

RFP-RH-20-046**Fire Dept Uniforms and Accessories**

Vendor Name	Phoenix Safety Outfitters	Nye Uniform
Address	1619 Commerce Rd. Springfield, OH 45504	1067 E. Long Lake Rd Troy, MI 48085
Firm Established	1993	1935
Years in Business	27	85
Years company providing fire uniforms and accessories.	27 years	Has been providing Fire Dept uniforms for over 85 years. Is an authorized dealer of all items on this RFP. Staff has been trained on how to fit the uniforms properly.
Employees:		
Full-Time	25	23
Part-Time	0	0
Financial capability to carry out terms of contract.	Conducts all its business via a Mobile Retail Store. Use full size, stand up vans that are entirely dedicated to the human body. The design of the vehicles is to go to the customer and fit personnel.	Staff has over 40 yrs of combined fitting experience. Have on sight fitting rooms & tailoring. Is the largest in stock uniform dealer in Michigan. Has a strong inventory.
List of current clients serviced by company and types of services.	Supply all DPS uniform needs shirts, pants, jacket, boots. Supply Fire and Police uniforms.	Fire Department Uniforms
Client References	Kalamazoo DPS City of Wyoming DPS Hamburg Twp Fire Department Bay City DPS Oshtemo Twp Fire Department	Detroit Fire Department Waterford Twp Fire Department Bloomfield Twp Fire Department Birmingham Fire Department Ferndale Fire Department
Closest storefront	4622 Covington Court, Rochester Hills, MI 24 hours	1067 East Long Lake Road, Troy, MI M-F 8:00 p.m. - 5:00 p.m.
Company's policy for filling orders.	Phoenix will blend FedEx and personal delivery by the Phoenix representative to minimize the time between order placement and delivery and maximize the results on City's behalf. Delivery time will vary & is situational.	Orders are placed and processed into their cloud based system. All sizes are kept on file electronically and can be looked up very quickly. General turnaround time is 7-10 business days.
Billing procedures.	States "most customers find that our invoicing practices meets or exceeds their requirements on a regular basis."	Invoices are not submitted until the order is picked up. Invoices are sent via email where possible. They accept all forms of payment and prefer EFT.

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Cost Proposal								
Elbeco Paragon Plus Short Sleeve Shirts	F-XS	\$ 32.07	M-XS	\$ 32.07	F-XS	\$ 31.99	M-XS	\$ 31.99
	F-S	\$ 32.07	M-S	\$ 32.07	F-S	\$ 31.99	M-S	\$ 31.99
	F-M	\$ 32.07	M-M	\$ 32.07	F-M	\$ 31.99	M-M	\$ 31.99
	F-L	\$ 32.07	M-L	\$ 32.07	F-L	\$ 31.99	M-L	\$ 31.99
	F-XL	\$ 32.07	M-XL	\$ 32.07	F-XL	\$ 31.99	M-XL	\$ 31.99
	F-2XL	\$ 32.07	M-2XL	\$ 32.07	F-2XL	\$ 34.99	M-2XL	\$ 34.99
	F-3XL	\$ 32.07	M-3XL	\$ 32.07	F-3XL	\$ 34.99	M-3XL	\$ 34.99
Elbeco Paragon Plus Long Sleeve Shirts	F-XS	\$ 36.87	M-XS	\$ 36.87	F-XS	\$ 34.99	M-XS	\$ 34.99
	F-S	\$ 36.87	M-S	\$ 36.87	F-S	\$ 34.99	M-S	\$ 34.99
	F-M	\$ 36.87	M-M	\$ 36.87	F-M	\$ 34.99	M-M	\$ 34.99
	F-L	\$ 36.87	M-L	\$ 36.87	F-L	\$ 34.99	M-L	\$ 34.99
	F-XL	\$ 36.87	M-XL	\$ 36.87	F-XL	\$ 34.99	M-XL	\$ 34.99
	F-2XL	\$ 36.87	M-2XL	\$ 36.87	F-2XL	\$ 37.99	M-2XL	\$ 37.99
	F-3XL	\$ 36.87	M-3XL	\$ 36.87	F-3XL	\$ 37.99	M-3XL	\$ 37.99
Elbeco Ufx Performance Tactical Short	F-XS	\$ 37.43	M-XS	\$ 37.43	F-XS	\$ 57.99	M-XS	\$ 57.99
	F-S	\$ 37.43	M-S	\$ 37.43	F-S	\$ 57.99	M-S	\$ 57.99
	F-M	\$ 37.43	M-M	\$ 37.43	F-M	\$ 57.99	M-M	\$ 57.99
	F-L	\$ 37.43	M-L	\$ 37.43	F-L	\$ 57.99	M-L	\$ 57.99
	F-XL	\$ 37.43	M-XL	\$ 37.43	F-XL	\$ 57.99	M-XL	\$ 57.99
	F-2XL	\$ 37.43	M-2XL	\$ 37.43	F-2XL	\$ 63.99	M-2XL	\$ 63.99
	F-3XL	\$ 37.43	M-3XL	\$ 37.43	F-3XL	\$ 63.99	M-3XL	\$ 63.99
Elbeco Tek3 Trousers (Men and Ladies)	F-XS	\$ 42.63	M-XS	\$ 42.63	F-XS	\$ 44.99	M-XS	\$ 44.99
	F-S	\$ 42.63	M-S	\$ 42.63	F-S	\$ 44.99	M-S	\$ 44.99
	F-M	\$ 42.63	M-M	\$ 42.63	F-M	\$ 44.99	M-M	\$ 44.99
	F-L	\$ 42.63	M-L	\$ 42.63	F-L	\$ 44.99	M-L	\$ 44.99
	F-XL	\$ 42.63	M-XL	\$ 42.63	F-XL	\$ 44.99	M-XL	\$ 44.99
	F-2XL	\$ 42.63	M-2XL	\$ 42.63	F-2XL	\$ 49.99	M-2XL	\$ 49.99
	F-3XL	\$ 42.63	M-3XL	\$ 42.63	F-3XL	\$ 49.99	M-3XL	\$ 49.99
Elbeco Luxury Wool Blend Dress Trousers	F-XS	\$ 89.60	M-XS	\$ 89.60	F-XS	\$ 79.99	M-XS	\$ 79.99
	F-S	\$ 89.60	M-S	\$ 89.60	F-S	\$ 79.99	M-S	\$ 79.99
	F-M	\$ 89.60	M-M	\$ 89.60	F-M	\$ 79.99	M-M	\$ 79.99
	F-L	\$ 89.60	M-L	\$ 89.60	F-L	\$ 79.99	M-L	\$ 79.99
	F-XL	\$ 89.60	M-XL	\$ 89.60	F-XL	\$ 79.99	M-XL	\$ 79.99
	F-2XL	\$ 89.60	M-2XL	\$ 89.60	F-2XL	\$ 87.99	M-2XL	\$ 87.99
	F-3XL	\$ 89.60	M-3XL	\$ 89.60	F-3XL	\$ 87.99	M-3XL	\$ 87.99
Elbeco Job Shirt – Quarter Zip with self	F-XS	\$ 56.39	M-XS	\$ 56.39	F-XS	\$ 49.99	M-XS	\$ 49.99
	F-S	\$ 56.39	M-S	\$ 56.39	F-S	\$ 49.99	M-S	\$ 49.99
	F-M	\$ 56.39	M-M	\$ 56.39	F-M	\$ 49.99	M-M	\$ 49.99
	F-L	\$ 56.39	M-L	\$ 56.39	F-L	\$ 49.99	M-L	\$ 49.99
	F-XL	\$ 56.39	M-XL	\$ 56.39	F-XL	\$ 49.99	M-XL	\$ 49.99
	F-2XL	\$ 56.39	M-2XL	\$ 56.39	F-2XL	\$ 54.99	M-2XL	\$ 54.99
	F-3XL	\$ 56.39	M-3XL	\$ 56.39	F-3XL	\$ 54.99	M-3XL	\$ 54.99

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Blauer Fleece-Lined Sweater (Fire	F-XS	\$ 95.47	M-XS	\$ 95.47	F-XS	\$ 94.99	M-XS	\$ 94.99
	F-S	\$ 95.47	M-S	\$ 95.47	F-S	\$ 94.99	M-S	\$ 94.99
	F-M	\$ 95.47	M-M	\$ 95.47	F-M	\$ 94.99	M-M	\$ 94.99
	F-L	\$ 95.47	M-L	\$ 95.47	F-L	\$ 94.99	M-L	\$ 94.99
	F-XL	\$ 95.47	M-XL	\$ 95.47	F-XL	\$ 94.99	M-XL	\$ 94.99
	F-2XL	\$ 95.47	M-2XL	\$ 95.47	F-2XL	\$ 103.99	M-2XL	\$ 103.99
	F-3XL	\$ 95.47	M-3XL	\$ 95.47	F-3XL	\$ 103.99	M-3XL	\$ 103.99
Elbeco Luxury Double-Breasted (6 button)	36-40	\$ 211.39			36-40	\$ 184.99		
	42-46	\$ 211.39			42-46	\$ 184.99		
	48 and up	\$ 211.39			48 and up	\$ 203.99		
Elbeco Luxury Double-Breasted (8 button)	36-40	\$ 211.39			36-40	\$ 184.99		
	42-46	\$ 211.39			42-46	\$ 184.99		
	48 and up	\$ 211.39			48 and up	\$ 203.99		
Gerber Medix 3 in 1 Parka Style	42-46	\$ 205.56			42-46	\$ 194.99		
	48 and up	\$ 205.56			48 and up	\$ 194.99		
	Medium	\$ 205.56			Medium	\$ 194.99		
	Large	\$ 205.56			Large	\$ 194.99		
	X-Large	\$ 205.56			X-Large	\$ 194.99		
	2X-Large	\$ 205.56			2X-Large	\$ 214.99		
	3X-Large	\$ 205.56			3X-Large	\$ 214.99		
	4X-Large	\$ 205.56			4X-Large	\$ 214.99		
	Add'l charge-Long:	\$ -			Add'l charge-Long:	\$ -		
Flying Cross Ultra Duty Outerwear 2-ply	X-Small	\$ 145.14			X-Small	\$ 124.99		
	Small	\$ 145.14			Small	\$ 124.99		
	Medium	\$ 145.14			Medium	\$ 124.99		
	Large	\$ 145.14			Large	\$ 124.99		
	X-Large	\$ 145.14			X-Large	\$ 124.99		
	2X-Large	\$ 145.14			2X-Large	\$ 137.99		
	3X-Large	\$ 145.14			3X-Large	\$ 137.99		
Keystone Uniform Bell Crown Cap Dark		\$ 143.75				\$ 72.99		
Keystone Uniform Bell Crown Cap White		\$ 143.75				\$ 64.99		
Keystone Uniform Bell Crown Cap White		\$ 143.75				\$ 64.99		
Blackhawk CQB Rescue and Escape Belt		N/A				\$ 39.99		
Leather Uniform Belt (Plain Black 1 ¾"		\$ 21.00				\$ 22.99		
Glossy Leather Uniform Belt (1 ¾" with		\$ 26.20				\$ 27.99		
Black Velcro Uniform Tie		\$ 12.00				\$ 5.99		
Thorogood Uniform Classic Leather		\$ 53.03				\$ 61.99		
Thorogood Work Shoes (High Gloss) 831-		\$ 115.00				\$ 131.99		
Bates Durashock 8" Military style boot		\$ 96.88				\$ 109.99		
Bates Ultra Lites Quarter boot w/side zipper		\$ 87.19				\$ 94.99		
Rocky 10" Paratrooper boot w/side zipper		\$ 120.00				\$ 110.99		
Rocky 7" Paratrooper boot w/side zipper		\$ 90.00				\$ 105.99		

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Fire Dept Paramedic Patch (#1)	per patch	\$ 1.81		per patch	\$ 1.99	
Fire Dept EMT Patch (#2)	per patch	\$ 1.81		per patch	\$ 1.99	
Gold Braid	per braid	\$ 14.00		per braid	\$ 18.99	
Silver Braid	per braid	\$ 14.00		per braid	\$ 18.99	
Gold Maltese	per maltese	\$ 2.50		per maltese	\$ 2.99	
Silver Maltese	per maltese	\$ 2.50		per maltese	\$ 2.99	
Name Tape	each	\$ 14.00		each	\$ 4.99	
RH Fire Patch (#3)	per patch	\$ 1.81		per patch	\$ 1.99	
Embroidery cost per 1,000 stitches	per 1,000	\$ 1.00		per 1,000	\$ 0.75	
Artwork setup for embroidery of department emblem	one time fee	\$ 30.00		one time fee	\$ -	
Additional Artwork Setup Fees	per setup	\$ -		per setup	\$ -	