwealth of Virginia's *Prompt Payment Act* terms are Net 30 days from receipt of invoice.

**CONTRACT DOCUMENTS:** The contract documents shall consist of:

- (1) This signed form
- (2) The Contractor's Proposal/Bid and any modifications, if applicable.
- (3) The General Terms and Conditions
- (4) Special Terms and Conditions as required

**IN WITNESS WHEREOF**, the parties have caused this Contract to be duly executed intending to be bound thereby.

**CONTRACTOR:**

**PURCHASING AGENCY:**

By: \_\_\_\_\_

By: \_\_\_\_\_

MAJ Lynn W. Carmack, CUPO, VCCO

For: \_\_\_\_\_

For: Virginia Military Institute

Date: \_\_\_\_\_

Date: \_\_\_\_\_

ATTACHMENT D



# UNDERSTANDING OF REQUIREMENTS

RFP #V211-20-009

## VMI CADET SWORDS

Virginia Military Institute

Procurement Services

OFFEROR: Marlow White Uniforms, Inc.

Date: 07/19/2019

The following question concerns specifications, Section(number) \_\_\_\_\_

Paragraph V, page 5.

Any historical usage information on number of swords or blade sizes will greatly help with forecasting and reducing delivery times. Estimates do not obligate VMI and are only for planning.

All responses to questions will be made by Addendum.

Questions Submitted by: Kevin Harrington

NAME

Marlow White Uniforms, Inc.

FIRM

800-255-6136

PHONE

Kevin@MarlowWhite.com

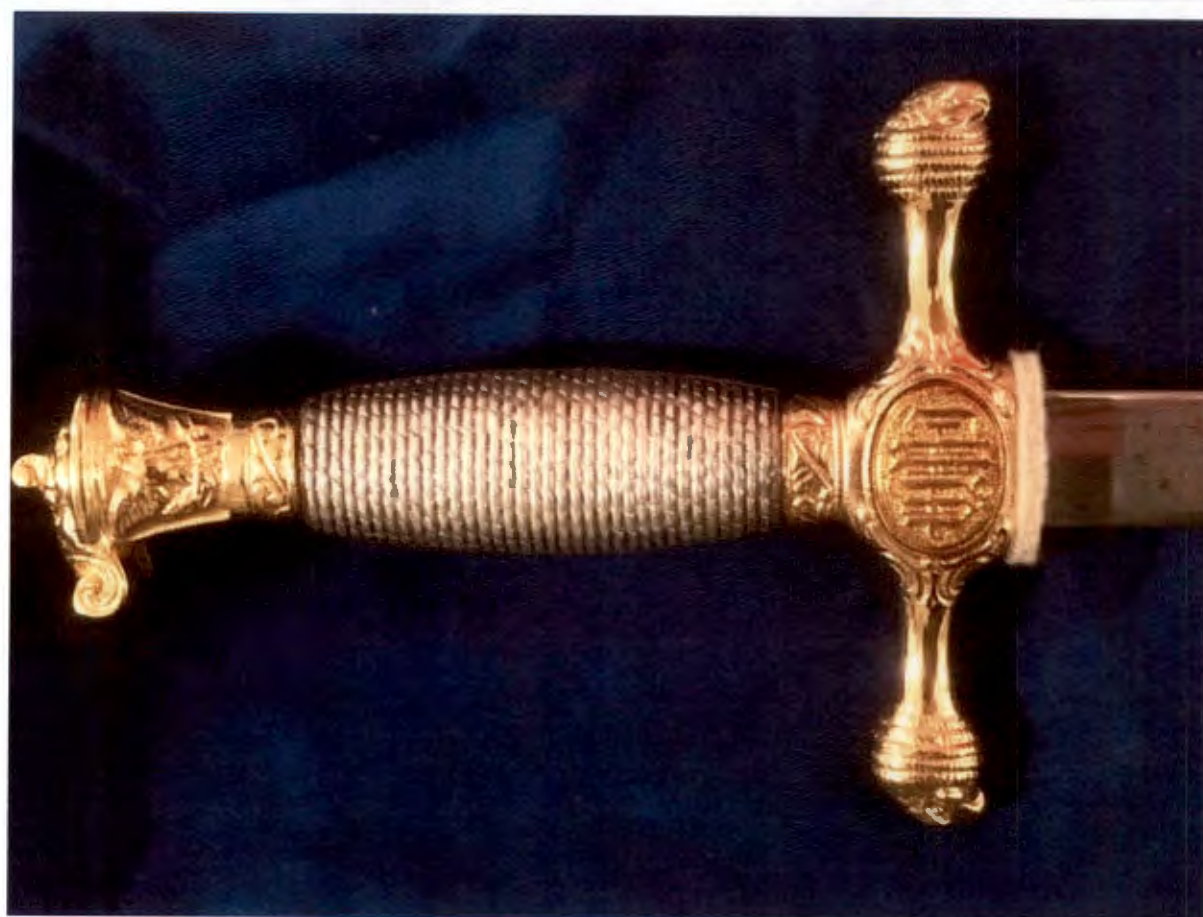
EMAIL

This form may be sent by E-Mail to Lynn Carmack [carmacklw@vmi.edu](mailto:carmacklw@vmi.edu).

ATTACHMENT F

Photos and sample artwork for Etched Swords.











Collin Garrett Alexander



July 19, 2019

Virginia Military Institute  
Procurement Services  
Attn: MAJ Lynn W. Carmack  
314 Smith Hall  
Lexington, VA 24450

Subject: Plan and Methodology for RFP# V211-20-009, VMI Cadet Swords

1. As directed on page 11, paragraph B.2 in the abovementioned RFP, this document outlines how Marlow White Uniforms, Inc. will support supplying VMI Cadet Swords in a contract.
2. Etched Blade Swords: We have several options to supply etched swords to VMI. We have the ability to modify these options with VMI to better accommodate their ordering practices and support the contract.
  - a. We will keep a small quantity of swords at our Leavenworth, KS headquarters. The blades will have the acid etch design but will not have any individual names or dates on them. We will keep swords with various blade lengths to support the different customers' needs. When VMI needs a sword, they can send us a purchase order through eVA or an emailed form. We will then laser etch the name and graduation year per the order and ship it to VMI. The average turn-around time between receiving an order and shipping the etched sword is two business days. If we do not have the specific blade length in stock, we can order the sword from the factory in Germany and delivery it in 45 days.
  - b. For orders over 10 swords, we recommend that VMI consolidate the information and send it to us in a single order. We will use available inventory and then order additional swords as needed from the factory in Germany. If the order is for 20 or more etched swords, we may submit them all to the factory and delivery them all in 45 days.
  - c. We would frequently monitor order trends and adjust our on-hand inventory can meet VMI's needs. It would be ideal to be able to supply 10-20 individual orders as needed and place larger orders with the factory when time permits. For example, if cadets order swords at in the spring and need them in late summer when school starts again, it would be more efficient to consolidate all of the orders and process them together for a single delivery.
3. Plain Blade Swords: Our assumption is that VMI orders the plain blade swords less frequently than the etched ones. We will keep a few plain blade swords on hand if VMI needs them one or two at a time. If VMI orders them in larger quantities, it will be more efficient to submit a single order to the factory in Germany and could deliver the swords in 45 days.



4. Point of Contact: Please let me know if you have questions or need any further information. I can be reached at 800.255.6136 or [kevin@marlowwhite.com](mailto:kevin@marlowwhite.com).

Respectfully,

A handwritten signature in blue ink, appearing to read 'K. Harrington', is placed over a light gray rectangular background.

Kevin Harrington  
President



July 19, 2019

Virginia Military Institute  
Procurement Services  
Attn: MAJ Lynn W. Carmack  
314 Smith Hall  
Lexington, VA 24450

Subject: Experience and Qualifications to Perform Work for RFP# V211-20-009, VMI Cadet Swords  
July 17, 2019

1. As directed on page 11, paragraph B.3 in the abovementioned RFP, this document provides a performance narrative for the companies and people that will support supplying VMI Cadet Swords in a contract.
2. Marlow White Uniforms, Inc.: Marlow White is a 140-year old company specializing in military and first responder dress uniforms. We have been incorporated in our existing structure since 1980. Marlow White has been selling military swords and sabers in a retail capacity for over 15 years. We also currently supply or have previously supplied swords through federal contracts to the following:
  - a. United States Military Academy – Cadet Swords
  - b. United States Air Force Academy – Cadet Swords
  - c. United States Coast Guard Academy – Officer Swords
  - d. 3<sup>rd</sup> U.S. Infantry Regiment (The Old Guard) – Army Officer Sabers and Noncommissioned Officer Swords
  - e. Defense Logistics Agency – USMC Noncommissioned Officer Swords
3. Other Military Cadet Swords: We also provide custom swords or sabers to various military schools in retail or contract capacities. Schools include:
  - a. Virginia Military Institute, Office of Cadet Life
  - b. Virginia Polytechnic Institute and State University (VPI)
  - c. The Citadel
  - d. Norwich University
  - e. Texas A&M University





- f. New Mexico Military Institute
4. Contract Performance: We provide details on several relevant contracts in Attachment A of the RFP.
5. Marlow White Supporting Staff: The following people will assist with the VMI sword effort.
- a. Kevin Harrington, President: 8.5 years with company and will provide contract coordination and order support. Has been the company's primary contract coordinator.
  - b. Jan Brunner, Executive Assistant: 10.5 years with the company. Jan will be responsible for receiving VMI orders and getting them processed. She will be the primary point of contact for any order inquiries.
  - c. Samantha Kings, Inventory Manager: 5 years with the company. Samantha will monitor on-hand inventory levels and coordinate any production orders with WKC, the sword manufacturer in Germany.
  - d. Alan Knight, Sword Specialist: 4.5 years with company and will perform all custom name and date laser etches on the sword blades. Alan will also assist with order processing and shipping the swords. Alan has etched and shipped almost 10,000 thousand swords to date.
6. Sword Manufacturing: WKC, located in Solingen, Germany will manufacture all VMI swords. WKC is the oldest existing company producing edged weapons worldwide. While the company was founded in 1883 and also still uses traditions dating back to 1553. Marlow White and WKC have a liaison/representative relationship, contrasted to the "common ownership" or "vendor broker" relationship one often sees with other foreign sword manufacturers and US-located sellers. While we are WKC's largest customer and enjoy a strong relationship with WKC, Marlow White is independent of WKC and is 100% domestically owned. WKC is ISO 9001:2008 certified, guaranteeing outstanding quality and service. WKC offers a two-year manufacturer's warranty for each sword, covering normal wear and usage.
7. Point of Contact: Please let me know if you have questions or need any further information. I can be reached at 800.255.6136 or [kevin@marlowwhite.com](mailto:kevin@marlowwhite.com).

Respectfully,

Kevin Harrington  
President



July 19, 2019

Virginia Military Institute  
Procurement Services  
Attn: MAJ Lynn W. Carmack  
314 Smith Hall  
Lexington, VA 24450

Subject: Sword Sample for RFP# V211-20-009, VMI Cadet Swords

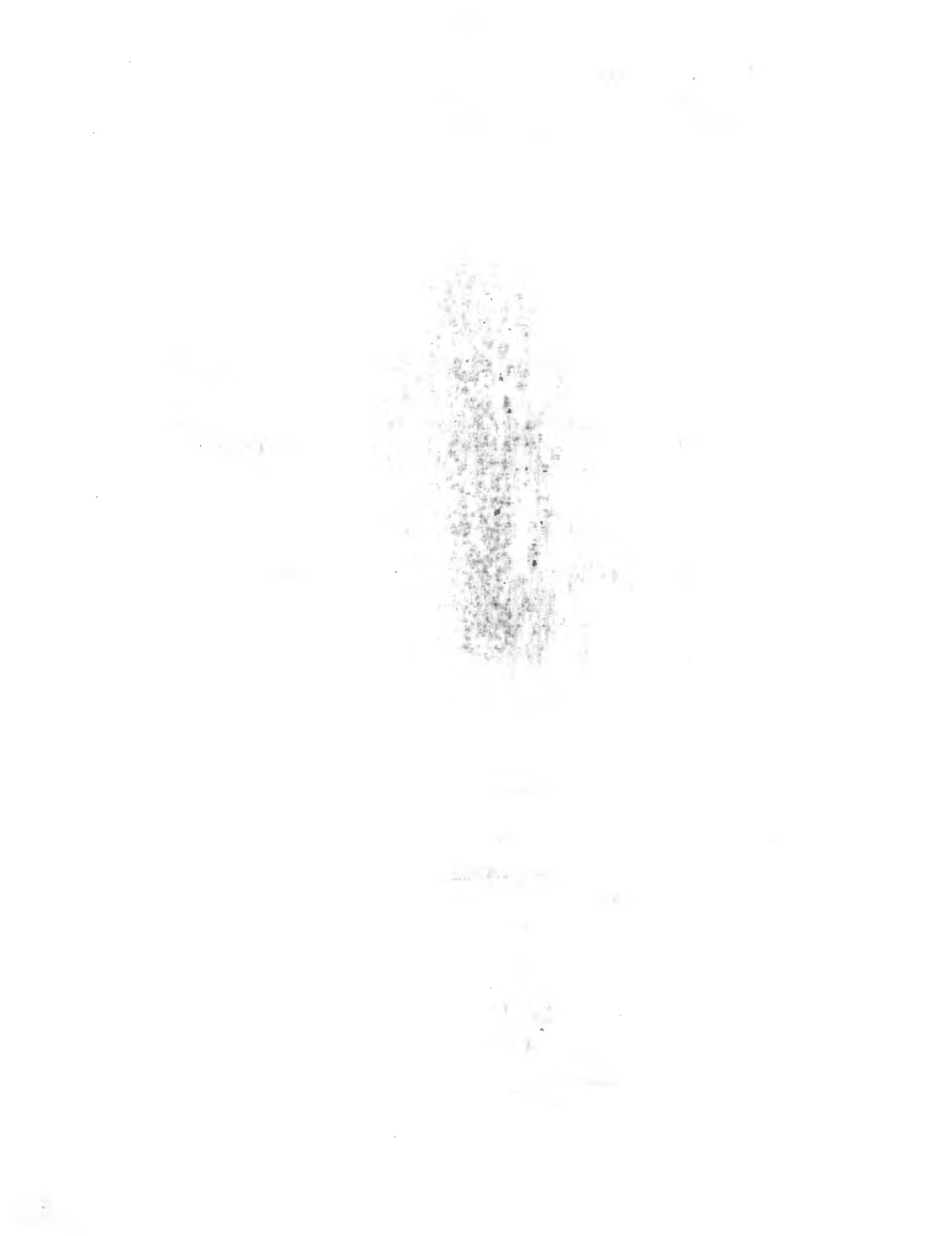
1. Paragraph V, Statement of Needs, in the abovementioned RFP states that "offerors who are or have provided VMI with cadet swords within the past three years do not need to send a new sample." We provide cadet swords to the VMI Office of Cadet Life annually and have done so for several years. However, we are still submitting a sample to review. We will ship the sword sample to the Military Store address specified in the RFP.
2. The following is a summary of our last three years of sword orders through the Office of Cadet Life.

Marlow White Invoice #	Date	Number of Cadet Swords
INV0750321	4/21/17	3
INV0750322	4/21/17	1
INV0750323	4/21/17	1
INV0800197	2/13/18	1
INV0818579	5/4/18	1
INV0868423	3/1/19	1
INV0882508	5/8/19	1

3. Point of Contact: Please let me know if you have questions or need any further information. I can be reached at 800.255.6136 or [kevin@marlowwhite.com](mailto:kevin@marlowwhite.com).

Respectfully,

Kevin Harrington  
President



## **ATTACHMENT E**

### **PRICING SCHEDULE:**

The Offeror shall furnish VMI Cadet Swords 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. ***Pricing shall include shipping and customs costs, if applicable.***

Description	Quantity	Price Each
VMI Cadet Sword – Etched Blade	1 Each	\$199.00
VMI Cadet Sword – Plain Blade	1 Each	\$199.00