



## Legislation Text

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File #: 22-2663, Version: 1

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**STRATEGIC PRIORITY:** Government Performance & Financial Management

**AGENDA DATE:** December 14, 2022

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Office of Procurement Services

**EXECUTIVE:** Jack Ireland

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### **SUBJECT**

Authorize a three-year master agreement, with one two-year renewal option, for the purchase of employee uniforms and safety shoes for civilian employees citywide - Promotional Design, Inc. in the estimated amount of \$2,470,844.64, Northern Imports dba Work Wear Safety Shoes in the estimated amount of \$1,440,183.89, Service Wear Apparel in the estimated amount of \$1,096,113.86, and Red Wing Brands of America, Inc. in the estimated amount of \$466,379.54, most advantageous proposers of eight - Total estimated amount of \$5,473,521.93 - Financing: General Fund (\$2,000,995.69), Water Utilities Current Funds (\$2,415,945.00), Sanitation Operation Fund (\$339,686.00), Stormwater Drainage Management - Operations Fund (\$242,790.00), Equipment and Fleet Management Fund (\$131,313.71), Aviation Fund (\$250,271.53), and Building Inspection Fund (\$92,520.00)

### **BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This master agreement will provide for uniforms and safety shoes for civilian employees citywide as required to perform their daily duties. Uniforms are a key element in identifying City employees, meeting safety regulations, and maintaining the professionalism of the City. Civilian new hires will receive five sets of summer and winter uniforms and an additional two sets thereafter. Safety shoes and boots are replaced yearly or as needed.

The City standard embroidered logo will be sewn on all department uniform shirts, coveralls, and jackets. Examples of the uniforms and safety shoes on this agreement include but are not limited to the following:

- Long/short sleeve shirts and sweatshirts
- Pants, jeans, and shorts
- Basic and insulated coveralls
- Caps and hats
- Jackets
- Safety shoes and boots

A seven-member committee from the following departments reviewed and evaluated the qualifications:

- Department of Aviation (1)
- Department of Code Compliance (1)
- Department of Transportation (1)
- Small Business Center (1)
- Water Utilities Department (2)
- Office of Procurement Services (1)

The Office of Procurement Services evaluated cost and local preference, if applicable.

The committee selected the successful respondent on the basis of demonstrated competence and qualifications under the following criteria:

- Cost and timeframe 30 Points
- Proposed supply chain management and lead time delivery 20 Points
- Delivery returns and communication 15 Points
- Supply chain sustainability 15 Points
- Office of Business Diversity 15 Points
- Local Preference 5 Points

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

### **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On March 28, 2018, City Council authorized a three-year master agreement for the purchase of employee uniforms and safety shoes for civilian employees with Regali, Inc., Northern Imports dba Work Wear Safety Shoes, Red Wings of America, Inc., and Promotional Designs, Inc. by Resolution No. 18-0462.

**FISCAL INFORMATION**

Fund	FY 2023	FY 2024	Future Years
General Fund	\$441,102.00	\$617,802.00	\$918,791.69
Dallas Water Utilities Fund	\$ 554,002.00	\$ 930,971.50	\$ 930,971.50
Sanitation Operation Fund	\$ 113,228.67	\$ 113,228.67	\$ 113,228.66
Stormwater Drainage Management - Operations Fund	\$ 71,091.00	\$ 85,849.50	\$ 85,849.50
Aviation Fund	\$ 83,423.84	\$ 83,423.84	\$ 83,423.85
Building Inspection Fund	\$ 30,840.00	\$ 30,840.00	\$ 30,840.00
Equipment and Fleet Management Fund	\$ 26,262.74	\$ 26,262.74	\$ 78,788.23
<b>Total</b>	<b>\$1,319,950.25</b>	<b>\$1,888,378.25</b>	<b>\$2,241,893.43</b>

**M/WBE INFORMATION**

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
\$5,473,521.93	Goods	32.00%
M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
45.14%	45.14%	\$2,470,844.69
<ul style="list-style-type: none"> <li>• This contract exceeds the M/WBE goal.</li> <li>• Red Wing Brands of America, Inc. - Non-local; Workforce - 0.00% Local • Northern Imports dba Work Wear Safety Shoes - Local; Workforce - 100.00% Local • Promotional Designs, Inc.- Non-local; Workforce - 0.00% Local • ServiceWear Apparel - Non-local; Workforce - 0.00% Local</li> </ul>		

**PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none"> <li>• Utilized for high technology procurements, insurance procurements, and other goods and services</li> <li>• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications</li> <li>• Always involves a team evaluation</li> <li>• Allows for negotiation on contract terms, including price</li> </ul>
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The Office of Procurement Services received the following proposals from solicitation number BVZ22-00018556. We opened them on April 22, 2022. We recommend the City Council award this master agreement to the most advantageous proposers by line. Information related to this solicitation is available upon request.

\*Denotes successful proposers

<b><u>Proposers</u></b>	<b><u>Address</u></b>	<b><u>Score</u></b>
*Red Wing Brands of America, Inc.	1918 East Beltline Rd. Carrollton, TX 75006	Multiple Lines
*Northern Imports dba Work Wear Safety Shoes	1304 Inwood Rd. Dallas, TX 75247	Multiple Lines
*Promotional Designs, Inc.	2280 South Ashland Ave. Green Bay, WI 54304	Multiple Lines
*ServiceWear Apparel	7135 Charlotte Pike Suite 100 Nashville, TN 37209	Multiple Lines
Galls, LLC	1340 Russell Cave Rd. Lexington, KY 40505	Multiple Lines
Shoes for Crews	5000 T Rex Ave. Suite 100 Boca Raton, FL 33431	Multiple Lines
Jonahs Enterprises, Inc.	383 Kingston Ave. Brooklyn, NY 11213	Multiple Lines
Just Right Products	5941 Posey Ln. Haltom City, TX 76117	Multiple Lines

## **OWNERS**

### **Promotional Designs, Inc.**

Lynn Katers, Chief Executive Officer  
Brian Katers, Vice President

### **Northern Imports dba Work Wear Safety Shoes**

Coleman McDonald, President  
Marchaune Armon, Chief Financial Officer

**Service Wear Apparel**

Jim Burnett, Chief Development Officer

**Red Wing Brands of America, Inc.**

Mark Urdahl, Chief Executive Officer

Allison Gettings, President