

**SECOND AMENDMENT TO CONTRACT NO. 35160    **35160****

RE: **Second Amendment to Contract No. 35160 (ITB-FD18-132) for furnishing and delivering emergency medical supplies to the City of Long Beach (Munis Contract No. 3193300007)**

This Amendment to Contract No. **35160** is made and entered as of March 3, 2022 by and between the CITY OF LONG BEACH, a municipal corporation, and **Life-Assist, Inc.** (Contractor)

Contract No. **35160** is amended by mutual agreement of the parties and as indicated below by a check or other mark preceding the appropriate amendment:

- 1. Extending the contract term to 2/24/2023.
- 2. Adding \$200,000 for a new contract total of 800,000.00
- 3. Prices during this period shall remain firm.
- 4. The price for certain items shall be increased as shown on Exhibit "A", which is attached hereto and incorporated herein by this reference.
- 5. The price for certain items shall be decreased as shown on Exhibit "A", which is attached hereto and incorporated herein by this reference.
- 6. The discount offered to the City is increased by \_\_\_\_ %
- 7. The items or locations identified on Exhibit "A", which is attached hereto and incorporated herein by this reference, are hereby deleted from the Contract.
- 8. The locations identified on Exhibit "B", which is attached hereto and incorporated herein by this reference, are hereby added to the Contract.
- 9. Current permits, licenses, insurance and other required information are attached as Addendum No. 1.

Except as expressly amended above, all terms and conditions in this Contract are ratified and confirmed and remain in full force and effect. Executed with all formalities required by law as of the date first stated above.

**Attach Notary if Out-of-State Contractor**

**CONTRACTOR:**

Linda Bergaus  
(Signature)

Linda Bergaus  
(Print / Type Name)  
CFO/Treasurer  
President / Vice President / Secretary **Treasurer**  
(circle one)

**CONTRACTOR:**

Cherie Prior  
(Signature)

Cherie Prior  
(Print / Type Name)  
Vice President  
President **Vice President / Secretary / Treasurer**  
(circle one)

**THE CITY OF LONG BEACH:**

By: Linda J. Johnson  
City Manager

Approved as to form: March 22, 2022  
CHARLES PARKIN, City Attorney

By: [Signature]  
Deputy

# Exhibit "A"

## Contract Price Comparison Report

Life-Assist, Inc.  
 11277 Sunrise Park Dr.  
 Rancho Cordova, CA 95742  
 800-824-6016 (Phone)  
 800-290-9794 (Fax)

Contract #: 90802FD  
 Compare Pricing from Version: 22362 - 3/8/2021  
 Report Version: 23835 - 3/10/2022

### Price INCREASES

| Item No   | New Price | Old Price | Change | % Change | Description   |
|-----------|-----------|-----------|--------|----------|---|
| AC4404    | 28.67     | 27.3      | 1.37   | 5        | KING LTS-D Airway with Gastric Access, Size 4               |
| BA5590    | 0.0954    | 0.09      | 0.0054 | 6        | DUKAL Combine/ABD Pad, 5" x 9"                              |
| BJ6124    | 0.0768    | 0.07      | 0.0068 | 9.7      | DUKAL New Sponge, 4" x 4", Sterile (pks/2)                  |
| BS928     | 22.38     | 20.6      | 1.78   | 8.6      | Stretcher Sheet, Flat (Case of 50)                          |
| BX3520    | 3.53      | 2.35      | 1.18   | 50.2     | Disposable Burn Sheet, Sterile, 60" x 90"                   |
| D14512    | 0.94      | 0.46      | 0.48   | 104.3    | DYNAREX Cold Pack, 5" x 9"                                  |
| DR3304-00 | 12.04     | 10.75     | 1.29   | 12       | Calcium Chloride, 1 gm, 10ml LUER-JET SYRINGE               |
| DR3340-00 | 11.54     | 10.5      | 1.04   | 9.9      | Atropine Sulfate, 1 mg, 10 ml LUER-JET Syringe              |
| DR4933-01 | 6.05      | 5.5       | 0.55   | 10       | Epinephrine 1:10,000 1 mg, 10 ml ABBJECT SYR                |
| GU5200-50 | 17.93     | 16.8      | 1.13   | 6.7      | Microdot Xtra Test Strips (Bottle of 50)                    |
| IT3CCLL   | 0.0962    | 0.07      | 0.0262 | 37.4     | Syringe, LUER LOCK, 3cc                                     |
| OC7555XNF | 38.47     | 37.91     | 0.56   | 1.5      | O2-MAX CPAP 3-SET, Fixed, w/ Nebulizer, w/ Adult Large Mask |
| PA65      | 0.74      | 0.6       | 0.14   | 23.3     | Wash Basin, 6 quart   |
| SP802     | 23.26     | 21.87     | 1.39   | 6.4      | Hartwell FASPLINT Vacuum Splint, Medium                     |



Ambu Inc.  
6230 Old Dobbin Lane  
Suite 250  
Columbia, MD 21045  
P. 800-262-8462  
F. 800-262-8673  
[www.ambuUSA.com](http://www.ambuUSA.com)

August 16, 2021

**Re: Ambu Price Increase**

Dear Valued Customer,

Attributable to increased manufacturing and supply chain costs, Ambu is implementing a price increase.

This price increase of 5% is effective September 15, 2021. You will receive a price file in advance with the new pricing.

Thank you for your continued support of Ambu. We continue to manufacture the highest quality products in the marketplace, seek supply chain cost reduction opportunities, and develop new technologies to improve patient care around the world.

If you have questions or concerns, please do not hesitate to contact us.

Sincerely,

A handwritten signature in black ink, appearing to read "Julie Ezell".

Julie Ezell  
Director, Pricing Administration



December 17, 2021

Life-Assist  
11277 Sunrise Park Dr.  
Rancho Cordova, CA 95742

Re: Contract Price Increase - Dukal

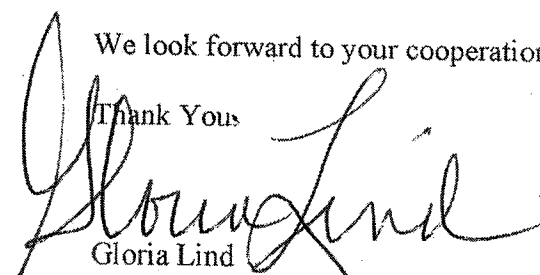
Dear Valued Customer:

This letter is to inform you that your current contract prices will be expiring 12/31/21. Effective Jan 1, 2022, you will be receiving a price increase that will reflect an increase ranging from 1% to 28% dependent on the product.

Today's escalating costs are driving these increases. We will continue to communicate any changes and strive to bring you the best pricing and service to support Life-Assist and Life-Assist's customer needs.

We look forward to your cooperation and continued partnership.

Thank You



Gloria Lind  
Director of Sales – West  
Dukal Corporation

Dynarex Keeps You Informed

[View in browser](#)

WE CARE LIKE FAMILY™



Dear Christine,

As you know the escalation of container and freight costs is still ongoing. Due to these global circumstances, Dynarex will implement a price increase effective **January 1, 2022**.

The link below includes an updated price list of all products as well as products that you have purchased in the past two years with applicable price increases. Recent purchases are noted at the top of the spreadsheet followed by the complete price list; price changes are highlighted in gray.

Click to download updated price list:

» [Download](#)

Please confirm you agree to the price increase. If we do not receive your agreement, any orders placed after **January 1, 2022**, will be held until we receive your agreement.

Confirm Agreement

Thank you for your continued patience and support during this difficult time.

Best regards,

Bill Roberts

Vice President, Global Sales  
Dynarex Corporation

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**We're here to help, contact us!**

Your Local Sales Representative  
or Customer Service  
(888) 396-2739  
orders@dynarex.com



**\*\*\*DISCLAIMER:**

Please note some items may experience price increases now due to rising costs already incurred.

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10 Glenshaw Street Orangeburg, NY | (888) 396-2739 | [www.dynarex.com](http://www.dynarex.com)  
[forward to friend](#) [unsubscribe from all emails](#) [update subscription preferences](#)

## 2022 PRICE LIST

December 1, 2021

Dear Valued Dealer:

Your 2022 price list is attached. To say the past 18 months has been a challenging time for all of us in manufacturing and distribution of emergency medical supplies and equipment would be an understatement. We have been able to minimize any supply chain disruptions over the past year, but the volatility of having multiple material price increases has been a significant challenge over the past six months. Unprecedented material and component part price increases and extended lead times has led to higher percentage price increases on a number of products this year than ever before in the history of our company. Hartwell Medical continues to work diligently to overcome cost increases such as these through investment and continuous improvement programs; however, we cannot absorb the full impact of the rapid and sustained increases we have faced. We would like to take this opportunity to express our heartfelt thanks for your continued support of our company's innovative and extremely reliable emergency care products.

We are continuing to see increased global interest and sales of the **CombiCarrierII**<sup>®</sup> which functions as both a scoop stretcher and an extrication board. The CombiCarrierII is becoming the product of choice to meet the new Spinal Motion Restriction protocols. Lead times are currently very long and so we are actively pursuing additional molding capacity. We hope to be able to share good news with you on added production time by the end of the 1<sup>st</sup> Quarter of 2022. Quality remains our top priority as we look to maintain our zero failure track record on this field proven product.

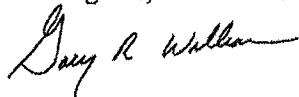
Our **FASPLINT**<sup>®</sup> extremity splint has been well received and is back on the growth track after a slowdown during the pandemic. This popular product is providing many services with a cost-effective vacuum splint in place of air, board, foam or even cardboard splints. The **EVAC-U-SPLINT**<sup>®</sup> continues to be popular as the most conforming vacuum splint built for long-term durability. Both splints enable your customer to spend less time on scene and provide a much more supportive and comfortable splint for the patient.

The **BioHoop**<sup>®</sup> continues to be the most versatile collection bag on the market today. Like the majority of our product line, the Bio-Hoop is made right here in the USA. It is a great product for your sales team with two model choices, virtually no customer training required, no returns and repeat monthly sales.

The price on our Color-Coded **BriteView**<sup>®</sup> Laryngoscope Blades remains very competitive with a slight percentage increase. The average price increase across the entire product line for 2022 is 6.75%. Your 2022 prices will be effective with all orders received on or after January 1, 2022.

Since 1989, we have been creating and producing "Quality Products for Life". We remain committed to providing you with high quality products backed by legendary customer service. In 2022 we will be increasing our efforts to work with your sales and marketing personnel to increase awareness of Hartwell Medical products to YOUR customer base. We appreciate your business and look forward to continuing our commitment to innovation excellence in the New Year.

Best regards,



Gary R. Williams  
President and CEO



AMPHASTAR PHARMACEUTICALS, INC.

11570 6th Street, Rancho Cucamonga, CA 91730 · Telephone: (909) 980-9484 · Fax: (909) 980-8296

December 16, 2021

**Re: International Medication Systems, Ltd. Price Increase Effective February 14, 2022**

Dear Christine,

Throughout the last year, we have incurred significant cost increases related to the following:

- Direct costs for raw materials;
- Labor cost due to the labor shortage and 7% increase in minimum wage effective 1/1/2022;
- Materials including vials, stoppers and other components (which we have received further price increase notices from our suppliers, effective January 1, 2022);
- Shipping and freight charges;
- Transportation; and
- Other manufacturing and logistic costs.

This trend is expected to continue through and beyond 2022. While we have worked diligently to offset these inflationary costs internally, the inflationary pressures necessitate a price change. As a result, International Medication Systems, Ltd. will be implementing price changes for the products below effective February 14, 2022. A formal amendment to our current agreement documenting these price changes is enclosed.

| NDC Number    | Product Description   | Percentage Increase |
|---------------|---|---------------------|
| 76329-3340-1  | Atropine Sulfate Inj., USP (0.1 mg/mL) 10mL Luer-Jer Prefilled Syringe  | 9.90%               |
| 76329-3304-1  | Calcium Chloride Inj., USP (100 mg/mL) 10mL Luer-Jer Prefilled Syringe  | 12.0%               |
| 76329-3316-1  | Epinephrine Inj., USP (0.1 mg/mL) 10mL Luer-Jer Prefilled Syringe       | 15.0%               |
| 76329-3302-1  | Dextrose Inj., USP (500mg/mL) 50mL Luer-Jer Prefilled Syringe           | 15.0%               |
| 76329-3390-01 | Lidocaine HCl Inj., USP (20 mg/mL) 5mL Luer-Jer Prefilled Syringe       | 15.0%               |
| 76329-3352-1  | Sodium Bicarbonate Inj., USP (1 mEq/mL) 50mL Luer-Jer Prefilled Syringe | 15.0%               |

We thank you for your continued support of our products. Should you have any questions, please do not hesitate to contact us.

Sincerely,

Jacob Liawatidewi

Executive VP Sales & Marketing





March 31, 2021

Dear Valued Customer,

Due to continued rising feedstock costs and strong global demand, polypropylene and polyethylene resin producers continue to announce price increases for their products. Additionally, the unusually harsh winter weather in the Gulf Region has negatively impacted resin producer operations and transportation systems in and out of the area. As a result, this has created increasingly tight supply positions for all major resin producers.

Current market conditions for polypropylene resin have led resin manufacturers to implement a third increase (effective March 1<sup>st</sup>) since December of 2020. They have also announced a fourth increase scheduled to take effect on April 1, 2021. Polyethylene resin producers have also implemented a third increase (effective March 1<sup>st</sup>) since December of 2020 and have indicated another increase for April 1, 2021 as well. The impact of the resin increases already in effect, or announced, represents nearly a 50% increase in resin per pound cost. While Medegen has absorbed these resin cost increases over the past several months, we have reached the point where absorbing the entirety of the resin increases is unsustainable.

These significant increases in raw material costs and other rising costs, such as corrugated packaging, force us to implement a sales price increase on our products. **Effective May 1, 2021, Medegen Medical Products, and Minigrip Commercial LLC, will implement up to a 15% increase on all impacted product prices for orders on or after this date.** A copy of the price list is here attached. We reserve the right to limit order quantities, and we will only accept orders calling for delivery within our current lead times.

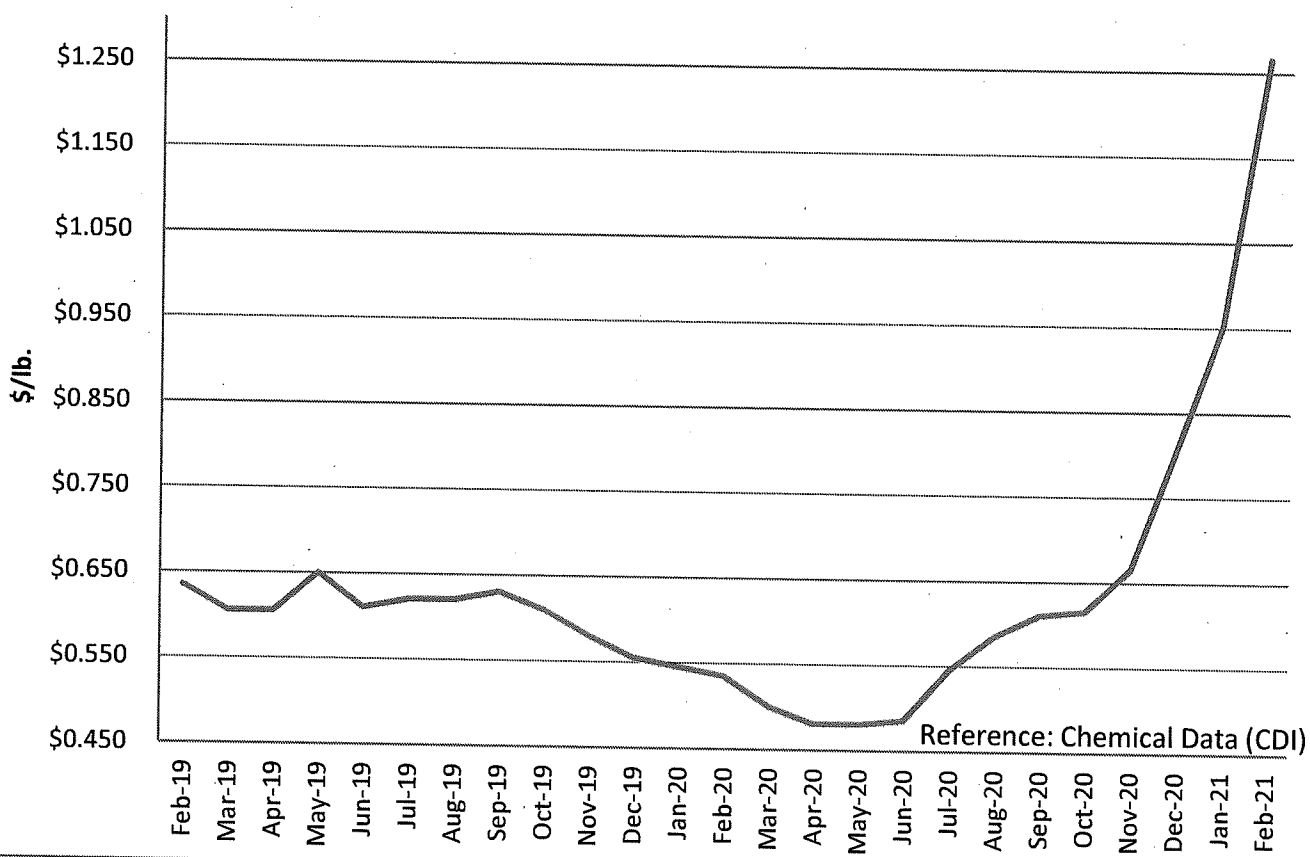
We continue to monitor market conditions very closely and are doing our very best to minimize the impact of these resin increases to our business and yours. As market dynamics shift, we will keep you informed, so you may manage your business accordingly. As always, we continue to strive to be your preferred and most reliable supply partner.

Your Medegen sales representative will be in contact with you about this price increase and will answer any questions you may have.

Sincerely,

Paul Ulrich  
President  
Medegen Medical Products

# Polypropylene





December 1, 2020

Dear Distributor,

This correspondence serves as notice that Pfizer is modifying Prices of Products listed in Schedule 1 below in accordance with the terms and conditions of the Distributor Direct Program (DDP) Injectable Contract ("Contract") that was effective July 1, 2019, between Distributor and Pfizer Inc. ("Pfizer").

This notice supplements the Contract as set forth below:

1. Effective January 1, 2021 the Prices for the Products listed in Schedule 1 attached shall be modified in Exhibit A as set forth herein.

Please feel free to contact National Account Director should you have any questions regarding this communication.

Thank you for your continued support of our products.

Sincerely,

*Paul Jackson*

Paul Jackson  
Contract Manager  
Paul.jackson3@pfizer.com

| Contract Entity | Product Description   | NDC-11      | Price Change % |
|-----------------|---|-------------|----------------|
| DDP DIRECT      | ADD-VANTAGE ADDAPTOR  | 409005101   | 5.00%          |
| DDP DIRECT      | AMINOPHYLLINE INJ USP 500MG 20ML IN 50ML FTV (BX of 25)         | 409592201   | 5.00%          |
| DDP DIRECT      | ATROPINE SULF (0.1MG/ML 10 ML) ABJ LS (BX of 10)                | 409491134   | 2.96%          |
| DDP DIRECT      | ATROPINE SULF INJUSP (0.05MG/ML 5ML) (PED) ANSYR SYR (BX of 10) | 409963005   | 0.38%          |
| DDP DIRECT      | ATROPINE SULFATE (0.1MG/ML 5 ML) ABJ LS (BX of 10)              | 409491034   | 0.17%          |
| DDP DIRECT      | ATROPINE SULFATE INJUSP (0.1MG/ML 10 ML) ANSYR SYR (BX of 10)   | 409163010   | 5.00%          |
| DDP DIRECT      | BUMETANIDE INJ USP 0.25MG/ML 10ML VIAL (BX of 10)               | 409141210   | 9.33%          |
| DDP DIRECT      | BUPIVACAINE HCL 0.25% EPI 1:200000 10ML TTV (BX of 10)          | 409904201   | 0.51%          |
| DDP DIRECT      | BUPIVACAINE HCL 0.25% EPI 1:200000 30ML TTV (BX of 25)          | 409904217   | 0.49%          |
| DDP DIRECT      | BUPIVACAINE HCL 0.5% EPI 1:200000 10ML TTV (BX of 10)           | 409904501   | 0.51%          |
| DDP DIRECT      | BUPIVACAINE HCL 0.5% EPI 1:200000 30ML TTV (BX of 25)           | 409904517   | 0.50%          |
| DDP DIRECT      | CALCIUM CHLORIDE INJ USP 10% 10ML ABJ (LS) (BX of 10)           | 409492834   | 3.42%          |
| DDP DIRECT      | CALCIUM CHLORIDE INJ USP 10% 10ML ANSYR SYR (BX of 10)          | 409163110   | 5.00%          |
| DDP DIRECT      | CAMPTOSAR 20MG/ML 2ML VIAL 1                                    | 9752904     | 9.42%          |
| DDP DIRECT      | CAMPTOSAR 20MG/ML 5ML VIAL 1                                    | 9752903     | 9.48%          |
| DDP DIRECT      | CARBOPLATIN INJ 10 MG/ML 45ML MDV (EACH)                        | 61703033950 | 9.45%          |
| DDP DIRECT      | CARBOPLATIN INJ 10 MG/ML 5ML MDV (EACH)                         | 61703033918 | 9.41%          |
| DDP DIRECT      | CARBOPLATIN INJ 10 MG/ML 60ML MDV (EACH)                        | 61703033956 | 9.46%          |
| DDP DIRECT      | CISATRACURIUM 10MG/1MLSSOL 1X20MLSDV US                         | 409110301   | 9.44%          |
| DDP DIRECT      | CISATRACURIUM 20MG/10ML SSOL 1X10 GVL                           | 409120801   | 9.42%          |
| DDP DIRECT      | CISATRACURIUM 2MG/1ML SSOL 1X5ML SDV US                         | 409109802   | 9.44%          |
| DDP DIRECT      | COPPER TRACE METAL ADDITIVE 10ML FTV (CS of 25)                 | 409409201   | 5.01%          |
| DDP DIRECT      | CORLOPAM (FENOLDOPAM MESYLATE) 10MG/ML 1ML FTV (EACH)           | 409337301   | 3.00%          |
| DDP DIRECT      | DEMEROL (MEPER HCL INJ USP) CII 50MG/ML 2ML AMP (BX of 25)      | 409125502   | 5.00%          |
| DDP DIRECT      | DEXTROSE 25% INJ USP 2.5G (INF) 10ML ANSYR SYR (BX of 10)       | 409177510   | 5.00%          |
| DDP DIRECT      | DEXTROSE 5% INJ USP ADD-VANTAGE 100ML (CS of 50)                | 409710067   | 9.33%          |
| DDP DIRECT      | DEXTROSE 5% INJ USP ADD-VANTAGE 250ML (CS of 24)                | 409710002   | 9.40%          |
| DDP DIRECT      | DEXTROSE 5% INJ USP ADD-VANTAGE 50ML (CS of 50)                 | 409710066   | 9.46%          |
| DDP DIRECT      | DEXTROSE 50% INJ 50ML (18GX1-1/2) LS ABBOJECT (BX of 10)        | 409490234   | 5.00%          |
| DDP DIRECT      | DEXTROSE 50% INJ 50ML FTV ADDITIVE (BX of 25)                   | 409664802   | 5.00%          |
| DDP DIRECT      | DEXTROSE 50% INJ USP 50ML ANSYR II SYR (BX of 10)               | 409751716   | 5.00%          |
| DDP DIRECT      | DOPAMINE HCL INJ USP 400MG 10ML IN 20ML FTV (BX of 25)          | 409910420   | 9.69%          |
| DDP DIRECT      | DOXORUBICIN HCL 150MG/75ML VIAL                                 | 69303320    | 9.44%          |
| DDP DIRECT      | EPINEPHRINE INJ USP 1:10000 10ML (20G) ABJ LS (BX of 10)        | 409492134   | 5.00%          |
| DDP DIRECT      | ERYTHROCIN (STR ERY LACTO) 500MG VIAL (BENZ AL FREE) (BX of 10) | 409648201   | 0.50%          |
| DDP DIRECT      | FENTANYL CITRATE INJ USP CII (0.05MG/ML) 10ML FTV (BX of 25)    | 409909428   | 9.59%          |
| DDP DIRECT      | FUROSEMIDE INJ USP (10 MG/ML) 10 ML ANSYR SYR (BX of 10)        | 409163910   | 9.45%          |

# Pulmodyne®



Date: October 8, 2021

Subject: Price Increase

Dear Valued Customer

Throughout the Covid pandemic, Pulmodyne continued to produce lifesaving products and mitigated the never-ending challenges we faced in getting products into the hands of front-line healthcare workers. Together, we saved lives and delivered on our promise to help those in need.

However, as we slowly emerge from the pandemic, one thing that remains constant is the increasing cost of raw materials and transportation/shipping. Over the last several months, we have had to deal with:

- 300% increase in shipping costs
- An average of 60% increase in raw plastics and resins that are the critical components of our products
- 25% increase in cartons and boxes.

Pulmodyne has a long track record of stable pricing. But the increases in prices we are receiving from our suppliers have reached critical levels. We understand the challenges you, our partners in health, face whenever acquisition costs go up. But today, we are providing you with notice that we will be raising pricing on select items on Jan 1, 2022. By not instituting an across-the-board increase, we will lessen the impact and allow Pulmodyne to continue providing the quality devices you order.

Attached you will find your new price.

We appreciate your understanding as we navigate the complex challenges Covid has thrown at us.

Richard Hollingworth  
Vice President, Sales  
Engineered Medical System  
[rhollingworth@pulmodyne.com](mailto:rhollingworth@pulmodyne.com)



October 29, 2021

Dear Valued Customer,

To provide greater clarity during your budget process, we are writing to inform you of new pricing that will go into effect at the start of the 2022 calendar year.

TIDI Products works diligently every day to minimize the impact of cost pressures on our operations; however, the unique ongoing challenges of the current environment have significantly limited our ability to control the supply chain. Rising raw material and freight costs continue to outpace our containment efforts. Due to these higher expenses, we must increase the pricing on several of our product categories.

The new pricing detailed herein will be effective January 1, 2022. Prior to the date on which this pricing goes into effect, TIDI Products reserves the right to limit customer purchase order quantities based on order history. Any purchase order quantities above historic levels will be reviewed and potentially reduced. Please contact us if you would like a copy of our current terms and conditions.

Should you have any questions regarding your products and pricing, do not hesitate to contact your sales representative or customer service:

- TIDI Customer Service, 1-800-521-1314 or [excellence@tidiproducts.com](mailto:excellence@tidiproducts.com)
- Posey Customer Service, 1-800-447-6739 or [poseyorders@tidiproducts.com](mailto:poseyorders@tidiproducts.com)
- International Customer Service (Equipment Drapes), +1 920-751-4300 or [internationalorders@tidiproducts.com](mailto:internationalorders@tidiproducts.com)
- Posey International Customer Service, +1 920-751-4300 or [foreignorders@tidiproducts.com](mailto:foreignorders@tidiproducts.com)

We appreciate your continued business and remain committed to facilitating your future success.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dave Testa'.

Dave Testa  
Senior Vice President, Sales

A handwritten signature in black ink, appearing to read 'Jennifer Jones'.

Jennifer Jones  
Vice President, Marketing