SUBJECT: BUNKER GEAR FOR FIRE FIGHTING

BID #: ESC-0051-21 **OPEN DATE: 02/03/2021**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – TWO (2) YEARS FROM DATE OF AWARD WITH THREE (3) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FIRE/RESCUE

BASIS OF AWARD: ALL OR NONE, TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 13 **NUMBER RECEIVED:** 3 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the first of three renewal options to Municipal Equipment Company, LLC for the purchase of Bunker Gear for Firefighting for the Jacksonville Fire and Rescue Department. Total award amount for this renewal is $1,743,030.80 for a not to exceed award amount of $3,293,769.95. Period of service is from March 8, 2023 through March 7, 2024.

The awarded supplier has provided documentation showing significant manufacturer increases over the past year which has required them to request an increase of 12.4% for this renewal period. All other terms and conditions remain unchanged.

Description	Current Price	Proposed Price
Bunker Coat	$1,539.74	$1,730.67
Bunker Pants	$1,018.78	$1,145.11
Suspenders	$ 52.10	$ 58.56

Funding for this award to be encumbered by account: 00111.123004.552070.000000.00000000.00000.0000000 - to be executed by Purchase Order release(s).

Attachments: Recommendation Memo, Vendor Letter, Previous Awards

Analyst: OLIVE WALLACE-COHEN **RESPECTFULLY SUBMITTED:** DUSTIN FREEMAN, 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

March 6, 2023

TO: Dustin L. Freeman, Chief of Procurement

FROM: David S. Castleman, Division Chief/Rescue

SUBJ: **BID ESC-0051-21 BUNKER GEAR FOR FIREFIGHTING**

We are electing to take the first renewal option for the contract period of March 8, 2023 through March 7, 2024 for Bid ESC-0051-21 Bunker Gear for Firefighting. Currently, the awarded vendor, Municipal Equipment Company is unable to hold pricing and is requesting a 12.4% increase on all items. Attached are the manufacturer price increase justification letters and vendor request memo. Given the current state of manufacturer increase requests across all products we purchase, we are recommending the approval of this pricing increase request.

Group 1 Bunker Gear:

Item #1 – Bunker Coat PBI Max with Crosstech Black Moisture Barrier (Thermal Liner Glide Ice – 2-Layer) Current Price $1539.74 Each Proposed Increase Price $1730.67 Each

Item # 2 – Bunker Pant PBI Max with Crosstech Black Moisture Barrier (Thermal Liner Glide Ice – 2-Layer) Current Price $1018.78 Each Proposed Increase Price $1145.11 Each

Group 2 Suspenders:

Item # 3 – Suspenders $52.10 Each Proposed Increase Price $58.56 Each

Funding Account: 00111.123004.552070.0.0.0.0

Annual Expenditure: $1,743,030.80

Total Not to Exceed: $3,293,769.95

DSC/tjh

ONE CITY. ONE JACKSONVILLE

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7787 | davids@coj.net

MUNICIPAL EQUIPMENT COMPANY·LLC
Serving Professional Firefighters

March 1, 2023

Captain Scott Miller,

City of Jacksonville Fire and Rescue Department
355 South Ellis Rd.
Jacksonville, FL 32254
Re: Contract ESC-0051-21 Bunker Gear for Firefighting Extention request

Captain Miller,
Due to inflation LION has incurred heavy price increases from their raw good suppliers on top of a large increase in cost of labor. Lion has extended those increases to Municipal Equipment Company. Municipal Equipment at this time is asking for a price increase of 12.40% on contract #ESC-0051-21, which we will hold until the contract expiration date of March 7th, 2024. Please let me know if you have any questions.
Municipal Equipment and Lion value the relationship with Jacksonville and is doing everything possible to keep price increases to below current market value for contract ESC-0051-21.

Sincerely,

Mathew Fenneman

Mathew Fenneman
President

408 Bif Court. • Orlando, FL 32805 • 1-800-228-8448 • 407-843 3071 • FAX
877-775-2448 www.mecofire.comSolutions & Services for the Professional Firefighter

LION
ready for action

August 1, 2022

Dear LION Distribution Partner,

Due to rapid inflation and increases in labor wages, benefits, and freight, LION finds it necessary to increase Custom and Express Turnouts as well as TR-51 pricing by 4.5% effective October 1, 2022.

We are monitoring the economic environment very closely and do expect another increase in raw materials at the beginning of 2023, at which time, it is likely we will have to pass on another increase. These immediate actions help prevent the need for future discussions involving surcharges. The new published price lists will be available as soon as possible, prior to the October 1 effective date, via the Dealer Resource Site. We will send a notification once available.

The good news is that with competitive employment packages contributing to better employee retention, the addition of manufacturing facilities, efficiency improvements, and a slowdown in Covid cases, we are starting to see a decline in lead times and expect to be back to 90 days delivery soon.

As you know, LION turnouts are proudly made by skilled operators right here in the USA. We are committed to providing product at the best value and quality for our first responders. On behalf of the LION team, we sincerely thank you for your partnership and continued support.

Respectfully,

Mark T. Smith
President
LION Americas

7200 Poe Ave. | Suite 400 | Dayton, OH 45414
tf: 800.548.6614 | p: 937.415.2936 | msmith@lionprotects.com | www.lionprotects.com

LION
ready for action

December 30, 2022

Dear LION Distribution Partner,

As we informed you in August, we have been closely monitoring the economic environment and continue to see rapid inflation with ongoing significant increases in raw materials, labor wages, benefits and freight as we head into 2023.

Due to these factors, LION finds it necessary to increase pricing in some of our product categories, **effective February 1, 2023**, as outlined in the table below. The new published price lists will be available as soon as possible, prior to the February 1, 2023 effective date, via the Dealer Resource Site. We will send a notification once available.

With competitive employment packages contributing to better employee retention, the addition of manufacturing facilities, efficiency improvements and continued lower operational impact from Covid cases, we are continuing to see our projected decline in lead times heading in the right direction.

We are committed to providing product at the best value and quality for our first responders. On behalf of the LION team, we sincerely thank you for your partnership and continued support.

Product Category	Increase
Turnouts	8% for Custom & Express Turnouts
RescueWear	8%
Boots	6%
Hoods	5%
Gloves	5%
Helmets	4.5% Heritage & Legend models; 6.0% Classics & Legacy models; replacement parts vary
CBRN	12% MT94; 20% ERS; 12% FRS; 8% MT94/ERS Trainer Garments
Uniforms	Varies by item and material: Nomex 9-22%; Cotton 7-9%; Poly/Cotton 12-19%; Tecasafe 8.5%
TotalCare	7% inspections, cleanings and rental gear; 10% - 15% for repairs and all other services
Training Products	Up to 8.6% for most items; 10+% for a small list of products to account for increases for key components

Respectfully,

Mark T. Smith
President
LION Americas

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tf: 800.548.6614 | p: 937.415.2936 | msmith@lionprotects.com | www.lionprotects.com

SUBJECT: BUNKER GEAR FOR FIRE FIGHTING

BID #: ESC-0051-21 **OPEN DATE: 02/03/2021**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – TWO (2) YEARS FROM DATE OF AWARD WITH THREE (3) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FIRE/RESCUE

BASIS OF AWARD: ALL OR NONE, TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 13 **NUMBER RECEIVED:** 3 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to increase award to Municipal Equipment Company, LLC for the purchase of Bunker Gear for Firefighting for the Jacksonville Fire and Rescue Department. The awarded supplier has provided documentation showing significant manufacturer increases over the past year which has required them to request an increase of 15.77%. All other terms and conditions remain unchanged. The total not-to-exceed expenditure for this increase is $211,239.15. Total revised not to exceed expenditure is $1,550,739.15.

The next lowest bidder North America Fire Equipment Company (NAFECO) has indicated that they are not able to hold their prices and would require an increase of 33.362% to 41.75% which would exceed the increase being requested by Municipal Equipment Company, LLC.

Funding for this award to be encumbered by account: 00111.123004.552070.000000.00000000.00000.0000000 - to be executed by Purchase Order release(s).

Attachments: Recommendation Memo, Tabulation Sheet, Specifications, Terms and Conditions

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

CONCURRENCE BY: KEITH POWERS, DIRECTOR/FIRE CHIEF

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

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 3/31/2022

Teresa R Eichner

OTHER:

ACTION OF AWARDING AUTHORITY DATE 3/31/2022

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

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

SUBJECT: BUNKER GEAR FOR FIREFIGHTING

BID #: ESC-0051-21 **OPEN DATE: 02/03/2021**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – TWO (2) YEAR FROM DATE OF AWARD WITH THREE (3) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FIRE/RESCUE

BASIS OF AWARD: ALL OR NONE, TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 13 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval of award to Municipal Equipment Company, LLC as the lowest responsive, responsible bidder for the purchase of Bunker Gear for Firefighting for the Jacksonville Fire and Rescue Department. Period of service is two (2) years from date of award with three (3) one (1) year renewal options. Total estimated annual expenditure not to exceed $1,339,500.00.

Funding for this award to be encumbered by account: 00111.123004.552070 000000 00000000 00000.0000000 - to be executed by Purchase Order release(s).

Attachments: Recommendation Memo, Tabulation Sheet, Specifications, Terms and Conditions

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

CONCURRENCE BY: KEITH POWERS, DIRECTOR/FIRE CHIEF

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

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 3/4/2021

OTHER:

ACTION OF AWARDING AUTHORITY DATE 3/8/21

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

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