

AMENDMENT NO. THREE TO CONTRACT NO. 35183

35183

RE: Amendment Two of ITB FS 19-004, Contract No. 35183 for furnishing and delivering CNG Conversions to the City of Long Beach (Munis Contract #31900008)

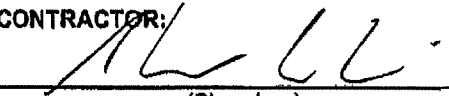
This Amendment to Contract No. 35183 is made and entered as of March 15, 2022 by and between the CITY OF LONG BEACH, a municipal corporation, and Landi-Renzo USA Corp (contractor)

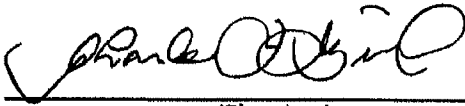
Contract No. 35183 is amended by mutual agreement of the parties and as indicated below by a check or other mark preceding the appropriate amendment:

- ☒ 1. 2nd Renewal option for the term 04/24/2022 to 04/23/2023
- ☒ 2. \$350,000 added for this term
- ☐ 3. Prices during this period shall remain firm.
- ☒ 4. The price for certain items shall be increased as shown on Exhibit "B", which is attached hereto and incorporated herein by this reference.
- ☐ 5. The price for certain items shall be decreased as shown on Exhibit "C", 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 "B", 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: 
(Signature)
ANDREA LANDI
(Print / Type Name)
☒ President / ☐ Vice President / ☐ Secretary / ☐ Treasurer
(circle one)

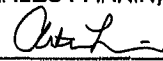

(Signature)
CHARLES M. AGUILAR
(Print / Type Name)
DIRECTOR OF OPERATIONS
President / Vice President / Secretary / Treasurer
(circle one)

THE CITY OF LONG BEACH:

By: 
THOMAS B. MODICA, City Manager

EXECUTED PURSUANT
TO SECTION 301 OF
THE CITY CHARTER.

Approved as to form:
CHARLES PARKIN, City Attorney

By: 
Anita Lakhani, Deputy City Attorney

COMPETITIVE SOLICITATION
& RENEWAL FORM**SUMMARY SECTION – To Be Completed by the Requesting Department**TITLE OF SOLICITATION Truck CNG Conversions**DESCRIPTION OF PURCHASE:**

DESCRIPTION / JUSTIFICATION FOR PURCHASE / TIMING CONSIDERATIONS / SERVICE LEVEL IMPACT IF NOT APPROVED

The Fleet Services Bureau would like to exercise the second renewal option (third amendment) for the contracts with Almared, Inc. and Landi-Renzo USA, Corp. for truck conversions to CNG fuel. The renewal allocation is \$550,000, per Council approval on March 19, 2019.


COMPLETED SOLICITATION TEMPLATE ATTACHED: ☐ Yes ☒ NoPRE-BID/PROPOSAL MEETING: ☐ Yes ☐ NoMANDATORY: ☐ Yes ☐ NoESTIMATED VALUE: \$ 1,650,000.00DEPT CONTACT: Ryan Van AndelTEL: 570-5405LOCATION: 2600 Temple Avenue, Long Beach, CA 90806ACCOUNT STRING: 6230-41-22-2208-220805-22800-220803-00000-852400GRANT: ☐ Yes ☒ No

PROJECT STRING: _____

DEPARTMENT APPROVALDIRECTOR (PRINT): John Gross

DATE: _____

DIRECTOR SIGNATURE: _____

Digitally signed by Sandra Tsang-Palmer
Date: 2021.05.25 08:15:08 -07'00'**AWARD SECTION – To Be Completed by the Purchasing Division**SOLICITATION NUMBER: ITB FS19-004

PLANETBIDS POSTED DATE: _____

ADVERTISED DATE: 12-14-2018

PRE-BID/PROPOSAL (JOB WALK) DATE (IF APPLICABLE): _____

QUESTION DATE: _____

ANSWER DATE: _____

CLOSING DATE: 1-18-2019

NOI POSTED DATE: _____

TOTAL NUMBER OF – Fill in the Quantity for Each Category BelowNOTIFIED POTENTIAL BIDDERS/PROPOSERS: 717LB (LOCAL) NOTIFIED: 28DOWNLOADS: 12

LB (LOCAL) DOWNLOADS: _____

RESPONSES RECEIVED: 2MBEs: 0LB (LOCAL): 0WBEs: 0NON: MBEs, WBEs, SBEs, LB (LOCAL): 2SBEs: 0**PIGGYBACK/COOPERATIVE PURCHASE**

(Government agency or cooperative organization used): _____

CONTRACT #: _____

PROTEST

☐ Yes ☐ No

SBE

☐ Yes ☐ No

LOCAL

PREFERENCE

☐ Yes ☐ No

CITY COUNCIL

☐ Yes ☐ No

LABOR

COMPLIANCE

☐ Yes ☐ No

FIRST SOURCE

☐ Yes ☐ No

PLA

☐ Yes ☐ 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: \$ 550,000.00	YEAR 4: \$ 550,000.00	
YEAR 1: \$ 1,100,000.00	YEAR 3: \$ 550,000.00	YEAR 5: \$ 550,000.00	
AWARDED TO: \$ 1,825,000.00		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)	
VENDOR NAME: Landi-Renzo USA, Corp.		CITY/STATE: Torrance, CA	
CONTACT PERSON: F. Bonancini		TEL: 310-257-9481	
EMAIL: contract 31900108		# OF EMPLOYEES LIVING IN LB: 0	
AWARDED TO (IF SPLIT): \$ 925,000.00		<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> SBE <input type="checkbox"/> DBE <input type="checkbox"/> LB(LOCAL)	
VENDOR NAME: Almared, Inc.		CITY/STATE: Fresno, CA	
CONTACT PERSON: Don Allison		TEL: 562-400-4911	
EMAIL: contract 31900058		# OF EMPLOYEES LIVING IN LB: 0	
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:	

*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
Process a contract amendment to add \$200,000 and extend the term date to 4/24/2023 for Almared, Inc. contract 31900058 for the second renewal authorized by Council. Total allocation \$925,000.
Process a contract amendment to add \$350,000 and extend the term date to 5/1/2023 for the Landi-Renzo USA, Corp contract 31900108, for the second renewal authorized by Council, for a total contract amount of \$1,825,000.

RENEWAL – To Be Completed by the Requesting Department	
1 st	EXTEND DATE TO <u>5/1/2022</u> ADD \$ 550,000.00
2 nd	EXTEND DATE TO <u>5/1/2023</u> ADD \$ 550,000.00
3 rd	EXTEND DATE TO _____ ADD _____

LANDI-RENZO USA GROUP CONTRACT 35183
EXHIBIT B

Item Num	Item Code	Description	Old pricing	New Pricing
1. 17GGE capacity tank minimum. 2. 3600lbs pressure capacity. 3. Under body placement. 4. Type 3 tank(s). 5. Fill port in OEM original location. 6. Stainless steel lines. 7. 10 micron in-line filter. 8. Quarter turn manual shut off valve. 9. Solenoid operated tank valve. 10. OEM fuel gauge operation. 11. On tank fuel pressure gauge.	1 Spec FF	FORD 3/4 TON 2WD REGULAR CAB, 8" BED	\$11,200.00	\$12,650.00
1. 17 GGE capacity tank minimum 2. 3600lbs pressure capacity. 3. Under body placement. 4. Type 3 tank(s). 5. Fill port in OEM original location. 6. Stainless steel lines. 7. 10 micron in-line filter. 8. Quarter turn manual shut off valve. 9. Solenoid operated tank valve. 10. OEM fuel gauge operation. 11. On tank fuel pressure gauge.	2 Spec GG	FORD 3/4 TON 2WD SUPER CAB, 6.5" BED	\$11,200.00	\$12,650.00
1. 17 GGE capacity tank. 2. 3600lbs pressure capacity. 3. Under body placement. 4. Type 3 tank(s). 5. Fill port in OEM original location. 6. Stainless steel lines. 7. 10 micron in-line filter.	3 Spec HH	FORD 3/4 TON 2WD CREW CAB, 8.0" BED		

8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,200.00 \$12,650.00
<hr/>		
4 Spec II		FORD 3/4 TON 4WD REGULAR CAB, 8.0" BED
1. 17 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,100.00 \$12,552.00
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5 Spec JJ		FORD 3/4 TON 4WD SUPER CAB, 6.5" BED
1. 17 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,100.00 \$12,552.00
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6 Spec KK		FORD 3/4 TON 4WD CREW CAB, 8.0" BED
1. 17 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		

8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,200.00 \$12,650.00
7 Spec LL	FORD 1 TON 2WD REGULAR CAB, 6.5" BED	
	1. 21 GGE capacity tank minimum.	
	2. 3600lbs pressure capacity.	
	3. Under body placement.	
	4. Type 3 tank(s).	
	5. Fill port in OEM original location.	
	6. Stainless steel lines.	
	7. 10 micron in-line filter.	
	8. Quarter turn manual shut off valve.	
	9. Solenoid operated tank valve.	
	10. OEM fuel gauge operation.	
	11. On tank fuel pressure gauge.	\$11,100.00 \$12,552.00
8 Spec MM	FORD 1 TON 2WD REGULAR CAB, 8.0" BED	
	1. 21 GGE capacity tank minimum	
	2. 3600lbs pressure capacity.	
	3. Under body placement.	
	4. Type 3 tank(s).	
	5. Fill port in OEM original location.	
	6. Stainless steel lines.	
	7. 10 micron in-line filter.	
	8. Quarter turn manual shut off valve.	
	9. Solenoid operated tank valve.	
	10. OEM fuel gauge operation.	
	11. On tank fuel pressure gauge.	\$11,200.00 \$12,650.00
9 Spec NN	FORD 1 TON 2WD SUPER CAB, 6.5" BED	
	1. 21 GGE capacity tank minimum.	
	2. 3600lbs pressure capacity.	
	3. Under body placement.	
	4. Type 3 tank(s).	
	5. Fill port in OEM original location.	
	6. Stainless steel lines.	
	7. 10 micron in-line filter.	

8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,200.00 \$12,552.00
		FORD 1 TON 4WD
		REGULAR CAB,
10 Spec OO		8.0" BED
1. 21 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,100.00 \$12,552.00
		FORD 1 TON 4WD
		EXTENDED CAB,
11 Spec PP		SHORT BED PICK UP
1. 21 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,100.00 \$12,552.00
		FORD 1 TON 4WD
		CREW CAB, 6.5"
12 Spec QQ		BED
1. 21 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		

7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,200.00 \$12,650.00
	13 Spec RR	FORD 1 TON 4WD CREW CAB, 8.0" BED
1. 21 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,200.00 \$12,650.00
	14 Spec SS	FORD 1 TON REGULAR CAB SERVICE BED TRUCK
1. 17 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.		\$11,200.00 \$12,650.00
	15 Spec TT	FORD 1 TON SUPER CAB SERVICE BED TRUCK
1. 17 GGE capacity tank minimum.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		

5. Fill port in OEM original location. 6. Stainless steel lines. 7. 10 micron in-line filter. 8. Quarter turn manual shut off valve. 9. Solenoid operated tank valve. 10. OEM fuel gauge operation. 11. On tank fuel pressure gauge.			\$11,200.00	\$12,650.00
16 Spec UU			FORD 3/4 TON CREW CAB SERVICE BED TRUCK	
1. 17 GGE capacity tank minimum. 2. 3600lbs pressure capacity. 3. Under body placement. 4. Type 3 tank(s). 5. Fill port in OEM original location. 6. Stainless steel lines. 7. 10 micron in-line filter. 8. Quarter turn manual shut off valve. 9. Solenoid operated tank valve. 10. OEM fuel gauge operation. 11. On tank fuel pressure gauge.			\$11,200.00	\$12,650.00
17 Spec V V			1 TON FORD REGULAR CAB SERVICE BED TRUCK	
1. 21 GGE capacity tank minimum. 2. 3600lbs pressure capacity. 3. Under body placement. 4. Type 3 tank(s). 5. Fill port in OEM original location. 6. Stainless steel lines. 7. 10 micron in-line filter. 8. Quarter turn manual shut off valve. 9. Solenoid operated tank valve. 10. OEM fuel gauge operation. 11. On tank fuel pressure gauge.			\$11,200.00	\$12,650.00
18 Spec W			1 TON FORD SUPER CAB SERVICE BED TRUCK	
1. 21 GGE capacity tank minimum.				

2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.	\$11,200.00	\$12,650.00

	19 Spec XX	1 TON FORD CREW CAB SERVICE BED TRUCK
1. 21 GGE capacity tank.		
2. 3600lbs pressure capacity.		
3. Under body placement.		
4. Type 3 tank(s).		
5. Fill port in OEM original location.		
6. Stainless steel lines.		
7. 10 micron in-line filter.		
8. Quarter turn manual shut off valve.		
9. Solenoid operated tank valve.		
10. OEM fuel gauge operation.		
11. On tank fuel pressure gauge.	\$11,200.00	\$12,650.00

Cost for round trip pick up and drop off of in service vehicles from Fleet Services location	\$	50.00	\$	75.00
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CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

411 W. Ocean Blvd., 6th Floor • Long Beach, CA 90802 • (562) 570-6200 • FAX (562) 570-5099

PURCHASING AND BUSINESS SERVICES BUREAU/PURCHASING DIVISION

Landi-Renzo USA Corp
23535 Tello Ave.
Torrance, CA 90505

ATTENTION: Andrea Landi ALandi@landiusa.com
~~Filippo Bonacini~~ ~~Fbonacini@landiusa.com~~

Subject: Amendment No. 3, Renewal 2 of Munis Contract #31900108 for furnishing and delivering CNG Fuel Conversions per Contract No. 35183 (Bid No. ITB FS 19-004)

Dear Contract Team Staff,

Can you please send this to your corporate office and have this document signed by 2 corporate officers and email to the names below.

In accordance with the terms and conditions set forth in this contract, the City of Long Beach requesting to extend this contract to 04/23/2023. Any proposed price increases (must be submitted as Exhibit B with your signed amendment) will be reviewed by the City and will be approved or denied. Per your bid price increases shall not exceed the most recent available month for the Los Angeles-Riverside-Orange County, CA Consumer Price Index (CPI) for All Urban Consumers for non-labor

Please ensure that your Corporate Officers or persons authorized to sign contracts do so.
(SEE THE ATTACHED INSTRUCTIONS CONCERNING SIGNATURES.)

PLEASE SCAN DOCUMENTS AND EMAIL TO:

Michelle.King@longbeach.gov
ahmed.ali@longbeach.gov

If you have any questions regarding this matter, please do not hesitate to contact our main # at 562-570-6200. The City of Long Beach appreciates your continued business.

Respectfully,

Michelle King
Buyer II, Procurement Services

Attachments

ahmed.ali@longbeach.gov

INSTRUCTIONS CONCERNING SIGNATURES

Please use the proper notary form, which applies to your type of organization on all documents, attachments and bonds requiring a signature by officers of your company.

COMPANY (DBA)

- a. **The only acceptable signature is the owner of the company.
(Only one signature is required.)**
- b. The owner's signature must be notarized if the company is located outside of the state of California.

PARTNERSHIP

- a. **The only acceptable signature(s) is/are that of the general partner or partners.**
- b. Signature(s) must be notarized if the partnership is located outside of the state of California.

CORPORATION

- a. **Two (2) officers of the corporation must sign.**
- b. Each signature must be notarized if the corporation is located outside of the state of California.

OR

- a. The signature of one officer or the signature of person other than an officer is acceptable if the bid is accompanied by a certified corporate resolution granting authority to said person to execute contracts on behalf of the corporation.
- b. Signature(s) must be notarized if the corporation is located outside of the state of California.

LIMITED LIABILITY COMPANY

- a. The signature on the document must be a member or, if the Articles provide for a manager, must be the manager.
(Only one signature is required.)
- b. Signature must be notarized if the company is located outside of the state of California.

Emergency Auxiliary Equipment Allocations Transfers

		19-20	20-21	Contract Amendment		21-22		22-23
		Year 1		Year 2 Initial		Year 2		1st Renewal
Vendor Name		Allocation		Allocation		Transfers		Total (Year 3)
MUNIS Contract								Total
								Allocations
								Allocations
								2nd Renewal
Almared, Inc.	31900058	\$ 550,000	\$ 275,000	\$ (300,000)	\$ 525,000	\$ 200,000	\$ 725,000	\$200,000
Landi-Renzo USA	31900108	\$ 550,000	\$ 275,000	\$ 300,000	\$ 1,125,000	\$ 350,000	\$ 1,475,000	\$350,000
	TOTAL	\$ 1,100,000	\$ 550,000		\$ 1,650,000	\$ 550,000	\$ 2,200,000	\$550,000