



CONTRACT NO. FB-00149

REISSUED FOR 11/1/16 – 10/31/17 PRICES

Shoes and Boots  
ROADMAP

**Contract Overview:**

This contract provides Miami-Dade County with a source of supply for shoes and boots at a fixed percentage off of the Manufacturers Suggested Retail Price (MSRP).

**Contract Term:** November 1, 2015 – October 31, 2020

**Contracting Officer:**

Abelin Rodriguez  
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**EVENT LOG**

ADD NO. ↓	Date issued ↓	Event ↓	AGENT ↓

**PART #1: VENDORS**

**Vendor:** BF Businesses LLC. d/b/a Red Wing Shoes  
**Vendor Number:** 455533371-01  
**Contact:** Facundo Fraga  
**Phone:** 305-200-5621  
**Fax:** 305-200-5621  
**E-Mail:** [rwss606@redwingshoes.com](mailto:rwss606@redwingshoes.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X)                      Mobile Unit ( )                      Internet ( )

**Vendor:** BobbyCat USA, Inc. d/b/a Only Work Boots  
**Vendor Number:** 465438124-01  
**Contact:** Evans Raveneau or Juan Carlos Arrage  
**Phone:** 305-629-9029  
**E-Mail:** [evansonlyworkboots@gmail.com](mailto:evansonlyworkboots@gmail.com) or [onlyworkboots@gmail.com](mailto:onlyworkboots@gmail.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X)                      Mobile Unit ( )                      Internet ( )



**Vendor:** DesignLab, Inc.  
**Vendor Number:** 562051141-01  
**Contact:** Matt Moller  
**Phone:** 864-297-7199  
**Fax:** 864-297-7198  
**E-Mail:** [mattpmoller@yahoo.com](mailto:mattpmoller@yahoo.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** No  
**Services Offered:** Local Store (X)                      Mobile Unit ( )                      Internet ( )

**Vendor:** Global Trading, Inc.  
**Vendor Number:** 650300267-02  
**Contact:** Viraj Wikramanayake  
**Phone:** 305-471-4455  
**Fax:** 305-471-5537  
**E-Mail:** [viraj@gtim.com](mailto:viraj@gtim.com)  
**Certified SBE:** Yes  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X)                      Mobile Unit (X)                      Internet (X)

**Vendor:** International Footwear, Inc.  
**Vendor Number:** 651051760-01  
**Contact:** Roger Gorwitz or Mercy Alvarez  
**Phone:** 305-871-8485  
**Fax:** 305-871-8512  
**E-Mail:** [roger@intluniforms.com](mailto:roger@intluniforms.com) or [mercy@intlfootwear.com](mailto:mercy@intlfootwear.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** Yes  
**Services Offered:** Local Store (X)                      Mobile Unit (X)                      Internet ( )

**Vendor:** Safety Shoe Distributors, LLP.  
**Vendor Number:** 364342920-01  
**Contact:** Ed Hernandez or Bob Holmes  
**Phone:** 713-928-6691  
**Fax:** 713-928-6560  
**E-Mail:** [safetyshoedist@aol.com](mailto:safetyshoedist@aol.com) or [bobholmes@safetyshoedist.com](mailto:bobholmes@safetyshoedist.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** No  
**Services Offered:** Local Store (X)                      Mobile Unit (X)                      Internet ( )



**Vendor:** Sole Brothers, Inc. d/b/a Red Wing Shoes  
**Vendor Number:** 200735270-01  
**Contact:** Tommy Coonerty  
**Phone:** 954-917-6744 Cell: 561-635-3256  
**Fax:** 954-917-4187  
**E-Mail:** [rwss656@redwingshoes.com](mailto:rwss656@redwingshoes.com)  
**Certified SBE:** No  
**Local Business:** Yes  
**Locally HQ'ed:** No  
**Services Offered:** Local Store ( )                      Mobile Unit (X)                      Internet ( )

**PART #2: Brands Awarded**

**See Manufacturer's Suggested Retail Prices (MSRP) which are separate attachments.**

**THIS ROADMAP IS MADE UP OF FIVE SECTIONS**

1. The event log, the vendors, the Vendor/Brand discount matrix, the special conditions.
2. MSRP 5.11, Inc. to Grabbers                      11/1/16 – 10/31/17
3. MSRP Haix to Puma Safety Footwear                      11/1/16 – 10/31/17
4. MSRP Red Wing Shoes to Sperry                      11/1/16 – 10/31/17
5. MSRP Tegopro to Worx                      11/1/16 – 10/31/17

Vendor Name:	BF Businesses LLC. dba Red Wing Shoes	BobbyCat USA, Inc. d/b/a Only Work Boots	Design Lab, Inc.	Global Trading, Inc.	International Footwear, Inc.	Safety Shoe Distributors, LLP	Sole Brothers d/b/a Red Wing Shoes
Brand Name	% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided	% Discount Provided
5.11 Tactical			26%	20%			
Avenger				20%	20%	23%	
Bates Footwear			31%	22.5%	30%	31%	
Belleville			22%				
Carhartt		25%			25%		
Caterpillar		20%		22.5%	30%	20.5%	
Cofra					25%		
Danner			26%		25%		
Dickies		20%	31%	20%	15%		
Dr. Martens				20.0%	25%	23%	
Florsheim				22.5%		25.5%	
Footguard Safety Footwear						10%	
Genuine Grip Footwear						20%	
Georgia Boot		25%		20.0%			
Grabbers				22.5%		20.5%	
Haix					25%		
Harley Davidson					30%		
Hytest Safety Footwear						30%	
Irish Setter	10%				25%		10%
Iron Age				22.5%		25.5%	
Ironwear				17.5%			
Keen		20%		20%		20%	
Knapp				22.5%		25.5%	
LaCrosse			26%		28%		
Magnum		25%	25%	20%	25%		
Merrell				22.5%			
Nautilus				20%	25%	23%	
Puma Safety Footwear		20%				20%	
Red Wing Shoes	15%						15%
Redback				22.5%	25%		
Reebok Work				25%	25%	30.5%	
Rhino				15%			
Ridge			31%	22.5%			
Rockport Works				22.5%		25.5%	
Rocky Duty and Works		20%		20.0%			
Safety Jogger Footwear						20%	
Skechers Works		7%		22.5%		5%	
Sperry			31%				
Tegopro Protective Footwear						15%	
Thorogood			31%	25%	32%	25%	
Timberland Pro		22%		25%	30%	21.5%	
Under Armour			31%				
Wolverine Boots and Shoes				25%	30%	(1)20.5%	
Worx	10%						10%



Vendor Name:		BF Businesses LLC dba Red Wing Shoes	BobbyCat USA, Inc. d/b/a Only Work Boots	Design Lab, Inc.	Global Trading, Inc.	International Footwear, Inc.	Safety Shoe Distributors, LLP	Sole Brothers d/b/a Red Wing Shoes
Additional charge per pair of special sized shoes		\$0	\$0	\$0	\$0	*\$3.00	*\$5.00	\$0
Additional charge per pair of special sized boots		\$0	\$0	\$0	\$0	*\$3.00	**\$20.00	\$0
<b>STORES LOCATION AND HOURS</b>								
Facility 1	Address	7800 NW 25 St Unit #19	5121 NW 79 Ave. #11	1730 Biscayne Blvd.	7262 NW 33 St	2850 NW 40 Ave	6932 NW 72nd Ave	N/A
	City	Miami	Doral	Miami	Miami	Miami	Miami	
	Days/ Hours Open	Mon-Fri: 10 am - 7 pm Sat 10 am - 5 pm	Mon-Fri: 10 am - 6 pm Sat 10 am - 5 pm	Mon-Fri: 8 am - 5 pm	Mon-Wed: 8 am - 6 pm Thu-Fri: 8 am - 5 pm Sat 9 am - 1 pm	Mon-Fri: 9 am - 5 pm Sat 9:30 - 2 pm	Mon-Fri: 9 am - 5 pm	
Facility 2	Address					4000 NW 29th Street		
	City					Miami		
	Telephone					305-869-9900		
	Days/ Hours Open					Mon-Fri: 8 am - 5 pm		
<b>SERVICE(S) PROVIDED</b>								
Local Store		Yes	Yes	Yes	Yes	Yes	Yes	No
Mobile Unit		No	No	No	Yes	Yes	Yes	Yes
Internet		No	No	No	Yes	No	No	No
						International - *additional charge for sizes; Men's 14 and above or wider than EEE. Women's 12 and above or wider than Extra Wide.	Safety Shoe - *additional charge for size 16 shoes. **additional charge for sizes 17 and 18 boots. (1) Exclusive vendor via mobile unit	

**PART #3: ADDITIONAL  
INFORMATION****DELIVERY AND RETURNS****Local Store and Mobile Units**

It is the Vendors responsibility, to sell only the type of shoes or boots authorized by the user department for its employees on the County voucher or purchase order. On occasion, footwear may not be in the vendor's inventory. In those instances, the vendor shall deliver the ordered footwear within thirty calendar days.

**INTERNET SALES.**

Vendor shall have a site restricted for County use only, this site will show shoes/boots on contract along with the County approved MSRP (from which discounts will be taken). The department will issue a voucher/purchase order to the employee who will scan it into their order as authorization for the purchase of the shoes.

Delivery must be made within ten calendar days of the order being placed. Delivery and return charges are not acceptable. Successful internet bidder(s) must provide a pre-paid return label with all deliveries. Deliveries must be made to County addresses, no home deliveries allowed.

**EMPLOYEE PAYMENT**

At the discretion of the user department the employee may be authorized to pay the difference between the amount authorized in the voucher/purchase order and the discounted price of the shoe, this payment may be made via cash, check or the employee's credit card. User

**REBATES AND SPECIAL PROMOTIONS**

All rebates and special promotions offered by a manufacturer during the term of the contract shall be passed on by the vendor(s) to the County

**ADDITIONAL MANUFACTURERS MAY BE ADDED**

Although this contract identifies specific brands of shoes and boots to be purchased, it is hereby understood and agreed that additional brands may be added to this contract at the option of the County. A maximum of four vendors per brand will be allowed.

**SPECIAL SIZES**

Shoes and boots shall be made available in sizes ranging from 7 through 13, and widths of D, E, EE, EEE (men's) and sizes 6 through 11, medium, and extra wide (women's), where applicable.



Charges for special sizes other than those shown above are shown on page 4 of 5 and shall be added to the discounted price of the largest sized shoe/boot in the MSRP for the brand shoe required.

**COMPUTATION OF PREFERENCES,**

**NECESSARY TO DETERMINE WHICH VENDOR TO PURCHASE FROM**

To determine which vendor to use in the following scenario

Employee's supervisor determines that the employee requires Nautilus style #1710 shoe. The Manufacturers Suggested Retail Price (MSRP) for Nautilus shows a price of \$85.00.

Looking at the vendor matrix it shows there are 3 vendors authorized to sell Nautilus;

Global at 20% off MSRP, Micro/Small Business Enterprise (SBE), locally headquartered and local

International at 25% off MSRP, who is locally headquartered and local

Safety Shoe at 23% off MSRP who is local

All three vendors claimed local preference, for this computation those preferences cancel out.

First the Micro/SBE preference (10%) is applied, if this results in the Micro/SBE being the lowest evaluated price then award (buy the shoe) from that vendor.

If the Micro/SBE is not the lowest, then apply the Locally Headquartered (15%) this application will lead you to a Best and Final Offer (BAFO). In this example the Micro/SBE preference decided the issue.

	Global	International	Safety Shoe
MSRP	\$85.00	\$85.00	\$85.00
Percent Discount	\$17.00 (20% of \$85)	\$21.25 (25% of \$85)	\$19.55 (23% of \$85)
Discounted Price	\$68.00	\$63.75	\$65.45
Micro Pref. 10%	\$6.80		
Evaluation	\$61.20	\$63.75	\$65.45

The employee would be advised to buy their shoes at Global and given a voucher for \$68.00



If in the example above Global Trading were not a SBE

	(Locally HQ'ed) Global	(Locally HQ'ed) International	(Local) Safety Shoe
MSRP	\$85.00	\$85.00	\$85.00
Percent Discount	\$17.00 (20% of \$85)	\$21.25 (25% of \$85)	\$19.55 (23% of \$85)
Discounted Price	\$68.00	\$63.75	\$65.45

Award to International since they are the lowest local and locally headquartered vendor.

A Best and Final Offer (BAFO) would be necessary if Safety Shoe (Local, not Locally Headquartered) were the lowest 'bidder' and either of the two Local and Locally Headquartered companies were within 5% of Safety Shoe price.