



Request for Contract Update

Pursuant to the terms of contract number R210102 for Apparel, Uniforms and Accessories Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

ServiceWear Apparel (Contractor) hereby provides notice of the following update on this date 3/8/22.

Instructions: Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

Authorized Distributors/Dealers
____ Addition
____ Deletion
____ Supporting Documentation

Price Update
____ Supporting Documentation

Products/Services
____ New Addition
____ Update Only
____ Supporting Documentation

Discontinued Products/Services
____ Supporting Documentation

States/Territories
____ Supporting Documentation

Other _____
____ Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary). Attached is our updated pricing, effective April 1, 2022

This pricing took effect for the greater US market on December 1, 2021, but was held firm for Region 4/OMNIA Partners.


Submitted By: Jim Burnett

Title: CDO

Email Address: jburnett@servicewearapparel.com

Approved by Email: Date 3/11/2022 | 12:47 PM CST

Denied by Email: Date _____

DocuSigned by:

Region 4 ESC: _____
081D338B0130490...
Robert Zingelmann



MEMORANDUM

TO: ServiceWear Apparel
FROM: Matt Hirsch, Workwear Outfitters
DATE: March 8, 2022
RE: Annual Pricing Adjustments (April 1, 2022 – March 31, 2023)

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As you are well aware, the apparel market, like many others, is under severe inflationary pressures. Most manufacturers and uniform distributors have taken increases in recent months, some more than one. And we continue to receive raw material increases on a quarterly cadence. We have done all that is possible to mitigate and absorb these cost increases, but your cost of goods will increase effective April 1, 2022. Below are some of the driving factors.

The Consumer Price Index (CPI) for commodities (less food and energy) increased by 11.7% from January 2021 to January 2022.

<https://www.bls.gov/news.release/pdf/cpi.pdf>

A number of factors are driving this. In our industry and for Workwear Outfitters, labor costs have risen exponentially post-pandemic in the US and our manufacturing plants in Honduras and Mexico.

We have experienced an overall increase of 20% on raw materials. This is fueled in large part by the fact that Cotton prices have surged to a ten-year high. As of February 24, 2022, Cotton was trading at \$1.23/ounce, up from \$0.92/ounce one year ago, an increase of 33.7% <https://markets.businessinsider.com/commodities/cotton-price>

Polyester fabric is a nearly 100% petroleum product. The significant rise in the cost of crude oil has a substantial impact on our cost of production. Also impacted by the increase in petroleum are transportation costs, which affect all facets of production and distribution. Gasoline prices rose from an average of \$2.420 a gallon in January 2021 to \$3.413 in January 2022, an increase of 40.9%. This continues to climb, and as of March 8, 2022, the national average is \$4.173 per gallon.

https://www.eia.gov/dnav/pet/hist/LeafHandler.ashx?n=pet&s=emm_epm0_pte_nus_dpg&f=m

Also, the cost of shipping containers has increased by 15%, and Fed Ex ground, our primary shipping method to customers, has raised rates 5% each of the last three years with more increases expected.

I trust the above explains clearly why our costs to you have increased. We have worked diligently to minimize this. Please let me know if you need anything else from us.



MEMORANDUM

TO: Region 4 ESC

FROM: Jim Burnett

DATE: March 8, 2022

RE: Request for Annual Pricing Adjustment (effective April 1, 2022)

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I have attached our revised pricing file for Region 4 ESC's review and approval. There are a total of 3,218 items with this update. (This does not take into account the multiple number of sizes available in each item. We price all sizes the same to Region 4 and OMNIA Partners no matter how large. Total number of skus is approximately 79,000.)

There currently are a total of 3,218 garment options on the contract.

- Discontinued w Revised Item Numbers: (N/A)
- Discontinued (132 items, see below)
- New items (29 Items, see below)
- UOM Changes: (N/A)
- There are 3,218 items where the pricing has changed an average of 9.97%.
- There are 3,086 items with an average increase of 10.40%.
- There are no items that have been reduced in price.

Products Added (29)	
LOT ID	DESCRIPTION
SLDTNV	Bulwark FR Shirt -- M ENHANCED VIS UNIFORM SHIRT – NAVY, ENHANCED VIS YSY REFLECTIVE
LNS8NV	Bulwark FR Liner -- NOMEX VEST JACKET LINER, NAVY
JNJ6NV	Bulwark FR Jacket -- LINED NOMEX BOMBER 6 OZ, NAVY

JMJ6HV	Bulwark FR Jacket – Hi-Vis, LINED BOMBER HI VIS FR 7 OZ, NEW MJ4 ANSI CLASS 3 W/REFLECTIVE
QP18NV	IQ Series Men's Lightweight Pant
QP19NV	IQ Series Women's Lightweight Pant
CU7330	Headmost Hat – Black, 65% poly / 35% cotton, BALL CAP W/HOOK AND LOOP CLOSURE, 2K13#0913F
HJ10	Red Kap Performance Work Hoodie
SM1TBKB	Port & Co Tee -- Black, 100% Cotton Long Sleeve Ladies Tee - LPC54LS
SM2TBKB	Port & Co Tee -- Black, 100% Cotton Short Sleeve Ladies Tee -
US3245B	Elbeco Jacket -- Black, Soft Shell Shield Performance Jacket - SH3509
US1235B	Elbeco Shirt -- Khaki, Women's SS Workshirt Elbeco - 4531
US1236B	Elbeco Shirt -- Khaki, Women's LS Workshirt Elbeco - 4533
US2096B	First Tactical Pant -- Men's First Tactical Pant - 114011
US2097B	First Tactical Pant -- Women's First Tactical Pant - 124011
NF7101B	Port & Co Cap -- KNIT CAP NEON ORANGE - CP90
US3244	Radians Vest -- Hi-Vis, Standard Type R Class 3 Vest - 6 pocket - SV83
TDT431	Reflective Apparel Jacket -- HI VIS PARKA CLASS 3, 2 TONE LIME/BLACK
TDT602	Reflective Apparel Sweatshirt -- HI VIS SWEATSHIRT CLASS3 LIME/BLACK
CY34BC	Red Kap Coveralls -- M OILBLOK COVERALL BK/CH MESH
CLZ4NV	Bulwark Coveralls – Navy, 6 oz Deluxe CMFTCH Coverall
CTBANV	FR Coverall, High Vis/Navy Coverall
SMM4NV	Bulwark FR Sweatshirt, MEN'S RELENTLESS HOODIE-NAVY
SMM5NV	Bulwark FR Sweatshirt, WOMEN'S RELENTLESS HOODIE-NAVY
P801	M Dickies Work Pant Skinny - BK, CH, NV and SN
LP78	M DOW Tactical Flex Ripstop Pant - BK, DS, MD, OD
FP78	W DOW Tactical Flex Ripstop Pant - BK, DS, MD, OD
JEL2NV	Bulwark FR Jacket – Navy, Zip in/out Jacket
ISLSCH	Bulwark Sock, NON-FR INSECT SHIELD SOCKS
Products Deleted (132)	
LOT ID	DESCRIPTION
1360BK	VP20BK UNISEX BLACK VEST W/3 PKTS
1360NV	VP20NV UNISEX NAVY VEST W/3 PKTS
1360RB	VP20RB UNISEX ROYAL BLUE VEST
1360RD	VP20RD UNISEX RED VEST W/3 PKTS
1430HG	1430FGN HUNTER GN BIB APRON

1T11BK	F LS NO PKT TWILL SHIRT 65/35 PC-BK
1T11BU	F LS NO PKT TWILL SHIRT 65/35 PC-BU
1T11EM	F LS NO PKT TWILL SHIRT 65/35 PC-EM
1T11KH	F LS NO PKT TWILL SHIRT 65/35 PC-KH
1T11NV	F LS NO PKT TWILL SHIRT 65/35 PC-NV
1T11RB	F LS NO PKT TWILL SHIRT 65/35 PC-RB
1T11RD	F LS NO PKT TWILL SHIRT 65P/35C-RD
1T11WH	F LS NO PKT TWILL SHIRT 65/35 PC-WH
1T12BK	M LS 1 PKT TWILL SHIRT 65/35 PC-BK
1T12BU	M LS 1 PKT TWILL SHIRT 65/35 PC-BU
1T12EM	M LS 1 PKT TWILL SHIRT 65/35 PC-EM
1T12KH	M LS 1 PKT TWILL SHIRT 65/35 PC-KH
1T12NV	M LS 1 PKT TWILL SHIRT 65/35 PC-NV
1T12RB	M LS 1 PKT TWILL SHIRT 65/35 PC-RB
1T12RD	M LS 1PKT TWILL SHIRT 65P/35C-RD
1T12WH	M LS 1 PKT TWILL SHIRT 65/35 PC-WH
1T21BK	F SS NO PKT TWILL SHIRT 65/35 PC-BK
1T21BU	F SS NO PKT TWILL SHIRT 65/35 PC-BU
1T21EM	F SS NO PKT TWILL SHIRT 65/35 PC-EM
1T21KH	F SS NO PKT TWILL SHIRT 65/35 PC-KH
1T21NV	F SS NO PKT TWILL SHIRT 65/35 PC-NV
1T21RB	F SS NO PKT TWILL SHIRT 65/35 PC-RB
1T21RD	F SS NO PKT TWILL SHIRT 65P/35C-RD
1T21WH	F SS NO PKT TWILL SHIRT 65/35 PC-WH
1T22BK	M SS 1 PKT TWILL SHIRT 65/35 PC-BK
1T22BU	M SS 1 PKT TWILL SHIRT 65/35 PC-BU
1T22EM	M SS 1 PKT TWILL SHIRT 65/35 PC-EM
1T22KH	M SS 1 PKT TWILL SHIRT 65/35 PC-KH
1T22NV	M SS 1 PKT TWILL SHIRT 65/35 PC-NV
1T22RB	M SS 1 PKT TWILL SHIRT 65/35 PC-RB
1T22RD	M SS 1 PKT TWILL SHIRT 65P/35C-RD
1T22WH	M SS 1 PKT TWILL SHIRT 65/35 PC-WH
2P11BU	WMNS 65/35 P/C POPLIN PNT W/PKT-BU
2P11EM	WMNS 65/35 P/C POPLIN PNT W/PKT-EM
2S11BK	WMNS 75/25 P/C PNCRD SLACK W/PKT-BK
2S11HU	WMNS 75/25 P/C PNCRD SLACK W/PKT-HU
2S11NV	WMNS 75/25 P/C PNCRD SLACK W/PKT-NV
2S11TN	WMNS 75/25 P/C PNCRD SLACK W/PKT-TN
378CWH	U 7.8 OZ POLY CHEM SPLASH LAB COAT
9K03BU	F SS 100P SHAWL CLR TUNIC -BU
9K03PT	F SS 100P SHAWL CLR TUNIC -PT

9K03ST	F SS 100P SHAWL CLR TUNIC -ST
9P01BU	WMNS 65P/35C BTN FRONT SS TUNIC -BU
9P01EM	WMNS 65P/35C BTN FRONT SS TUNIC -EM
9S01BK	WMNS SS 75/25 P/C PINCORD DRESS-BK
9S01BU	WMNS SS 75/25 P/C PINCORD DRESS-BU
9S01HU	WMNS SS 75/25 P/C PINCORD DRESS-HU
9S01NV	WMNS SS 75/25 P/C PINCORD DRESS-NV
9S01TN	WMNS SS 75/25 P/C PINCORD DRESS-TN
9S03BK	F 75P/25C DBL BRSTED TUNIC - BK
9S03BU	F 75P/25C DBL BRSTED TUNIC - BU
9S03HU	F 75P/25C DBL BRSTED TUNIC - HU
9S03NV	F 75P/25C DBL BRSTED TUNIC - NV
9S03TN	F 75P/25C DBL BRSTED TUNIC - TN
9S05BK	F 75P/25C SB TUNIC - BK
9S05HU	F 75P/25C SB TUNIC - HU
9S05NV	F 75P/25C SB TUNIC - NV
BNN2NV	6OZ NOMEX INS BIB OVERALL NAVY
CEB2NV	MENS 9OZ EXCEL FR DELUXE COVERALL
CNC2NV	4.5OZ CLASSIC COVERALL NOMEX NAVY
DP23WH	WMNS WHITE DRESS 80/20 POPLIN S/SLV
FP76BK	W DOW TCTCAL FLX RPSTP CGO PNT BK
HP70WH	UNISEX WHITE SKULL CAP
JLB8BD	LND BOMBER COMFORTOUCH 11.5 OZ
JLC4BD	LINEMAN COAT W/LANYARD ACCESS
JLJSOR	7OZ 88/12 LINED BOMBER JKT W/2" CSA
JLP8KH	INS PARKA COMFORTOUCH 7OZ KHAKI
JLR8KH	INS BOMBER COMFORTOUCH 7OZ KHAKI
LLL2NV	LS JKT LINER 88/12 DWR 7.2OZ NAVY
LLS2BD	VST JKT LNR COMFORTOUCH 11.5OZ BN
LNL2NV	SL JKT LINER NOMEX 4.5OZ NAVY
LNS2NV	VEST JKT LINER NOMEX 4.5OZ NAVY
MPU4GY	5.5 OZ SS BASELAYER W/MESH GUSSET
MPU8GY	5.5OZ LS BASELAYER W/MESH GUSSET
PS54BK	UNSX BLACK SPUN POLY BAGGY PANT
PS54CS	CHLK STRIPE PRINT BAGGY CHEF PANT
PS54WB	0536BW/ B/W CHECK BAGGY CHEF PANT
PT42CH	MEN'S SIDE ELASTIC SHORT
PT42KH	MEN'S SIDE ELASTIC SHORT
PT42NV	MEN'S SIDE ELASTIC SHORT
QC10KH	M CVRL IQ ENDURANCE CARGO PKT
QS32CH	IQ LS PATCH POCKET SHIRT-CHARCOAL

QS32DB	IQ LS PATCH POCKET SHIRT- DARK BL
QS32LT	IQ LS PATCH POCKET SHIRT-LT TAN
QS40HV	M IQ LS HI VIS END ANSI CLASS 3
SEH4OR	M FLEECE ZIP FRONT W/HOOD ORANGE
SK02AH	MNS ASH HEATHER SS PKT POLO
SK02BK	MNS BLACK SS PKT POLO N/C COLLAR
SK02BR	MNS BURG SS PKT POLO N/C COLLAR
SK02HG	MNS HTR GRN SS PKT POLO N/C COLLAR
SK02KH	MNS KHAKI SS PKT POLO - N/C COLLAR
SK02MB	MNS MEDIUM BLUE SS PKT POLO
SK02NV	MNS NAVY SS PKT POLO N/C COLLAR
SK02RB	MNS ROYAL BLUE SS POLO N/C COLLAR
SK02WH	MNS WHITE SS PKT POLO N/C COLLAR
SK20AH	M ASH GREY SS POLO NO PKT
SK20BK	M BLACK SS POLO NO PKT
SK20BR	M BURGANDY SS POLO NO PKT
SK20HG	M HUNTER GREEN SS POLO NO PKT
SK20KH	M KHAKI SS POLO NO PKT
SK20MB	M MEDIUM BLUE SS NO PKT
SK20NV	M NAVY SS POLO NO PKT
SK20RB	M ROYAL BLUE POLO NO PKT
SK20RD	M RED SS POLO NO PKT
SK20WH	M WHITE SS POLO NO PKT
SK24MB	M MEDIUM BLUE SS GRIPPER POLO
SK24NV	M NAVY SS GRIPPER POLO
SK24WH	M WHITE SS GRIPPER POLO
SLD6TL	UNIFORM SHIRT EXCEL FR CMFTCH
SLU6CY	6OZ DRESS UNIFORM SHIRT-CHAMBRAY
SMU3KH	7OZ DRESS UNIFORM SHIRT HRC 2 KHAK
SMU3LB	7OZ DRESS UNIFORM SHIRT HRC2 LT BL
SMU3NV	7OZ DRESS UNIFORM SHIRT HRC 2 NAVY
SMU4GY	5.8 OZ DRESS UNIFORM SHIRT - GREY
SMU4LB	5.8 OZ DRESS UNIFORM SHIRT - LB
SMU4NV	5.8 OZ DRESS UNIFORM SHIRT - NAVY
SR60GS	MENS S/S GREY STRIPE DRESS SHIRT
SR70GS	MENS L/S GREY STRIPE DRESS SHIRT
SS36LB	MENS LS LT BLUE OXFORD DRESS SHIRT
SS36WH	MENS LS WHITE OXFORD DRESS SHIRT
SS46WH	MENS SS WHITE OXFORD DRESS SHIRT
SY30NL	LS STRIPE COLOR BLOCK SHIRT NV/LB
SY30RC	LS STRIPE COLOR BLOCK SHIRT CH/RD

SY40NL	SS STRIPE COLOR BLOCK SHIRT NV/LB
SY40RC	SS STRIPE COLOR BLOCK SHIRT CH/RD
TP61KG	KELLY GREEN COBBLER APRON
USA064B	M SS WHITE T-SHIRT SCREEN PRINT