



# City Council Report

**Date:** May 20, 2024  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two-Year Renewal Options for Fire Department Uniforms for the Mesa Fire and Medical Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing Mesa Fire and Medical Department (MFMD) and Procurement Services evaluated responses. The evaluation committee recommends awarding the contract to the highest scored, responsive, and responsible proposals from Matlick Enterprises, Inc. dba United Fire Equipment Company, Galls Parent Holding, LLC dba Galls, LLC, and Sling Style Design at \$925,000 annually, with an annual increase allowance of up to 5% or the adjusted Producer Price Index.

## Background / Discussion

This contract provides Mesa Fire and Medical members work uniforms such as shirts, hats, outerwear, pants, shorts, dress uniform items, etc. which are worn during their normal daily work activities. All services and supplies are provided to furnish new garments including measuring, tailoring and alterations, screen printing, and embroidering. Mesa Fire and Medical Department personnel are required to have uniforms as the base layer of their protective ensembles. Uniforms display members' names, rank, and attributes and provide a professional first impression when interacting with the public.

Staff issued a Request for Proposal (RFP) to all registered and known uniform providers. Six (6) proposals were received. Claymore Imports, LTD, did not meet the minimum requirements to move forward in the evaluation process. The evaluation committee evaluated the remaining responses based on the evaluation criteria as stated in the solicitation. The proposals from Matlick Enterprises, Inc. dba United Fire Equipment Company, Galls Parent Holding, LLC dba Galls, LLC, and Sling Style Design were the three (3) highest-scored responses and are being recommended for award.

## Purchase Information

Action: Award  
Procurement Type: Request for Proposals  
Contract Number: 2024059

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: Three (3) years

Possible Renewals: Up to a maximum of two (2) years subject to Administrative review and approval

Funding Source: Mesa Fire and Medical Department Operating Budget and Emergency Transport Services Fund

### Proposal Responses

- 030530 Uniforms, LLC dba Ace Uniforms of Phoenix - Phoenix, AZ
- B2B Promotional Group - Scottsdale, AZ
- Galls Parent Holding, LLC dba Galls, LLC - Lexington, KY (Recommended)
- Matlick Enterprises dba United Fire Equipment Company - Tucson, AZ (Recommended)
- Sling Style Design - Gilbert, AZ (Recommended)

### Proposal Scoring Results

Criteria	Points Possible	Ace Uniforms	B2B Promotional Group	Galls, LLC	United Fire Equipment	Sling Design
Qualifications	20	11.00	4.00	15.33	16.33	16.67
Solution	25	11.67	5.00	18.00	19.00	12.67
Quality of Products, Embroidery, Imprinting and Alterations	40	21.33	9.33	30.33	35.33	38.67
Pricing	15	9.74	10.92	13.38	8.72	.90
Total	100	53.74	29.25	<b>77.05</b>	<b>79.39</b>	<b>68.90</b>

### Award Recommendation

#### Group I (All Lines)

Matlick Enterprises dba United Fire Equipment Company – Tucson, AZ  
Galls Parent Holding, LLC. dba Galls, LLC. – Lexington, KY

#### Group I (Lines 22-29)

Sling Style Design – Gilbert, AZ

#### Group II

Matlick Enterprises dba United Fire Equipment Company – Tucson, AZ

#### Group III

Matlick Enterprises dba United Fire Equipment Company – Tucson, AZ  
Galls Parent Holding, LLC. dba Galls, LLC. – Lexington, KY