

05/13/2019

CONTRACT PRICE INCREASE REQUEST

Awarded Vendor: Galls, LLC

ITB Number: 18-100930

ITB Name: Uniforms for County Employees Phase II (Annual Contract with 4 Options to Renew)

Note: Galls, LLC has agreed to exercise their 1st renewal with a price increase amount between 2.0% - 3.0%. Galls, LLC had price increases due to changes in the market cost for labor, utility and shipping costs. Manufacturers with increased pricing includes: **Dickies** with an average price increase of 5% on core Occupational garments, **Edwards** with an average price increase between 2% - 3% in suiting and neckwear and **RedKap** with an average price increase between 3% -4%.

Galls, LLC had an average of 2.5% - 3.0% price increase on the following line items and remained the lowest bidder: **Edwards Items:** 120-125; **RedKap Items:** 225-230, 266-267, 282-295, 297-299, 345-347, and 350-360 and **Dickies Items:** 126-127. The contract is due to expire on June 30, 2019.

CPA Number: 1117166

Description: A price increase between 2.0% -3.0% is proposed for item numbers: **Edwards Items:** 120-125; **RedKap Items:** 225-230, 266-267, 282-295, 297-299, 345-347, and 350-360 and a price increase of 5% for **Dickies Items:** 126-127.

<u>Items</u>	<u>Contract Price</u>	<u>Increase Price</u>
Dickies	User Price List - 5%	Price List increase by a weighted average of 5.0%
Edwards	User Price List 2% - 3%	Price List increase by a weighted average of 2.5%
RedKap	User Price List 3% - 4%	Price List increase by a weighted average of 3.5%

Please find attached a copy of the price increase notification from the manufacturer and vendor along with a copy of the new price list.

Approved Denied

Date: 5/13/19

Signature: Talisa R. Clark

Talisa R. Clark, MBA, CPPO
Chief Procurement Officer
Department of Purchasing & Contracting 



1340 Russell Cave Road
Lexington, KY 40505

April 2, 2019

Via Email

Attn: Jenifer G. Chapital
DeKalb County Purchasing
1300 Commerce Drive, 2nd Floor
Decatur, GA 30030

RE: RE: Contract - Dekalb County- Uniforms for County Employees- Phase II/#18-100930

Dear Jenifer G. Chapital:

Galls, LLC ("Galls") will be happy to renew **Dekalb County- Uniforms for County Employees- Phase II/#18-100930** (the "Contract"), however due to increased costs from our suppliers and changes to market conditions affecting labor, utility, and shipping costs, Galls is requesting price increase on the effected goods and services provided by Galls on the Contract.

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 if approved will take effect on the effective date of the renewal term.

Please direct all questions to Zack Hatfield at Hatfield-Zack@Galls.com or 859.286.6221.

We appreciate your attention to this important matter.

Regards,

A handwritten signature in blue ink, appearing to read 'Tiffany Brewer'.

Tiffany Brewer
Senior Manager, Contract Compliance
Galls, LLC

Enclosure: Updated Pricelist
Other Documentation



We Fit Your Life.

January 14th, 2019

Dear Andrea,

This letter confirms that Dickies did have, on average, a 5% price increase on core Occupational garments. If you have any questions, please do not hesitate to contact me at the below number.

Regards,

Mark J. Egan

Regional Account Manager

Dickies/VF Corp. – The Global Leader in Performance Workwear

Mark_egan@vfc.com

919-795-9446



www.edwardsgarment.com

4900 South Ninth Street • Kalamazoo, MI 49009-9552 • toll free (800) 253 9885

Galls
Karen Randols
1340 Russell Cave Road
Lexington, KY 40505

September 25, 2018

Dear Karen,

We are sending you this letter as an official notification that Edwards will be increasing some of our prices this fall. The increase is mostly in suiting and neckwear and the average increase is 2%-3%. In addition, Edwards has also lowered the price on a number of key pieces, including outerwear.

Per our agreement with Galls, we are providing you a 120-day notice. While Edwards will make the price increase on October 1, 2018 we will hold Galls current pricing through February 28th, 2019.

We appreciate your business and we will strive to continue to provide the best level of service and competitive pricing.

Please see enclosed list of the styles that are affected.

Best Regards,

Rick Cesere

Rick Cesere, Executive Vice President
Edwards Garment Company
rcesere@edwardsgarment.com
Direct Line: 269-910-7430



Galls, LLC
 1340 Russell Cave Rd
 Lexington, KY 40505
 800-876-4242 x2175 phone
 877-914-2557 fax

Tax ID Number:
 Customer:

DeKalb County

Date: May 2, 2019
 Customer #: 100085220Z

Galls Item #	Mkt Model #	Item Description	Qty	Previous Price	New Price	Price Difference Total	Percent Difference %
JC567 BLK SM 2X	JC567 Dickies	Fleece Lined Hood Nylon Jacket	1	\$28.95	\$30.40	\$1.45	5.0%
JC567 BLK 3X-4XL	JC567 Dickies	Fleece Lined Hood Nylon Jacket	1	\$31.85	\$33.44	\$1.59	5.0%
JS084	1216 Dickies	COVERALL	1	\$29.40	\$30.87	\$1.47	5.0%
ST925 SM-XL	1525 Edwards	LS POLO	1	\$20.93	\$21.45	\$0.52	2.5%
ST925 2X-4X	1525 Edwards	LS POLO	1	\$24.37	\$24.98	\$0.61	2.5%
ST924 SM-3X	1525 Edwards	SS polo	1	\$17.15	\$17.58	\$0.43	2.5%
ST924 4X	1507 Edwards	ss polo	1	\$20.82	\$21.14	\$0.32	1.5%
JC567 SM-2X	JC567 Dickies	Dickies Fleece lined hoos	1	\$25.13	\$26.39	\$1.26	5.0%
JC567 3X 5X	JC567 Dickies	Dickies Fleece lined hoos	1	\$27.65	\$29.03	\$1.38	5.0%
JS093 sm-XL	CP40 RED KAP	SS RED KAP	1	\$23.40	\$24.22	\$0.82	3.5%
JS093 2x-4x	CP40 RED KAP	SS RED KAP	1	\$28.08	\$29.06	\$0.98	3.5%
JS092 sm-xl	CT30 RED KAP	LS RED KAP	1	\$50.18	\$51.94	\$1.76	3.5%
JS092 2x-4x	CT30 RED KAP	LS RED KAP	1	\$60.21	\$62.32	\$2.11	3.5%
TR022 28-42	Red Kap PT10	Permanent Press Industrial Work Pants	1	\$18.38	\$19.02	\$0.64	3.5%
TR022 44-64	Red Kap PT10	Permanent Press Industrial Work Pants	1	\$19.64	\$20.33	\$0.69	3.5%
Z5672 NAV XS-XL	Red Kap JT50	Perma-Lined Panel Jacket	1	\$32.97	\$34.12	\$1.15	3.5%
Z5672 NAV 2X-8X	Red Kap JT50	Perma-Lined Panel Jacket	1	\$32.97	\$34.12	\$1.15	3.5%
JS092 SX-XL	Red Kap CT30	Twill Insulated Coverall	1	\$50.18	\$51.94	\$1.76	3.5%
JS092 2X-7X	Red Kap CT30	Twill Insulated Coverall	1	\$60.21	\$62.32	\$2.11	3.5%
JS027 34-50	Red Kap CT10	Twill Action Back Coverall	1	\$27.48	\$28.44	\$0.96	3.5%
JS027 52-60	Red Kap CT10	Twill Action Back Coverall	1	\$32.97	\$34.12	\$1.15	3.5%
ST489 XS-XL	SK82 Red Kap	Twill Action Back Coverall	1	\$48.93	\$50.64	\$1.71	3.5%
ST489 2X-5X	SK82 Red Kap	Red Kap Pocket Pique Polo	1	\$21.18	\$21.92	\$0.74	3.5%
SH625 XS-XL	Red Kap SP14	Red Kap Pocket Pique Polo	1	\$24.23	\$25.08	\$0.85	3.5%
SH625 2X-5X	Red Kap SP14	Men's Industrial Work Shirt with Pocket	1	\$19.80	\$20.49	\$0.69	3.5%
SH625 6X-8X	Red Kap SP14	Men's Industrial Work Shirt with Pocket	1	\$24.23	\$25.08	\$0.85	3.5%
SH630 XS-XL	Red Kap SP24	Men's Industrial Work Shirt	1	\$28.29	\$29.28	\$0.99	3.5%
SH630 2X-3X	Red Kap SP24	Men's Industrial Work Shirt	1	\$15.30	\$15.84	\$0.54	3.5%
SH630 4X-5X	Red Kap SP24	Men's Industrial Work Shirt	1	\$17.26	\$17.86	\$0.60	3.5%
SH630 6X-8X	Red Kap SP24	Men's Industrial Work Shirt	1	\$21.38	\$22.13	\$0.75	3.5%
JS092	SK02 RED KAP	Men's Insulated Twill Coveralls	1	\$24.00	\$24.84	\$0.84	3.5%
ST252 SM-XL	SK02 RED KAP	Polo shirt	1	\$50.18	\$51.94	\$1.76	3.5%
ST252 2x-6x	SK02 RED KAP	Polo shirt	1	\$19.67	\$20.36	\$0.69	3.5%
		Subtotal		\$21.39	\$22.14	\$0.75	3.5%
		Shipping & Handling Total		\$0.00	\$0.00	\$0.00	
		Total		\$340.49	\$340.49	\$0.00	



Galls, LLC
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 Lexington, KY 40505
 800-876-4242 x2175 phone
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Tax ID Number:

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JS027 62-70	Red Kap CT10	Twill Action Back Coverall	1	\$48.93	\$50.64	\$1.71	3.5%
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Subtotal					\$340.49		
Shipping & Handling					\$0.00		
Total					\$340.49		



VF Imagewear, Inc.
545 Marriott Drive
Nashville, Tennessee 37214

VF Imagewear 2018/2019 Pricing

This letter is to address pricing that will go into effect April 1, 2018/ April 1, 2019. We will incur a slight increase in our prices by brand:

- Horace Small – average of 3.0%
- RedKap – average of 3.0% - 4.0%
- Bulwark/Workrite- Increase ranges from 3% - 8.5%

The adjustment was taken in response to rising fabric costs primarily driven by cotton, significant labor increases in manufacturing due to competition and inflation, as well as overhead increase due to energy costs.


Please know that we take our responsibility to control pricing very seriously. We will continue to work hard with our supplier partners, our manufacturing plants and with our management staff to find ways to lower our total costs.

Thank you for your business.

Sincerely,

VF Imagewear

Delmas Caruthers | National Sales Representative

 Delmas_caruthers@vfc.com | Office 615.565.5311 Cell 615.626.7839

VF Imagewear, Inc. |  545 Marriott Drive, Ste 200, Nashville TN 37214