



1340 Russell Cave Road
Lexington, KY 40505

01/17/2022

Via *electronic mail*

Attn: Andrea Pease
Collin County Purchasing
2300 Bloomdale Rd. STE 3160
McKinney, TX 75071

Re: Collin County- Safetywear- Bid 2020-186- Contract Request for Price Increase

Dear Andrea:

Due to increased costs from our suppliers and changes to market conditions affecting labor, utility, and shipping costs, Galls is requesting a price increase on the affected goods and services provided by Galls on the Collin County- Safetywear- Bid 2020-186 contract items.

As evidence of the above and for your records, please find enclosed documentation from our vendor partners supporting this request. Additionally, Galls is requesting a 4% increase due to market condition changes. Also enclosed is an updated pricing schedule detailing the increase.

This request will be effective upon written approval from the agency. If you have any questions, please contact Bradlee Sears at Sears-Bradlee@Galls.com

We appreciate your attention to this important matter.

Regards,

A handwritten signature in black ink, appearing to read 'B. Sears', followed by a horizontal line.

Bradlee Sears
Strategic Contract Management Specialist
Galls, LLC

Enclosure: Vendor Letter(s)
Updated Pricelist



1340 Russell Cave Rd
Lexington, KY 40505
www.galls.com

Friday, November 19, 2021

Dear Customer,

This historic inflationary environment continues to put significant pressure on Galls business. Despite our best efforts to absorb all of these cost increases the continuing pressures has left us little choice but to pass at least some of these costs to our customers. We are being assailed from all sides, but particularly in three areas. Freight expense, labor expense and ongoing increases from suppliers.

FREIGHT EXPENSE

- The Covid-19 pandemic has driven a **long-lasting surge** in transportation costs, putting pressure on many businesses already confronting higher wages and raw-material prices. Experts are saying they expect elevated freight costs stretching into 2023.
- **Parcel Freight** – FedEx, UPS, and the US Postal Service have already announced record high price increases for 2022. Overall when factoring in the 4.9% rate increase and all other surcharge increases including the COVID surcharges, parcel freight costs are up 8% in 2021
- **Ocean Freight** – Container prices have skyrocketed in 2021, up 300-400% on the low end and as high as 1000%+ on the high end.
- **Truck Freight** – Truckload costs are up 28.5% in 2021 and Less than Truckload (LTL) costs are up 9.1%.
- **Fuel Costs** – All freight costs are further impacted by the rising cost of Diesel Fuel. Diesel fuel is up 20%+ in 2021 and recently reached the highest levels since 2014. Fuel Surcharges have basically doubled for all modes; for Parcel freight this represents an additional 5% increase in cost on top of rate increase described above.

LABOR EXPENSE

- The ongoing pandemic coupled with a lack of job applicants has caused labor rates to soar. Our distribution center wages have risen over 50 percent in the last six months as we try to keep pace with the job market to stay fully staffed and attract strong talent.

SUPPLIER INCREASES

- The number and size of increases being passed along from our suppliers is at an unprecedented level. Manufacturers of everything from uniforms to tactical pants to boots to duty belts are all passing on increases and at levels never seen before, in many cases double digits.

Thank you,

A handwritten signature in blue ink that reads 'Mike Fadden'.

Mike Fadden, CEO



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A handwritten signature in blue ink that reads "Mike Fadden".

Mike Fadden, CEO



Avon Protection

8140 Corporate Drive, Suite 300
Baltimore, Maryland 21236
USA

Tel: +1 (888) 286 6440

Fax: +1 (410) 273 1301

customerservice@avon-protection.com

www.avon-protection.com



October 13, 2021

Avon Distributor Partner,

Avon Protection is pleased to release the 2021-2022 First Responders Price List. As a high-level summary there is an approximately 5% blended list price increase with some items somewhat higher while others remained the same or lower. The 2021-2022 First Responder pricing will have an effective date of 10/15/2021.

Please find the attached the 2021-2022 Price list. An Excel version of the price list will also be available for download on the Avon Distributor Portal prior to 10/15/2021 and will be distributed prior as well. These price list files will support your efforts to quote and purchase, as well as upload into your respective systems.

Please do not hesitate to contact Customer Service, your Regional Sales Manager, or myself with any price related questions you may have.

On behalf of Avon Protection, thank you for all your efforts in 2021. Avon Protection looks forward to continuing to work with you in 2022.

Sincerely,

Dillon McGough
Channel Marketing Manager – America's

ADVANCE WITH CONFIDENCE

**PPI Industry Data
Original Data Value**

Series Id: PCU315---315---
 Series Title: PPI industry sub-sector data for Apparel
 Industry: Apparel manufacturing
 Product: Apparel manufacturing
 Base Date: 200312
 Years: 2012 to 2022

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012	106.9	107.1	107.3	107.3	107.4	107.3	107.4	107.5	107.7	108.2	108.4	108.7
2013	108.8	108.9	109.1	109.0	109.0	109.4	109.6	110.4	110.3	110.4	110.4	110.5
2014	110.6	110.6	110.6	110.7	110.6	110.7	110.9	110.9	110.9	111.0	111.0	110.9
2015	111.3	111.1	111.2	111.3	111.4	111.5	111.5	111.6	111.6	111.7	111.7	111.7
2016	111.8	112.0	112.1	111.9	112.0	112.0	112.3	112.4	112.5	112.5	112.5	112.3
2017	112.5	112.5	112.6	112.6	112.6	113.2	113.5	113.6	113.6	113.7	113.7	113.7
2018	113.8	113.9	113.9	114.0	114.2	114.1	114.2	114.2	114.2	114.5	114.6	114.5
2019	115.3	115.5	115.5	116.4	116.5	116.6	116.6	116.7	116.8	116.7	116.7	116.7
2020	117.1	116.9	116.9	116.9	116.9	116.9	117.4	117.3	116.4	116.5	116.5	116.5
2021	116.9	116.8	116.8	117.1	117.2	117.5	117.841	118.111	118.304	118.555	119.043	119.182
2022	120.924	122.060	122.162	122.323								

Percentage of Increase since April 2021 4.46%

**PPI Industry Data
12-Month Percent Change**

Series Id: PCU315---315---
 Series Title: PPI industry sub-sector data for Apparel
 Industry: Apparel manufacturing
 Product: Apparel manufacturing
 Base Date: 200312
 Years: 2012 to 2022

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012	3.1	2.6	2.5	2.2	1.6	1.3	1.0	1.2	0.9	1.5	1.7	2.0
2013	1.8	1.7	1.7	1.6	1.5	2.0	2.0	2.7	2.4	2.0	1.8	1.7

Bureau of Labor Statistics

2014	1.7	1.6	1.4	1.6	1.5	1.2	1.2	0.5	0.5	0.5	0.5	0.5	0.4
2015	0.6	0.5	0.5	0.5	0.7	0.7	0.5	0.6	0.6	0.6	0.6	0.6	0.7
2016	0.4	0.8	0.8	0.5	0.5	0.4	0.7	0.7	0.8	0.7	0.7	0.7	0.5
2017	0.6	0.4	0.4	0.6	0.5	1.1	1.1	1.1	1.0	1.1	1.1	1.1	1.2
2018	1.2	1.2	1.2	1.2	1.4	0.8	0.6	0.5	0.5	0.7	0.8	0.8	0.7
2019	1.3	1.4	1.4	2.1	2.0	2.2	2.1	2.2	2.3	1.9	1.8	1.8	1.9
2020	1.6	1.2	1.2	0.4	0.3	0.3	0.7	0.5	-0.3	-0.2	-0.2	-0.2	-0.2
2021	-0.2	-0.1	-0.1	0.2	0.3	0.5	0.4	0.7	1.6	1.8	2.2	2.2	2.3
2022	3.4	4.5	4.6	4.5	4.6	4.5	4.6	4.5	4.6	4.5	4.6	4.5	4.6