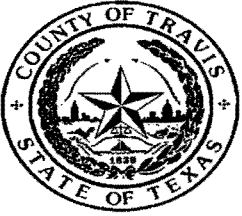


Additional Back-up - 12/4/12

TRAVIS COUNTY PURCHASING OFFICE

Cyd V. Grimes, C.P.M., CPPO, Purchasing Agent

700 Lavaca Street, 8th Floor • Austin, Texas 78701 • (512) 854-9700 • Fax (512) 854-9185



ITEM 10

November 29, 2012

To: Commissioners Court

RE: Travis County Uniform Bid No. B120219-LD

On November 14th, I presented contract award recommendations for Travis County Uniforms. Due to a letter dated, Oct. 30, 2012, that we received from Eric Miller, a Fechheimer salesman, the Court requested additional research and information be collected. Attached is that information.

Concern #1: Quality of Uniforms: We believe from our past wear test, informal wear test and information collected from other law enforcement agencies, that Blauer uniforms is the choice for the majority of agencies contacted.

Concern #3: Excessive Prices: We do not believe that Travis County is paying excessive prices for our law enforcement uniforms from our current and recommended contractor. In our analysis (attached), you will see that we break even and probably save money in the long term due to the wearability and longevity of the Blauer uniforms. We looked at similar agencies pricing and we are paying within the range with other public entities.

I request the Court award contracts as recommended. I believe it is in our best interest to proceed with contract awards to Miller Uniforms and GT Distributors.

Cyd V. Grimes

Uniform Price Comparison

County Bid - Includes alteration and application of all patches to shirts and hemming and alteration of pants.

BuyBoard - Includes alteration and application of 2 - 4 patches to shirts and hemming and alteration of pants.

City of Austin Contract - does not include alteration and application of all patches to shirts and hemming and alteration of pants. Additional charges for these items are shown below.

State Contract, Department of Public Safety –Includes application of patches and alterations to shirt and pant hemming.

Amarillo PD – Includes application of patches. Alterations not included.

Tarrant Co. – Price is for garment only.

Blauer Uniforms

	County	Buyboard	COA	DPS	Amarillo PD	Tarrant Co.
8460 Shirt (Small – 3X)	\$67.50	\$67.50	\$107.00 \$88.00 Shirt only + \$19.00 for alteration and patch application		\$69.00	\$56.55
8560 Pant	\$71.50	\$71.50		\$68.50	\$81.38	\$67.33
8560 Pant (52-54)	\$85.80	\$85.80	\$108.35 \$105.00 Pant only + \$3.35 for hemming and sizing			\$70.70
8130 Shirt	\$54.50	\$54.50	\$57.00 \$44.50 Shirt only + \$12.50 for patch application	\$58.99		
8446 Shirt	\$69.50	\$69.50		\$63.50		\$60.48
8980 Pant	\$69.50	\$69.50				\$65.66

Cost Data Assuming 1.5-year wear on Fechheimer Flying Cross/3-year wear on Miller Uniforms Blauer

		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Group A Uniforms	Fechheimer/Flying Cross		\$189,095.40	\$378,190.80	\$378,190.80	\$378,190.80	\$378,190.80	\$378,190.80	\$2,080,049.40
	Blauer/Miller Uniforms		\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$1,811,550.00
	Annual Savings from Fechheimer		\$112,829.60	(\$76,265.80)	(\$76,265.80)	(\$76,265.80)	(\$76,265.80)	(\$76,265.80)	(\$268,499.40)
		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Group B Uniforms	Fechheimer/Flying Cross		\$124,492.80	\$248,985.60	\$248,985.60	\$248,985.60	\$248,985.60	\$248,985.60	\$1,369,420.80
	Blauer/Miller Uniforms		\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$1,092,993.00
	Annual Savings from Fechheimer		\$57,672.70	(\$66,820.10)	(\$66,820.10)	(\$66,820.10)	(\$66,820.10)	(\$66,820.10)	(\$276,427.80)
		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Total Costs A & B Uniforms	Fechheimer/Flying Cross		\$313,588.20	\$627,176.40	\$627,176.40	\$627,176.40	\$627,176.40	\$627,176.40	\$3,449,470.20
	Blauer/Miller Uniforms		\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$2,904,543.00
	Annual Savings from Fechheimer		\$170,502.30	(\$143,085.90)	(\$143,085.90)	(\$143,085.90)	(\$143,085.90)	(\$143,085.90)	(\$544,927.20)

Cost Data Assuming 2-year wear on Fechheimer Flying Cross/3-year wear on Miller Uniforms Blauer

		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Group A Uniforms	Fechheimer/Flying Cross		\$189,095.40	\$189,095.40	\$378,190.80	\$189,095.40	\$378,190.80	\$189,095.40	\$1,512,763.20
	Blauer/Miller Uniforms		\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$1,811,550.00
	Annual Savings from Fechheimer		\$112,829.60	\$112,829.60	(\$76,265.80)	\$112,829.60	(\$76,265.80)	\$112,829.60	\$298,786.80
		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Group B Uniforms	Fechheimer/Flying Cross		\$124,492.80	\$124,492.80	\$248,985.60	\$124,492.80	\$248,985.60	\$124,492.80	\$995,942.40
	Blauer/Miller Uniforms		\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$1,092,993.00
	Annual Savings from Fechheimer		\$57,672.70	\$57,672.70	(\$66,820.10)	\$57,672.70	(\$66,820.10)	\$57,672.70	\$97,050.60
		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Total Costs A & B Uniforms	Fechheimer/Flying Cross		\$313,588.20	\$313,588.20	\$627,176.40	\$313,588.20	\$627,176.40	\$313,588.20	\$2,508,705.60
	Blauer/Miller Uniforms		\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$2,904,543.00
	Annual Savings from Fechheimer		\$170,502.30	\$170,502.30	(\$143,085.90)	\$170,502.30	(\$143,085.90)	\$170,502.30	\$395,837.40

Cost Data Assuming 3-year wear on Fechheimer Flying Cross/3-year wear on Miller Uniforms Blauer

		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Group A Uniforms	Fechheimer/Flying Cross		\$189,095.40	\$189,095.40	\$189,095.40	\$189,095.40	\$189,095.40	\$189,095.40	\$1,134,572.40
	Blauer/Miller Uniforms		\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$301,925.00	\$1,811,550.00
	Annual Savings from Fechheimer		\$112,829.60	\$112,829.60	\$112,829.60	\$112,829.60	\$112,829.60	\$112,829.60	\$676,977.60
		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Group B Uniforms	Fechheimer/Flying Cross		\$124,492.80	\$124,492.80	\$124,492.80	\$124,492.80	\$124,492.80	\$124,492.80	\$746,956.80
	Blauer/Miller Uniforms		\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$182,165.50	\$1,092,993.00
	Annual Savings from Fechheimer		\$57,672.70	\$57,672.70	\$57,672.70	\$57,672.70	\$57,672.70	\$57,672.70	\$346,036.20
		Annual Uniform Cost	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total 6-Year Cost
Total Costs A & B Uniforms	Fechheimer/Flying Cross		\$313,588.20	\$313,588.20	\$313,588.20	\$313,588.20	\$313,588.20	\$313,588.20	\$1,881,529.20
	Blauer/Miller Uniforms		\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$484,090.50	\$2,904,543.00
	Annual Savings from Fechheimer		\$170,502.30	\$170,502.30	\$170,502.30	\$170,502.30	\$170,502.30	\$170,502.30	\$1,023,013.80

Agency Wear Test Information

City of Austin – Currently conducting wear test, not finished. No selection information available. Currently wearing Blauer.

TX Dept. of Public Safety – Wear test in 2008, Blauer was chosen uniform from wear test.

Amarillo Police Department – Wear test approx. 10 years ago. Blauer was chosen uniform from wear test.

Corpus Christi PD conducted wear test about 10 years ago. Blauer was chosen uniform from wear test.

Tarrant County – Blauer is specified uniform for Tarrant Co.

Other agencies that conducted wear tests and chose Blauer are Forth Worth PD, San Antonio PD.

Lakeway PD conducted a wear test approx.. 2 years ago and chose Fechheimer. Liked quality of Blauer but the color (blue) of the Fechheimer was better. Small number of officers in uniform, 33. Vendor is Miller uniforms. Currently paying \$74.50 for shirts and \$76.95 to \$83.95 for pants.

Bexar County conducted wear test many years ago and chose Fechheimer. Was not able to provide any other information.



PO Box 16080, Austin, TX 78761 • Telephone (512) 451-8298 • FAX (512) 453-6149

11/21/12

Loren Breland, CPPB
Purchasing Agent Assistant III
Travis County Purchasing Office
700 Lavaca St., Suite 800
Austin, TX 78701

Mr. Breland,

I am writing this letter regarding the recent bid tabulation and protests for solicitation B120219-LD.

G T Distributors is not protesting the award. We would like to make it known that Eric Miller does not represent our company and is not an official spokesperson for G T Distributors.

It is important to note that we, G T Distributors, do understand the requests of the contract and we are perfectly capable of servicing and providing the level of custom alterations needed to fulfill your contractual needs. Our competition claims we do not understand and that our competitive prices indicate our lack of experience. Obviously they are not aware of our current volume or capabilities.

That stated, we respect Travis County's decision to choose the proposal that best suits their needs at the current time. We hope to earn your business in the future.

Best regards,

William J. Orr Jr. (Jim)

President
G T Distributors, Inc.
PO Box 16080
Austin TX 78761



Greg Hamilton, Travis County Sheriff

MEMORANDUM

November 28, 2012

TO: Sam Biscoe, County Judge
Ron Davis, Commissioner Pct. 1
Sarah Eckhardt, Commissioner Pct. 2
Karen Huber, Commissioner Pct. 3
Margaret Gomez, Commissioner Pct. 4

FROM: Darren Long, Major *D Long #032*

SUBJECT: Feedback in response to test wear of Flying Cross uniform

My experience testing the Flying Cross uniform was not a positive one. In comparison to the uniforms we currently wear, this possible alternative had a few negatives.

- 1) Upon dry cleaning the test uniform, more than once, the material would not hold a crease in the designated areas.
- 2) After a short time wearing the test uniform, it would easily and quickly wrinkle and look unprofessional.
- 3) Even after being measured specifically for the uniform, when I received it, it did not fit properly or even comfortably.

In my personal opinion, these test uniforms are not a good choice for Travis County Sheriff's Office to switch to. The proposed savings would not be worth the extra work and money that would go into making each uniform fit and/or function properly.

If you should have any questions or concerns about my opinions, please feel free to contact me at any of the following avenues.

(512) 854-9348 office
darren.long@co.travis.tx.us

Thank you!



Greg Hamilton, Travis County Sheriff
MEMORANDUM

November 27, 2012

TO: Travis County Purchasing

FROM: Jim Sylvester 102, Chief Deputy *JS#102*

SUBJECT: Uniform Wear Test

Earlier this year Eric Miller of Flying Cross Uniforms provided me with one (1) uniform shirt and one (1) pair of uniform pants to conduct a wear test. During that time I wore both Blauer and Fly Cross uniforms for comparison.

During the wear test I took into consideration texture, feel, weight, and durability of the product among other factors.

Although, Flying Cross may be able to offer a similar item at a cheaper price I do not feel that it has the durability and longevity of the Blauer product. Therefore, I feel that by selecting the Flying Cross product we will be doing a disservice to the Officers of the Travis County Sheriff's Office and the citizens of Travis County.

There is no doubt in my mind that after completion of the wear test that Blauer is the uniform of choice for the Travis County Sheriff's Office.

If you are anyone on staff have further questions do not hesitate to contact me.