

CLARIFICATIONS UNIFORMS AND WORKWEAR 25/26-39

Will the award be issued to multiple vendors or will one vendor be selected? **Awards may be made to more than one vendor by manufacturer based on the best discount.**

Do you happen to know the approximate annual revenue or volume associated with this contract? That would help me better understand the potential scale and tailor our offering accordingly. **The current contract has generated \$1.4 million sales for the full contract term.**

Red Kap and Dickies brands are manufactured by Workwear Outfitters. S&S Activewear (sportswearcollection.com) is an authorized reseller of those 2 brands too. The MSRP prices from Workwear Outfitters are much lower than the retail prices on S&S Activewear website.

1. Do you require a Letter of Authorization from Workwear Outfitters (the manufacturer)? Or would a letter from S&S Activewear (reseller) be acceptable? **Per the bid document, the letter must be from the manufacturer: "All Respondent(s) must submit dated current letters of authorization directly from the manufacturer(s), signed by a person of authority from that manufacturer, affirming that the respondent is authorized to bid on and sell the manufacturer's products on this bid. This letter must be on the manufacturer's letterhead and must be submitted with the bid package. An authorization letter for each manufacturer you are bidding on must be submitted.**
2. Do you require the MSRP price list from Workwear Outfitters (the manufacturer)? Or would a retail price list from S&S Activewear (reseller) be acceptable? Obviously, I would be able to offer a much higher percentage discount if I were to use the higher retail price list from S&S Activewear **Per the bid document, the MSRP price list must be the manufacturer's: "The ESCNJ is requesting the most competitive discounts on items from the most recently published manufacturer's catalog of uniforms and workwear on Bid Proposal Form B. Respondents must submit named and dated catalog and MSRP price list(s) with their bid, which will be posted on the contract award on our website."**