SUBJECT: BUNKER GEAR FOR FIREFIGHTING

BID #: ESC-0455-17 **OPEN DATE: 4/13/2017**

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – FROM DATE OF AWARD THROUGH NOVEMBER 02, 2017 WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FIRE AND RESCUE DEPARTMENT

BASIS OF AWARD: HIGHEST SCORE BASED ON EVALUATION CRITERIA

NUMBER OF BIDS INVITED: (6) NUMBER RECEIVED: (5) OTHER: (0)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to execute the first one (1) year renewal option with Municipal Equipment Company LLC.

Recommend approval to ratify the renewal option period from November 2, 2018 through November 1, 2019.

Recommend approval for a Vendor requested 4% price increase for this option period.

The estimated annual expenditure for this renewal option period will be $629,528. Total revised expenditure not-to-exceed $3,969,528.00.

The funding source will be FRFO011FO - 05207.

Attachments: Recommendation Memo, Vendor Letter and Previous Awards

ANALYST: _____ RESPECTFULLY SUBMITTED _____
DUSTIN FREEMAN GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: KURTIS WILSON, JERD; CINDY DAVIS, JFRD,

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

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FIRE AND RESCUE DEPARTMENT

11/30/18 10:39:23
Procurement Division

November 28, 2018

TO: Chelsey Fleming, Procurement Buyer

FROM: Kurtis Wilson, Director/ Fire Chief

RE: Bid ESC-0455-17
Bunker Gear for Firefighting

We are electing to take the first one (1) year renewal option for the Bunker Gear for Firefighting bid renewal period November 2, 2018 through November 1, 2019. The vendor is requesting a 4% increase. We have attached letters from the gear manufacturer Lion Apparel outlining the reason for the price increase which has been pasted on to our supplier Municipal Equipment.

Our Safety Committee conducted extensive testing on different types of bunker gear before this particular gear was selected. A few changes have been made to the product this past year enhancing the safety to our firefighters. We feel it is the best interest of the City to grant a 4% price increase.

The estimated annual expenditure for this renewal period will be $629,528. The funding source will be FRFO011FO - 05207.

If you have any questions, please contact Cindy Davis at (904) 630-0205.

Attachment

DocuSign Envelope ID: 98221542-9ED4-4991-9471-2C6332C0A677

MUNICIPAL EQUIPMENT COMPANY·LLC
Serving Professional Firefighters

October 11, 2018

Cindy Davis
City Of Jacksonville Fire and Rescue Department
355 South Ellis Road
Jacksonville, FL 32254

Re: Contract ESC-0455-17 Renewal

Ms Davis,
This letter is to inform you of renewal for contract# ESC-0455-17 for an additional year. We will be unable to continue with the current pricing that expires with the current contract. The total increase will be 4% margin increase (/.96) with prices below for your review. This is due to typical annual industry price increases and a large DuPont Kevlar increase industry wide.

Old Pricing:
Pant $1173.09/.96 = $1221.97
Coat $793.17/.96 = $826.22

New Price:
Pant $1221.97
Coat $826.22

Sincerely

Mathew Fenneman

DocuSigned by:
Mathew Fenneman
2418959A121A454...

2049 W Central Blvd. • Orlando, FL 32805 • 1-800-228-8448 • 407-843 3071 • FAX 877-775-2448 • www.mecofire.com*Solutions & Services for the Professional Firefighter*

LION
ready for action

Michael Greever
7200 Poe Ave., Suite 400
Dayton, Ohio 45414
(470) 303-4727
November 1, 2018

Jacksonville Fire and Rescue Department
515 N Julia St.
Jacksonville, FL 32202

To whom it may concern:

We, at LION, are extremely proud of the long-standing relationship we have with the City of Jacksonville. We are grateful for the existing protective clothing contract with JFRD. To that end, I'm writing to provide some clarity regarding the proposed price increase in conjunction to the pending renewal.

On the manufacturing side, price increases are a reality of life and we work with our supply chain partners, up and down stream, to try to minimize turbulence for our end-user customers. Since the original proposed pricing in March of 2017 for a more expense pattern and material make up, we have held pricing steady. During this time, we at LION have absorbed a 4.0% increase on material costs in February of 2018. Also, during 2018, Dupont announced a 6.0% increase on Kevlar that will affect much more than our industry. That increase was made effective in October and triggered increases from all of our upstream suppliers. We also anticipate the standard increase of 3.5-4.5% in the February-March of 2019 time frame. We do not expect JFRD to absorb these increases solely. Our business partner, Municipal Equipment Company, has generously absorbed their share over the years, including several deviations from the specifications recently. As in all good partnerships, there is give and take.

I hope this provides clarity as to the request to renew with a modest increase. If you should have any questions, please feel free to reach out to me directly

Kind regards,

Michael Greever
LION Metro Account Manager

SUBJECT: BUNKER GEAR FOR FIREFIGHTING

BID #: ESC-0455-17 **OPEN DATE: 04/12/2017**

COMPETITIVE SEALED PROPOSAL EVALUATION 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 and Rescue Department

BASIS OF AWARD: Highest Scoring Bidder Based On Evaluation Criteria

NUMBER OF BIDS INVITED: (6) NUMBER RECEIVED: (5) OTHER: (1)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
On April 12, 2017 the Procurement Division received five (5) responses for subject bid. The Evaluation Committee has completed their review of the responses with the final scores as listed below:

Vendor	RFP Evaluation Score
MUNICIPAL EQUIPMENT COMPANY, LLC.	98.55
BENNETT FIRE PRODUCTS CO., INC.	88.05
FISHER SCIENTIFIC, LLC.	87.85
TEN-8 FIRE EQUIPMENT, INC.	79.47
MUNICIPAL EMERGENCY SERVICES	70.52

Accordingly, recommend approval of award to the highest scoring respondent, Municipal Equipment Company, LLC., for the purchase of bunker gear for the Fire and Rescue Department. In Group 1, items 3 and 7 were determined to be the most suitable bunker coat and pant, along with item 9 listed in Group 2. The period of service will be one (1) year from date of award with two (2) one (1) year renewal options. The total expenditure requested not-to-exceed $3,340,000.00.

Funding to be encumbered from account: FROD011-069429, to be executed by Formal Contract through the Office of General Counsel.

ATTACHMENTS: Recommendation Memo; Scoring Sheet; Scope of Services; Pricing Tabulation; Evaluation Matrix

ANALYST: _____ CHELSEY FLEMING **RESPECTFULLY SUBMITTED** _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kurtis Wilson, Director of Fire and Rescue

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

MEMBERS APPROVING 5 MEMBERS DISAPPROVING Ø DATE: 11/02/17

OTHER: _____

ACTION OF AWARDING AUTHORITY DATE 11/02/17

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05