



1340 Russell Cave Road  
Lexington, KY 40505

08/28/2024

Via Electronic Mail

Collin County.

Attn: Sophia Vilca Madrid/Procurement Services  
2300 Bloomdale Road, Ste 3160, McKinney, TX 75071  
Email: [svilca@co.collin.tx.us](mailto:svilca@co.collin.tx.us)

Re: Renewal and Price Increase Notification for Contract No: **2023-219**

Dear Sophia Vilca Madrid/Procurement Services,

I hope this message finds you well. I am writing to inform you of an upcoming price adjustment for the goods and services provided by Galls under **Collin County – Safety Wear – Contract# IFB 2023 -219**. Due to increased costs from our suppliers and changes in market conditions affecting labor, utility, and shipping costs, we find it necessary to request a price increase of 5%.

Effective on the renewal date or the earliest effective date as per our contract terms, the price of the items listed in the attached updated price schedule will be adjusted accordingly. This increase will also apply to all other off-contract items purchased by your agency at the same rate of 5%.

To support this request, we have enclosed the necessary documentation, including CPI/PPI indices, letters from manufacturers, and the updated contract and off-contract pricelists. We believe this adjustment is essential to continue providing the high level of service and quality you expect from Galls.

Should you have any questions or require further information, please do not hesitate to contact Yves Murhula, [Murhula-yves@galls.com](mailto:Murhula-yves@galls.com), 859-800-1054. We value your partnership and appreciate your understanding in this matter.

Thank you for your attention to this important update.

Sincerely,

Yves Murhula  
Contract Management Specialist  
Galls LLC

Enclosures:

- CPI/PPI Documentation
- Manufacturer Letters
- Updated Contract Pricelist
- Updated Other Items Pricelist



1340 Russell Cave Road  
Lexington, KY 40505

Dear Valued Partner,

As we navigate through 2024, the landscape of economic challenges continues to evolve, yet the inflationary pressures we have witnessed over the past years persist. At Galls, our commitment to delivering quality products and services to our esteemed customers, like you, remains unwavering. However, the current economic conditions have necessitated some difficult decisions to ensure we continue to meet your needs with the excellence you've come to expect.

### **Understanding the Pressures**

The inflationary environment, while slowing in recent months, shows little signs of abating. Despite our rigorous efforts to mitigate these effects—through renegotiating with our suppliers and enhancing our operational efficiencies—the reality compels us to adjust our pricing to reflect the escalating costs we are facing.

### **Supplier Costs**

Our partners and suppliers have been compelled to adjust their pricing structures, often passing on double-digit increases to us. This trend spans across the board, affecting essential items such as uniforms, tactical pants, boots, and duty belts. These adjustments are a direct reflection of the growing costs in manufacturing and procurement, unprecedented in both frequency and magnitude.

### **Transportation Hurdles**

The lingering aftermath of the pandemic continues to exert pressure on transportation costs, a vital component of our supply chain. In 2023, we observed an 7% increase in shipping costs through providers like FedEx, UPS, and the US Postal Service.

### **Labor and Talent Retention**

Our dedication to fostering a skilled and motivated workforce to serve our heroes in the front-line, military, and public safety sectors has never been stronger. However, the competitive job market, alongside federal wage adjustments and rising insurance premiums, has necessitated a substantial increase in our labor expenses. Ensuring that we attract and retain the best talent comes at a higher cost, reflecting a 10% increase in wage expenses in 2023.

### **Moving Forward Together**

We do not take these adjustments lightly, knowing well that any increase in costs affects not just our operations but also the budgets of our partners.

We are immensely grateful for your business and continued partnership. Our team at Galls is here to assist you through these changes and ensure that we continue to meet your needs effectively.

Thank you for your unwavering trust and partnership.

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

Mike Fadden  
Chief Executive Officer  
Galls, LLC

Safariland, LLC

13386 International Parkway  
Jacksonville, FL 32218  
904-741-5400

January 19, 2024

Re: Price Increase

Dear Valued Distributor,

As you are aware, volatility and inflation in the global economy continue to impact businesses everywhere and have resulted in significant increases in the cost of raw materials, labor and logistics. While we are working diligently to minimize the impact on our customers by partnering with suppliers and improving our own efficiencies, we are unfortunately not immune to these pressures.

As a result, we issued new pricing along with our 2024 programs that include price increases across all product lines. Most of the increases range from 3-6% however, some specific products may be impacted even more due to specific circumstances or supply chain challenges.

We value your support as we work to minimize these impacts but remain committed to producing products of uncompromising quality in order to keep our first responders safe. Should you have any questions, please feel free to contact our Account Manager or Regional Sales Director.

Regards,



Jason Brown  
Director, Business Operations



2/15/2024

Dear Valued Dealer,

As all of you know Point Blank has rolled out a new price list effective January 1<sup>st</sup> 2024, which has changed from years past where we rolled out the price list in April. This change will allow us to time the price increase with supplier increases and contracts that we have in place. The price increase is 5% for 2024, due to the increase of the cost of raw materials and a continued increase in the cost of labor here in the state of Florida. This price increase will not affect SPRs until they expire, and will not affect the NASPO contract until the anniversary date in October.

I want to thank all of our dealer network for the hard work and loyalty as we work through this process.

Thank you,

Hoyt Schmidt

EVP Commercial Business

[hschmidt@pbearmor.com](mailto:hschmidt@pbearmor.com)



**Consumer Price Index for All Urban Consumers (CPI-U)**  
**12-Month Percent Change**

Series Id: CUUR0000SA0

Not Seasonally Adjusted

Series Title: All items in U.S. city average, all urban consumers, not

Area: U.S. city average

Item: All items

Base Period: 1982-84=100

Years: 2014 to 2024

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual	HALF1	HALF2
2014	1.6	1.1	1.5	2.0	2.1	2.1	2.0	1.7	1.7	1.7	1.3	0.8	1.6	1.7	1.5
2015	-0.1	0.0	-0.1	-0.2	0.0	0.1	0.2	0.2	0.0	0.2	0.5	0.7	0.1	-0.1	0.3
2016	1.4	1.0	0.9	1.1	1.0	1.0	0.8	1.1	1.5	1.6	1.7	2.1	1.3	1.1	1.5
2017	2.5	2.7	2.4	2.2	1.9	1.6	1.7	1.9	2.2	2.0	2.2	2.1	2.1	2.2	2.0
2018	2.1	2.2	2.4	2.5	2.8	2.9	2.9	2.7	2.3	2.5	2.2	1.9	2.4	2.5	2.4
2019	1.6	1.5	1.9	2.0	1.8	1.6	1.8	1.7	1.7	1.8	2.1	2.3	1.8	1.7	1.9
2020	2.5	2.3	1.5	0.3	0.1	0.6	1.0	1.3	1.4	1.2	1.2	1.4	1.2	1.2	1.2
2021	1.4	1.7	2.6	4.2	5.0	5.4	5.4	5.3	5.4	6.2	6.8	7.0	4.7	3.4	6.0
2022	7.5	7.9	8.5	8.3	8.6	9.1	8.5	8.3	8.2	7.7	7.1	6.5	8.0	8.3	7.7
2023	6.4	6.0	5.0	4.9	4.0	3.0	3.2	3.7	3.7	3.2	3.1	3.4	4.1	4.9	3.4
2024	3.1	3.2	3.5	3.4	3.3	3.0								3.2	

CPI Price Increase of 3.0%

## SECOND AMENDMENT TO LEASE AGREEMENT

This **SECOND AMENDMENT TO LEASE AGREEMENT** ("*Second Amendment*") is made the \_\_\_\_ day of February, 2021 by and between **Sky Commander L.P, A Texas Limited Partnership, Inc.** ("*Landlord*"), and **GALLS, LLC, a Delaware Limited Liability Company** Assignee of Red The Uniform Tailor, Inc., A New Jersey Corporation ("*Tenant*").

### RECITALS:

A. Landlord and Tenant entered into a Lease Agreement, dated January 15, 2013 & First Amendment dated May 11, 2016 ("*Lease*") for the lease of approximately 10,981 square feet located at 3200 Commander Drive, Suite 114, Carrollton, Texas 75006 (the "*Premises*").

B. Landlord and Tenant now desire to amend the Lease to extend the Lease on the terms and conditions contained herein;

### WITNESSETH

**NOW, THEREFORE**, for and in consideration of the foregoing premises and the mutual covenants and premises contained herein, the parties agree to amend the Lease as follows:

1. **Lease Term:** The Lease Term for the Premises is hereby renewed and extended for a period of Sixty (60) months, commencing on August 1, 2021 and expiring on July 31, 2026 hereinafter, referred to as the ("*Renewal Lease Term*").
2. **Base Rental:** Commencing with the Renewal Lease Term, the Base Monthly Rental shall be as follows:

<u>Months</u>	<u>Amt. Per S.F.(Net)</u>	<u>Annual Amt.</u>	<u>Monthly Amt.</u>
1-20	\$5.85	\$64,260.00	\$5,355.00
21-40	\$6.10	\$67,020.00	\$5,585.00
41-60	\$6.35	\$69,720.00	\$5,810.00

3. **Tenant Improvements:** Tenant to paint and install new carpet floor covering in retail/showroom and all offices ("*Tenant Improvements*") no later than December 31, 2021. Landlord will contribute \$2,500 ("*Contribution*") towards the Tenant Improvements. Said Contribution shall be paid within Thirty (30) days once Tenant has completed the Tenant Improvements and submitted lien waivers.
4. **Other Lease Provisions:** Save and except as provided in this Second Amendment, the rest and remainder of the Lease shall remain in full force and effect as previously executed by the parties.

5. **Defined Terms:** Each capitalized term used in this Second Amendment and not defined herein will have the meaning assigned to such term in the Lease.
6. **Conflict:** In the event of a conflict between the provisions of this Second Amendment and those of the Lease, the provisions of this Second Amendment will govern and control.
7. **Binding Effect:** The Lease and this Second Amendment constitute the entire understanding and agreement between Landlord and Tenant regarding the subject matter thereof and supersede all other prior written or oral understandings and agreements between Landlord and Tenant with respect thereto. Except as expressly set forth herein, neither Landlord nor any of Landlord's agents or representatives have made any representation or promise, express or implied, in connection with this Second Amendment.

**EXECUTED** on the day and date first written above.

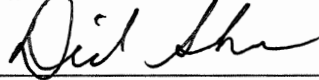
**LANDLORD:**

**Sky Commander L.P, A Texas Limited Partnership, by  
Marquette Properties Inc. as general partner for Sky  
Commander L.P.**

By: \_\_\_\_\_  
Name: Corbin W. Crews  
Title: President

**TENANT:**

**GALLS, LLC, a Delaware Limited Liability Company  
Assignee of Red The Uniform Tailor, Inc., A New Jersey  
Corporation**

By:   
Name: DAVID Scheve  
Title: CFO





Customer: Collin County - Safety Wear Date: 08/28/2024  
 Attn: \_\_\_\_\_  
 Rep Name: Paige Hanks  
 Acct #: 1000945507

GQ Item#	MFG Model #	MFG	Description	Current Price	New Price
	Secondary				
TE1786 TGRN CSTM 00		Safariland	PROTECH FAST ATTACK VEST - ADVANCED WEBLESS SYSTEM, Black	\$ 880.00	\$ 924.00
TE2206 MD		Avon	FM53 Gas Mask Specialist Responder Kit	\$ 1,820.63	\$ 1,911.66
BP3510 RGN CSTM		Safariland	PROTECH Structured Upper Arms - Hardwire 68 Level IIIA, Black	\$ 835.75	\$ 877.54
UA2964 BLK SHF BLK		Safariland	PROTECH Large ID Panel 8.5"x3", Black	\$ 10.00	\$ 10.50
BP3773 RGRN	1347534	Safariland	IMPACT Special Threat ICW 10X12 Multi-Curve Shooters Cut, Black	\$ 500.00	\$ 525.00
BG1663	CB-2053001015	Camelbak	Mil Spec Crux™ 1.5L Reservoir	\$ 39.00	\$ 40.95
AP943 RH LG	EP-EMRL		Tactical Ear Gadgets, Ghost Ear Mold	\$5.98	\$ 6.28
TE1039 MD	70501-555, 70501- 556 & 70501-557	Avon	Avon C50 First Responder Kit	\$743.50	\$ 780.68
BP1070 MALE		Safariland	Ballistic Panel SX Level IIIA, A7	\$1,757.25	\$ 1,845.11
BP3349 NAV MALE CSTM	SBA-M2	Safariland	M Series Concealable Carrier	\$156.00	\$ 163.80
BP636	BP6361166518	Safariland	Model XCAL DTC1 Type III ICW 10X12 Multi Curve Plate	\$ 215.00	\$ 225.75
BP1535 NAV CSTM 00	DN6566	Safariland	PROTECH 2.0 Oregon City Carrier	\$355.75	\$ 373.54
MB1051	SBA-U1-FRNT- DN6701	Safariland	Safariland Body Armor U1 Front Opening, Dark Navy	\$32.25	\$ 33.86
no bid			PROTECH Throat Hardwire 68 Level IIIA, Black	\$1,560.00	\$ 1,638.00



TE757 BLK	M-TQH-TNS-RG	Blue Force Gear	Tourniquet NOW! Strap Tourniquet Holder, Ranger Green	\$10.21	\$ 10.72
BP1383 NAV MALE	SBA-U1-FRNT- DN6701	Safariland	Safariland Body Armor U1 Front Opening, Dark Navy	\$340.00	\$ 357.00
EM1013 BLK		North American Rescue	Combat Application Tourniquet (C-A- T)	\$60.00	\$ 63.00
UA2963 BLK SHF BLK	PTA-1223589-SS	Safariland	PROTECH Small ID Panel 5"x2", Black	\$10.00	\$ 10.50
BP1133			2.0 Soft Trauma Plate 5 x 8	\$1,592.00	\$ 1,671.60
BP636	BP6361166518	Safariland	Model XCAL DTC1 Type III ICW 10X12 Multi Curve Plate	\$42.85	\$ 44.99
BP2384 NAV CSTM 00	SBA-1303518-BC	Safariland	Bothell PD Carrier with Pen Pockets and Napoleon Pockets	\$384.00	\$ 403.20
					\$ -
	Primary				
					\$ -
EW7039 BLK CLRGRY		Oakley	Standard Issue Ballistic M Frame Alpha	\$169.00	\$ 177.45
GL106 COY MED	266840	Outdoor Research	SUPPRESSOR SENSOR GLOVES	\$62.50	\$ 65.63
RS291 BLK	Cobra Cuffs	Cobra Cuffs	MS24D-250-6-BK	\$236.25	\$ 248.06
JA2248 BLK XL	48332	5.11	XPRT Waterproof Jacket, Black	\$401.25	\$ 421.31
TR2021 BLK SM	48333	5.11	XPRT Waterproof, Pant, Black	\$339.90	\$ 356.90
FT2230BF BLK 10	373478	5.11	Quest 4D GTX Forces Boots, Black	\$209.75	\$ 220.24
AU017 TAN	CA0117-03	Silynx	Motorola APX Cable Adaptor	\$168.82	\$ 177.26
AP1529		Safariland	Antenna Relocation Kit x 2 for Dual Comms TCI M.A.S.T.	\$101.80	\$ 106.89
BP2732 BLK		Point Blank	Ballistic Blanket - 32"-72" IIIA	\$1,598.75	\$ 1,678.69
BL044 BLK 2436		Point Blank	Ballistic Shield Phalanx Level IIIA+	\$3,373.50	\$ 3,542.18
TP375 BLK	AVON-72606-3	Avon	CTCF50 Riot Agent Filter 4 Pack	\$186.38	\$ 195.70
TE1086	SOD-RFS-RAIL	United Shield	United Shield Riot Face Shield with Rail Adapter	\$ 139.30	\$ 146.27

<b>BP634 5X7</b>	<b>10024/10025</b>	<b>Point Blank</b>	Model Speed Plates, Level IIIA, Multi Curve, 5X7 Rifle Plate	<b>\$109.50</b>	\$ 114.98
<b>BP634 7X9</b>	<b>10024/10025</b>	<b>Point Blank</b>	Model Speed Plates, Level IIIA, Multi Curve, 7X9 Rifle Plate	<b>\$143.50</b>	\$ 150.68
<b>BP3148</b>			Ballistic Vest, Point Blank Speed Plate, 8 X 10 Multi Curve Shooter's Cut	<b>\$433.25</b>	\$ 454.91
<b>BY819W</b>			Ballistic Vest, Point Blank BCIII A (Level 3A) with (2) Hilite Carriers, Soft Trauma Plate and Armorvent	<b>\$915.00</b>	\$ 960.75