



SOUTHERN CALIFORNIA FLEET SERVICES INC.



January 11, 2022

City of Long Beach Fire Department
600 Temple Ave.
Long Beach, CA 90806

Effective February 01, 2022, we will be implementing an increase to our general shop, mobile service rate, call out fee and after-hours labor rate(s).

Our company has received cost increases across the board in health care, support services, transportation, general liability and workers compensation insurances, to name a few. It is our goal to minimize these annual increases while continuing to concentrate on providing the services our market depends upon. Our concentration in 2022 is to be more efficient, timelier and are dedicated to providing the best service possible for our customers. We value your business and will do everything in our power to make this dedication a reality for you.

Below is our updated rates for the 2022 year:

Labor Activity	Previous Rate Per Hour	2022 Rate Per Hour
Shop Rate - per hr.	\$95.00	\$110.00
Mobile Service Rate -per hr. -transportation fees apply	\$110.00	\$110.00
After Hours Call Out Fee	<i>N/A</i>	<i>N/A</i>
After Hours Labor Rate - per hr, -two hour minimum for after hours	\$110.00	\$130.00

The new rates will apply to any work order that has been created in calendar year 2022.

Should you have any questions regarding this information, or how we have arrived at this increase, please contact us at (951) 272-8655. Thank you for being our valued customer!

Sincerely,

Tom Franchina

Tom Franchina, President
Southern California Fleet Services, Inc.

1/15/22 -
1/14/23

Transfers	Two-Year Total	First Renewal Period	Transfers
	200,000	25,000	
	200,000	50,000	
	200,000	100,000	
	250,000	100,000	
	250,000	175,000	
	300,000	175,000	
	200,000	50,000	
	1,600,000	675,000	
	160,000	205,000	

	1/15/2019 - 1/14/2020		1/15/2020 - 1/14/2021	
Vendor Name	Year 1 Allocation	Trans/Amend #1	New Allocation	Year 2 Allocation
Derotic, LLC	100,000			100,000
Emergency Vehicle Group	100,000			100,000
Halcore Group	100,000			100,000
Performance Truck Repair	150,000	(50,000)	100,000	150,000
South Coast Emergency Vehicle Service	150,000	(50,000)	100,000	150,000
Southern California Fleet Services	100,000	100,000	200,000	100,000
Westrux International, Inc.	100,000			100,000
Total Allocated	800,000	0	400,000	800,000
Unallocated	80,000			80,000

COMPETITIVE SOLICITATION & RENEWAL FORM

SUMMARY SECTION

TITLE OF SOLICITATION: Fire Ambulance Emergency Vehicle Parts and Service Contract

DESCRIPTION OF PURCHASE:
DESCRIPTION / JUSTIFICATION FOR PURCHASE / TIME CONSIDERATIONS / SERVICE LEVEL IMPACT: NOT APPROVED

The Financial Management Department, Fleet Services Bureau, needs support for Fire, Ambulance, and Emergency vehicle equipment parts and service. The Fleet Services Bureau expects to award multiple contracts for emergency vehicle parts and repair services to enable the Maintenance division to quickly return emergency vehicles to department operations. This includes manufacturer authorized work which Fleet employees are not certified to perform.


COMPLETED SOLICITATION TEMPLATE ATTACHED: ☐ Yes ☒ No

PRE-BID/PROPOSAL MEETING: ☐ Yes ☒ No **MANDATORY:** ☐ Yes ☒ No **ESTIMATED VALUE:** \$ 800,000.00

DEPT CONTACT: ERIC WINTERSET **TEL:** 682-570-6408

LOCATION: 2800 TEMPLE AVE

ACCOUNT NUMBER: 8200-41-22-2208-220805-22810-220807-00000-630318 **GRANT:** ☐ Yes ☒ No

PROJECT START: 

DEPARTMENT OF SOCIAL SERVICES
DIRECTOR (PRINT): John Gross
DATE: 1/16/84
DIRECTOR SIGNATURE: [Signature]

SOLICITATION NUMBER: <u>ITB PS 124-135</u>		MANIFEST POSTED DATE: <u>10/19/19</u>
ADVERTISED DATE: <u>10/14/19</u>	PRESS TELEPHONE PRE-BID PROPOSAL (HOB WALK) DATE (IF APPLICABLE): <u>—</u>	
QUESTION DATE: <u>10/16</u>	REGISTER DATE: <u>10/24/19</u>	
CLOSING DATE: <u>11/7/19</u>	NOT POSTED DATE: <u>—</u>	

TOTAL NUMBER OF - Fill in the Quantity for Each Category Below

NOTIFIED POTENTIAL INTERESTED PERSONS: 04 IF (LOCAL) NOTIFIED: 10

DOWNLOADS: 10 IF (LOCAL) DOWNLOADS: 1

RESPONSES RECEIVED: 12

MIBs: 8 IF (LOCAL): 1

IPs: 8 NON-MIBs, WBS, SRS, IF (LOCAL): _____

SRS: 0

PARTY TYPE / CO-OPERATIVE PURCHASE (Government agency or cooperative organization used)										CONTRACT #:									
PROTEST <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		SEEK <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		LOCAL PURCHASE <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		CITY/COUNTY <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		LABOR TRANSFERENCE <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		FIRST SOURCE <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		F.I.A. <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							

(CONTINUED)

COMPETITIVE SOLICITATION
& RENEWAL FORM

AWARD SECTION - To Be Completed by the Requesting Department					
ANNUAL OR ONE-TIME CONTRACTS AMOUNT:					
ONE-TIME:	YEAR 2:	\$ 800,000.00	YEAR 4:	\$ 800,000.00	
YEAR 1:	\$ 800,000.00	YEAR 3:	\$ 800,000.00	YEAR 5:	\$ 800,000.00
AWARDED TO:		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)			
VENDOR NAME: Halcore Group, Inc. (Leader Ind)		CITY/STATE: South El Monte, CA			
CONTACT PERSON: Maria Collazo (contract 32000841)		TEL: 626-575-0880			
EMAIL: maria.collazo@leader-ambulance.com		# OF EMPLOYEES LIVING IN LB: 1			
AWARDED TO (IF SPLIT):		<input type="checkbox"/> MBE <input checked="" type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)			
VENDOR NAME: Derotic, LLC		CITY/STATE: Westminster, CA			
CONTACT PERSON: Casey Scott (contract 32000781)		TEL: 650-996-8422			
EMAIL: casey@deroticllc.com		# OF EMPLOYEES LIVING IN LB: 0			
AWARDED TO (IF SPLIT):		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input checked="" type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)			
VENDOR NAME: Emergency Vehicle Group, Inc.		CITY/STATE: Anaheim, CA			
CONTACT PERSON: Travis Grinstead (contract 32000726)		TEL: 714-238-0110			
EMAIL: tgrinstead@evginc.net		# OF EMPLOYEES LIVING IN LB: 1			

*If Awarded To More Than 3 Vendors, use additional forms.

ADDITIONAL INFORMATION - Please enter any additional information relating to the competitive solicitation, change order, or renewal. - To Be Completed by the Requesting Department	
The Fleet Services Bureau wishes to exercise the first renewal option for the emergency vehicle parts and service contracts with the seven vendors listed in the amounts listed below:	
Derotic, LLC	\$ 25,000
Halcore Group	\$100,000
Emergency Vehicle Group	\$ 50,000
Performance Truck Repair	\$100,000
South Coast Emer Veh Svc	\$175,000
Southern CA Fleet Svcs	\$175,000
Westrux International	\$ 50,000

RENEWAL - To Be Completed by the Requesting Department	
1 st	EXTEND DATE TO <u>1/14/2023</u> ADD <u>\$ 675,000.00</u>
2 nd	EXTEND DATE TO _____ ADD _____
3 rd	EXTEND DATE TO _____ ADD _____

COMPETITIVE SOLICITATION
& RENEWAL FORM**AWARD SECTION – To Be Completed by the Requesting Department****ANNUAL OR ONE-TIME CONTRACTS AMOUNT:**

ONE-TIME: _____ YEAR 2: \$ 800,000.00 YEAR 4: \$ 800,000.00
YEAR 1: \$ 800,000.00 YEAR 3: \$ 800,000.00 YEAR 5: \$ 800,000.00

AWARDED TO: _____ ☐ MBE ☐ WBE ☐ SBE ☐ DBE ☐ LB(LOCAL)
VENDOR NAME: Performance Truck Repair CITY/STATE: Azusa, CA
CONTACT PERSON: David Killackey (contract 32000695) TEL: 626-664-0995
EMAIL: davidjr@ptcorp.com # OF EMPLOYEES LIVING IN LB: 0

AWARDED TO (IF SPLIT): _____ ☐ MBE ☐ WBE ☐ SBE ☐ DBE ☐ LB(LOCAL)
VENDOR NAME: South Coast Emergency Veh. Service CITY/STATE: Ontario, CA
CONTACT PERSON: Gary Luna (contract 32000727) TEL: 909-930-2278
EMAIL: gluna@southcoastfire.net # OF EMPLOYEES LIVING IN LB: 0

AWARDED TO (IF SPLIT): _____ ☐ MBE ☐ WBE ☐ SBE ☐ DBE ☐ LB(LOCAL)
VENDOR NAME: Southern CA Fleet Services, Inc. CITY/STATE: Corona, CA
CONTACT PERSON: Tom Franchina (contract 32000813) TEL: 951-272-8655
EMAIL: tfranchina@socalfleet.com # OF EMPLOYEES LIVING IN LB: 0

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AWARDED TO: _____		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)	
VENDOR NAME: Westrux International, Inc.		CITY/STATE: Santa Fe Springs, CA	
CONTACT PERSON: David Bram (contract 32000772)		TEL: 909-554-5285	
EMAIL: dbram@westrux.com		# OF EMPLOYEES LIVING IN LB: 18	
AWARDED TO (IF SPLIT): _____		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)	
VENDOR NAME: _____		CITY/STATE: _____	
CONTACT PERSON: _____		TEL: _____	
EMAIL: _____		# OF EMPLOYEES LIVING IN LB: _____	
AWARDED TO (IF SPLIT): _____		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)	
VENDOR NAME: _____		CITY/STATE: _____	
CONTACT PERSON: _____		TEL: _____	
EMAIL: _____		# OF EMPLOYEES LIVING IN LB: _____	

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