6

SUBJECT: STATION WEAR AND DRESS SHOES

BID #: SC-0387-21 **OPEN DATE: 06/09/2021**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT - ONE (1) YEAR FROM DATE OF AWARD WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FIRE/RESCUE

BASIS OF AWARD: BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 7 **NUMBER RECEIVED:** 4 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the first renewal option to Galls, LLC for Station Wear and Dress Shoes for the Jacksonville Fire and Rescue Department. Period of service is from June 28, 2022 through June 27, 2023. Total award for this period is $225,537.00. Total revised estimated award not-to-exceed $445,478.00.

Galls, LLC

Group 1	$168,185.00
Group 2	$ 57,352.00

Galls, LLC has requested an average increase of 5% - 9% for items in Group 1 due to increases in material, labor, and freight. Items in Group 2 have been reduced by 15% to 29%.

Funding for this award to be encumbered by account 00111.123004.552040.000000.00000000.00000.0000000 to be executed by Purchase Order Release(s)

Attachments: Recommendation Memo, Vendor Letter, Previous Award

Analyst: OLIVE WALLACE-COHEN **RESPECTFULLY SUBMITTED:** GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: DAVID S. CASTLEMAN, DIVISION CHIEF/RESCUE

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

OFFICE OF THE CHIEF OF RESCUE

May 23, 2022

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: **BID SC-0387-21 Station Wear Boots and Dress Shoes, First Renewal**

We are electing to take the second-year renewal option for the contract period of June 28, 2022 through June 27, 2023 for Bid SC-0387-21 Station Wear Boots and Dress Shoes. We are requesting the Procurement Department move froward with the requested increase, please see attached documentation.

Group 1 Station Wear Shoes –Galls, LLC has agreed to renew, with an increase request. All original terms and conditions apply.

Group 1 Total: $168,185.00

Group 2 Dress Shoes – Galls, LLC has agreed to renew, with an increase request. All original terms and conditions apply.

Group 2 Total: $57,352.00

Total Award: $225,537.00

Funding Code: 00111-123004-552040

Thank you

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.630.7055 | Fax: 904.630.4660 | davids@coj.net

1340 Russell Cave Road
Lexington, KY 40505

04/28/22

Via electronic mail

Attn: Olive Wallace-Cohen
Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

Re: Renewal and Price Increase for Contract No. SC-0387-21 - Uniforms

Dear Olive,

Due to increased costs from our suppliers and changes to market conditions affecting labor, utility, and shipping costs, Galls is requesting a price increase on the affected goods and services provided by Galls on the Contract for Jacksonville Fire Rescue- Station Wear and Dress Shoes #SC-0387-21.

As evidence of the above and for your records, please find enclosed documentation supporting this request. Also enclosed is an updated pricing schedule detailing the increase.

This request is in accordance with the Contract and will take effect on effect on the renewal date or earliest effective date per the contract terms. If you have any questions, please contact Angela Isom at isom-angela@galls.com or 859-800-1341.

We appreciate your attention to this important matter.

Regards,

Angela Isom

Angela Isom
Strategic Contract Management Specialist
Galls, LLC

Enclosure: Vendor Price Increase Letters/ Updated Pricelist

June 18, 2021

Dear Bates Authorized Retailer:

We hope this letter finds you healthy and safe. We are certainly encouraged to see our economy gain momentum, but we also recognize the many challenges of the new normal. Now, more than ever, we value our strong partnerships and look forward to supporting your business during the next phase.

It is no secret that we have entered a remarkably inflationary environment. We are experiencing significant increases across all our product costs, from raw materials to components to labor to transportation.

As a result, a price increase is unavoidable. Please see the enclosed price list with prices increasing between $3-$5 dollors, effective 2/15/22.

We have made every effort to mitigate the impact on your business. We are only passing along a portion of our cost increases, absorbing the rest. We are giving you more advance notice than ever before. We are also raising iMAP prices to protect retail margin.

Importantly, product integrity remains paramount at Bates. We will continue to use only the highest quality materials and only the best factories. As you will see with our SS22 line, we have accelerated our investments for new product innovation. We know you will respect these commitments.

Bates will honor current prices for orders shipped through 2/14/22. All orders shipped after that date will be subject to the new prices. Please do not hesitate to contact your Bates Sales Executive, Sales Manager, or myself with any questions.

Sincerely,

Seth Cobb
VP General Manager
seth.cobb@wwwinc.com
(616) 863-3848

enclosure

ORIGINAL FOOTWEAR LLC

March 24, 2022

Galls,

As always, we strive to provide you with quality products and great customer service, every day of the year.

We also strive to provide you with great value. We do our best to maintain competitive prices, and we will always do our best to maintain and respect your margins. With that said, due to a combination of increases in raw materials, and transportation costs, this can sometimes be challenging.

I believe we have done a great job managing these costs while never compromising the quality or durability of our products.

After a recent business review and current state of the world, we have found it necessary to increase our prices to balance out the increased costs we are facing in materials, labor, and freight. Please let your customers know that they will experience a price increase of about 7% starting **July 1st, 2022.**

We will continue to put quality and customer service first and as always, respect and appreciate your business.

Thank you again for your hard work and continued support of our brands.

Josh Krause
National Sales Manager

Redback Boots USA

955 South Andreasen Dr. Escondido, CA 92029

P: 877-905-2668

F: 760-746-9605

To: All Redback Customers

Subject: Price Increase Nov 1, 2021

Dear Valued Customers,

This letter serves as notice regarding a 8-9% price increase that Redback will put into effect on November 1st , 2021. This increase is directly related to escalating cost of raw materials on the international market as well as the significant rise in cost of Ocean Freight and Shipping containers. These costs have been accumulating over the past 18 months and we no longer can absorb these increases and it has become necessary to pass on a price increase to our impacted products.

We continue to work diligently towards providing quality products and truly appreciate the support for our 100% Australian line of footwear.

Kind Regards,

Charlie Arroyo

General Manager

Redback Boots USA

1340 Russell Cave Rd
Lexington, KY 40505
www.galls.com

Friday, November 19, 2021

Dear Customer,

This historic inflationary environment continues to put significant pressure on Galls business. Despite our best efforts to absorb all of these cost increases the continuing pressures has left us little choice but to pass at least some of these costs to our customers. We are being assailed from all sides, but particularly in three areas. Freight expense, labor expense and ongoing increases from suppliers.

FREIGHT EXPENSE

- The Covid-19 pandemic has driven a **long-lasting surge** in transportation costs, putting pressure on many businesses already confronting higher wages and raw-material prices. Experts are saying they expect elevated freight costs stretching into 2023.
- **Parcel Freight** – FedEx, UPS, and the US Postal Service have already announced record high price increases for 2022. Overall when factoring in the 4.9% rate increase and all other surcharge increases including the COVID surcharges, parcel freight costs are up 8% in 2021
- **Ocean Freight** – Container prices have skyrocketed in 2021, up 300-400% on the low end and as high as 1000%+ on the high end.
- **Truck Freight** – Truckload costs are up 28.5% in 2021and Less than Truckload (LTL) costs are up 9.1%.
- **Fuel Costs** – All freight costs are further impacted by the rising cost of Diesel Fuel. Diesel fuel is up 20%+ in 2021 and recently reached the highest levels since 2014. Fuel Surcharges have basically doubled for all modes; for Parcel freight this represents and additional 5% increase in cost on top of rate increased described above.

LABOR EXPENSE

- The ongoing pandemic coupled with a lack of job applicants has caused labor rates to soar. Our distribution center wages have risen over 50 percent in the last six months as we try to keep pace with the job market to stay fully staffed and attract strong talent.

SUPPLIER INCREASES

- The number and size of increases being passed along from our suppliers is at an unprecedented level. Manufacturers of everything from uniforms to tactical pants to boots to duty belts are all passing on increases and at levels never seen before, in many cases double digits.

Thank you,

Mike Fadden, CEO

GALLS®
The Authority in Public Safety Equipment and Apparel

Customer:	Jacksonville FD SC-0387-21
Attn:	
Rep Name:	Misty Holland/Marly Murphy
Acct #:	1001621842
Qty of Orders:	
Shipping Charge:	$ -

Date:	5/11/2022
Quote Number:	

GQ Item#	Mft Model #	MFG Name	Description	QTY	Current Price	2022-2023 Price
FT2471	175001	Original Swat Footwear Co	GROUP #1: ORIGINAL S.W.A.T. ALPHA FURY 3",	100	$ 62.35	$ 65.00
FW941	131001	Original Swat Footwear Co	ORIGINAL S.W.A.T. CHASE LOW, BLACK, VARIOU	100	$ 55.06	$ 58.85
SP917	UBBK	DANGRA INC.	REDBACK BOOTS, EASY ESCAPE, UBBK, ELASTIC S	1100	$ 107.00	$ 116.00
FT1014 (176301)	176301	Original Swat Footwear Co	ORIGINAL S.W.A.T. ALPHA FURY 6, POLISHABLE	400	$ 65.65	$ 71.00
FT2759	FT2759	Wolverine Worldwide (Bates)	GROUP #2: MEN'S BATES SENTRY OXFORDS, HI-	600	$ 76.48	$ 65.00
FW132	E22741	Wolverine Worldwide (Bates)	WOMENS'S BATES , BLACK, HIGH GLOSS OXFOR	200	$ 91.76	$ 65.00

SUBJECT: STATION WEAR AND DRESS SHOES

BID #: SC-0387-21

OPEN DATE: 06/09/2021

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT - ONE (1) YEAR FROM DATE OF AWARD WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FIRE/RESCUE

BASIS OF AWARD: BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 7 NUMBER RECEIVED: 4 OTHER: 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject the bid from Dana Safety Supply, Inc. for Group 1 as they submitted a substitution for item #3 that specified no substitutes.

Recommend approval of award to Galls, LLC as the lowest responsive, responsible bidder for the purchase of Station Wear and Dress Shoes for the Jacksonville Fire and Rescue Department. Period of service is one (1) year from date of award with two (2) one (1) year renewal options. Total estimated initial award not to exceed $219,941.00

Galls, LLC

Group 1	$155,701.00
Group 2	$ 64,240.00

Funding for this award to be encumbered by account 00111.123004.552040.000000.00000000.00000.0000000 to be executed by Purchase Order Release(s)

Attachments: Recommendation Memo, Tabulation Sheet, Terms and Conditions, Rejection Letter

Analyst: OLIVE WALLACE-COHEN RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: DAVID S. CASTLEMAN, DIVISION CHIEF/RESCUE

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE 6/25/2021

OTHER:

ACTION OF AWARDING AUTHORITY DATE 6/28/21

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No. 2019-02