



CITY OF HOUSTON

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Date: February 5, 2014

Subject: Letter of Clarification No. 11
Apparel, Uniforms for the Houston Police Department

Reference: Invitation to Bid (ITB) No.: S32-S23613

To All Prospective Bidders:

This Letter of Clarification is issued for the following reasons:

- To revise the above referenced solicitation as follows:
 1. To **change** the bid opening date from February 20, 2014 to March 6, 2014.
 2. Exhibit XL, "Bid Form" has been **revised**.
 3. Exhibit K, "Final Tabulation Sheet" has been **revised**.
- To answer the following questions:
 4. **Question:** *"I am unable to find the duty uniform pant and shirt. I see the BDU's and mounted pants. Can you point me to them in the specification manual?"*

Answer: *"BDU pants can be found on page 9 and shirts can be found on page 70 of the specification manual."*
 5. **Question:** *"Please provide specifications for the short and long sleeve classified shirts."*

Answer: *"Please refer to page 70 in the revised specification manual."*
 6. **Question:** *"There are no specifications and there is not a place to submit a price for the classified shirts on Exhibit XL (only on Exhibit XX) and there is no detail on fabric or what customizing is required on these. The reference number for a Blauer 8906 is a Dac/Rayon shirt and I do not believe that is what the department is expecting or wanting. I assume the shirt will require 2 shoulder emblems to be attached. Should those emblems be included in the price of the shirts?"*

Answer: *"Please refer to the revised specification manual and Exhibit XL, Bid Form."*

7. **Question:** *"There are no specifications on the bike shirts, shorts or pants. There is no place to submit the price on Exhibit XL (only on Exhibit XX) and they reference a Galls number. Galls is not the manufacturer, these are made by Mocean. Are you sure that these are correct? This is not what the department has purchased in the past. Any customizing required? Do these get emblems or imprinting and should the cost of the emblems be included?"*

Answer: *"Bike uniforms will be purchased through one of the awarded catalogs. Group IX, Alterations/Embroidery has been added to Exhibit XL, Bid Form."*

8. **Question:** *"Regarding the duty winter jacket, swat pullover and fleet and MRT shirts, there are no specifications. Suppliers also need to know about customizing."*

Answer: *"The duty winter jacket, SWAT pullover and fleet and MRT shirts will be purchased through one of the awarded catalogs. Group IX, Alterations/Embroidery has been added to Exhibit XL, Bid Form."*

9. **Question:** *"Exhibit XX asks for discounts off of manufacturers' price lists. Some items require customizing and other items do not require customizing. There is not one standard discount or markup that can be given for all the items listed under that manufacturer. How does a bidder allow for the additional cost of the customizing required, especially since there are no specifications?"*

Answer: *"Exhibit XL has been revised to include Group IX, Alterations/Embroidery."*

10. **Question:** *"Why are all items not listed on Exhibit XL? Especially the ones that will have high volume (like the S/S and L/S shirts)?"*

Answer: *"Exhibit XL has been revised accordingly to include short and long sleeve supershirts."*

11. **Question:** *"What is the purpose of Exhibit XX? Without anticipated volume it seems impossible to evaluate overall low bid."*

Answer: *"The purpose of Exhibit XX is to allow suppliers to bid on complete catalog needs that are not line item components."*

12. **Question:** *"Do the costs generated by discounts listed on Exhibit XX need to be the same as the quoted prices for the same items on Exhibit XL?"*

Answer: *"No, we anticipate that volumes on items listed on Exhibit XL can get a bigger price break point."*

13. **Question:** *"The specifications under the made to measure pants in the specification section call for a totally different style and fabric than the non-made to measure pants. Is this an error?"*

Answer: *"No, please bid as stated in the specifications."*

14. **Question:** *"On Exhibit XX, under the section that states Galls as the manufacturer, can you change to Mocean since that is the correct manufacturer? The Mocean style numbers are 2080 for pant, 1080 for short and 1551 for under short. Also, why are there no bike shirts listed, is this an item that needs to be added?"*

15. **Answer:** *"Galls part number IFTR598 is equivalent to Mocean 2080, Galls part number IFTR601 is equivalent to Mocean 1080 and Galls part number IFTR604 is equivalent to Mocean 1551. Shirts do not need to be added. The items listed in the bid are sample items used for evaluation purposes. Please bid accordingly."*

16. **Question:** *"On filling out Exhibit XX, if a bidder is bidding an alternate for an item, do we fill in the alternate style number under "your part number" and list a price? And then do we still put a % minus or plus in the box over that section? We may be bidding an alternate to all the items listed but may offer "unlisted items" from that manufacturer and the % minus or plus indicated."*

Answer: *"Yes, fill in the alternate style number under "your part number" and list your catalog price. Yes, please place a % minus or plus in the box over that section. Please note that Exhibit XX is for a catalog purchase and if bidding as an alternate then it needs to be an equivalent."*

17. **Question:** *"Since Option A consists of all items and Option B is only certain items, if Option B is selected and awarded will the other items (not listed in Option B) be awarded based on groups under option C? How do the items not listed on Option A, B or C (but are on Exhibit XX) get awarded?"*

Answer: *"Yes, the City reserves the right to award any combination and may opt to award Option B and Option C as a combination. Please note that Exhibit XX is included on all three options. Please refer to the header of each catalog item indicating reference to each applicable option."*

18. **Question:** *"How were the below garments justified and substantiated as the HPD specification?"*

*Gerber Style# 40S3/L
Blauer GTX + Plus 9970-2
Blauer 26950-1
Blauer Hi-Vis B.Dry Rain Pants
Gerber 70D3/L
Blauer style #8561 BDU Battle Dress Uniform Pant*

Answer: *"HPD has done several single product reviews and based upon product usage history for items currently on contract, the above items have been evaluated and selected. Additionally, HPD discusses product reviews with other police agencies on a regular basis."*

19. **Question:** *"Can you please provide me with all HPD wear-test evaluation forms?"*

Answer: *"Formal product wear tests were not performed."*

20. **Question:** *"What other brands were wear tested by Houston Police and can you please provide documentation on those evaluations?"*

Answer: *"See answer to question 19."*

21. **Question:** *"Is HPD purchasing aware that there is only one Gerber/Blauer dealer within 140 miles of Houston?"*

Answer: *"Yes, we are anticipating that the volumes stated in the formal bid will persuade suppliers to participate in the bidding process."*

22. **Question:** *"The current HPD bid is a proprietary bid no matter how you dissect it."*

Answer: *"The City developed the uniform bid with the intent that it will persuade as many suppliers to participate in the bidding process as well as to ensure that the City employees obtain uniform related items that meet the specifications."*

23. **Question:** *"Specifying Gerber and Blauer is not what's in best interest of Houston tax payers."*

Answer: *"The City developed the uniform bid with the intent that it will persuade as many suppliers to participate in the bidding process as well as to ensure that the City employees obtain uniform related items that meet the specifications."*

24. **Question:** *"HPD will only receive one bid. How is that competitive?"*

Answer: *"We are anticipating that the volumes stated in the formal bid will persuade as many suppliers to participate in the bidding process."*

25. **Question:** *"The only Gerber/Blauer dealer in Houston can now dictate whatever garment pricing they choose and HPD will be forced to pay it with the suggested specifications."*

Answer: *"We are anticipating that the volumes stated in the formal bid will persuade as many suppliers to participate in the bidding process. The City anticipates it will receive competitive pricing based upon the anticipated volumes."*

26. **Question:** *"Are the Houston tax payers publically aware of this decision?"*

Answer: *"Yes, this solicitation has been published according to State of Texas bidding guidelines."*

27. **Question:** *"Does HPD plan on purchasing uniform shirts for their officers in 2014?"*

Answer: *"Yes, the uniform shirts are listed in the revised specifications manual."*

28. **Question:** *"On the winter jacket for HPD, this is the Gerber 71DX/L Reversible ThrillerSX jacket that comes with a stand-alone soft shell liner. This is a high usage item (1,000+ per year) for the department and the only place it shows up is on the catalog discount sheet. Being the manufacturer representative for Gerber Outerwear, I know that there are dealers that get extra special pricing because of the volume they purchase in this item. Not only because they sell these to HPD but this is an extremely popular jacket worn by many departments across the country. The City of Houston would get a much better price if you would list this item on the line item pricing form rather than only on the catalog discount form. By only listing it on the catalog discount form you will get the same discount offered for all Gerber items and not take advantage of the extra special discounts given for this one item because of the large usage. It also gets a unique amount of customizing because it is a reversible jacket and has a stand-alone soft-shell jacket as the zip out line. The jacket gets an imprint on the back, an imprint on the back of the reversed side and also an imprint on the stand alone liner. Emblems are also attached to the shoulder to both the jacket and the liner. As a City of Houston tax payer, I don't want the City not to take advantage of the extra discounts on this item. To leave it on only the catalog discount would mean every time the department orders jacket they would have to include 3 imprinting charges and 4 shoulder emblems with each jacket order. If you put it on the line item cost sheet these customizing items could be included and the purchase order would only have to have one line, the jacket."*

Answer: *"We have reviewed this request. This will not be a line item."*

29. **Question:** *"Please make sure that under Option C, its clarified if the City wants to continue to get the local alteration services for minor alterations included in the price of the garments as they are presently receiving. This allows the officers to get the pants hemmed/altered, stripes, Sgt. Stripes, etc. sewn on to their shirts at no cost to the officers. I know it was discussed but I do not feel it was clear as to what was wanted. This would require a supplier to have one or two locations that have alterations facilities, ample parking and "while you wait" service. I feel suppliers are uncertain and is an expense that all or none need to consider to make sure that everyone is bidding based on the same understanding of what will be expected."*

Answer: *"The above statement is correct. If Option C is awarded for uniform items that require minor alterations, the awarded contractor shall include these services within their price structure."*

30. **Question:** *“There are differences in volume from Option A, Option B and Option C. See below and please advise if this is correct or if changes need to be made. We must know accurate volume in order to cost properly.”*

*a) Police Pants, Male, BDU 75P/25W (Opt. A-Items 54-66): Volume reads 37,350 pieces
Police Pants, Male, BDU 75P/25W (Opt. B-Items 2-16): Volume reads 34,350 pieces
Police Pants, Male, BDU 75P/25W (Opt. C-Lines 1-13, Group II): Volume reads 37,000 pieces.*

*b) Breech, Mounted Parol, Deluxe (Option A-Items 83-99): Volume reads 1,125 pieces
Breech, Mounted Parol, Deluxe (Option B-Items 46-62): Volume reads 1,025 pieces
Breech, Mounted Parol, Deluxe (Option C-Items 1-16, Group III): Volume reads 1,125.*

*c) Men, Short Sleeve 65P/35C Coverall (Option A-Items 133-136): Volume reads 80 pieces
Men, Short Sleeve 65P/35C Coverall (Option B-Items 80-83): Volume reads 80 pieces
Men, Short Sleeve 65P/35C Coverall (Option C-Items 1-2, Group IV): Volume reads 50 pieces.*

*d) Men, Long Sleeve 65P/35C Coverall (Option A-Line item 137-142): Volume reads 420 pieces
Men, Long Sleeve 65P/35C Coverall (Option B-Line item 84-89): Volume reads 420 pieces
Men, Long Sleeve 65P/35C Coverall (Option C-Line item 3-10): Volume reads 450 pieces.*

*e) Insignia, Distinguished Expert Gold (Option A-Line item 392): Volume reads 500 pieces
Insignia, Distinguished Expert Gold (Option C-Line item 38, Group XII): Volume reads 100 pieces.*

Answer: *“The estimated quantities are correct please bid as indicated.”*

31. **Question:** *“We are going to need exact model/part numbers for all holsters. Ones listed are discontinued.”*

Answer: *“All holster model/part numbers have been updated on Exhibit XL, Bid Form.”*

32. **Question:** *“Should we cost the Sam Browne belt with brass or silver buckle or both? Is it possible to get an exact Model/Style number for this?”*

Answer: *“Please bid with silver buckle option (Model: Dutyman-DM10).”*

33. **Question:** *“Need exact model/style number for dress belt, 1-1/2, leather.”*

Answer: *“Dutyman-DM1511.”*

34. **Question:** *“Need exact model/style number for Velcro dress belt, 1-1/2.”*

Answer: *“Dutyman-DM1311.”*

35. **Question:** *“Regarding the Police, navy/black hat, Midway Cap Co. deluxe military style cap w/stationary cover. Vendor said their using Blauer supplied fabric. Will we need to provide our own Gabardine Weave?”*

Answer: *“No, the hat consists of 75/25 poly/wool in dark navy.”*

36. **Question:** *"Is it possible to find out how the Ascent Triton Bicycle Helmet is being customized with "Houston Police"? Is this stenciled on or a sticker? If so, can the Distributor or customer do this?"*

Answer: *"Sticker, please see updated specification manual."*

37. **Question:** *"Will short and long sleeve coveralls have an emblem sewn to each sleeve?"*

Answer: *"Yes, please see updated specification manual."*

38. **Question:** *"Will the Propper Combat Shirt (SWAT) have an emblem sewn to each sleeve?"*

Answer: *"Yes, please see updated specification manual."*

39. **Question:** *"As we discussed at the pre-bid, suppliers need to know to include the cost of the emblems and imprints that are required on the various items requested. This would make purchasing these items much easier as the department would not have to include separate line items for emblems and imprints every time they order."*

Answer: *"We have updated the specification manual accordingly, please review."*

40. **Question:** *"Regarding the jackets, coveralls, helmets and shirts, what exactly is needed and what should be included in the cost of the individual garments?"*

Answer: *"We have updated the specification manual accordingly, please review."*

41. **Question:** *"I am wondering if what you have listed as BDU poly/wool Blauer is also called poly/wool cargo (6 pocket) trousers."*

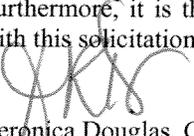
Answer: *"Yes, this is also called poly/wool cargo (6 pocket) trousers (style # 8561 HPD)."*

42. **Question:** *"Do we need to have a presence in the City of Houston, TX to be able to supply police uniforms?"*

Answer: *"For outsource model Option A & B, please refer to 3.2.1.2 "...contractor will be required to provide a primary physical facility in a key location within a 7 mile radius of 1200 Travis..."*

This Letter of Clarification will be considered part of the solicitation referenced on the first page of this document. All revisions, responses, and answers incorporated into the Letter(s) of Clarification are collaboratively from both the Strategic Purchasing Division and the applicable City Department(s).

Furthermore, it is the responsibility of each BIDDER to obtain any previous Letter(s) of Clarification associated with this solicitation.


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