



# City Council Report

**Date:** July 1, 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 Safety Shoes for Various City Departments as Requested by the Human Resources Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Human Resources Department – Safety Services and Procurement Services evaluated responses. The evaluation committee recommends awarding the contract to all qualified respondents: Boot Barn, FX Tactical., JRs Shoes and Boots, LLC. (a Mesa Business), and Matlick Enterprises dba United Fire Equipment Company at \$200,000 annually, with an annual increase allowance of up to 5% or the adjusted Producer Price Index.

## Background / Discussion

The City is responsible for providing proper personal protective equipment (PPE) to employees who are, or are expected to be, exposed to certain workplace hazards, to avoid on-the-job injury and/or illness. There are more than 1,000 employees in over 80 job titles that require PPE for foot protection. Safety Services has evaluated the proposals from the recommended vendors and determined they meet the objectives of the safety shoe program, provide quality products that meet OSHA requirements, and have reasonable pricing. Having multiple vendors is important so that employees are given ample options while ensuring the safety shoe meets the safety requirements for the work they perform.

Staff issued a Request for Proposal (RFP) to all registered and known safety shoe providers. The City received five (5) proposals. W.W. Grainger Inc. did not meet the minimum requirements and did not 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 Boot Barn, FX Tactical., JRs Shoes and Boots, LLC., and Matlick Enterprises dba United Fire Equipment Company all met the requirements and are being recommended for award.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2024141

Local Consideration: Policy did not apply to this procurement method

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: Individual City Department operating budget that is purchasing the safety shoes

## Bid or Proposal Responses

Boot Barn, Inc. – Irvine, VA

FX Tactical, LLC. – Peoria, AZ

JRs Shoes and Boots, LLC. – Mesa, AZ

Matlick Enterprises, Inc. dba United Fire Equipment Co. – Tucson, AZ

\*W.W. Grainger Inc. – Lake Forest, IL (Non-Responsive)  
Did not respond to the required format

## Proposal Scoring Results

Criteria	Points Possible	Boot Barn	FX Tactical	JRs Shoes and Boots, LLC	Matlick Enterprises dba United Fire Equipment Company
Firm's Solution/Method of Approach	500.00	484.00	486.00	339.00	359.00
Firm's Qualifications	200.00	198.00	200.00	44.00	43.60
Pricing & Compensation	300.00	225.00	70.00	75.00	300.00
Total	1,000.00	<b>907.00</b>	<b>756.00</b>	<b>458.00</b>	<b>702.60</b>