Capability Statement

U.S. Flag & Signal Company is a small woman owned business, established in 1920, that originated in Norfolk, Virginia. Our company is a manufacturer of Flags, Guidons, and custom Banners, as well as a dealer of Flagpoles and Flag Accessories such as staffs, stands, ornaments, streamers, flag cases, and parade gear. U.S. Flag & Signal is celebrating its 101st year of business and are proud of the industry recognition we have earned for product knowledge, quality, and customer care. We are known for our specification manufacturing as well as our knowledge of our Government/military regulations. We utilize time tested as well as state of the art techniques to deliver quality products at reasonable prices within customer time requirements. Our ability to deliver large quantity as well as a single item separates us from the rest of the field in our industry. We are well known for our guidon and flag manufacturing of military and government Mil Specs, drawings, and regulations created for each government owned branch.

Products offered but not limited to:
- Military unit, brigade, command regulation guidons
- Military command, brigade, Battalion/Regimental regulation flags
- Government Agency & Cabinet flags
- U.S., State, and International Flags
- Historical Flags
- Custom Flags & Banners
- Indoor Staffs, Guidon staff kits, bases, ornaments, streamers, and accessories
- Commercial & Residential (Internal & External) Outdoor Flagpole Sales, Hardware, Accessories, Installation and Repair Services
- Industry Standard Production Processes:
  - Digital Print
  - Appliqué
  - Embroidery
- Multi Material:
  - Heavyweight Nylon
  - Rayon Cupamonium
  - Lightweight Nylon

Our satisfied customer base includes, but not limited to:
- The White House
- U.S. Army Pentagon
- U.S. Army
- U.S. Navy
- U.S. Marine Corps
- U.S. Coast Guard
- U.S. Air Force
- U.S. Space Force
- F.B.I
- The Institute of Heraldry
- The Institute of Heraldry
- Defense Logistics Agency
- TACOM PSID/NATICK
- Department of Defense
- U.S. Marshal Service
- U.S. Secret Service
- Department of Homeland Security
- Department of Veteran Affairs
- Department of Veteran Affairs
- U.S. Attorney’s Office
- U.S. Attorney’s Office

Contact Information:
Danielle McIlwee – Government Sales Specialist
dmcllwhee@flagmaker.com
Direct: (757) 213-3400

Ed Capps – Vice President
ecapps@flagmaker.com
Direct: (757) 213-3419

Dory Wilgus – President
dwilgus@flagmaker.com
Direct: (757) 213-3418

Address:
802 Fifth Street
Portsmouth, Virginia 23704
Website: www.flagmaker.com
E-mail: reginfo@flagmaker.com

Toll Free (877)497-8947
Phone: (757) 497-8947 Fax: (757)213-3400
**Schedule Title:** Federal Supply Schedule MAS – Multiple Award Schedule  
**Awarded SINs:** 339999F  
**Contract Number:** 47QSMA21D08R8  
**Contract Period:** 09/02/2021 TO 09/01/2026  
**Contractor:**  
U.S. Flag & Signal Co  
802 Fifth Street  
Portsmouth, VA 23704  
Telephone: (877)497-8947  
Fax: 1-757-213-3400  
Contact: Danielle McIlwee  
E-mail: Reginfo@flagmaker.com  
Website: www.flagmaker.com

**Contractor’s Administration Source:**  
U.S. Flag & Signal Co  
802 Fifth Street  
Portsmouth, VA 23704  
Telephone: (877)497-8947  
Fax: 1-757-213-3400  
Contact: Danielle McIlwee  
Direct Phone: (757)213-3400  
E-mail: dmcllwee@flagmaker.com  
Website: www.flagmaker.com

**Business Size:** Small  
**Customer Information:**

1a. **Table of Awarded Special Item Numbers (SINs)**  

<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>339999F</td>
<td>Flags, Banners, Pennants, and Related Products Including all flags, banners, pennants and related products.</td>
</tr>
</tbody>
</table>

1b. **Lowest Priced Model Number and Price for each SIN:**

<table>
<thead>
<tr>
<th>SIN</th>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>339999F</td>
<td>USAR-GUM231-101023</td>
<td>$146.50</td>
</tr>
</tbody>
</table>

2. **Maximum Order:** $5,000.00 per order  

*If the best value selection places your order over the Maximum Order Identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing an order, contact the contractor’s contact personnel for a better price. The contractor may be able to (1) offer a new price for this specific requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. **Minimum Order:** None  
4. **Geographic Coverage:** 48 Contiguous States, Alaska, Hawaii, Puerto Rice, Washington D.C. and U.S. Territories, US Territories and to a CONUS port or consolidation point for orders received from overseas activities.
5. **Point(s) of Production:** Portsmouth, VA
6. **Discount from List Prices:** 27% off List/Net Price (Discount deducted)
7. **Quantity/Volume Discount(s):** Not Applicable
8. **Prompt Payment Terms:** None
9a. **Government Purchase Cards are accepted at or below the micro-purchase threshold.**
9b. **Government purchase cards are accepted above the micro-purchase threshold.**
10. **Foreign Items:** None
11a **Time of Delivery:** 5-7 Business Days
11b **Expedited Delivery:** 3-4 Business Days
11c **Overnight and 2-day Delivery:** Additional freight charge may apply
11d **Urgent Requirements:** Agencies may contact the Contractor’s representative to request an accelerated/faster delivery
12. **FOB Point:** Origin
13. **Ordering Address:** U.S. Flag & Signal Co., 802 Fifth Street, Portsmouth, VA 23704
14. **Payment Address:** Same as contractor
15. **Warranty Provision:** Standard Manufacturer/Commercial Warranty. Customer should contact contractor representative for a copy of the warranty.
16. **Export Packing Charges:** Not Applicable
17. **Terms and Conditions of Government Purchase Card Acceptance:** GPC’s Accepted and charged at time of product shipping. E-mail with tracking and PAID invoice will follow.
18. **Terms and Conditions of Rental, Maintenance, and Repair (If Applicable):** Not Applicable
19. **Terms and Conditions of Installation (If applicable):** Not Applicable
20a. **Terms and Conditions of Repair Parts indication date of Parts Price lists and Any Discounts from List Prices (If Applicable):** Not Applicable
21b. **Terms and Conditions for Any Other Services (If Applicable):** Not Applicable
22. **List of Participation Dealers (If Applicable):** Eagle Mountain Flag and Flagpole
23. **Preventative Maintenance (If Applicable):** Not Applicable
24a. **Special Attributions such as environmental attributions (e.g. Recycled content, energy efficiency, and/or reduced pollutants):** Not Applicable
24b. **Section 508 Compliance for EIT:** Compliant
25. **DUNS Number:** 042-412-056
26. **Notification regarding in system for Award Management (SAM, prior CCR Database):** Registration Valid to 8/10/2022
   **Last Modification:** 08/13/2021