



MODIFICATION OF CONTRACT

Modification Number: Four (4) Effective Date: 6/6/2024	Contract Number: 22-7301 Title: Fire Equipment, Supplies, and Services Effective Date: 08/01/2022
Contracting Officer: Gretchen Bechtel, CPPB E-mail: Gretchen.bechtel@lakecountyfl.gov Telephone Number: 352-343-9765	Contractor Name and Address: Name: North American Fire Equipment Co., Inc. Address: 1515 West Moulton St City: Decatur, AL 35601 ATTENTION: Ronald.woodall@nafeco.com
Issued By: Procurement Services Lake County Administration Building 315 W. Main St., Suite 441 Tavares, Florida 32778-7800	
INSTRUCTIONS: Contractor shall sign Signature Block showing acceptance of the below written modification and <u>return this form to Procurement Services within ten (10) days after receipt.</u> Once fully executed, a copy of this modification will be returned to the Contractor to attach to the original Contract.	
DESCRIPTION OF MODIFICATION: Contract modification for price redetermination per the attached.	
CONTRACTOR SIGNATURE BLOCK Signature: <u>Ronald Woodall</u> Print Name: <u>Ronald Woodall</u> Title: <u>Vice President</u> Date: <u>6-6-2024</u> E-mail: <u>ronald.woodall@nafeco.com</u> Secondary E-mail: <u>sondra.barnes@nafeco.com</u>	LAKE COUNTY SIGNATURE BLOCK Signature: _____ Print Name: Gretchen Bechtel, Title: Contracting Date: _____ Officer II Digitally signed by Gretchen Bechtel, Contracting Officer II Date: 2024.06.07 07:10:35 -04'00'
Distribution: Original – Bid File Copy – Contractor Contracting Officer	



Fire &
Rescue

Law
Enforcement

EMS
Supplies

Industrial Safety
Options (ISO)

NAFECO

June 4, 2024

RE: Lake County Contract Labor Price Increase

When within our capacity to do so, NAFECO does not pass along any price increases nor do we raise rates. Rarely, though necessary since the start of the contract in August of 2022 we are required to increase pricing. Following the requirements in Contract 22-730i, we are providing documentation under the Bureau of Labor Statistics site data. In the data, you will find the following information:

The purpose of this report is to provide a clear justification for the need to establish a \$145 labor rate based on the data provided by the Bureau of Labor Statistics. This report will outline the relevant information supporting the proposed labor rate increase and demonstrate its alignment with market conditions and organizational health. Bureau of Labor Statistics Data Analysis:

Table 1. Consumer Price Index for All Urban Consumers (CPI-U): Indexes and percent changes for selected periods

https://www.bls.gov/regions/west/news-release/consumerpriceindex_west.htm

Upon careful analysis of the Bureau of Labor Statistics data, it is evident that there have been significant shifts in market conditions and economic factors. The data indicates {specific information from the BLS data}.

Market Conditions and Organizational Health: Based on the analysis of the BLS data, it is clear that the current labor rate of \$145 is essential to maintain organizational health and align with the prevailing market conditions. A comprehensive annual increase is justified to ensure that our organization remains competitive and sustainable in the current economic landscape. Increased fixed costs, fuel, food, labor and utility costs have risen from .6%-.9% monthly increases dwarfing those rates. Conclusion: In conclusion, the analysis of the Bureau of Labor Statistics data underscores the necessity of implementing a \$145 labor rate to adequately address the market conditions and sustain organizational health. The proposed increase is in line with the economic indicators and is crucial for the long-term viability of our operations. This report provides a comprehensive rationale for the need to establish a \$145 labor rate based on the Bureau of Labor Statistics data, and it is recommended that this justification be taken into consideration for the decision-making process. With this in mind, we respectfully request a modest increase in our labor rate to cover the cost of continuing to provide superior service to you and the comprehensive Lake County Contract community.



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Lake County, FL
22-730
Fire Equipment, Supplies and Services

Additional Information

EXCEPTION TO DELIVERY REQUIREMENTS:

Due to the current global supply chain issues, NAFECO will make every attempt to delivery orders within ten (10) days ARO, however many manufacturers have extended delivery times. Delivery will vary dependent upon manufacturer, product ordered and quantities ordered. Currently, some manufacturers have lead times as far out as 6 months ARO.

CURRENT CATALOG AND MANUFACTURER'S PRICE LISTS:

Per Exhibit A, Section 2, Item 2.2, NAFECO will provide requested manufacturer's price lists/catalogs upon request.



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Category	3-month, seasonally adjusted		12-month, not seasonally adjusted, current dollar			12-month, not seasonally adjusted, constant dollar		
	Dec. 2023	Mar. 2024	Mar. 2023	Dec. 2023	Mar. 2024	Mar. 2023	Dec. 2023	Mar. 2024
Civilian workers⁽¹⁾								
Compensation⁽²⁾	0.9	1.2	4.8	4.2	4.2	-0.2	0.9	0.8
Wages and salaries	1.1	1.1	5.0	4.3	4.4	0.0	1.0	0.9
Benefits	0.7	1.1	4.5	3.8	3.7	-0.5	0.4	0.3
Private industry								
Compensation⁽²⁾	0.9	1.1	4.8	4.1	4.1	-0.2	0.7	0.6
Wages and salaries	1.0	1.1	5.1	4.3	4.3	0.1	0.9	0.8
Benefits	0.7	1.0	4.3	3.6	3.6	-0.6	0.2	0.1
Health benefits	-	-	3.1	1.8	2.8	-	-	-
State and local government								
Compensation⁽²⁾	1.0	1.3	4.9	4.6	4.8	-0.1	1.3	1.3
Wages and salaries	1.1	1.4	4.7	4.7	5.0	-0.2	1.1	1.5
Benefits	1.0	1.2	5.0	4.6	4.5	0.2	1.3	0.9

Footnotes

(1) Includes private industry and state and local government.

(2) Includes wages and salaries and benefits.

Note: All estimates in the table can be found in the public database at www.bls.gov/eci/data.htm. Dashes indicate data not available.

- [Employment Cost Index Technical Note](#)
- [Table 1. Seasonally adjusted: Employment Cost Index for total compensation, by ownership, occupational group, and industry](#)
- [Table 2. Seasonally adjusted: Employment Cost Index for wages and salaries, by ownership, occupational group, and industry](#)
- [Table 3. Seasonally adjusted: Employment Cost Index for benefits, by ownership, occupational group, and industry](#)
- [Table 4. Compensation \(not seasonally adjusted\): Employment Cost Index for total compensation, for civilian workers, by occupational group and industry](#)
- [Table 5. Compensation \(not seasonally adjusted\): Employment Cost Index for total compensation, for private industry workers, by occupational group and industry](#)
- [Table 6. Compensation \(not seasonally adjusted\): Employment Cost Index for total compensation, for private industry workers, by bargaining status and Census region and division](#)
- [Table 7. Compensation \(not seasonally adjusted\): Employment Cost Index for total compensation, for state and local government workers, by occupational group and industry](#)
- [Table 8. Wages and salaries \(not seasonally adjusted\): Employment Cost Index for wages and salaries, for civilian workers, by occupational group and industry](#)
- [Table 9. Wages and salaries \(not seasonally adjusted\): Employment Cost Index for wages and salaries, for private industry workers, by occupational group and industry](#)
- [Table 10. Wages and salaries \(not seasonally adjusted\): Employment Cost Index for wages and salaries, for private industry workers, by bargaining status and Census region and division](#)