

**CONTRACT AMENDMENT #2 AND RENEWAL #1
Emergency Vehicle Equipment (Upfitting)
Contract #PW18-10/MM**

COPY

Reference is made to the Contract entered into between the CITY OF CAPE CORAL (CITY) and Lightning Wireless Solutions, Inc., (Contractor) which has option to renew for two (2) additional 1-year periods for the purchase and installation of new Emergency Vehicle Equipment Upfitting.

By mutual agreement between the Contracting Parties, this Contract is hereby extended for an **additional 1-year period effective February 2, 2020 through February 3, 2021** at the unit prices stated on Exhibit A.

By mutual agreement between the Contracting Parties, this Contract is hereby amended to add:

Pursuant to FL Statute §166.241, the City's performance and obligation to pay under this Contract is contingent upon an annual appropriation by the City Council. This Contract is not a commitment of future appropriations. Authorization for continuation and completion of work and any associated payments may be rescinded, with proper notice, at the discretion of the City if the City Council reduces or eliminates appropriations.

Pursuant to Florida Statute §287.058 (1) (c), this contract may be unilaterally cancelled by the City if the Contractor refuses to allow public access to all documents, papers, letters, or other material made or received by the Contractor in conjunction with this contract, unless the records are exempt from disclosure. All terms, conditions, and Specifications of the aforementioned Contract and the CONTRACTOR's offer are incorporated herein by reference and remain in full force and effect for this contract renewal.

IN WITNESS WHEREOF, the parties hereto have executed, or caused to be executed by their duly authorized representatives this Contract Renewal #1 in one counterpart which shall be deemed original.

FOR: THE CITY OF CAPE CORAL:

Signature: *John Szerlag*

Printed Name: A. John Szerlag

Title: City Manager

Date: 11/22/19

(SEAL)
ATTEST

Kimberly Bruns

Kimberly Bruns, CMC

City Clerk

FOR: LIGHTNING WIRELESS SOLUTIONS, INC.

Signature: *Michael Segel*

Printed Name: Michael Segel

Title: Vice President

Date: 11/21/19

LEGAL REVIEW

[Signature]
Dolores Menendez, City Attorney

Date: 11/20/2019

EXHIBIT A
Renewal #1: CON-PW18-10/MM

					
City of Cape Coral					
Emergency Vehicle Equipment (Upfitting) - RFP-PW18-10/MM					
Lightning Wireless Solutions, Inc				Initial 2 year Contract	NO CHANGES
Percentages Off MSRP and Labor Pricing					Renewal #1
Item #	Description	U/M	% off List	% off List	% off List
1	Able-2 Products, www.able2products.com	each	%	35%	35%
2	American Aluminum Accessories, www.ezrideronline.com	each	%	10%	10%
3	Bid Sky Racks, www.bigskyracks.com	each	%	16%	16%
4	BLI International, www.prioritystart.com	each	%	2%	2%
5	Brookin Industries, www.brookingindustries.com	each	%	25%	25%
6	CDWG, www.cdwg.com	each	%	5%	5%
7	Code 3 Public Safety Equipment, www.code3pse.com	each	%	40%	40%
8	Federal Signal, www.fedsig.com	each	%	30%	30%
9	Gamber-Johnson, www.gamberjohnson.com	each	%	35%	35%
10	Go-Rhino, www.gorhino.com	each	%	22%	22%
11	Havis-Sheilds Mfg, www.havis.com	each	%	30%	30%
12	HG2 Emergency Light, hg2lighting.com	each	%	5%	5%
13	Jotto Desk Vehicle Mounting Solutions, www.everythingbutlights.com	each	%	33%	33%
14	L3 Mobile Vision, www.mobile-vision.com	each	%	5%	5%
15	Laguna 3p, www.laguana3p.com	each	%	12%	12%
16	LUND Products, www.lundinternational.com	each	%	10%	10%
17	Motorola, www.motorola.com	each	%	20%	20%
18	MN Star Technologies, www.mnstar.com	each	%	35%	35%
19	NOVA Electronics, www.strobe.com	each	%	40%	40%
20	Plate Scan, www.platescan.com	each	%	0%	0%

Emergency Vehicle Equipment (Upfitting) - RFP-PW18-10/MM

**Initial 2 year
Contract**

Renewal
#1

Item #	Description	U/M	% off List	% off List	% off List
21	Pro-Gard Products, www.progard.com	each	%	15%	15%
22	Radiotronics www.Acek9.com	each	%	2%	2%
23	RAM Mounts, www.rammount.com	each	%	15%	15%
24	Setina Manufacturing, www.setina.com	each	%	10%	10%
25	Sierrawireless, www.sierrawireless.com	each	%	5%	5%
26	Signal Technology Enterprises, www.signaltechnology.net	each	%	0%	0%
27	Sound-off Signal, www.soundoffsignal.com	each	%	35%	35%
28	SpaceKap, www.spacekap.com	each	%	2%	2%
29	Stalker, www.stalkerradar.com	each	%	2%	2%
30	Star Headlight & Lantern, www.star1889.com	each	%	35%	35%
31	Setina Manufacturing, www.setina.com	each	%	10%	10%
32	Tremco, www.tremcopoliceproducts.com	each	%	10%	10%
33	Troy Industries, www.troyproducts.com	each	%	30%	30%
34	Truck Vault Secure Storage Solutions, www.truckvault.com	each	%	5%	5%
35	TUFLOC, www.tufloc.com	each	%	15%	15%
36	Unity Manufacturing, www.unityusa.com	each	%	5%	5%
37	WANCO, www.wanco.com	each	%	5%	5%
38	Watch Guard Digital in Car Video, www.watchguardvideo.com	each	%	5%	5%
39	Whelen, www.whelen.com	each	%	30%	30%
40	Bidder's Catalogs not listed	each	%	%	%
	List related Catalogs offered not listed above (use additional sheet if needed)				

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					Renewal #1
Percentages Off MSRP and Labor Pricing					
Item #	Description	U/M	% off List	% off List	% off List
40a	see below	each	%	%	
40b	see below	each	%	%	
40c	see below	each	%	%	
40d	see below	each	%	%	
40e	see below	each	%	%	

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Item #	Description	U/M	% off List	% off List	% off List

			Rate	Initial 2 year Contract	Renewal #1
41	Labor Rate to install items from catalogs	hourly	\$	\$ 65.00	\$ 65.00
42	Window tinting with labor for sedans	each	\$	\$ 130.00	\$ 130.00
43	Window tinting with labor for Sports Utility Vehicles	each	\$	\$ 150.00	\$ 150.00
44	Window tinting with labor for Pickup with standard cab	each	\$	\$ 100.00	\$ 100.00
45	Window tinting with labor for Pickup with extended cab	each	\$	\$ 130.00	\$ 130.00
46	Window tinting with labor for Pickup with Crew Cab	each	\$	\$ 130.00	\$ 130.00

			Rate	Initial 2 year Contract	Renewal #1
47	Paint doors and top of SUV	each	\$	\$ 950.00	\$ 950.00
48	Paint doors and top of sedan	each	\$	\$ 850.00	\$ 850.00
49	Paint doors and top of 2 door truck	each	\$	\$ 550.00	\$ 550.00
50	Paint doors and top of 4 door truck	each	\$	\$ 950.00	\$ 950.00

Item #	Description	U/M	Initial 2 year Contract	Renewal #1
40a	1st in Emergency Products	each	3%	3%
40b	AEP (Acari)	each	5%	5%
40c	Blue Line Safety Products	each	30%	30%
40d	Custom Cages	each	20%	20%
40e	Digital Alley	each	2%	2%
40f	Ecco	each	20%	20%
40g	Eclipse Rackmount	each	5%	5%
40h	Go Light	each	25%	25%
40i	Kussmaul Electronics	each	10%	10%
40j	L# Mobile Vision	each	5%	5%
40k	Lguna 3p	each	12%	12%
40l	Lund Industries	each	15%	15%
40m	Santa Cruz Gunlocks	each	25%	25%
40n	Streamlight	each	40%	40%
40o	The NoCo Company	each	10%	10%
40p	Tuffy Security Products	each	5%	5%
40q	Westin Automotive	each	25%	25%