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HEAVY INDUSTRY · RFP TEMPLATE

Heavy Industry Workwear RFP Template

Six sections that surface the compliance and capacity differentiators a price-only comparison hides.

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DISCLAIMER

This resource is practical procurement guidance written from a China-side workwear factory's perspective. It is not legal, safety or compliance advice. FR and hi-vis standards, arc ratings and certification scope vary by garment, market and edition; confirm every value against the current standard, a verifiable certificate and an accredited lab report before you commit funds.

Heavy industry PPE resource | Document ID: SPEC-HVY-RFP-001

Purpose

This RFP template ensures your bid package includes all technical, compliance, quality, and financial sections required to evaluate heavy industry PPE suppliers. Items marked with COMMONLY MISSED are frequently omitted and lead to post-award compliance gaps.

Section 1: Supplier Qualification

- ☐ ISO 9001:2015 Certification — Current certificate. Scope must include PPE/FR apparel manufacturing.
- ☐ NFPA 2112 / EN 11612 Certifications — Active component certificates from ISO 17065-accredited certifier with verifiable directory listings. COMMONLY MISSED
- ☐ OEKO-TEX Standard 100 or Equivalent — Current certificate for all fabric components.
- ☐ BSCI / Sedex / WRAP Social Compliance — Current audit report with score and validity date. COMMONLY MISSED
- ☐ In-House Production Capacity — Minimum X lines, Y pieces/month. Distinguish in-house from subcontracted.
- ☐ Minimum 3 Heavy Industry Client References — Oil & Gas, Mining, Chemical, Electric Power, or Metallurgy. Include contact details, program size, years served.

Section 2: Compliance Documentation (Per-Batch, Per-Shipment)

- ☐ Component Certificates — Per-fabric, per-mill. Issued by ISO 17065-accredited certifier. Verifiable in certifier public directory (UL Product iQ, SEI/CSA). Certificate number, mill name, fabric style number, expiry date.
- ☐ Batch-Level Test Reports — ASTM D6413 (flame), thermal shrinkage, tensile strength, seam strength. Per production batch, not annual. Include lab accreditation details. COMMONLY MISSED
- ☐ 3M Scotchlite Certificate of Authenticity — Per-batch, matching the reflective tape lot used in production.
- ☐ Arc Flash / Anti-Static Test Reports — ASTM F1959 (arc rating) for arc-rated garments. EN 1149 for anti-static garments.
- ☐ QC Inspection Photos — Time-stamped digital photos from all three inspection gates (incoming fabric, in-line, pre-shipment).
- ☐ Cert Expiry Tracking Sheet — All fabric certifications with issue date, expiry date, certifier, and certificate number.

Section 3: Technical Product Specifications

- ☐ Fabric Composition & Weight — GSM ±5%. Fiber blend ratios. FR treatment type (inherent vs treated).
- ☐ FR Performance — ASTM D6413: char length ≤ 152mm, afterflame ≤ 2s. ASTM F1930 (thermal manikin): predicted body burn %.
- ☐ Arc Rating (if applicable) — ATPV or EBT in cal/cm² per ASTM F1959. PPE Category per NFPA 70E.
- ☐ Hi-Vis (if applicable) — ANSI/ISEA 107 Class/Type designation. 3M Scotchlite tape placement: 360° torso + arms + legs. COMMONLY MISSED
- ☐ Garment Construction — Seam type per seam location. Stitch count per inch. Thread type (FR thread required throughout). Closure specifications.
- ☐ Labeling — Permanent FR label with certifier mark, fabric batch traceability, care instructions. ANSI 107 label (if HV). Anti-static label (if applicable).

Section 4: Quality & Inspection

- ☐ AQL Sampling Standard — AQL 2.5 for major defects, AQL 4.0 for minor. Level II sampling. Specify in contract.
- ☐ Seal Sample Process — Pre-production sample approved by buyer. Locked for 24 months as quality benchmark. Every batch measured against seal sample.
- ☐ Inspection Gates — Minimum 3: incoming fabric, in-line production, pre-shipment (PSI). PSI must include ANSI/ISEA 107 labeling checklist for HV garments.
- ☐ Industrial Wash Testing — 100+ cycle validation for FR durability. Dimensional stability after 5 washes at 60°C. COMMONLY MISSED

Section 5: Pricing & Financial

- ☐ Per-Unit Pricing — By garment type, fabric, and volume tier. Include all fabric, trim, labor, packaging, and compliance documentation costs.
- ☐ DDP / FOB Terms — Specify. DDP includes freight, duty, and inland transport to named place.
- ☐ Multi-Site Pricing — If program covers multiple sites, pricing for site-specific customization (logos, embroidery, individual packing).
- ☐ Payment Terms — Deposit %, balance trigger (before shipment/on delivery), LC options.

Section 6: Evaluation Scoring Matrix

CRITERIA	WEIGHT	KEY QUESTIONS
Compliance Capability	30%	Per-batch certs? Certifier directory verification? Document turnaround time? Cert expiry tracking?
Product Quality & FR Performance	25%	Fabric specs? QC sampling standard? Industrial wash durability? Seal sample policy?
Price Competitiveness	20%	Total delivered (DDP) cost? Multi-year price lock? Volume tier pricing?
Supply Chain Resilience	15%	Number of mills? Backup fabric activation? Lead times? Emergency reorder timeline? COMMONLY MISSED
Service & Account Management	10%	Dedicated program manager? Multi-site management? Audit support? Communication cadence?

Pro Tip: Weight Compliance at 30% minimum. A supplier who's 15% cheaper but can't produce verifiable certs is not 15% cheaper — they're exposing you to audit failure, regulatory fines, and liability that will cost orders of magnitude more.

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Weight compliance at 30%, not 10%.

Send the hazard analysis and site list — a factory-direct bid structure, a weighted scorecard and a batch documentation plan are returned.

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