

SMALL BUSINESS CONNECTIONS

Small Business Spotlight: Camel Custom Canvas Shop - truly above & beyond

During the 6th Annual Diversity Business Enterprise Awards Ceremony, the City of Knoxville recognized Camel Custom Canvas Shop with its *Small Business of the Year Award*. The award recognized the company for going above and beyond to fulfill a rush order essential to the City's Public Works Department to complete the annual city-wide leaf collection. Ben Buckner, Logistics & Supply Supervisor with the Public Service Department, explains that the ordinary turnaround for an order of the specific collection nets required by the City is around three months. However in 2021, after being unable to make contact with the previous vendor, Ben reached out to Christian Cain, President of Camel Custom Canvas Shop, based on a referral from a co-worker, and Christian told Ben: "*Don't worry, I will take care of you.*"

Each year the Public Service Department runs approximately 16 leaf trucks and uses around 27 nets to collect leaves. The nets are prone to puncturing during the collection process, due to debris and low tree limbs which can easily cause the nets to rip. Ben described how Christian Cain went truly above and beyond, not only to fulfill the order but doing it in such a manner that exhibited Christian's strong work ethic, outstanding customer service skills and attention to detail, adding that Christian personally visited the Public Service complex to get measurements to customize the nets.

Christian started in Sales at Camel in 1987 when it was a small "hole-in-the-wall" division of Camel Manufacturing, which was established in 1919 after WW1 as a military surplus contractor. The name came from the animal's ability to survive long periods in the desert heading to the next oasis, relying on its hump to survive. Camel Canvas sales reached \$300K at that time. Christian and his partner Susan, split from Camel Manufacturing in 1990, moved into a new building and established the new business with Christian as president. Sales surpassed one million in their first year and have grown ever since.

When asked about his business, Christian states: "*Do unto others as you would have them do unto you, especially treating your staff like adults. It's easy; work hard and the chips will fall into place.*" Having earned the *Small Business of the Year Award* was incredibly touching to Christian who described his response as "*little-old us, what a surprise.*"

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CITY OF KNOXVILLE

Recently Awarded Solicitations

The City solicits sealed submissions for purchases of \$25,000 or more and requests for quotes for purchases between \$5,000 and \$24,999.99. Purchases below \$5,000 are managed at the discretion by the City's departments. Awards issued within the past 90 days include the following:

DESCRIPTION	AWARDEE	AMOUNT
Bollards	Southern Safety Supply, LLC	\$9,116
Remanufactured Cummins ISL Transit Bus Engines	Cummins Sales & Service	unit pricing
Various PPE and Sanitizing Products	UniPak Corp	\$6,958
Knoxville Area Transit Uniform Rental and Laundry Service	Cintas Corporation 2	unit pricing
Farebox Media Cards for Knoxville Area Transit	EDM Technologies, Inc.	unit pricing
Laptops	HPI International	\$10,816
Safety City Roof Projects	McGuire Roofing and Construction, LLC	\$17,250 (roof #1) \$10,900 (roof #2)
2022 Resurfacing Phase I	Rogers Group, Inc.	\$3,439,380
Hanging Baskets	Planters Unlimited	\$21,530
38' Panel Christmas Tree	Holiday Outdoor Decor	\$38,420
Battery Contract	NAPA Auto Parts, Ken Smith Auto Parts, and Master Battery	bid pricing

QUICK LINKS

- [U.S. Department of the Treasury-Community Development Financial Institutions Fund](#)
- [U.S. Small Business Administration-Local Assistance](#)
- [Knoxville Chamber-Economic Development](#)
- [City of Knoxville FY2021 Business Opportunities Presentation](#)
- [City of Knoxville Purchasing Department](#)



Upcoming Procurement Opportunities

The City of Knoxville strives for the highest degree of open, free market competition when soliciting quotes, bids, proposals and qualifications, by posting solicitations on our website and participating in various outreach programs throughout the year. The Purchasing Division is committed to keeping businesses informed about available contracting opportunities. Listed below are upcoming opportunities to look for over the next 90 days. Go to www.Knoxvilletn.gov/bids for all current opportunities:

DESCRIPTION

PROJECTED BID DATE

Breaking Transformer Bases	Spring 2022
Weed Control	Spring 2022
Stormwater Projects	Spring 2022
Golf Course Consultant	Spring 2022
Construction of Atlantic Ave. Sidewalk	Spring 2022
Record Maintenance for KFD	Spring 2022
On-Call Guardrail Replacement Project	Spring 2022
Stage Lighting for Knoxville Symphony on 4th of July Festival	Spring 2022
Event Equipment Rentals	Spring 2022
Sound Production for 4th of July Festival	Spring 2022
Arson Building Roof Replacement Project	Spring 2022
Cal Johnson Recreation Center ADA Connection Project	Spring 2022
Christenberry Community Center Roof Replacement Project	Spring 2022
Citywide Sidewalk Study Project	Spring 2022
Cured-In-Place (CIPP) Phase 4 Project	Spring 2022
Dr. E.V. Davidson Community Center Roof Replacement Project	Spring 2022
2022 Facilities Paving Project	Spring 2022
Fire Station #15 Renovation Project	Spring 2022
Fort Dickerson Park Site Utilities Project	Spring 2022
Kingston Pike Complete Connections Project	Spring 2022
Old Broadway Sidewalks Project	Spring 2022
Sevier Avenue Improvements Project	Spring 2022
2022 Sidewalk Replacement Project	Spring 2022

ARE YOU REGISTERED?

Register to be a City of Knoxville vendor at knoxvilletn.gov/purchasing, to ensure that you are registered and ready to participate when business opportunities arise. Submissions received from non-registered businesses may be rejected. By registering as a vendor and completing your business profile, you will also receive email notifications of relevant solicitations.



Outreach and Networking Events



13th Annual Business Opportunity Breakfast

Wednesday, June 22, 2022

7:30 – 11:30 a.m.

Chilhowee Park & Exhibition Center
Jacob Building
3301 E. Magnolia Ave.
Knoxville, TN 37914

13th Annual Business Opportunity Breakfast, Wednesday, June 22, 2022 7:30 – 11:30 a.m. Learn about upcoming City of Knoxville business opportunities planned for the next 12 – 18 months. Join us for enhanced opportunities to meet the department directors in small group settings, as well as representatives from KAT, KCDC, KUB, and PBA. Free Event!



Official Chapter of NIGP

Diversity Business Database

You're invited to promote your business! Complete a 5-minute survey, or scan a QR code to register your business.

English survey: https://utk.co1.qualtrics.com/jfe/form/SV_8hPazp8ZXLSL8Cq.

Encuesta en Español: https://utk.co1.qualtrics.com/jfe/form/SV_3wtwOWUVosSbK1o

English QRC:



CQR en Español:



Knoxville Area Transit has established a Diversity Business Enterprise (DBE) program in accordance with regulations of the U.S. Department of Transportation (DOT), 49 CFR Part 26, and has received Federal financial assistance from the Department of Transportation. The policy may be viewed here: <https://katbus.com/documentcenter/view/78>.



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