



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011124
Entitled

Uniforms with Related Products and Services

The following advertisement was placed November 16, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, November 17, 2023 in Oregon's *Daily Journal of Commerce*, and November 16 and November 22, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Uniforms with Related Products and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 11, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

4imprint, Inc.	K & G Equity, LLC
A&R Project Solutions, Ltd.	Key Innovations
All and then some, LLC	LION First Responder PPE
AlSCO Canada Corporation	Martin & Levesque, Inc.
American Soccer Company, Inc.	Mobb Workwear, Ltd. dba Universal Workwear
Anchortex Corporation	Model Manes
Aramark Uniform Services	Municipal Emergency Services, Inc.
Baketivity Corp.	OD Taragin & Bros., LLC
BAMKO Merch, Inc.	Orisha Oshun Shop
Blauer Manufacturing Co., Inc.	Outdoor Outfits, Ltd.
Blueberry Uniforms, Inc.	Pacific Safety Products

Bochi Brothers Accessory Network	Pankaj Kapadia
Bordova Innovations, Inc.	Peerless Garments
Canadian Linen and Uniform Service	Petacy Group, Inc.
Charm-Tex	Plan D, Inc.
CIMA LTCI Corporation	Prime Vendor, Inc.
Cintas Corporation	Promo Solutions
Cole's Screen Printing	PWXPress
Concept Uniform Co.	RANZ
Conquer Supply Co.	Ray O'Herron Company, Inc.
Cooperative Services, LLC	Riddell / All American Sports Corp.
Courage Tactical, LLC DBA CopsPlus	Safedesign Apparel, Ltd.
Cox's Bazar Trading, Inc.	Sea-Western, Inc.
DANA SAFETY SUPPLY, Inc.	ServiceWear Apparel
DYNAMIX SCAFFOLD GROUP, LLC	Shield Group Industries, LTD
Everest Trading Corporation	Sleek Lemon, Inc.
Fifthroom Markets, Inc.	Sports Imports, Inc.
FYRE MARKETING, LLC	Tactical Distributors Canada
Galls, LLC	Technology International, Inc.
Geirger Bros	UniFirst Corporation
Globalink Holdings, Incorporated	Uniform Warehouse, Inc.
Green Dream International	Uniforms Today, LLC
HAIX NORTH AMERICA	Vestis Uniforms and Workplace Supplies
Heredia-Gonzalez, Inc.	Vinhan Company
Insight Safety and Sports, INC.	Vizocom ICT, LLC
International Fabric Mfg.	Winn Innovations, LLC
Ion Holdings, LLC	Zip's Truck Equipment, Inc.
JONAHS ENTERPRISES, INC.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 11, 2024, at 4:30 pm CT. Proposals were received from the following:

American Soccer Company, Inc.
 Anchortex Corporation
 Blauer Manufacturing Co., Inc.
 Canadian Linen and Uniform Service
 Charm-Tex
 Courage Tactical, LLC DBA CopsPlus
 Galls, LLC
 HAIX NORTH AMERICA
 LION First Responder PPE
 Martin & Levesque, Inc.
 Mobb Workwear, Ltd. dba Universal Workwear
 Municipal Emergency Services, Inc.
 Plan D, Inc.
 UniFirst Corporation

Vestis Uniforms and Workplace Supplies
Zip's Truck Equipment, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Manager
Carol Jackson, Procurement Analyst
Lisa Truax, Procurement Analyst
Ashley Powers, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Anchortex Corporation is a distributor of uniforms, footwear, accessories, and related products for over twenty-three manufacturers. They have a team of inside sales representatives ready to serve Sourcewell participating entities in the United States and Canada. Many of their products may be customized. Anchortex is small business certified by the State of New Jersey. They offer competitive pricing discounts off list pricing.

Blauer Manufacturing Company, Inc. manufactures a broad selection of uniforms including rainwear, gloves, footwear, and accessories, as well as a line of CBRN-protective uniform outerwear. Blauer maintains a field sales force in the United States and a nationwide distributor network in the United States and Canada. Distributors can perform in-house tailoring and customization services. They are offering favorable discounts off their published retail pricing to Sourcewell participating entities.

Courage Tactical LLC DBA CopsPlus a reseller of a full line of public safety apparel, uniforms, and footwear. Customization, personalization, alteration, fitting, and sizing services is also available. They have sales and customer support available to assist Sourcewell participating entities in the United States and Canada. Shipping charges are waived on orders over \$100. CopsPlus is offering a solid discount off MSRP pricing.

Galls, LLC is a distributor that specializes in uniforms, footwear, and equipment. With a dedicated sales and service team consisting of 205 representatives, 1500 dealer partners and operate 60 physical locations serving the United States and Canada. Services such as embroidery, tailoring, alterations, sample sizing runs, and in-store measurements are available. Galls provides a competitive discount off the published catalog prices.

LION First Responder PPE is a distributor of uniforms for first responders and public safety personnel. LION has over 200 distribution partners throughout the United States and Canada. Their products may be customized, including sizing, hemming, and post selection embellishments. They are offering substantial discounts to Sourcewell participating entities.

Municipal Emergency Services, Inc. is a national full-line first responder and public safety distributor in the United States and Canada. They offer top tier brands, uniform solutions, and customization. MES is supported by 200 sales representatives, 150 mobile uniform technicians, and inside sales staff and customer service. They provide manufacturer warranties and perform warranty service as an authorized repair center. MES is offering a discount off MSRP pricing to Sourcewell participating entities.

UniFirst Corporation provides uniforms and work apparel primarily through purchase and rental programs. They also provide various facility services products, such as floor mats, mops, wiping towels, and restroom products. Unifirst has sales and route service team partners that are ready to serve the United States and Canada. Customization, personalization, hemming, and sizing is available. Unifirst is offering a substantial discount to Sourcewell participating entities.

Vestis Uniforms and Workplace Supplies (Vestis) is offering a comprehensive line of uniforms and supplies, as well as a full-service uniform rental/lease program. They offer customization, alterations, mending and repair services. They have a team of over 20,000 sales and service associates ready to the United States and Canada. Vestis has made significant investments to the installation process and setup of uniform delivery services, ensuring continuous on-time delivery. Vestis is offering a favorable discount of off list price to Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011124 to:

Anchortex Corporation	#011124-ATX
Blauer Manufacturing Company, Inc.	#011124-BLA
Courage Tactical LLC DBA CopsPlus	#011124-CPS
Galls, LLC	#011124-GAL
LION First Responder PPE	#011124-LIO
Municipal Emergency Services, Inc.	#011124-MES
UniFirst Corporation	#011124-UFC
Vestis Uniforms and Workplace Supplies (Vestis)	#011124-VST

The preceding recommendations were approved on March 20, 2024.

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Kim Austin

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Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Manager

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Lisa Truax

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Lisa Truax, Procurement Analyst

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Ashley Powers
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Ashley Powers, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #011124 for Uniforms with Related Products and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcwell's Procurement Policy.

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Jeremy Schwartz
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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcwell Chief Procurement Officer