

**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** EL PASO FIRE DEPARTMENT

**AGENDA DATE:** May 27, 2014

**CONTACT PERSON/PHONE:** SAMUEL PEÑA, FIRE CHIEF, 485-5605  
BRUCE D. COLLINS, PURCHASING DIRECTOR, 212-1181

**DISTRICT (S) AFFECTED:** ALL

**SUBJECT:**

The El Paso Fire Department recommends the award of Solicitation 2014-165 to NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES for an estimated value of \$225,000 for three years with two (2) additional years at the same unit price(s) option to extend. The estimated cost per year is \$75,000.

**BACKGROUND / DISCUSSION:**

The El Paso Fire Department has reviewed solicitation 2014-165 and recommends the contract be awarded to NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES for an estimated annual amount of \$225,000; as the lowest bidder, responsive and responsible bidder meeting all specifications for the items awarded.

**SELECTION SUMMARY:**

Solicitation was advertised on 02/04/2014 and 02/11/2014. The postcards were mailed out on 02/05/2014. The solicitation was posted on City website on 02/04/2014. The email (Purmail) notification was sent out on 02/06/2014. A total of 16 bidders including 11 local vendors were solicited. A total of 3 bids were received, 2 were local vendors.

**PRIOR COUNCIL ACTION:**

N/A

**AMOUNT AND SOURCE OF FUNDING:**

Department: 322- Fire; Fund: 1000 – General fund; Division: 22090 – Logistics; Program: P2217 – Logistics Support; Account: 531200  
\$225,000

**BOARD / COMMISSION ACTION:**

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:** MARIO M. D'AGOSTINO [Signature] 5/19/2014  
Name Signature Date

**COUNCIL PROJECT FORM  
(LOW BID)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **CONSENT** agenda for the Council Meeting of **MAY 27, 2014**.

The award of Solicitation No. 2014-165 – WORK BOOTS to Northern Imports dba Work Wear Safety Shoes, for an initial (3) year term in the estimated award of \$225,000.00. The award is to include a two (2) year optional amount of \$150,000.00 for a total five (5) year award of \$375,000.00.

Department:	Fire
Award to:	Northern Imports dba Work Wear Safety Shoes Fort Worth, TX
Item(s):	All
Initial Term:	3 years
Option to Extend:	2 years
Payment Terms:	NET – 30 days
Annual Estimated Award:	\$75,000.00
Initial Term Estimated Award:	\$225,000.00 (3 years)
Total Estimated Award:	\$375,000.00 (5 years)
Account No.:	322-22090-1000-531200-P2217
Funding Source:	General Fund
District(s):	All

This is a Low Bid, unit price contract.

The Purchasing and Strategic Sourcing Department and Fire Department recommend award as indicated to Northern Imports dba Work Wear Safety Shoes, the lowest, responsive and responsible bidder. In accordance with this award the City Manager or designee is authorized to exercise future options if needed.

Recommend that the following bidders be deemed non-responsive:

Failure to submit manufacturer's price list for the City to verify pricing

- Premier Uniforms & Tactical Gear

Failure to submit the requested financial information for the City to verify responsiveness

- SunCity Public Safety & Supply LLC

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*



# CITY OF EL PASO BID TABULATION



BID ITEM: WORK BOOTS		BID # 2014-165	
BID DATE: FEBRUARY 26, 2014		DEPARTMENT: EL PASO FIRE	
		NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES FORT WORTH, TX	PREMIER UNIFORM & TACTICAL GEAR EL PASO, TX
		SUNCITY PUBLIC SAFETY & SUPPLY LLC EL PASO, TX	
PART A: PRICE LIST PRICING		PRICE ADJUSTMENT FACTOR	
ITEM DESCRIPTION		NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP
ITEM 1.	WORK BOOTS	NET <input type="checkbox"/>	NET <input type="checkbox"/>
		- ___ % DISCOUNT <input type="checkbox"/>	- <u>30</u> % DISCOUNT <input checked="" type="checkbox"/>
		+ <u>32</u> % MARKUP <input checked="" type="checkbox"/>	+ ___ % MARKUP <input type="checkbox"/>
Discount/Mark-up or Net proposed from the _____ Price List or Catalog (MANUFACTURER OR BRAND NAME)		<u>CITY OF EL PASO FIRE DEPARTMENT SUPPLEMENTAL CATALOG</u>	<u>5.11</u>
List Number _____ Dated _____		<u>2014-165</u> <u>2/25/2014</u>	RockyBoots 18% markup Dealer Price List Bates Foot Wear 18% markup 511 tactical 15% markup Dealer Price List
TYPE OF PRICE LIST			
WHOLESALER		<input type="checkbox"/>	<input type="checkbox"/>
DISTRIBUTOR		<input type="checkbox"/>	<input checked="" type="checkbox"/>
JOBBER		<input type="checkbox"/>	<input type="checkbox"/>
DEALER		<input type="checkbox"/>	<input checked="" type="checkbox"/>
RETAILER		<input checked="" type="checkbox"/>	<input type="checkbox"/>
OTHER _____		<input type="checkbox"/>	<input type="checkbox"/>
TWO (2) COPIES (EITHER HARDCOPY OR CD) OF EACH CATALOG/PRICE LIST ARE INCLUDED WITH THE BID PACKAGE.		YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
		YES <input type="checkbox"/>	LEFT BLANK <input type="checkbox"/>
		NO <input type="checkbox"/>	NO <input type="checkbox"/>

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY: Isl

DATE: 3/13/2014



# CITY OF EL PASO BID TABULATION



BID ITEM: WORK BOOTS		BID # 2014-165		
BID DATE: FEBRUARY 26, 2014		DEPARTMENT: EL PASO FIRE		
		NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES FORT WORTH, TX	PREMIER UNIFORM & TACTICAL GEAR EL PASO, TX	SUNCITY PUBLIC SAFETY & SUPPLY LLC EL PASO, TX
<b>PART B: SAMPLE PRICING</b>				
ITEM 1.	DESCRIPTION:	TACTICAL SPORT COMPOSITE TOE OXFORD	TACTICAL SPORT COMPOSITE TOE OXFORD	TACTICAL SPORT COMPOSITE TOE OXFORD
	MANUFACTURER PART NUMBER:	E02165-BATES	E02165-BATES	E02162-BATES
	BIDDER PART NUMBER:	EO2165 BATES	E02165 BATES	EO2165
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	\$54.00	\$89.95	\$52.25
	CITY'S COST AFTER DISCOUNT/MARK-UP (NET):	\$71.28	\$59.20	\$61.66
ITEM 2.	DESCRIPTION:	5" TACTICAL SPORT COMPOSITE TOE SIDE ZIP	5" TACTICAL SPORT COMPOSITE TOE SIDE ZIP	5" TACTICAL SPORT COMPOSITE TOE SIDE ZIP
	MANUFACTURER PART NUMBER:	E02264-BATES	E02264-BATES	E02264-BATES
	BIDDER PART NUMBER:	EO2264 BATES	E02264 BATES	EO2264
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	\$62.50	\$100.95	\$60.50
	CITY'S COST AFTER DISCOUNT/MARK-UP (NET):	\$82.50	\$61.50	\$71.39
ITEM 3.	DESCRIPTION:	8" TACTICAL SPORT COMPOSITE TOE SIDE ZIP	8" TACTICAL SPORT COMPOSITE TOE SIDE ZIP	8" TACTICAL SPORT COMPOSITE TOE SIDE ZIP
	MANUFACTURER PART NUMBER:	E02263-BATES	E02263-BATES	E02263-BATES
	BIDDER PART NUMBER:	EO2263 BATES	E02263 BATES	EO2263
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	\$65.00	\$105.00	\$63.00
	CITY'S COST AFTER DISCOUNT/MARK-UP (NET):	\$85.80	\$65.85	\$74.34

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# CITY OF EL PASO BID TABULATION



BID ITEM: WORK BOOTS				
BID DATE: FEBRUARY 26, 2014		BID # 2014-165 DEPARTMENT: EL PASO FIRE		
		NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES FORT WORTH, TX	PREMIER UNIFORM & TACTICAL GEAR EL PASO, TX	SUNCITY PUBLIC SAFETY & SUPPLY LLC EL PASO, TX
<b>PART B: SAMPLE PRICING</b>				
ITEM 4.	DESCRIPTION:	ATAC 6" SHIELD	ATAC 6" SHIELD	ATAC 6" SHIELD
	MANUFACTURER PART NUMBER:	12019-5.11	12019-5.11	12019-5.11
	BIDDER PART NUMBER:	RB6750 REEBOK	12019-5.11	12019
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	\$63.00	\$129.99	\$88.00
	CITY'S COST AFTER DISCOUNT/MARK-UP (NET):	\$83.16	\$89.10	\$101.20
ITEM 5.	DESCRIPTION:	COMPANY CTS 2.0	COMPANY CTS 2.0	COMPANY CTS 2.0
	MANUFACTURER PART NUMBER:	12033-5.11	12033-5.11	12033-5.11
	BIDDER PART NUMBER:	13220 HYTEST	12033-5.11	12033
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	\$68.00	\$129.99	\$86.50
	CITY'S COST AFTER DISCOUNT/MARK-UP (NET):	\$89.76	\$89.10	\$99.48
ITEM 6.	DESCRIPTION:	ASHFORD DRESS OXFORD SOFT TOE	ASHFORD DRESS OXFORD SOFT TOE	ASHFORD DRESS OXFORD SOFT TOE
	MANUFACTURER PART NUMBER:	89621-TIMBERLAND	89621-TIMBERLAND	2034-ROCKYBOOTS
	BIDDER PART NUMBER:	89621 TIMBERLAND	89621 TIMBERLAND	2034
	PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):	\$60.00	\$142.95	\$44.00
	CITY'S COST AFTER DISCOUNT/MARK-UP (NET):	\$79.20	\$118.99	\$51.92

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BID ITEM: WORK BOOTS  
 BID DATE: FEBRUARY 26, 2014  
 BID # 2014-165  
 DEPARTMENT: EL PASO FIRE

		NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES FORT WORTH, TX	PREMIER UNIFORM & TACTICAL GEAR EL PASO, TX	SUNCITY PUBLIC SAFETY & SUPPLY LLC EL PASO, TX
<b>PART B: SAMPLE PRICING</b>				
<b>ITEM 7.</b>	<b>DESCRIPTION:</b>	MENS HIGH SHINE DUTY OXFORD	MENS HIGH SHINE DUTY OXFORD	MENS HIGH SHINE DUTY OXFORD
	<b>MANUFACTURER PART NUMBER:</b>	E22233-BATES	E22233-BATES	E22233-BATES
	<b>BIDDER PART NUMBER:</b>	E22233 BATES	E22233 BATES	E22233
	<b>PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):</b>	\$44.50	\$71.95	\$43.00
	<b>CITY'S COST AFTER DISCOUNT/MARK-UP (NET):</b>	\$58.74	\$48.75	\$50.74
<b>ITEM 8.</b>	<b>DESCRIPTION:</b>	MENS LITES 6" LEATHER LACE UP-BOOT	MENS HIGH SHINE DUTY OXFORD	MENS LITES 6" LEATHER LACE UP-BOOT
	<b>MANUFACTURER PART NUMBER:</b>	E00058-BATES	E00058-BATES	E00058-BATES
	<b>BIDDER PART NUMBER:</b>	E00058	E00058 BATES	E00058
	<b>PRICE LIST COST BEFORE DISCOUNT/MARK-UP (IF APPLICABLE):</b>	\$88.00	\$138.50	\$83.00
	<b>CITY'S COST AFTER DISCOUNT/MARK-UP (NET):</b>	\$116.16	\$95.20	\$97.94
<b>ITEMS 1 - 8</b>		<b>\$666.60</b>	<b>\$627.69</b>	<b>\$608.67</b>

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BID ITEM: WORK BOOTS BID DATE: FEBRUARY 26, 2014		BID # 2014-165 DEPARTMENT: EL PASO FIRE	
	NORTHERN IMPORTS DBA WORK WEAR SAFETY SHOES FORT WORTH, TX	PREMIER UNIFORM & TACTICAL GEAR EL PASO, TX	SUNCITY PUBLIC SAFETY & SUPPLY LLC EL PASO, TX
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.  BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:  ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.  TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.  NO OPTION OFFERED.	<input type="checkbox"/>  <input checked="" type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  <input checked="" type="checkbox"/>	<input type="checkbox"/>  <input checked="" type="checkbox"/>  <input type="checkbox"/>
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS	3%-10 DAYS    2%-20 DAYS 1%-30 DAYS    NET-30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>
BIDDER'S PROMISED DELIVERY: Within _____ consecutive hours.	7-10	10	10
Within _____ hours or overnight after receipt of verbal order in cases of emergency.	24-48	LEFT BLANK	48
<b>IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL.          A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.</b>			
BIDS SOLICITED: 16		BIDS RECEIVED: 3	
		BIDS LOCAL: 11	
		NO BID: 0	

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DATE:   3/13/2014

Northern Imports, Inc. dba. Work Wear Safety  
Shoes Allen Watterson  
1360 N. Lee Trevino Ste. 102  
El Paso, Texas 79936  
allen@workwearboots.com

Premier Uniforms and Tactical Gear  
Maria Camargo  
4121 Montana Avenue  
El Paso, Texas 79903  
maria@premieruniform.biz

Bazaar Uniforms & Mens Store, LLC.  
Christopher Joseph  
2430 E. Yandell  
El Paso, Texas 79903  
cjoseph@yahoo.com

Larami Shoeworld, Inc.  
Ramon E. Ramirez  
10600 N. Loop Dr., Ste. E4  
Socorro, Texas 79927  
ramoneramirez@sbcglobal.net

ALCO INDUSTRIAL  
3525 B. HUECO STREET  
EL PASO, TX 79903

ALFA SAFETY PRODUCTS  
1137 CIMARRON  
EL PASO, TX 79915

SUPREME UNIFORMS  
2631 WYOMING AVENUE  
EL PASO, TX 79903

Fechheimer Brothers Co  
attn: Lori Hayes  
601 Robinson St  
El Paso, Tx 79902

SIGNATURE UNIFORMS  
6356 EDGEMERE  
EL PASO, TX 79925

SUN CITY PUBLIC SAFETY & SUPPLY  
12496 MONTANA RD SUITE 41  
EL PASO, TX 79938

MARCOBO UNIFORMS  
3555 N. YARBROUGH DRIVE  
EL PASO, TX 79925

HARBOR LINEN CO.  
P. O. BOX 3510  
CHERRY HILL, NJ 08034

LA Police Gear, Inc.  
28022 Industry Dr  
Valencia, CA 91355

Entenmann-Rovin Co.  
2425 S. Garfield ave.  
los angeles, ca 90040-1811

LAWMEN'S & SHOOTERS' SUPPLY INC.  
ATTN: SUSAN OCANA  
7750 9TH STREET SW  
VERO BEACH, FL 32968

U.S. CAVALRY  
2855 Centennial Avenue  
Radcliff, Kentucky 40160-9000