



1340 Russell Cave Road  
Lexington, KY 40505

March 12, 2024

*Via electronic mail*

Attn: Brooke Lindemann  
Fort Bend County Purchasing  
301 Jackson St, Suite 201  
Richmond, TX 77469

Re: Renewal and Price Increase for Contract #23-004

Dear Brooke,

Due to increased costs from our suppliers and changes to market conditions affecting labor, utility, and shipping costs, Galls is requesting a price increase of 5% on the affected goods and services provided by Galls on the contract.

This request is in accordance with the Contract and if approved will take effect on the renewal date or earliest effective date per the contract terms. If you have any questions, please contact Tiffany Brewer at [brewer-tiffany@galls.com](mailto:brewer-tiffany@galls.com).

We appreciate your attention to this important matter.

Regards,

A handwritten signature in blue ink that reads 'Tiffany Brewer'.

Tiffany Brewer  
Senior Manager, Contract Compliance  
Galls, LLC



1340 Russell Cave Road  
Lexington, KY 40505

Dear Valued Partner:

This historic inflationary environment continues to put significant financial pressure on American businesses. Despite Galls' best efforts to absorb cost increases by renegotiating with our vendors and making our operations more efficient, like so many American businesses, we must pass on some of these costs to our customers.

I know that's not the message you wanted to hear, and I feel it's essential our customers understand where Galls is feeling the most pressure.

### **Supplier Increases**

The number and size of price increases being passed to Galls from our suppliers are unprecedented. Manufacturers of everything from uniforms to tactical pants to boots to duty belts are all passing on up to double-digit increases.

### **Transportation**

The pandemic continues to drive a surge in transportation costs. For Galls, our FedEx, UPS, and the US Postal Service shipping costs are up 8% in 2022 and FedEx just announced a general rate increase on 1/3/23. Ocean freight, leveraged by Galls and many of our suppliers, is up 1000% or more annually. Truck Freight, how we get products to our branches and distribution center from ports and suppliers, has increased a minimum of 9.1% to as high as 28.5% in 2022.

### **Labor Expense**

I am passionate about hiring, retaining, and developing the best talent to serve you, our front-line, military, and public safety heroes. But unfortunately, a lack of applicants, federal wage law changes, increases in insurance costs, and a competitive wage environment have driven our wages by over 50 percent in the last six months.

Thank you for your business, continued partnership, and understanding of the inflationary pressures affecting us all.

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

Mike Fadden, CEO

CONSTABLE PRECINCT ONE		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	SW724 or SW993, <b>5.11</b> Performance Polo, with County Seal on Left chest and name and title embroidered on right chest	6	14855	\$49.00	<b>\$51.45</b>
2	71049-019, <b>5.11</b> Polo, including Name and Badge embroidery	6	14857	\$49.00	<b>\$51.45</b>
3	Taclite 71175 #SR570 Pro Short Sleeve Shirts	20	14858	\$60.00	<b>\$63.00</b>
4	<b>Blauer</b> 8666 and 8666W FlexRS Covert Pant, Black	114	14860	\$80.00	<b>\$84.00</b>
5	<b>Blauer</b> 8676 and 8676W FlexRS Short Sleeve Supershirt, Black, with Badge embroidered over left chest and name embroidered over right chest. Patches sewn on each shoulder are supplied by customer.	114	14862	\$80.00	<b>\$84.00</b>
6	<b>Blauer</b> 8671 and 8671W FlexRS Long Sleeve Supershirt, Black, with Badge embroidered over left chest and name embroidered over right chest. Patches sewn on each shoulder are supplied by customer.	114	14864	\$84.00	<b>\$88.20</b>
7	Liner to Duty Jacket, <b>Gerber</b> , 51S3, Blk	2	14866	\$110.00	<b>\$115.50</b>
8	71500C, <b>Fechheimer</b> Safety Vest, Traffic Control with POLICE, Navy Banding	38	14867	\$50.00	<b>\$52.50</b>
9	70F3/L, Reversible, Rain Coat, Gerber, 48", black/green, including POLICE on both sides	38	14869	\$155.00	<b>\$162.75</b>
10	<b>Blauer</b> 8360XP FlexRS Armorskin vest carrier, Black, with badge embroidered over left chest and name embroidered over right chest.	50	14871	\$130.00	<b>\$136.50</b>
11	E3010BA, Smith and Warren Badge in Gold Ray or Sil Ray	10	14872	\$110.00	<b>\$115.50</b>
12	Patch, Fort Bend Co. Pct. 3 new shoulder patch	10	14874	\$2.50	<b>\$2.63</b>
13	NT095, <b>Blackinton</b> , Name Plate	10	14875	\$13.00	<b>\$13.65</b>
14	UA494, BLK, Tie	10	14876	\$6.00	<b>\$6.30</b>

CONSTABLE PRECINCT ONE (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.					
		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
15	Gerber 51S3 Warrior Soft Shell jacket, black, with badge embroidered over left chest, name embroidered over right chest and POLICE in silver reflective letters on back. Patches sewn on each shoulder are supplied by customer.	10	14880	\$110.00	\$115.50
16	Style UE002 LGLD Blk Sergeant Stripes (pair)	5	14881	\$4.50	\$4.73
17	5.11 TacLite 74272 or 64360 Pants	20	14883	\$46.00	\$48.30
18	E525, Stars, Smith & Warren	2	14885	\$16.00	\$16.80
19	C538, LT Pins, Smith & Warren	2	14886	\$16.00	\$16.80

CONSTABLE PRECINCT TWO		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	Blauer TU318, DKNV, 6 Pocket Pant, with Hem	10	14827	\$67.00	\$70.35
2	Blauer TU317, DKNV, 4 Pocket Pant, with Hem	10	14829	\$67.00	\$70.35
3	TR618 <b>Fechheimer</b> Poly/Wool Pants	10	14831	\$93.00	\$97.65
4	TR506 <b>511</b> Tac Lite Pants for Deputies	10	14832	\$49.00	\$51.45
5	TR2254 or TR2253 Mens Pants	10	14834	\$80.00	\$84.00
6	TR2266 or TR2299 Womens Pants	10	14835	\$80.00	\$84.00
7	SH3592 mens short sleeve shirts	10	14837	\$80.00	\$84.00
9	SH3591 mens long sleeve shirts	10	14839	\$84.00	\$88.20
10	SH3650 womens short sleeve shirts	10	14840	\$80.00	\$84.00
11	SH3609 womens long sleeve shirts	10	14842	\$84.00	\$88.20
12	SH3594 mens long sleeve shirts	10	14844	\$74.00	\$77.70
13	SH3593 mens short sleeve shirts	10	14845	\$69.00	\$72.45
14	SH3611 womens long sleeve shirts	10	14848	\$74.00	\$77.70
15	SH3610 womens short sleeve shirts	10	14851	\$69.00	\$72.45
16	Blauer 8650T-TR2057-Blauer 4 pocket Polyester Pant w tunnel Waistband/Transitional	10	14853	\$82.00	\$86.10
17	Blauer 8655T-TR2059-Blauer 6 pocket Polyester Pant w tunnel Waistband/Transitional update Women	10	14854	\$60.00	\$63.00

CONSTABLE PRECINCT TWO (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
18	Blauer 8657WT-TR2124-Blauer 6 pocket Polyester Pant w tunnel Waistband, Men	10	14856	\$66.00	\$69.30
19	Blauer 8657WT-TR2133-Blauer 6 pocket Polyester Pant w tunnel Waistband, Women	10	14859	\$66.00	\$69.30
20	TT824 Apex Cargo Pants-Command Staff	10	14861	\$65.00	\$68.25
21	ICE Polo, Propper ST136 w Embroidery on left & name & title on right	10	14863	\$49.00	\$51.45
22	Blauer SH036, s/s w patch	10	14865	\$54.00	\$56.70
23	Blauer SH035, l/s and	10	14868	\$49.00	\$51.45
24	Gerber 71DX3/L, Jacket, Black- with patches and Constable in reflective	5	14870	\$195.00	\$204.75
25	RW089 Tact Squad Reversible Rain coat with Reflective "Constable"	2	14873	\$75.00	\$78.75
26	ZH303 Fehheimer Single Breasted Blouse Coat Poly/Wool	10	14877	\$300.00	\$315.00
27	Tie, 18", Samuel Broome, Black	2	14878	\$6.00	\$6.30
28	Tie, 20", Samuel Broome, Black	6	14879	\$6.00	\$6.30
29	HA036 Baseball caps, five (5) panel, navy blue, Velcro closure, with Badge embroidered in silver or gold	5	14882	\$16.50	\$17.33
30	HD114 5 Star Cap, Navy or White	5	14884	\$56.00	\$58.80
31	VISOR 19 Scramble Eggs for Constable	5	14887	\$45.00	\$47.25
32	Fort Bend County Pct. 2 Custom Emblem, Badge	30	14891	\$2.50	\$2.63

CONSTABLE PRECINCT TWO (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.					
36	Patches, Gold Trim, Chevron	5	14899	\$2.50	\$2.63
37	Patches, Silver, Chevron	5	14901	\$2.50	\$2.63
38	Patches, Small Badge for Hat - Gold	30	14902	\$2.50	\$2.63
39	Patches, Small Badge for Hat - Silver	30	14904	\$2.50	\$2.63
40	Armor Skin, BP 2867	30	14905	\$128.00	\$134.40

CONSTABLE PRECINCT THREE		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	Blauer 8666 and 8666W FlexRS Covert Pant, Navy Blue	60	14888	\$80.00	\$84.00
2	Blauer 8676 and 8676W FLEXRS short sleeve supershirt, navy blue, with badge embroidered over left chest, name on name tape over right chest, PCT. 4 embroidered on both collars and patches sewn on each shoulder are provided by customer	60	14889	\$80.00	\$84.00
3	Blauer 8671 and 8671W FlexRS long sleeve supershirt, navy blue, with badge embroidered over left chest, name on name	30	14890	\$84.00	\$88.20
4	Gerber #71DX3/L Winter Jacket Zip in and out liner, Reversible to lime green	5	14892	\$195.00	\$204.75
5	70F3/L reversible raincoat, black with lime, with POLICE on the back	5	14893	\$155.00	\$162.75
6	Fort Bend Co Pct. 4 Emblem Custom	200	14896	\$2.50	\$2.63
7	J1 Name Plate	5	14897	\$13.00	\$13.65
8	5.11 71049-019 or 61165-019, Polo Shirt with Name and Logo Embroidered	20	14900	\$49.00	\$51.45
9	Flying Cross 54101A Jacket, navy blue with badge embroidered over left chest and name and title embroidered over right chest (Command Jacket)	10	14903	\$120.00	\$126.00
10	Gerber 51S1 Jacket, navy blue with badge over left chest, Deputy over right chest and CONSTABLE in silver reflective letters on back	60	14906	\$115.00	\$120.75
11	Smith and Warren badge S527C in Gol-Ray or Sil-Ray	30	14907	\$110.00	\$115.50
12	Carhartt A-18 acrylic knit cap with small patch added. Navy Blue	30	14909	\$15.00	\$15.75
13	Otto Cap 11-1168-004 ballcap with small patch added. Navy Blue	10	14911	\$12.00	\$12.60



CONSTABLE PRECINCT THREE (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.					
		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
14	Sergeant stripes (pair) Style UE002 SIL MDNV	6	14915	\$4.50	\$4.73
15	Sergeant stripes (pair) Style UX509 SIL MDNV	6	14916	\$4.50	\$4.73

CONSTABLE PRECINCT FOUR		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	5.11 Tactical Stryke Pants, Mens, Khaki	2	14826	\$65.00	\$ 68.25
2	Elbeco V3114B Body Shield Shirt Carrier	4	14830	\$110.00	\$ 115.50
3	Blauer 8372 or 8372 Dark Navy, 100% polyester Armorskin shirt with badge embroidered on name tape and C.D.'s embroidered on both collars	4	14833	\$68.00	\$ 71.40
4	Gerber 51S1 Warrior soft shell jacket with badge embroidered over left chest and CONSTABLE on back in silver reflective letters	4	14836	\$95.00	\$ 99.75
5	Gerber 71DX3/L with embroidered badge on jacket and liner. With CONSTABLE in silver reflective on back of jacket, back of green side of jacket, and on back of liner	4	14838	\$195.00	\$ 204.75
6	Gerber raincoat 48" black/green reversible with Constable on both sides, style 70F3/L	4	14841	\$155.00	\$ 162.75
7	Fort Bend Co. Constable Pet. 1 shoulder patch (price to include sewing on)	200	14843	\$2.50	\$ 2.63
8	Flying Cross 71500 safety vest with CONSTABLE in silver reflective on front and back	22	14846	\$50.00	\$ 52.50
9	Premier Emblem, C.D. Pendant, Style P2500	22	14847	\$5.00	\$ 5.25
10	Blackinton, Star Pendant, Style B2251 in Hi-Glo or Rho-Glo	8	14849	\$110.00	\$ 115.50
11	Blackinton, Reserve Badge, Style B2176 in Hi-Glo or Rho-Glo	4	14850	\$110.00	\$ 115.50
12	Point Blank BP2382 Portland Carrier Dark Navy with (2)-Level III 30260 ballistic plates, handcuff pouch, Radio Pouch, Double Magazine holder and Small Utility Pouch, Vest	4	14852	\$1,975.00	\$ 2,073.75

EMERGENCY MEDICAL SERVICES		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.					
		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% Increase
1	Elbeco Duty Max 5580 SS Shirt, Mens, White	30	#	\$55.00	\$ 57.75
2	Elbeco Duty Max 9780 SS Shirt, Womens, White	10	#	\$55.00	\$ 57.75
3	Elbeco Duty Max 580 LS Shirt, Mens, White	5	#	\$58.00	\$ 60.90
4	Elbeco Duty Max 9580 LS Shirt, Womens, White	5	#	\$58.00	\$ 60.90
5	1211U-belt, black, no scratch	40	#	\$22.50	\$ 23.63
6	HS572 Safety vests with Scotchlite Package front and back, EMS-3" in reflective on front and back, with FORT BEND 2" reflective on back	10	#	\$90.00	\$ 94.50
7	Liner to Duty Jacket(Navy) Gerber, 51S5 Left Chest - FORT BEND COUNTY SEAL Right Chest - NAME - TITLE	10	#	\$109.50	\$ 114.98
8	3" Polyester Tie, 18" Dark Navy (no clip on)	2	#	\$6.00	\$ 6.30
9	3" Polyester Tie, 20" Dark Navy (no clip on)	2	#	\$6.00	\$ 6.30
10	3" Polyester Tie, 22" Dark Navy (no clip on)	2	#	\$6.00	\$ 6.30
11	3" Poly-Wool Tie, 18" Dark Navy (no clip on)	2	#	\$6.00	\$ 6.30
12	3" Poly-Wool Tie, 20" Dark Navy (no clip on)	2	#	\$6.00	\$ 6.30
13	3" Poly-Wool Tie, 22" Dark Navy (no clip on)	2	#	\$6.00	\$ 6.30
14	5.11 Tactical, Men TacLite PDU Class B Pant, 74371-750	75	#	\$56.00	\$ 58.80
15	5.11 Tactical, Women TacLite PDU Class B Pant, 64371-750	75	#	\$56.00	\$ 58.80
16	5.11 Tactical, Men TacLite PDU Class A Pant, 74370	5	#	\$53.00	\$ 55.65

EMS (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
17	5.11 Tactical, Women TacLite PDU Class A Pant, 64370	5	# # # #	\$53.00	\$ 55.65
18	5.11 Tactical, Men TacLite PDU Class B SShirt, 71168-750	75	# # # #	\$55.00	\$ 57.75
19	5.11 Tactical, Women TacLite PDU Class B SShirt, 61168-750	75	# # # #	\$55.00	\$ 57.75
20	5.11 Tactical, Men TacLite PDU Class B LSShirt, 72366-750	5	# # # #	\$58.00	\$ 60.90
21	5.11 Tactical, Women TacLite PDU Class B LSShirt, 62366-750	5	# # # #	\$58.00	\$ 60.90
22	TDH emblems, EMT	5	# #	\$5.00	\$ 5.25
23	TDH emblems, EMT Intermediate	5	# #	\$5.00	\$ 5.25
24	TDH – PARAMEDIC, LICENSED	150	# # #	\$5.00	\$ 5.25
25	TDH – PARAMEDIC, CERTIFIED	150	# # #	\$5.00	\$ 5.25
26	County MICU Patch including sew on	200	# # #	\$2.00	\$ 2.10
27	Custom Embroidery Badge on left chest and name and first initial, last name 3/8" on right Chest	200	# # # # #	\$16.00	\$ 16.80
28	Custom Embroidery, FBCEMS Badge, on left	10	# # # #	\$8.00	\$ 8.40
29	Custom Embroidery, FBCEMS Badge, on left	10	# # # #	\$8.00	\$ 8.40
30	Blackington Bugle Pin, Single Bugle, CB056	5	# # #	\$4.50	\$ 4.73
31	Blackington Bugle Pin, 2 Crossed, CB058	5	# # #	\$4.50	\$ 4.73
32	Blackington Bugle Pin, 3 Crossed, CB059	5	# # #	\$4.50	\$ 4.73
33	Blackington Bugle Pin, 4 Crossed, CB060	5	# # #	\$4.50	\$ 4.73
34	Blackington Bugle Pin, 5 Crossed, CB061	5	# # #	\$4.50	\$ 4.73
35	Blaur 8131-1 Polo with EMS Logo on Left Chest and Embroidery on Right Chest	10	# # # #	\$60.00	\$ 63.00
36	Blaur 8133 Polo, D Navy/Hi Vis Yellow, Velcro Name Strip Hi Vis Yellow with Black print, FBCEMS Patch on Left Sleeve, Certification Patch on Right Sleeve	10	# # # # # #	\$98.00	\$ 102.90

EMS (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
37	5.11 Canvas Job Shirt with Custom Embroidery	5	#	\$81.50	
			#		\$ 85.58
38	Bullard USRX Firefighter Helmet, Blue, Red or White	10	#	\$175.00	
			#		\$ 183.75
39	Nametag Gold Clutch Better Back Premier Clutchback	10	#	\$13.00	
			#		\$ 13.65
40	1.5" Instructors Gun Belt w/Talon Flex, Black	10	#	\$40.00	
			#		\$ 42.00
41	Tru Spec 65/35 Poly Cotton R/S Combat Shirt, Olive	10	#	\$55.00	
			#		\$ 57.75
42	Gerber Extreme Parka 107-2010, Lime Yellow/Midnight Navy, Velcro Name plate left chest, "FORT BEND EMS" in reflective grey w/ black outline (#71E1/L)	10	#	\$170.00	
			#		\$ 178.50
43	Embroidery Removal	25	#	\$8.00	
			#		\$ 8.40
44	Gildan DryBlend 50/50 T-Shirt, FBCEMS Badge on left chest, "FORT BEND COUNTY PARAMEDIC" on back, Sizes Small - 4X, Color = Navy	100	#	\$14.50	
			#		\$ 15.23
45	Gildan DryBlend 50/50 T-Shirt, FBCEMS Badge on left chest, "FORT BEND COUNTY EMS" on back, Sizes Small - 4X, Color = Navy	25	#	\$14.50	
			#		\$ 15.23
46	Maternity Panel add on Pants	2	#	\$25.00	
			#		\$ 26.25
47	5.11 Tactical Stryke Pants - Mens, Color = Dark Navy	10	#	\$65.00	
			#		\$ 68.25
48	5.11 Tactical Stryke Pants - Womens, Color = Dark Navy	10	#	\$65.00	
			#		\$ 68.25
49	Port and Company 50/50 Mens Polo Shirt w/Embroidered Logo on left chest	10	#	\$20.00	
			#		\$ 21.00
50	Port and Company 50/50 Womens Polo Shirt w/Embroidered Logo on left chest	10	#	\$20.00	
			#		\$ 21.00
51	Fechheimer Double Breasted Gold Bugle 6 Button Dress Coat W/ service stripes on each sleeve	5	#	\$200.00	
			#		\$ 210.00
52	Midway Cap Midloin 5 Star Cap, White	5	#	\$50.00	
			#		\$ 52.50
53	Smith and Warren hat badge	5	#	\$20.00	
			#		\$ 21.00
54	Fechheimer Mens, Polyester Trousers, w/piping on pant leg	5	#	\$48.00	
			#		\$ 50.40

EMS (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
55	Thorogood Academy Oxford Shoe	5	#	\$70.00	
			#		\$ 73.50
56	Ballistics Helmet TE622	5	#	\$325.00	
			#		\$ 341.25
57	Blauer Job shirt - JA1198 with custom embroidery	30	#	\$95.00	
			#		\$ 99.75
58	Lapel Pins - Caduceus Gold on Navy 15/16" set of 2	10	#	\$20.00	
			#		\$ 21.00
59	Lapel Pins - 1 Bugle Navy on White 15/16" set of 2	5	#	\$26.00	
			#		\$ 27.30
60	Lapel Pins - 1 Bugle Gold on Navy 15/16" set of 2	5	#	\$26.00	
			#		\$ 27.30
61	Lapel Pins - 2 Bugle Navy on White 15/16" set of 2	40	#	\$26.00	
			#		\$ 27.30
62	Lapel Pins - 2 Bugle Gold on Navy 15/16" set of 2	10	#	\$26.00	
			#		\$ 27.30
63	Lapel Pins - 3 Bugle Navy on White 15/16" set of 2	10	#	\$26.00	
			#		\$ 27.30
64	Lapel Pins - 3 Bugle Gold on Navy 15/16" set of 2	2	#	\$26.00	
			#		\$ 27.30
65	Lapel Pins - 4 Bugle Navy on White 15/16" set of 2	2	#	\$26.00	
			#		\$ 27.30
66	Lapel Pins - 4 Bugle Gold on Navy 15/16" set of 2	2	#	\$26.00	
			#		\$ 27.30
67	Lapel Pins - 5 Bugle Navy on White 15/16" set of 2	2	#	\$26.00	
			#		\$ 27.30
68	Lapel Pins - 5 Bugle Gold on Navy 15/16" set of 2	2	#	\$26.00	
			#		\$ 27.30
69	Lapel Pins - Star of Life Navy on White 15/16" set of 2	2	#	\$50.00	
			#		\$ 52.50
70	Lapel Pins - Star of Life Gold on Navy 15/16" set of 2	75	#	\$50.00	
			#		\$ 52.50
71	Lapel Pins - Star of Life Gold 15/16" set of 2	75	#	\$50.00	
			#		\$ 52.50
72	Commendation Bar Slide Holder 3/8" - 2 Award	5	#	\$5.00	
			#		\$ 5.25
73	Commendation Bar Slide Holder 3/8" - 3 Award	5	#	\$6.00	
			#		\$ 6.30
74	Commendation Bar Slide Holder 3/8" - 4 Award	75	#	\$12.00	
			#		\$ 12.60
75	Commendation Bar Slide Holder 3/8" - 7 Award	75	#	\$14.00	
			#		\$ 14.70

EMS (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
76	Commendation Bar Slide Holder 3/8" - 10 Award	5	# # #	\$16.00	\$ 16.80
77	Custom Award Pin - Chief's Award 3/8" with Single Slide	5	# # #	\$18.00	\$ 18.90
78	Custom Award Pin - Unit Commendation 3/8" with Single Slide	5	# # # #	\$16.00	\$ 16.80
79	Custom Award Pin - Valor 3/8" with Single Slide	5	# # #	\$16.00	\$ 16.80
80	Custom Award Pin - Merit 3/8" with Single Slide	20	# # #	\$16.00	\$ 16.80
81	Custom Award Pin - Blue Stork 3/8" with Single Slide	20	# # #	\$16.00	\$ 16.80
82	Custom Award Pin - Pink Stork 3/8" with Single Slide	20	# # #	\$16.00	\$ 16.80
83	Custom Award Pin - Tox Medic 3/8" with Single Slide	20	# # #	\$16.00	\$ 16.80
84	Custom Award Pin - Bike Team 3/8" with Single Slide	10	# # #	\$16.00	\$ 16.80
85	Custom Award Pin - Tactical Team 3/8" with Single Slide	10	# # #	\$16.00	\$ 16.80
86	Custom Award Pin - Tech Rescue 3/8" with Single Slide	5	# # #	\$16.00	\$ 16.80
87	Custom Award Pin - FTO 3/8" with Single Slide	5	# # #	\$16.00	\$ 16.80
88	Custom Award Pin - Cardiac Arrest 3/8" with Single Slide	5	# # #	\$16.00	\$ 16.80
89	Custom Award Pin - Paramedic of the Year 3/8" with Single Slide	5	# # # #	\$16.00	\$ 16.80
90	Custom Award Pin - Employee of the Year 3/8" with Single Slide	5	# # # #	\$16.00	\$ 16.80
91	Custom Award Pin - Unit Excellence 3/8" with Single Slide	10	# # # #	\$16.00	\$ 16.80
92	Custom Award Pin - Purple Heart 3/8" with Single Slide	10	# # #	\$16.00	\$ 16.80
93	Custom Award Pin - URI Storm 2021 3/8" with Single Slide	5	# # #	\$16.00	\$ 16.80
94	Custom Award Pin - Peer Support	10	# #	\$16.00	\$ 16.80
95	Patch - Medical Director	10	# #	\$2.50	\$ 2.63

EMS (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
96	Patch - Honor Guard	10	#	\$2.50	
			#		\$ 2.63
97	Patch - Competition Team	10	#	\$2.50	
			#		\$ 2.63
98	Patch - County MICU 3"	10	#	\$2.50	
			#		\$ 2.63
99	Patch - County MICU Woven 3"	25	#	\$3.00	
			#		\$ 3.15
100	Patch - County MICU Woven 4"	20	#	\$3.00	
			#		\$ 3.15
101	Patch - Tactical, Black 3"	25	#	\$2.50	
			#		\$ 2.63
102	Patch - Tactical Medic	2	#	\$2.50	
			#		\$ 2.63
103	B1674, Badge, Two-Toned, Blackinton	10	#	\$115.00	
			#		\$ 120.75
104	Class A White Gloves with finger grips	10	#	\$10.00	
			#		\$ 10.50
105	Honor Guard Braided Cord	10	#	\$12.00	
			#		\$ 12.60
106	J1 Name Plate	10	#	\$13.00	
			#		\$ 13.65
107	Ariat 10011976 Women's Composite Toe ESD Clog Work Shoes	5	#	\$106.00	
			#		\$ 111.30
108	Bates E02264 - 5" Tactical Sport Zipper Composite Toe Boot	5	#	\$94.00	
			#		\$ 98.70
109	Bates E03140 - 8" DuraShocks Side Zip Boot	5	#	\$120.00	
			#		\$ 126.00
110	Bates E02788 - Women's GX-8 Non Metallic Waterproof Zipper Boot	5	#	\$136.00	
			#		\$ 142.80
111	Bates E02268 - 8" GX Side Zip Gore-Tex Boot	5	#	\$136.00	
			#		\$ 142.80
112	Bates E02272 - 8" GX Side Zip Waterproof Composite Toe Boot	5	#	\$153.00	
			#		\$ 160.65
113	Rocky 6300 - 10" Pull-On Wellington Boots	20	#	\$106.00	
			#		\$ 111.30
114	Rocky FQ0006173 - 8" AlphaForce Side Zip Composite Toe	25	#	\$108.00	
			#		\$ 113.40



EMS (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
115	Thorogood 804-6134 - 6" Quick Release Composite Toe Station Boot	2	#	\$102.00	
			#		\$ 107.10
116	Thorogood 834-6134 - 6" Quick Release Station Boot	10	#	\$96.00	
			#		\$ 100.80
117	Thorogood 834-6522 - AR Ultra Light Oxford	10	#	\$70.00	
			#		\$ 73.50
118	Streamlight Stinger #75863 LED HPL DS Rechargeable Flashlight with AC & DC Chargers	10	#	\$150.00	
			#		\$ 157.50
119	Duffel Bag - Gall's BG186, Black with Custom Embroidery	20	#	\$37.00	
			#		\$ 38.85

FIRE MARSHAL		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	71183-019 <b>5.11</b> Class A PDU S/S Shirt	1	14921	\$47.00	<b>\$49.35</b>
2	74272 or 64360 <b>5.11</b> Tac Lite Pants	1	14923	\$46.00	<b>\$48.30</b>
3	72345-019 <b>5.11</b> Class B PDU L/S Shirt	1	14924	\$55.00	<b>\$57.75</b>
4	74338-019 <b>5.11</b> Class A PDU Pant	1	14925	\$51.00	<b>\$53.55</b>
5	J3 <b>Blackinton</b> Nameplate	1	14926	\$13.00	<b>\$13.65</b>

SHERIFF'S OFFICE		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	TRU 1060, Pants, Men's Tactical Pants	250	14951	\$43.50	\$45.68
*2.	TRU 1060, Pants, Women's Tactical	45	14952	\$43.50	\$45.68
3	Wrangler Jeans, 13MWZ Men's	20	14953	\$45.00	\$47.25
4	Horace Small, 2144 Men's Trouser, with piping-Traditional Style	1000	14955	\$48.00	\$50.40
5	Horace Small, 2476 Women's Trouser-Traditional Style, with piping	500	14957	\$48.00	\$50.40
6	Horace Small, 1145 Men's Long Sleeve Shirt-Zipper Front, metal buttons on pocket flaps and shoulder straps	400	14959	\$52.00	\$54.60
7	Horace Small, 1183 Women's Long Sleeve Shirt-Zipper Front. With metal buttons on pocket flaps and shoulder straps	200	14962	\$52.00	\$54.60
8	5.11 71049-019 Men's/Women's SS Polo Shirts, with badge embroidered over left chest and name and department embroidered over right chest	350	14970	\$49.00	\$51.45
9	5.11 72049-019 Men's/Women's LS Polo Shirts, with badge embroidered over left chest and name and department embroidered over right chest	150	14973	\$52.00	\$54.60
10	Blauer FlexRS short sleeve supershirt with nametape, badge patch and shoulder patches Style 8676	20	14975	\$80.00	\$84.00
11	Blauer FlexRS short sleeve supershirt with nametape, badge patch and shoulder patches Style 8676W	20	14977	\$80.00	\$84.00
12	Blauer FlexRS long sleeve supershirt with nametape, badge patch and shoulder patches Style 8671	20	14980	\$84.00	\$88.20
13	Blauer FlexRS long sleeve supershirt with nametape, badge patch and shoulder patches Style 8671W	20	14981	\$84.00	\$88.20

SHERIFF'S OFFICE (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
14	Blauer FlexRS short sleeve base shirt with nametape, badge patch and shoulder patches Style 8372	20	15868	\$69.00	\$72.45
15	Blauer FlexRS short sleeve base shirt with nametape, badge patch and shoulder patches Style 8372W	20	15869	\$69.00	\$72.45
16	Blauer FlexRS long sleeve base shirt with nametape, badge patch and shoulder patches Style 8371	20	15870	\$74.00	\$77.70
17	Blauer long sleeve base shirt with nametape, badge patch and shoulder patches Style 8371W	20	15871	\$74.00	\$77.70
18	Blauer FlexRS Covert Tactical Pant Style 8666	20	14989	\$80.00	\$84.00
19	Blauer FlexRS Covert Tactical Pant Style 8666W	20	14991	\$80.00	\$84.00
20	Blauer FlexRS Cargo Pant Style 8665	6	14995	\$80.00	\$84.00
21	Blauer FlexRS Cargo Pant Style 8665W	6	14996	\$80.00	\$84.00
22	Short Sleeve T-Shirt, Red, Gus George Academy Logo on Front left with staff under the logo all in black	40	14997	\$22.00	\$23.10
23	UA Tac Performance SJ079 OD, Short Sleeve, POLO	10	14999	\$38.00	\$39.90
24	Long Sleeve T-Shirt, Red, Gus George Academy Logo on Front left with staff under the logo all in black	40	15001	\$37.00	\$38.85
25	Jerzees, 29M, T-Shirt - Oxford Grey with GGLEA on front and cadets last name and logo on back	180	15003	\$17.00	\$17.85
26	Sportek ST510, Short - Black with GGLEA printed in white on left leg	180	15005	\$15.00	\$15.75
27	Sportek, F246, Sweatshirt - GGLEA printed on front and cadets last name and logo on back	120	15007	\$48.00	\$50.40
28	Jerzees, 973M, Sweatpant - Sports grey with GGLEA imprinted in black down left leg	120	15009	\$22.00	\$23.10
29	Gerber, 70C3/L, Reversible Raincoat, with FORT BEND CO. SHERIFF'S OFFICE in silver reflective on back on black and green back	100	15015	\$135.00	\$141.75

SHERIFF'S OFFICE (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
30	Gerber, 71DX5/L, Reversible Winter Duty Jacket, with patches sew on jacket and liner. With SHERIFF on back	100	15017	\$195.00	\$204.75
31	Fechheimer JK598 NAV, 55/45 Poly Wool, Dress Coat, with patches and striping	20	15019	\$300.00	\$315.00
32	Fechheimer TR NAV, 75/25 Poly Wool, Dress Pants	20	15020	\$82.00	\$86.10
33	Elbeco SH878, WHT, Polyester, Long Sleeve, White Shirt	20	15022	\$58.00	\$60.90
34	UA048, Shoulder Boards	20	15023	\$115.00	\$120.75
35	Gerber, 51S5, Liner to Duty Jacket	50	15028	\$93.00	\$97.65
36	Otto Cap, Instructor Caps	8	15029	\$14.00	\$14.70
37	18", 20", 22" Ties - Navy, 900 NAV	1500	15872	\$6.00	\$6.30
38	Badge - Silver, S266 RH	25	15873	\$78.00	\$81.90
39	Badge - Gold, S266 GP	20	15874	\$78.00	\$81.90
40	S.O. - Collar Pin, Silver, A4287--Rho-Glo	150	15039	\$11.00	\$11.55
41	S.O. - Collar Pin, Gold, A4287--Hi-Glo	100	15040	\$11.00	\$11.55
42	Name Bar - Gold, Gold--MBG58C	30	15048	\$13.00	\$13.65
43	Name Bar - Silver, MBS58C	100	15049	\$13.00	\$13.65
44	Lieutenant Bars - Large, Gold, A1141--Hi-Glo	20	15051	\$23.00	\$24.15
45	Captain Bars - Large, Gold, A1140--Hi-Glo	10	15052	\$27.00	\$28.35
46	Major Oak Leaf - Gold, A1143--Hi-Glo	6	15053	\$30.00	\$31.50
47	3 Star Pin - Gold, A11--Hi-Glo	4	15054	\$32.00	\$33.60
48	4 Star Pin - Gold, A11+A127--Hi-Glo	6	15055	\$40.00	\$42.00
49	Honor Guard Name Plate, Blackinton, C14747	6	15056	\$16.00	\$16.80

SHERIFF'S OFFICE (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
50	Shoulder Patch	4500	15057	\$2.00	\$2.10
51	Back Patch	500	15058	\$4.00	\$4.20
52	Silver Round Badge Patch	400	15059	\$2.50	\$2.63
53	Gold Round Badge Patch	300	15060	\$2.50	\$2.63
54	Sergeant Stripe Patch (pair)	300	15061	\$3.00	\$3.15
55	Service Stripes	15	15062	\$1.50	\$1.58
56	Mourning Covers	100	15063	\$2.50	\$2.63
57	SWAT Shoulder Patches	200	15064	\$4.00	\$4.20
58	Small Shoulder Patches	200	15065	\$2.00	\$2.10
59	Belt - Premier Emblem, P5003	60	15066	\$7.00	\$7.35
60	Ballcap - GGLEA Logo Embroidered on front, 19-768-053	60	15067	\$14.00	\$14.70
61	Academy Gear Bag - GGLEA Logo on Bag - Premier Emblem, PBG- 081	60	15068	\$64.00	\$67.20
62	Fleece Hoodie - Red	20	15069	\$48.00	\$50.40
63	ID Cases	20	15070	\$5.00	\$5.25
64	Patch, Narcotics Round Badge Patch	50	15071	\$2.50	\$2.63
65	5.11 Tactical 1/4 zip job shirt, Dispatch	10	15072	\$63.00	\$66.15
66	Sport-Tek S/S Competitor Tee	20	15073	\$22.00	\$23.10
67	Sport-Tek Tough Mesh Pocket Shorts	20	15074	\$15.00	\$15.75
68	Smith & Warren Badge in Gold Plate or RhodiumvStyle BC219	10	15075	\$78.00	\$81.90
69	K9 patch, shoulder	50	15077	\$3.00	\$3.15
70	AIR SUPPORT patch, shoulder	50	15078	\$3.00	\$3.15

SHERIFF'S OFFICE (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
71	NARC patch, shoulder (black background with green text)	50	15079	\$3.00	\$3.15
72	2 Star Pin - Gold, Blackinton A11-2 Hi Glo	25	15875	\$25.00	\$26.25
73	Name tape for Shirt, Style UX484N MDNV	2000	15876	\$5.00	\$5.25
74	Badge Wallet, BC513 Recessed ID Case Badge Holder Custom	500	15877	\$40.00	\$42.00

DUTY GEAR		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	Belt Clarino Sam Brown B1031U	30	#	\$58.00	\$ 60.90
2	Belt River Clarino Sam Brown B1131U	117	#	\$62.00	\$ 65.10
3	Belt Reversible Nylon Bianchi 7201	15	#	\$31.00	\$ 32.55
4	Bianchi Accumold Duty Belt Style 7200	20	#	\$42.00	\$ 44.10
5	Single Belt Keeper Clarino 2431	300	#	\$4.50	\$ 4.73
6	Double Belt Keeper Plain 2211	25	#	\$8.00	\$ 8.40
7	Handcuff Pouch Single Top Flap Nylon Bianchi 7300	25	#	\$23.00	\$ 24.15
8	Handcuff Case Clarino Safariland 190-9	75	#	\$35.00	\$ 36.75
9	Open Top Cuffcase Clarino Safariland-090-9	200	#	\$31.00	\$ 32.55
10	Double Speed Loader Case Clarino Safariland 340	4	#	\$40.00	\$ 42.00
11	Automatic Clip Holder Clarino Safariland 77	150	#	\$37.00	\$ 38.85
12	Bianchi Accumold Elite Handcuff Case Style 7900	10	#	\$26.00	\$ 27.30
13	Safariland Paddle Holster, Tactical High Gloss - 6378	15	#	\$54.00	\$ 56.70
14	Accumold Nylon Trouser Belt (Under Belt) Style 7205	500	#	\$37.00	\$ 38.85
15	Holster Level II Clarino Safariland 6280	60	#	\$184.00	\$ 193.20
16	Holster Level III Clarino Safariland 6360	45	#	\$192.00	\$ 201.60
17	Holster Level III Mid-Rise Tactical STX Safariland 6360	8	#	\$126.00	\$ 132.30
18	Holster w/light attachment LEVEL II Clarino Safariland 6280	20	#	\$195.00	\$ 204.75



DUTY GEAR (cont'd)		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
19	Holster w/light attachment LEVEL III 6360 <b>Safariland-Clarino</b>	30	# # # #	\$205.00	\$ 215.25
20	Holster w/light attachment LEVEL III Mid-Rise STX Tactical	10	# # # #	\$138.00	\$ 144.90
21	Magazine Holder Double- <b>Bianchi</b> 7302 Nylon	10	# # # #	\$27.50	\$ 28.88
22	Molle Universal Radio Holder - NP610 BLK	10	# # # #	\$56.00	\$ 58.80
23	Molle Double Side Arm Mag Pouch - NP774 BLK	10	# # # #	\$34.00	\$ 35.70
24	Molle 4 x 8 Vertical Utility Pouch - NP791 BLK	10	# # # #	\$36.00	\$ 37.80
25	Molle Medical Pouch - NP793 BLK	10	# # # #	\$56.00	\$ 58.80
26	Molle Handcuff Double Pouch - NP899 BLK	10	# # # #	\$32.00	\$ 33.60
27	Molle Single Xpndbld Baton/Flashlight Po - NY010 BLK	10	# # # #	\$30.00	\$ 31.50
28	Molle Tourniquet Pouch - TP585 BLK	10	# # # #	\$56.00	\$ 58.80
29	<b>Smith &amp; Wesson</b> Handcuffs - RS021	60	# # # #	\$21.00	\$ 22.05
30	Velcro Under Belt - Style 1311U	30	# # # #	\$19.00	\$ 19.95
31	Buckle Under Belt - Style 1511U	30	# # # #	\$19.00	\$ 19.95
32	Glock 17/22/31 Blue Gun Training Gun TN061	10	# # # #	\$47.00	\$ 49.35
33	<b>Bianchi</b> Accumold Elite Magazine Pouch Style 7902	10	# # # #	\$34.00	\$ 35.70
34	Level 2, Mid-Rise, STX, Tactical, <b>Safariland</b> 6280	20	# # # #	\$102.00	\$ 107.10
35	Level 2, Mid-Rise, STX, Tactical, <b>Safariland</b> 6280, with light attachment	20	# # # # #	\$114.00	\$ 119.70
36	<b>Bianchi</b> Accumold Elite Belt Keepers (4-pack) Style 7906	10	# # # #	\$12.00	\$ 12.60
37	<b>Bianchi</b> Accumold Elite Duty Belt Style 7950	20	# # # #	\$48.00	\$ 50.40

BODY ARMOR		Galls, LLC			
If bidding an "or equal to", type the manufacturer name and number in cell below specification. Provide specifications labeled with below item number for each item verifying equal to.		Estimated Annual Quantity	Lawson Number	Bid Price per Each	New Price per Each with 5% increase
1	Point Blank NIJ 06 Level II, Style Number BII-1 with 1-hilite Carrier	20	14928	\$625.00	\$656.25
2	Point Blank NIJ 06 Level IIIA, Style number XPIIIA with 1-hilite Carrier	87	14930	\$725.00	\$761.25
3	Point Blank HL6N00BV0M Hi Lite replacement carrier	20	14932	\$100.00	\$105.00
4	Point Blank Standard ODC ODSM00BV0J	10	14936	\$180.00	\$189.00
5	Point Blank R20-D Molle Tactical Outer Carrier Vest	30	14938	\$232.00	\$243.60
6	Point Blank Guardian GDC_00BOJ-FBCSO MDNV CSTM, Carrier Vest	30	15879	\$215.00	\$225.75
7	Repair Fee per Panel	10	14941	\$100.00	\$105.00
8	Back Patch for Outer Vest Carrier, Style Number BF051 Sheriff Back	1000	15880	\$10.00	\$10.50
9	Name Patch for Outer Vest Carrier, Style Number BF051 Name Patch	1000	15881	\$10.00	\$10.50



**Effective April 1, 2023**

Dear Valued Customer,

3M will be adjusting prices on selected products effective April 1, 2023. This action includes:

- General Line Price Adjustment
- Deviated Price Adjustment

3M understands the impact price adjustments have on customers like you. The above price actions taken are a result of cost increases incurred by 3M in multiple facets of manufacturing and supply chain including raw materials, labor, transportation and overhead.

The overall impact will vary depending on product mix, and you may see price changes for some materials that differ from the average percentage of the product category.



November 21, 2022

To whom it May Concern,

On June 14, 2022, GALL'S accepted our May 2, 2022, price increase effective September 1, 2022. This price increase resulted in an average increase of 11%. While we acknowledge this is a significant increase, GALL'S continues to receiving Weinbrenner's best available pricing.

The September 1, 2022, pricing will be held until January 1, 2024.

Respectfully,

**Andy Place**  
**National Sales Manager – Public Safety Divisions**

**Thorogood® | Celebrating 130 Years**  
108 S Polk St · Merrill, WI 54452  
Phone: 715-539-1248  
Mobile: 715-897-3999  
Email: [aplace@weinbrennerusa.com](mailto:aplace@weinbrennerusa.com)



[THOROGOODUSA.com](http://THOROGOODUSA.com)  
ISO 9001 Certified Since 1998  
An Employee-Owned Shoe Company



Dear Valued Smith & Warren Dealer,

Use the links below to download the retail price list which is effective February 1, 2023. While costs have increased we also believe they have stabilized. As such, the price increase for 2023 is very modest. No increase on Rhodium finish and an average of 2.5% on other finishes.

The past two years have been challenging, but Smith & Warren continues to understand the importance of being reliable. During 2022 we shipped over 95% of orders ahead of schedule and with the highest rate of accuracy in our company history. We continue to make significant investments in our systems, equipment, and people so that we can continue to provide you with the best service possible.

We are your reliable badge supplier.



SAFETY. SINCE 1898.™

## Bullard Distributor Information

June 21, 2022

Dear Valued Partner,

Bullard is committed to providing the quality and performance you expect and deserve from an American-made manufacturer. Our intention is to continue serving our customers and partners with personal protective equipment and tools that are innovative, purpose-built, and comfortable.

We continue to find creative ways to offset and delay the impact of a challenging mix of escalating costs, labor challenges, raw material availability, and transportation concerns. However, we cannot mitigate the impact of all these challenges. Therefore, Bullard will implement a price increase effective July 18, 2022 for most of our products. New pricing can be found on your [Bullard Distributor Dashboard](#).

Bullard greatly appreciates your partnership, continued business, and support. Please contact your Bullard [Regional Sales Manager](#) with any additional support needs.

Stay Safe,



V.H. Blackinton & Co., Inc.

August 4, 2022

Galls, Inc.  
Jamie Osborne  
1340 Russell Cave Road  
Lexington, KY 40505

**Subject: Blackinton FY 2023 Badge Price Increase**

Ms. Osborne,

As requested, this letter is to inform you that our catalog pricing is increasing for the upcoming fiscal year of 2023, beginning on 10/1/22 and set to expire 9/30/23.

The primary adjustment is a 15% increase to Rhodium badge finishes. All other product will receive a 10% increase. The exception to the increases outlined here will be our FlexBadge and Leather product lines which were adjusted earlier this year.

We have discontinued all surcharges being assessed for gold and rhodium plated badge finishes.

I appreciate your understanding in this matter.

Best regards,

**V.H. BLACKINTON & CO., INC.**

David Elliott  
Director of Sales  
[delliott@blackinton.com](mailto:delliott@blackinton.com)  
1-800-699-4436 ext. 112

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BADGES  
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JEWELRY  
LUCITES  
PLAQUES  
AWARDS  
FLEXBADGE

**NUMBER OF PAGES (including cover):**

[www.blackinton.com](http://www.blackinton.com)



March 8, 2023

Galls Inc  
1340 Russell Cave Rd  
Lexington, KY 40505

To Whom It May Concern:

Please note that there was an overall increase of 5-22% from year 2022 through year 2023 for Lion StationWear products. These increases were directly related to higher costs of materials, freight, and labor.

If you would have any questions, please feel free to contact the Strategic Distribution Manager, Mark Downing at [mdowning@elbeco.com](mailto:mdowning@elbeco.com).

Thank you for your valued business.

Sincerely,

*Samantha Brady*

Samantha Brady  
Pricing Manager





6460 CAMINO REAL \* P.O. BOX 39 \* MAXWELL, TX 78656  
Phone (512) 357-2968 TOLL FREE FAX 800 836-7291

July 6, 2022

Re: Price increase

To: Galls  
1340 Russell Cave Rd.  
Lexington, KY 40505

Dutyman, Inc. will be having a price increase of 6% on most of our items effective September 1, 2022. This is the first price increase we have had since June of 2019.

If you have any questions, please call me at the above number.

Thank you,

Dennis J. Ross  
Company Manager  
Dutyman, Inc.



October 5, 2023

To Whom It May Concern:

Between January 1, 2022 and July 1, 2023 Blauer implemented price increases on the items on contract with Galls as detailed below.

Blauer Style #	% Increase
8133	5%
8131-1	8%
8360XP	13%
8372	13%
8650T	24%
8655T	24%
8657T	24%
8666	13%
8671	10%
8676	13%

These increases were necessary due to increased material and labor costs.

Respectfully,

Thomas W. Ames

[tames@blauer.com](mailto:tames@blauer.com)

Vice President

Business Development

617-648-4245



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Pompano Beach, FL 33060  
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12/01/2022

Dear Valued Dealer,

As all of you know Point Blank rolls out a new price list effective April 1st, 2023, which consists of new pricing for the current year. The 3% price increase is being communicated in December to give ample time to alert your customers. The new Retail price lists should be completed and distributed no later than March 2023.

This pricing change does not affect any of your current SPQ's (Special Price Quotes) and those are still valid. When your SPQ's expire you should expect an increase in that price and should prepare your customers now for that price increase. SPQ's are only valid for one year from the date that they were issued and should have an expiration date on them. If you have any questions about this price increase or your SPQ's please feel free to reach out to your sales representative or myself and we will help in any way possible.

Thank you,

Hoyt Schmidt

EVP Commercial Business

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



January 24, 2023

To GALLS:

Effective April 1, 2023 the following styles will be incurring a WHSL price increase due to cost increases in fabric and trim.

Style	Item	Price Increase %
F5115	27/P NOMEX FLIGHT SUIT	3.34%
F5141	EXTRICATION SUIT	8.34%
F5238	WILDLAND PANT - SAGE	8.34%
F5238	WILDLAND PANT - NAVY	18.20%
F5275	STATION PANT, MENS	8.73%
F5285	CRITICAL RESPONSE EMS MENS PANT	6.08%
F5286	CRITICAL RESPONSE EMS WMNS PANT	6.08%
F5291	EDGETEC EMS MEN PANT	11.15%
F5293	STATION PANT, WMNS	8.73%
F5299	WILDLAND OVER PANT	12.01%
F5307	WILDLAND OVER COAT	12.01%
F53182W	WILDLAND SHIRT SYNERGY NOMEX	15.81%
F53185W	WILDLAND SHIRT TECASAFE+	11.13%
F5374	SUMMERWEIGHT MENS S/S SHIRT	6.47%
F5376	SUMMERWEIGHT WMNS S/S SHIRT	6.47%
F5439	1/4 ZIP SOFT SHELL JOB SHIRT	5.73%
F5802	EDGETEC MENS S/S POLO	10.58%
F5803	EDGETEC WMNS S/S POLO	10.58%
F5824	EDGETEC MENS L/S POLO	9.57%
F5825	EDGETEC WMNS L/S POLO	9.57%
F5855	SECURITY UNIFORM POLO	12.58%
F5907	EDGETEC EMS WMN PANT	11.15%

Robert Brin  
SVP, Sales  
Propper International Sales, Inc.



January 2, 2023

Dear Streamlight Distributor,

In today's challenging and ever-changing marketplace, Streamlight remains committed to managing and mitigating cost increases by taking a very strategic view of pricing. We have worked to limit price increases (no price increase in 2020 and 2021) by focusing on value engineering within our product line coupled with ongoing efforts to improve operational and supply chain efficiencies. While inflationary pressures continue across a broad range of labor and material inputs, we have started to see some stabilization.

Streamlight remains committed to providing our distributors with a consistent timeline on price increases. We have maintained this normal timeline and cadence through the difficult years of 2020, 2021 and 2022. In addition, we also consider it very important and part of our responsibility as a good partner to absorb certain levels of transient costs in areas like freight and logistics as well as managing increases to our fixed costs like direct labor and materials and not pass them on immediately.

Even through our best efforts, global inflationary pressures and supply chain impacts have led to several permanent cost increases across most of our materials over the past 12 months. As an example, we incurred cost increases of more than 30% through 2022 on rechargeable lithium-ion batteries, primary lithium batteries and NiMH rechargeable cells through a series of increases from suppliers. In addition, freight costs as well as labor shortages resulting from the pandemic have resulted in permanent cost increases in both freight and direct labor expenses. We have absorbed these increases through 2022 and have waited to pass any of these increased costs onto you until we determined they were permanent and in conjunction with our normal pricing process timeline.

Based on the above and what we consider to be permanent increases, we will be implementing a 6% price increase effective March 1, 2023. We hope that by maintaining our normal pricing process and confirming inputs deemed to be permanent cost increases, that we minimize the disruption to our mutual business.

We remain committed to our goal of being your trusted partner by continuing our investments in value engineering, supply chain efficiencies, operations, and manufacturing and look forward to working together for a successful 2023. [Click here for the 2023 Distributor Price List.](#)

Sincerely,

Dawn M. Dalldorf-Jackson  
Vice President Distribution & New Business Development

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Tel: 800-523-7488 • 610-631-0600 • Fax: 800-220-7007 • 610-631-0712  
[www.streamlight.com](http://www.streamlight.com)

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

February 2, 2023

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 2023 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

# Fechheimer

January 25, 2023

Galls  
Attn: Erica Agnew  
1340 Russell Cave Road  
Lexington, KY 40505

Dear Erica,  
This letter is to confirm that on March 1, 2023 there will be a list price increase on all Fechheimer (Flying Cross and Vertx) styles. The price increase will be approximately 5.0%. This is in result of increases in materials and trim.

If there are any questions or additional information that is needed please feel free to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian Duffy", with a stylized flourish at the end.

Brian Duffy  
VP, Customer Service

## Fall 2023 Price Increases – Effective 7/2/23

Carhartt had to increase prices on a handful of styles. The price increases range from 2% - 15%, with an average of 11%. Below is a list of the primary drivers that attributed to price increases for Fall 2023.

- Raw Materials
  - Cotton prices remain high
  - Cost increase on all fabrics FR & Non-FR
  - Cost increase on trim
  - Brass surcharge went into effect June 2021
- Labor
- Operating Expenses
- Transportation/Freight (cost increase 30-40%)
  - Shipping containers cost 4x-5x historical cost



# 5.11 DEALER NEWSLETTER



ALWAYS BE READY.

## PRICE CHANGES

Dear Valued Partner,

We are reaching out to let you know of some upcoming Price Changes for certain styles. Please refer to the below link for the list of styles and new pricing that will be effective 1.18.23.

If you have any questions, please reach out to your Territory Manager.