



1340 Russell Cave Road
Lexington, KY 40505

Dear Valued Customer,

At Galls, we remain deeply committed to providing the highest quality products and services to customer partners like you. As we enter 2025, the economic landscape is evolving, presenting new opportunities and challenges for businesses across all industries. While inflationary pressures have shown signs of stabilizing, the costs associated with materials, transportation, and labor remain elevated - compelling us to implement some necessary adjustments. We want to be transparent about the factors influencing pricing adjustments needed to maintain the level of service you expect from us.

Broader Economic Indicators

The rate of inflation has created broader economic pressures, resulting in increased costs across various sectors. We have worked diligently to manage these challenges by improving our operational efficiencies, renegotiating with suppliers, and exploring innovative solutions to limit the impact on you. We are making necessary adjustments to our pricing to sustain the level of service and quality that aligns with your performance standards.

Supplier Costs

Our industry-leading partners and suppliers have been compelled to realign their pricing structures, often passing on double-digit increases on a wide range of products in our catalog from uniforms to tactical gear.

Logistics Challenges

Ongoing global supply chain disruptions and rising operational costs continue to exert significant upward pressure on transportation expenses. These challenges, driven by factors such as rising fuel prices, increased demand, and logistical complexities, show no signs of easing. As a result, this year marks a 3.5% increase in freight shipping costs from major providers.

Labor and Talent Management

We are committed to providing a skilled and motivated workforce to serve our heroes on the frontlines in the public safety industries we proudly serve. The competitive labor market, coupled with rising wages and increasing benefits' costs, has compelled more investment to attract and retain top talent.

Forward in Unity

Our blended cost increase in 2025 is approximately 4%. Recognizing the challenges these adjustments may present to your organization, we approach them with the utmost consideration. Our unwavering priority is to uphold the exceptional service and superior products that have earned your trust throughout our partnership.

We are immensely appreciative for your continued collaboration, and we remain dedicated to supporting you as we navigate these economic challenges together. Our team is here to assist you through these changes and ensure that we continue to exceed your expectations.

Thank you for your unwavering trust and partnership.

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

Mike Fadden
Chief Executive Officer Galls, LLC



5.11 Global Innovation Center

3150 Bristol Street, 3rd Floor
Costa Mesa, CA 92626 USA
949.800.1511

June 5th, 2025

To Our Professional Customers,

At 5.11, we're committed to delivering purpose-built gear that performs when it counts. As material, transportation and receipt costs continue to shift globally, we've made careful updates to product pricing to reflect these changes and ensure we're offering the best possible value across our lineup.

You'll see price adjustments on items — averaging **10-12%** - aimed at keeping our products competitive, durable, and mission-ready. We remain focused on making 5.11 gear accessible to as many customers as possible, without compromising on the quality, innovation, service and supply you expect from us.

The 5.11 Professional Sales team will continue to work with your agency and our distribution partners to ensure that you have the 5.11 product you need, when you need it.

We appreciate your continued support and look forward to continuing to serve those who live the motto: Always Be Ready.

Thank you for being a vital part of the 5.11 mission.

Sincerely,

Brian M. Tripp
VP, US Wholesale

Safariland, LLC

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

December 16, 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 2025 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

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: 2015 to 2025

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual	HALF1	HALF2
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	2.9	2.5	2.4	2.6	2.7	2.9	2.9	3.2	2.7
2025	3.0	2.8	2.4	2.3	2.4	2.7								2.6	



Customer: Collin County - Safety Wear
 Attn:
 Rep Name: Paige Hanks
 Acct #: 1000945507

GQ Item#	MFG Model #	MFG	Description	Current Price	New Price	%Change Price
	Secondary					
TE1786 TGRN CSTM 00		Safariland	PROTECH FAST ATTACK VEST - ADVANCED WEBLESS SYSTEM, Black	\$ 924.00	\$ 979.44	6%
TE2206 MD		Avon	FM53 Gas Mask Specialist Responder Kit	\$ 1,911.66	\$ 2,026.36	6%
BP3510 RGN CSTM		Safariland	PROTECH Structured Upper Arms - Hardwire 68 Level IIIA, Black	\$ 877.54	\$ 930.19	6%
UA2964 BLK SHF BLK		Safariland	PROTECH Large ID Panel 8.5"x3", Black	\$ 10.50	\$ 11.13	6%
BP3773 RGRN	1347534	Safariland	IMPACT Special Threat ICW 10X12 Multi-Curve Shooters Cut, Black	\$ 525.00	\$ 556.50	6%
BG1663	CB-2053001015	Camelbak	Mil Spec Crux™ 1.5L Reservoir	\$ 40.95	\$ 43.41	6%
AP943 RH LG	EP-EMRL		Tactical Ear Gadgets, Ghost Ear Mold	\$ 6.28	\$ 6.66	6%
TE1039 MD	70501-555, 70501-556 & 70501-557	Avon	Avon C50 First Responder Kit	\$ 780.68	\$ 827.52	6%
BP1070 MALE		Safariland	Ballistic Panel SX Level IIIA, A7	\$ 1,845.11	\$ 1,955.82	6%
BP3349 NAV MALE CSTM	SBA-M2	Safariland	M Series Concealable Carrier	\$ 163.80	\$ 173.63	6%
BP636	BP6361166518	Safariland	Model XCAL DTC1 Type III ICW 10X12 Multi Curve Plate	\$ 225.75	\$ 239.30	6%
BP1535 NAV CSTM 00	DN6566	Safariland	PROTECH 2.0 Oregon City Carrier	\$ 373.54	\$ 395.95	6%
MB1051	SBA-U1-FRNT-DN6701	Safariland	Safariland Body Armor U1 Front Opening, Dark Navy	\$ 33.86	\$ 35.89	6%
no bid			PROTECH Throat - Hardwire 68 Level IIIA, Black	\$ 1,638.00	\$ 1,736.28	6%
TE757 BLK	M-TQH-TNS-RG	Blue Force Gear	Tourniquet NOW! Strap Tourniquet Holder, Ranger Green	\$ 10.72	\$ 11.36	6%

BP1383 NAV MALE	SBA-U1-FRNT- DN6701	Safariland	Safariland Body Armor U1 Front Opening, Dark Navy	\$ 357.00	\$ 378.42	6%
EM1013 BLK		North American Rescue	Combat Application Tourniquet (C-A- T)	\$ 63.00	\$ 66.78	6%
UA2963 BLK SHF BLK	PTA-1223589-SS	Safariland	PROTECH Small ID Panel 5"x2", Black	\$ 10.50	\$ 11.13	6%
BP1133			2.0 Soft Trauma Plate 5 x 8	\$ 1,671.60	\$ 1,771.90	6%
BP636	BP6361166518	Safariland	Model XCAL DTC1 Type III ICW 10X12 Multi Curve Plate	\$ 44.99	\$ 47.69	6%
BP2384 NAV CSTM 00	SBA-1303518-BC	Safariland	Bothell PD Carrier with Pen Pockets and Napoleon Pockets	\$ 403.20	\$ 427.39	6%
				\$ -	\$ -	
	Primary				\$ -	
				\$ -	\$ -	
EW7039 BLK CLRGRY		Oakley	Standard Issue Ballistic M Frame Alpha	\$ 177.45	\$ 188.10	6%
GL106 COY MED	266840	Outdoor Research	SUPPRESSOR SENSOR GLOVES	\$ 65.63	\$ 69.56	6%
RS291 BLK	Cobra Cuffs	Cobra Cuffs	MS24D-250-6-BK	\$ 248.06	\$ 262.95	6%
JA2248 BLK XL	48332	5.11	XPRT Waterproof Jacket, Black	\$ 421.31	\$ 446.59	6%
TR2021 BLK SM	48333	5.11	XPRT Waterproof, Pant, Black	\$ 356.90	\$ 378.31	6%
FT2230BF BLK 10	373478	5.11	Quest 4D GTX Forces Boots, Black	\$ 220.24	\$ 233.45	6%
AU017 TAN	CA0117-03	Silynx	Motorola APX Cable Adaptor	\$ 177.26	\$ 187.90	6%
AP1529		Safariland	Antenna Relocation Kit x 2 for Dual Comms TCI M.A.S.T.	\$ 106.89	\$ 113.30	6%
BP2732 BLK		Point Blank	Ballistic Blanket - 32"-72" IIIA	\$ 1,678.69	\$ 1,779.41	6%
BL044 BLK 2436		Point Blank	Ballistic Shield Phalanx Level IIIA+	\$ 3,542.18	\$ 3,754.71	6%
TP375 BLK	AVON-72606-3	Avon	CTCF50 Riot Agent Filter 4 Pack	\$ 195.70	\$ 207.44	6%
TE1086	SOD-RFS-RAIL	United Shield	United Shield Riot Face Shield with Rail Adapter	\$ 146.27	\$ 155.04	6%
BP634 5X7	10024/10025	Point Blank	Model Speed Plates, Level IIIA, Multi Curve, 5X7 Rifle Plate	\$ 114.98	\$ 121.87	6%
BP634 7X9	10024/10025	Point Blank	Model Speed Plates, Level IIIA, Multi Curve, 7X9 Rifle Plate	\$ 150.68	\$ 159.72	6%

BP3148			Ballistic Vest, Point Blank Speed Plate, 8 X 10 Multi Curve Shooter's Cut	\$ 454.91	\$ 482.21	6%
BY819W			Ballistic Vest, Point Blank BCIIIA (Level 3A) with (2) HiLite Carriers, Soft Trauma Plate and Armorvent	\$ 960.75	\$ 1,018.40	