

34142

AMENDMENT NO. FOUR TO CONTRACT NO. (Bid Number ITB FD-14-089)

RE: Extension of Contract No. 1 for contract 34142 for Purchasing Fire Turnouts for the City of Long Beach. BPF1500001

This Amendment to Contract No. 34142 is made and entered as of October 1, 2018 by and between the CITY OF LONG BEACH, a municipal corporation, and **Allstar Fire Equipment (Contractor)**.

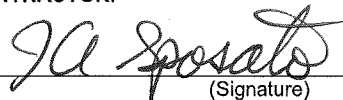
Contract No. 34142 is amended by mutual agreement of the parties and as indicated below by a check or other mark preceding the appropriate amendment:

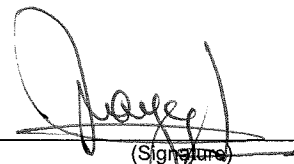
- 1. Term extended to December 31, 2018.
- 2. \$800,000.00 has been added for a total ("not to exceed") amount of \$1,590,000.00.
- 3. Prices during this period shall remain firm.
- 4. The price for certain items shall be increased as shown on Exhibits "A" and "B", which are attached hereto and incorporated 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 "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 enclosed 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.

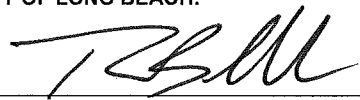
Attach Notary if Out-of-State Contractor

CONTRACTOR:


 (Signature)
Joseph A. SPOSATO
 (Print / Type Name)
President
 President / Vice President / Secretary / Treasurer
 (circle one)


 (Signature)
GABE E. SAYEGH
 (Print / Type Name)
VICE PRESIDENT
 President / Vice President / Secretary / Treasurer
 (circle one)

THE CITY OF LONG BEACH:

By: 
 Patrick H. West, City Manager

Tom Modica
Assistant City Manager
EXECUTED PURSUANT
TO SECTION 301 OF
THE CITY CHARTER

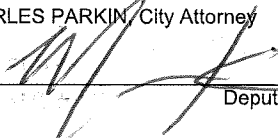
Approved as to form:
 CHARLES PARKIN, City Attorney
 By: 
 Deputy

EXHIBIT "A"



June 7, 2016

City of Long Beach
Fire Department
Attn: Veronica Robles Scott
3205 Lakewood Blvd.
Long Beach, CA 90808

Ref: Contract #34142 (BPPFD15000001)

Lion Apparel has informed us of a price increase effective October 1, 2016 for the Long Beach Specification turnouts. New pricing will remain in effect through September 30, 2017.

We are asking for a 3.6 % increase

Current Contract Prices

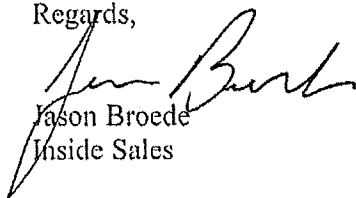
CVFM-K7 Long Beach PBI Max V-Force Turnout Coat -	\$1187.85
PVFM-K7 Long Beach Spec PBI Max V-Force Turnout Pants -	\$693.50

New Contract Prices

CVFM-K7 Long Beach Spec PBI Max V-Force Turnout Coat -	\$1230.61
PVFM-K7 Long Beach Spec PBI Max V-Force Turnout Pants -	\$718.47

Manufacturer notification letter attached.

Regards,



Jason Broede
Inside Sales



June 7th, 2016

Mr. Joe Sposato
Allstar Fire Equipment
12328 Lower Azusa Rd
Arcadia, CA 91006

Re: Long Beach Fire Contract #34142

Dear Mr. Sposato,

The LION team greatly values the Long Beach Fire 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 Fire is currently being renewed and we must ask for a slight increase to the 2016 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 substantially. Labor costs have also climbed. As you can imagine, keeping skilled staff on hand to meet quality and delivery expectations is key.

We deeply value the business we receive from Long Beach Fire. We respectfully seek an increase of 3.6% over current prices to start October 1st, 2016 and we hereby offer to maintain the new prices through September 30th, 2017.

Please let me know if there is anything else I can do to assist you in this matter.

Best,

Michelle Trout

Michelle Trout
Regional Sales Manager
LION Safety Resource Group

cc: Joe Sposato, Allstar Fire Equipment
Jason Broede, Allstar Fire Equipment
Christine Mays, LION

EXHIBIT "B"



Exhibit "B"

09/13/17

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

Ref: BPF15000001 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.

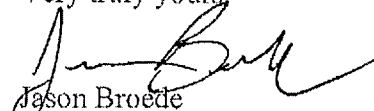
Current Price

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, 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