

Heavy Industry Workwear RFP Template

Heavy Industry Safety & FR Workwear Solutions — Lantaowork.com

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 $\pm 5\%$. 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.