

34142

AMENDMENT NO. THREE TO CONTRACT NO. 34142

RE: **Renewal No. Two of Contract No. 34142 (ITB FD 14-089) for Furnishing and Delivering Fire Turnout Coats & Pants for the City of Long Beach (BPF15000001)**

This Amendment to Contract No. 34142 is made and entered as of September 30, 2017, by and between the CITY OF LONG BEACH, a municipal corporation, and Allstar Fire Equipment (Contractor).

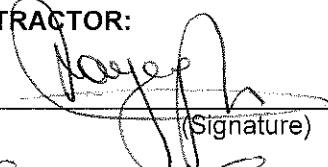
Contract No. **34142** is amended by mutual agreement of the parties and as indicated below by a check or other mark preceding the appropriate amendment:

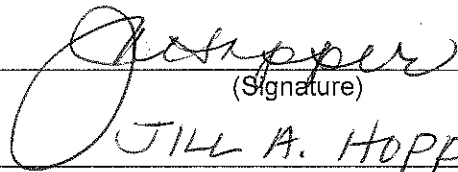
- 1. 2<sup>nd</sup> Renewal option extending term to 09/30/18.
- 2. \$210,000.00 has been added for a total ("not to exceed") amount of \$790,000.00
- 3. Prices during this period shall remain firm.
- 4. The price for certain items shall be increased as shown on Exhibit "B", which is attached hereto 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**

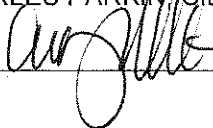
CONTRACTOR:

  
 \_\_\_\_\_  
 (Signature)  
 GABE E. SAIEGH  
 \_\_\_\_\_  
 (Print / Type Name)  
 Vice President  
 \_\_\_\_\_  
 President / Vice President / Secretary / Treasurer  
 (circle one)

  
 \_\_\_\_\_  
 (Signature)  
 JILL A. HOPPER  
 \_\_\_\_\_  
 (Print / Type Name)  
 Secretary - Treasurer  
 \_\_\_\_\_  
 President / Vice President / Secretary / Treasurer  
 (circle one)

THE CITY OF LONG BEACH:

By:   
 \_\_\_\_\_  
 City Manager  
 Tom Modica  
 Assistant City Manager

Approved as to form:  
 CHARLES PARKIN, City Attorney  
 By:   
 \_\_\_\_\_  
 Deputy

EXECUTED PURSUANT TO SECTION 301 OF THE CITY CHARTER.



Exhibit "B"

09/13/17

City of Long Beach  
Fire Department  
Attn: Steve Moritz  
3205 Lakewood Blvd.  
Long Beach, CA 90808

Ref: BPDFD15000001 Turnout Coats & Pants

Lion Apparel has informed us of a 4.8% price increase effective November 1, 2017 for the Long Beach Specification turnouts. New pricing will remain in effect for through March 31, 2019.


**Current Price**

Lion/Janesville CVBM-K7 Natural PBI Max V-Force Turnout Coat per Long Beach Specification	\$1230.61
Lion/Janesville PVFM-K7 Natural PBI Max V-Force Belted Turnout Pants per Long Beach Spec.	\$718.47

**New Contract Prices**

Lion/Janesville CVBM-K7 Natural PBI Max V-Force Turnout Coat per Long Beach Specification	\$1289.68
Lion/Janesville PVFM-K7 Natural PBI Max V-Force Belted Turnout Pants per Long Beach Spec.	\$752.96

Very truly yours,

  
Jason Broede  
Inside Sales



September 13th<sup>th</sup>, 2017

Mr. Gabe Sayegh  
Allstar Fire Equipment  
12328 Lower Azusa Rd  
Arcadia, CA 91006

Re: Long Beach Pricing

Dear Mr. Sayegh,

The LION team greatly values the Long Beach contract for PPE. We also appreciate the subsequent business gained from having been awarded the contract. The pricing agreement for the structural fire fighting protective clothing pursuant to our annual contract with Long Beach has been at the same price as when the contract was awarded 2+ years ago. We must ask for a slight increase to the 2015 contract pricing.

As in other industries, the supply chain behind us has increased prices. For example, the fabric materials cost on the Crosstech Black Moisture Barrier, which is part of the Long Beach composite, has increased. Labor costs have also climbed with the increase in health care costs. As you can imagine, keeping skilled staff on hand to meet quality and delivery expectations is key for LION.

We respectfully seek an increase of 4.8% over current prices and we hereby offer to maintain the new prices through March, 2019. Please let me know if there is anything else I can do to assist you in this matter.

Best,

A handwritten signature in black ink, appearing to read "Michelle Trout".

Michelle Trout  
National Account Manager  
LION Safety Resource Group

cc: Gabe Sayegh, Allstar Fire Equipment  
Jason Broede, Allstar Fire Equipment  
Christine Mays, LION