

ATTN: Selena Acuna
City Clerk Office
4455 W. 126th Street
Hawthorne, CA 90250

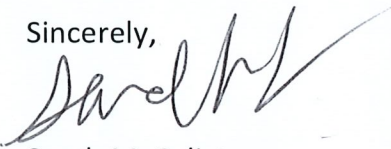
American Wholesale Lighting is thrilled with the opportunity to improve the lighting and energy efficiency at Hawthorne Police Department. As a National Lighting Distributor, Self-Performing (CA) Turnkey Lighting Retrofit/Upgrade provider, and Warranty/Service Center, AWL is your one-stop for quality and value.

Our experienced and diverse teams leverage our manufacturer and utility partnerships with our internal specification, rebate, project management, installation, quality control, and post-project teams to provide our customers with a seamless experience far beyond the completed retrofit.

Our vision for this project is one of quality, efficiency and value. If awarded, we will complete a thorough audit, including designing the most efficient and effective new layout for existing linear pendant-mounted areas. Our photometrics submitted are based on the quantities of fixtures Hawthorne specified. AWL will provide an updated layout/design based on recommended light levels.

American Wholesale Lighting looks forward to working with the City of Hawthorne on this project and many more to come.

Sincerely,



Sarah McCalister

Sales Support Manager

Attachment 1

PROPOSER'S AFFIDAVIT

STATE OF CALIFORNIA

COUNTY OF LOS ANGELES

Jeff Jensen

being first duly sworn, deposes and says:

1. That he/she is the President of American Wholesale Lighting
(Title of Office) *(Name of Company)*

Hereinafter called "Proposer," who has submitted to the City of Hawthorne a proposal for upgrading the lighting in the city of Hawthorne Police Department.

2. That the proposal is genuine; that all statements of fact in the proposal are true;
3. That the proposal was not made in the interest of behalf of any person, partnership, company, association, organization or corporation not named or disclosed;
4. That the Proposer did not, directly or indirectly, induce solicit or agree with anyone else to submit a false or sham proposal, to refrain from proposing, or to withdraw his proposal, to raise or fix the proposal price of the Proposer or of anyone else, or to raise or fix any overhead, profit or cost element of the Proposer's price or the price of anyone else; and did not attempt to induce action prejudicial to the interest of the City of Hawthorne, or of any other Proposer, or anyone else interested in the proposed contract;
5. That the Proposer has not in any other manner sought by collusion to secure for itself an advantage over the other Proposer or to induce action prejudicial to the interests of the City of Hawthorne. Or of any other Proposer or of anyone else interested in the proposed contract;
6. That the Proposer has not accepted any proposal from any subcontractor or materialman through any proposal depository, the bylaws, rules or regulations of which prohibit or prevent the Proposer from considering any proposal from any subcontractor or materialman, which is not processed through that proposal depository; or which prevent any subcontractor or materialman from proposing to any contractor who does not use the facilities of or accept proposals from or through such proposal depository;
7. That the Proposer did not, directly or indirectly, submit the Proposer's proposal price or any breakdown thereof, or the contents thereof, or divulge information or data relative thereto, to any corporation, partnership, company, association, organization, proposal depository, or to any member or agent thereof, or to any individual or group of individuals, except to the City of

Hawthorne, or to any person or persons who have a partnership or other financial interest with said Proposer in its business.

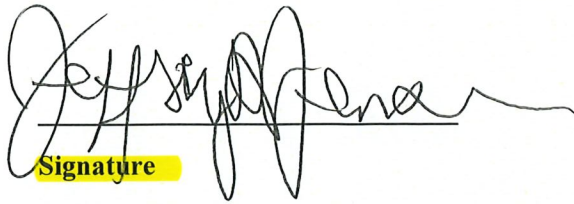
8. That the Proposer has not been debarred from participation in any State or Federal works project.

Dated the 9th day of January, 2025.


(Proposer's Signature)

President

(Title)



Signature

Jeff Jensen

Print Name

President

Title

501.252.1088

Telephone #

Federal Tax ID: 94-3406460

DUNS number: 194304515

URL/Email Address <https://awlighting.com/>

American Wholesale Lighting

Company Name

1725 Rutan Dr

Company Address

Livermore, CA 94551

City St. Zip

925.371.0419

Fax #

December 20, 2024

TO: **ALL BIDDERS**
FROM: **Selena Acuna**
Public Works Manager

PROJECT: RFP for Upgrading Lighting in the Hawthorne Police Department
SUBJECT: **ADDENDUM NO. 1**

The following changes, omissions, and/or additions to the request for proposal for RFP for Upgrading Lighting in the Hawthorne Police Department and to the execution of the various parts of the work affected thereby, and all other conditions shall remain the same.

Careful note of the Addendum shall be taken by all parties of interest so that the proper allowances may be made in strict accordance with the Addendum, and that all trades shall be fully advised in the performance of the work which will be required of them.

The bidder shall execute the Acknowledgment at the end of this Addendum, and shall submit the Addendum with the documents submitted with the bid.

In case of conflict between Drawings, Project Specifications, and this Addendum, this Addendum shall govern.

PLANS, SPECIFICATIONS, AND PROPOSAL / CLARIFICATIONS

Please replace information with the following:

- Replace RFP released November 4, 2024 with the RFP reissued December 20, 2024 and all associated attachments: Affidavit, Attachment A, Attachment B, Attachment C, Attachment D, and Electrical Plans.

END OF ADDENDUM NO. 1

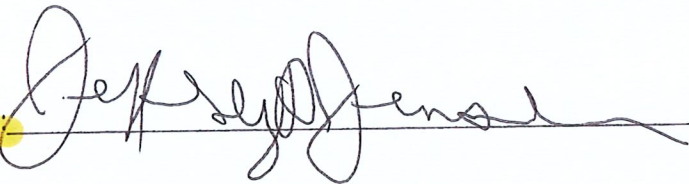


Selena Acuna
Public Works Manager
City of Hawthorne

ACKNOWLEDGEMENT

We hereby acknowledge receipt of Addendum No. 1, dated December 20,2024, to Request for Proposals for:

PROJECT : Upgrading Lighting in the Hawthorne Police Department

Signed:  _____

Company Name: American Wholesale Lighting _____

Date: 01/09/2025 _____

THIS ACKNOWLEDGEMENT MUST BE SUBMITTED WITH THE ENTIRE PROPOSAL PACKAGE

Thursday, January 16, 2024
AT: 1:30 P.M.

Table of Contents

- 1.0 Cover Letter
- 2.0 RFP Signature Affidavit & Amendment
- 3.0 Table of Contents
- 4.0 Business Profile
- 5.0 Statement of Qualifications
- 6.0 Quality Assurance Capabilities
- 7.0 Evidence of Insurance and City of Hawthorne Business License
- 8.0 Required Attachments
 - 8.1 Photometrics (based on quantities proposed in RFP Attachment C). If awarded, will design to provide recommended light levels and maximum efficiency.
- 9.0 Cost Proposal

Business Profile

1. Company Overview

Based out of Northern California and with over 39 years experience in Municipal/Government, National Account and Commercial lighting markets, American Wholesale Lighting (AWL) continues to be one of the fastest growing full-service lighting distributors in the USA.

With our emphasis on the principles of superior service, exceptional value, and business integrity, we have evolved to become a premier service solutions provider. Working closely with clients on a regional, national, and worldwide platform has driven us to refine our practices to meet and exceed the needs and expectations of clients, across many market channels and verticals.

We take pride in our exceptional ability to service our clients with a complete palette of services including lighting design, budgeting and value engineering, strategic sourcing and procurement, turnkey retrofitting, and programmed maintenance.

At American Wholesale Lighting, we believe the customer deserves the best, so the best is what we deliver, time and time again.

In addition to removing the middleman on the product/materials side, our C-10 electrical contractor status in California means direct employees of American Wholesale Lighting are on site daily installing, managing, and overseeing the day-to-day.

Being a licensed C-10 electrical contractor ensures there is no middle-man involved with our California projects. We have years of experience project-managing large-scale multi-site retrofit/rollout projects with both government organizations and Fortune 100 customers.

2. Experience & Qualifications

AWL and its experienced team have completed turnkey lighting and electrical upgrade programs for municipal/government organizations in the following jurisdictions:

Oakland, Bakersfield, Pleasanton, Eastvale, Sacramento, Long Beach, Newport Beach, Contra Costa County, Jacksonville Port Authority, Oregon Department of Transportation, and many others.

These programs included court houses, fire houses, military bases, libraries, ports, rail stations, and schools.

C. Disposal Services

- **Recycling Coordination:** Collection of lighting fixtures, lamps, and ballasts for recycling will be scheduled within 5 business days of request.
- **Certification of Recycling:** Recycling certificates will be provided within 10 business days of disposal to ensure compliance with environmental regulations.

D. Guarantees for Emergency Services

- **Emergency Maintenance and Repairs:** Technicians will be on-site for emergency situations within 24 hours.

6. Environmental Considerations

As we support our customers in their efforts to improve the health and environment of their communities, AWL promotes, supports, and enables environmental endeavors within our company. Our corporate headquarters are guided by Federal Energy Management Program (FEMP) recommendations for energy conservancy. We utilize hybrid fleet vehicles and support remote office set-up to reduce carbon emissions. With every project AWL installs, we look to reduce our environmental impact through minimizing the number of shipments required, maximizing virtual engagement, and managing our warehouse inventory via cloud-based ERP. Additionally, our warehouse recycles/reuses packing materials until they are beyond their useful life.

Throughout the past 39+ years, AWL has stayed current on the evolving recycling and disposal regulations. Our Project Management team takes it one step further with seeking out recycling and disposal centers that are ahead of the curve in reducing environmental impact with a focus on sustainability.

7. Implementation Plan

As soon as a bid is awarded, AWL's implementation plan begins. Additionally, we evaluate the success of our implementation plans/processes annually to ensure continuous improvement and success.

- Timeline

Week 1: Auditor verifies all information on site, Sales Support Manager works with the City to determine/approve final photometrics, scope of work, specifications, and budget. Manufacturers are notified of forecasted materials.

Week 2: Upon final approval, the Project Coordinator (PC) and Project Manager (PM) are assigned, an in-depth review of the project takes place, followed by a hand-off meeting with our Sales Support Manager, Purchaser, Director of Electrical Services, VP of Operations, PC, and PM.

Statement of Qualifications

- Almost 40 years as a National Lighting Distributor
 - o Partner directly with Manufacturers to provide the lowest pricing possible
- Year over year company growth, bringing on experienced top-tier lighting experts to support additional growth and stay at the top of our game
 - o Mark Jensen – Vice President, Energy & Electrical Division: 15+ years energy efficient program design/implementation, strategic oversight, and consultative customer partnerships
 - o Ben Van Etten – Director of Electrical Services: 30+ years electrical/lighting installation, design, quality control, consulting, and leader
 - o Sarah McCalister – Sales Support Manager: 12+ years in lighting maintenance administration, audit development, National Account program/project management, and continuous improvement facilitation
- Completed turnkey lighting and electrical upgrade programs for municipal/government organizations in the following jurisdictions:
 - o Oakland, Bakersfield, Pleasanton, Eastvale, Sacramento, Long Beach, Newport Beach, Contra Costa County, Jacksonville Port Authority, Oregon Department of Transportation, and many others
- Reputation for quality, transparency, integrity, and value
 - o AWL's core principles include not issuing change orders. If awarded, once we complete the full audit and the final spec/scope/budget has been amended, that budget number will not inch higher

AWLighting – Quality Assurance, Service & Warranty

01/16/2025

RE: Hawthorne PD

Subject: 5 Year Service & Warranty Statement

American Wholesale Lighting warrants all labor performed at the below mentioned job site(s) for a period of (60) months from date of installation. This is inclusive of service and maintenance issues/needs related to both the installation and the materials (in partnership with manufacturers).

Under this assurance and warranty, American Wholesale Lighting will be provided the opportunity to have one of its representatives assess any service needs or damage identified to be caused by American Wholesale Lighting employees and/or material installed by American Wholesale Lighting. If said damage is judged to be the fault of workmanship and/or material, American Wholesale Lighting will at no cost to the Owner repair or replace defective material. Any service-related issues pertaining to the fixtures installed will be assessed and addressed by AWL's Service Department.

American Wholesale Lighting shall provide its services and meet its obligations under this agreement in a timely and workmanlike manner, using knowledge and recommendations for performing the services which meet NEC, CEC and local code requirements.

Post-award, AWL will partner with each of the manufacturers to extend any existing 3-year warranties to 5-year warranties. American Wholesale Lighting will manage any material warranty issues, which will be handled directly by the manufacturer of record for those items. AWL will work on behalf of Owner and Manufacturer without admission of or claiming of any responsibility for the issue resulting from the material malfunction. All materials are warranted individually by their respective manufacturers. If, for any reason, the manufacture does not approve the warranty replacement request, AWL is not liable for any material costs related to replacing the defective product.

Customer Name	Address	City	State	Zip Code
City of Hawthorne	12501 Hawthorne Blvd	Hawthorne	CA	90250



City of Hawthorne

City of Hawthorne

Business License Search

To facilitate quick responses, query results are limited to a maximum of 100.

Search Tips: Spaces count as search criteria: '100 Main' will return ONLY results with both terms AND the space.

[Print Results](#)

Search Information: Wednesday, January 15, 2025

- Select the field you want to search:
- Type the keyword you wish to locate:
- Check to search for any occurrence of your keyword: Wildcard
- Display number of results per page:
- To initiate your search, click on the button which follows:

<u>Business Name</u>	<u>Business Address</u>	<u>City, State, and Zip</u>	<u>Business Phone</u>
AMERICAN WHOLESALE LIGHTING INC	1725 RUTAN DR	LIVERMORE, CA 94551-7638	(510)252-1088

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[Email a Comment](#)



Bid Bond

CONTRACTOR:

(Name, legal status and address)

American Wholesale Lighting, Inc.
1725 Rutan Dr.
Livermore, CA 94551

SURETY:

(Name, legal status and principal place of business)

The Ohio Casualty Insurance Company
175 Berkeley Street
Boston, MA 02116

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

OWNER:

(Name, legal status and address)

City of Hawthorne

4455 W. 126TH STREET
HAWTHORNE, CA 90250

MAILING ADDRESS FOR NOTICES:

Liberty Mutual Surety Claims
P.O. Box 34526
Seattle, WA 98124

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

BOND AMOUNT: \$35000

Thirty-five Thousand Dollars And Zero Cents

PROJECT:

(Name, location or address, and Project number, if any)

UPGRADING THE LIGHTING IN
THE HAWTHORNE POLICE DEPARTMENT

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 6th day of January, 2025.

Claire Hill

(Witness)

American Wholesale Lighting, Inc.
1725 Rutan Dr.

(Contractor as Principal)

(Seal)

Chaynae Price

(Witness)

State of Texas
County of Hunt

(Title)

The Ohio Casualty Insurance Company

(Surety)

Stephanie Ann Slater

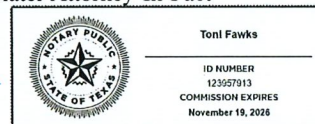
(Title) Stephanie Slater Attorney-In-Fact



This instrument was acknowledged before me by means of an interactive two-way

audio and video communication on 01/06/2025 by Stephanie Ann Slater.

Toni Fawks



Init.

Liberty Mutual Surety vouches that the original text of this document conforms exactly to the text

in **AIA Document A310-2010 Edition Bid Bond.**

This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

The Ohio Casualty Insurance Company
POWER OF ATTORNEY

Surety Bond Number: Bid Bond Principal: American Wholesale Lighting, Inc.

Bond Amount: (\$35,000.00) Thirty-five Thousand Dollars And Zero Cents

KNOW ALL PERSONS BY THESE PRESENTS: that The Ohio Casualty Insurance Company, a corporation duly organized under the laws of the State of New Hampshire (herein collectively called the "Company"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, ****Stephanie Slater****

all in the city of San Francisco, state of CA each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Company in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Company and the corporate seal of the Company has been affixed thereto this 26th day of September, 2016 .



The Ohio Casualty Insurance Company

By: David M. Carey

David M. Carey, Assistant Secretary

STATE OF PENNSYLVANIA ss
COUNTY OF MONTGOMERY

On this 26th day of September, 2016, before me personally appeared David M. Carey, who acknowledged himself to be the Assistant Secretary of The Ohio Casualty Insurance Company and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at King of Prussia, Pennsylvania, on the day and year first above written.



COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Teresa Pastella, Notary Public
Upper Merion Twp., Montgomery County
My Commission Expires March 28, 2021
Member, Pennsylvania Association of Notaries

By: Teresa Pastella
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-law and Authorizations of The Ohio Casualty Insurance Company, which is now in full force and effect reading as follows:

ARTICLE IV – OFFICERS – Section 12. Power of Attorney. Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

Certificate of Designation – The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization – By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, Renee C. Llewellyn, the undersigned, Assistant Secretary, of The Ohio Casualty Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Company, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Company this 6th day of January, 2025 .



By: Renee C. Llewellyn

Renee C. Llewellyn, Assistant Secretary

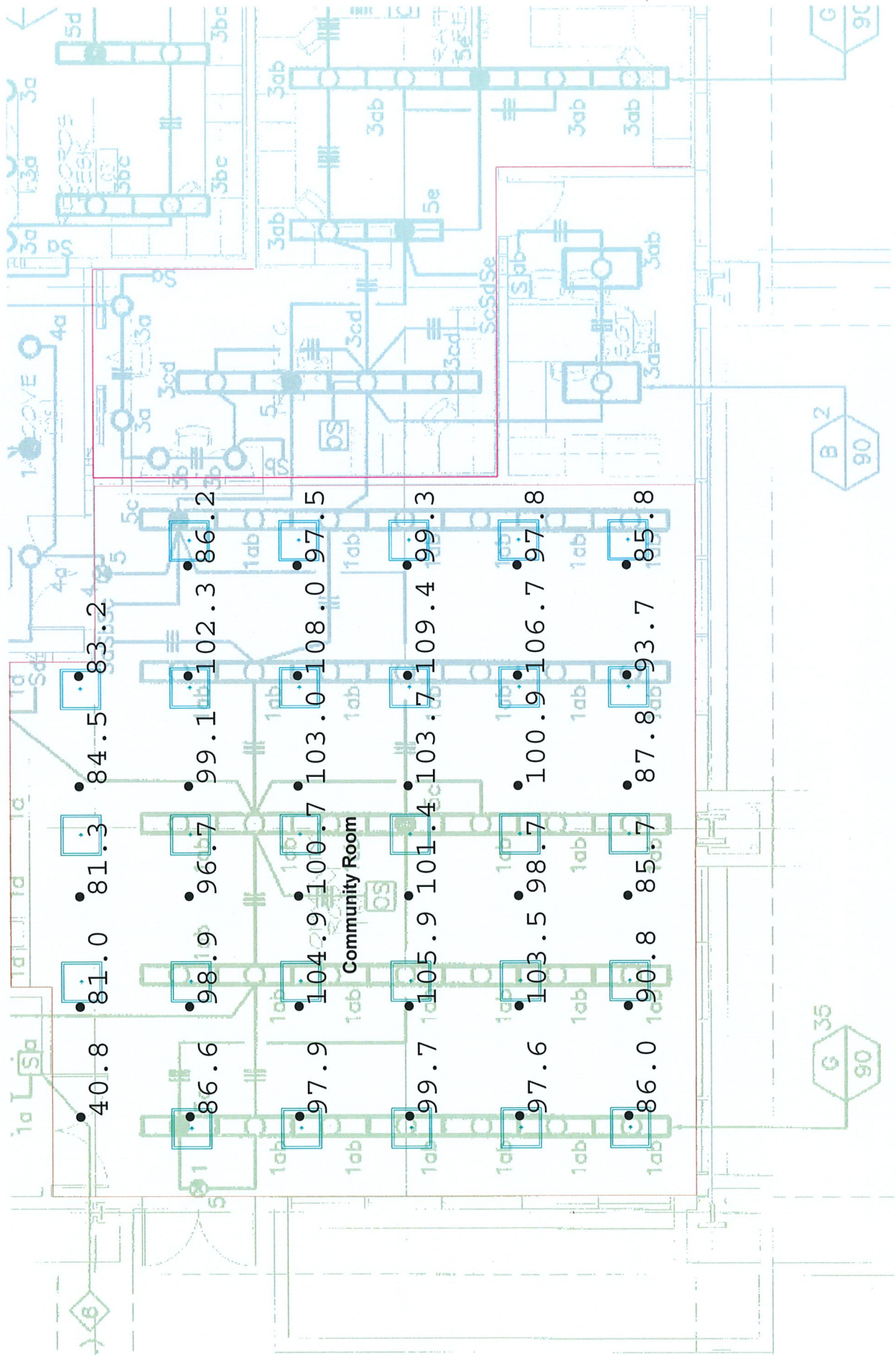
Not valid for mortgage, note, loan, letter of credit, currency rate, interest rate or residual value guarantees.

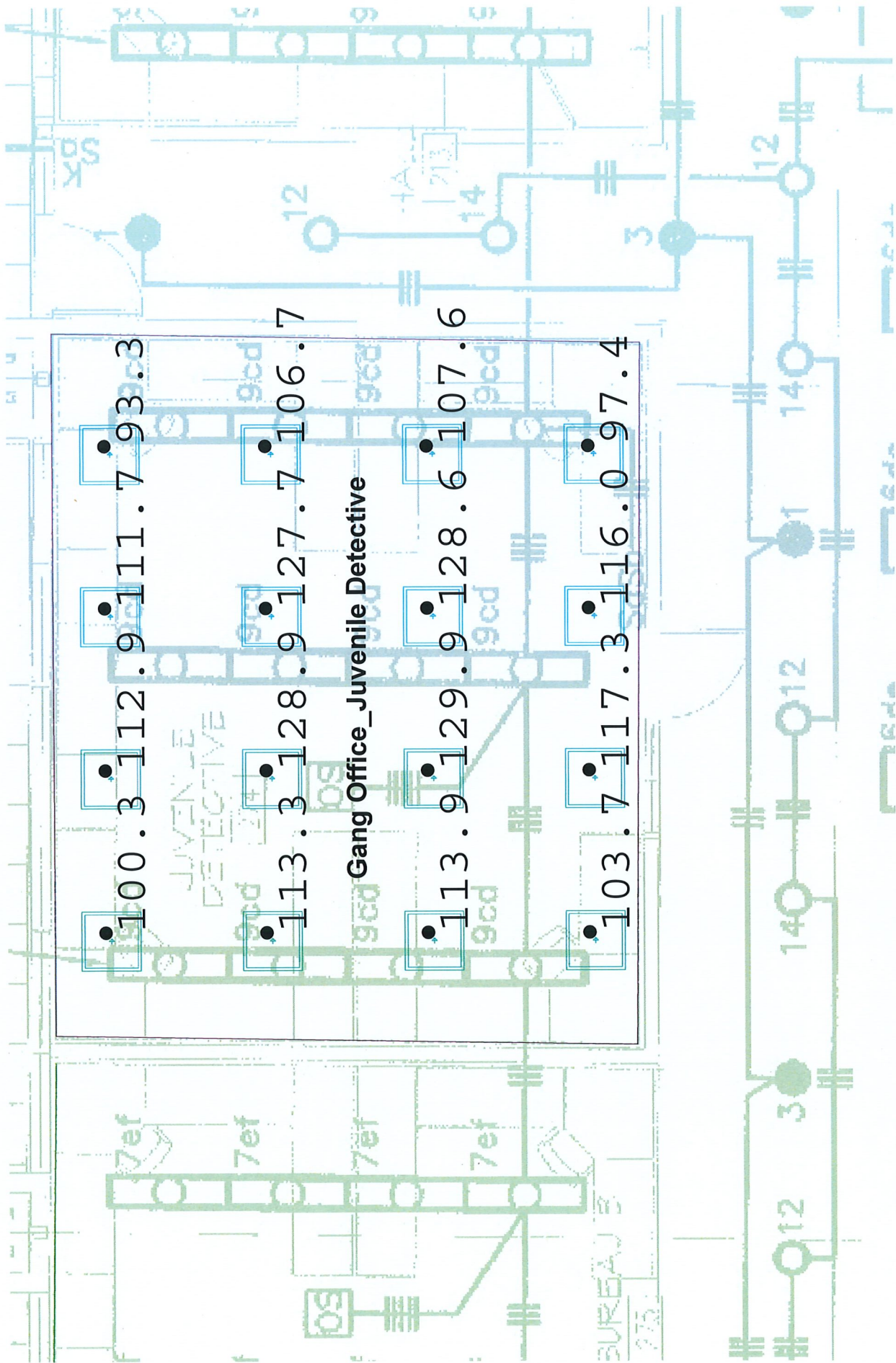
To confirm the validity of this Power of Attorney call 888-844-2663 between 8:00 am and 7:30 pm EST on any business day.

Luminaire Summary

Luminaire Schedule		
Symbol	Qty	Label
	375	EZPANFA-2x2-30w-4000k
		Tag
		F1

Calculation Summary			
Label	Avg	Max	Min
Admin Conference Room_Workplane	95.81	115.8	79.1
Community Room_Workplane	94.49	109.4	40.8
Data Center_Computers_Workplane	190.22	242.9	126.1
Forensics_Lab Office_Workplane	85.35	99.8	67.9
Gang Office_Juvenile Detective_Workplane	113.08	129.9	93.3
Narcotic_Detective_Workplane	138.26	171.7	100.8
Narcotic_Secure Interview_Workplane	99.25	99.9	98.6
Open Office_Det Bureau_Workplane	160.39	190.2	106.9
Open Office_Multi-Housing & Comm Relations_Workplane	118.59	136.8	62.6
Records Office_Workplane	113.89	147.3	53.1
Traffic Bureau_Workplane	185.59	251.8	123.5
Training Room_Workplane	112.45	129.9	88.0





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113.3.128.9.127.7.106.7

113.9.129.9.128.6.107.6

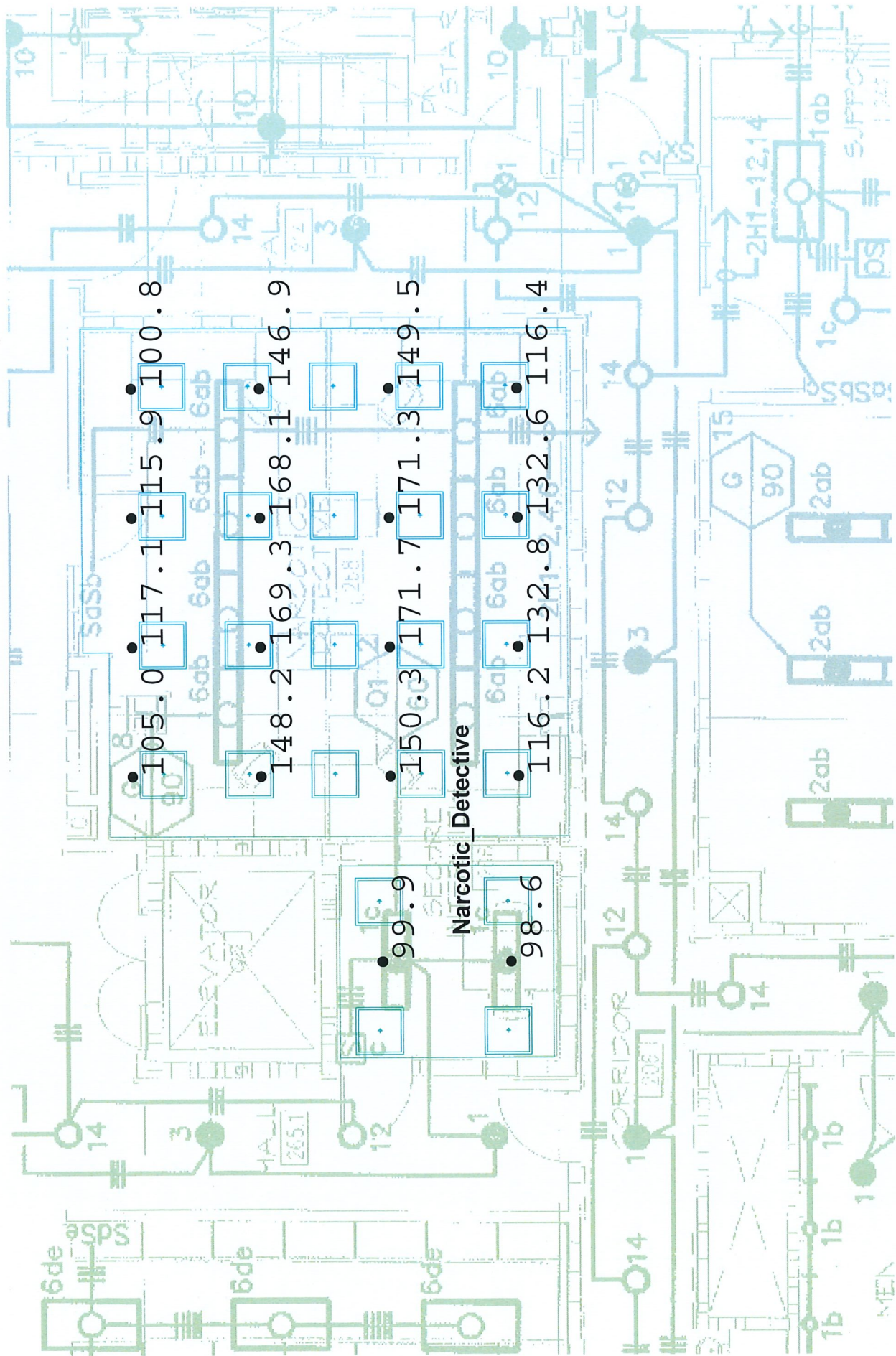
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Gang Office_Juvenile Detective

JUVENILE
DETECTIVE

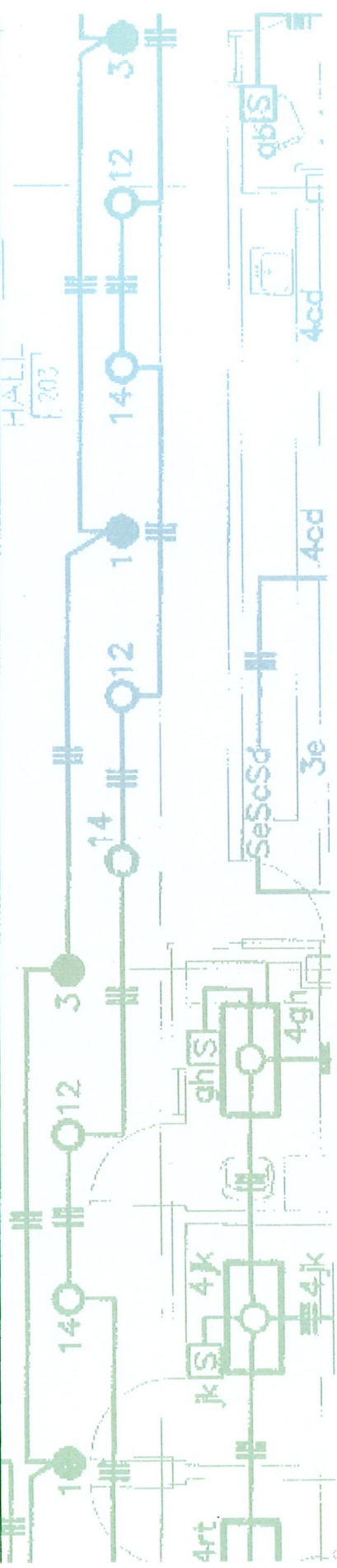
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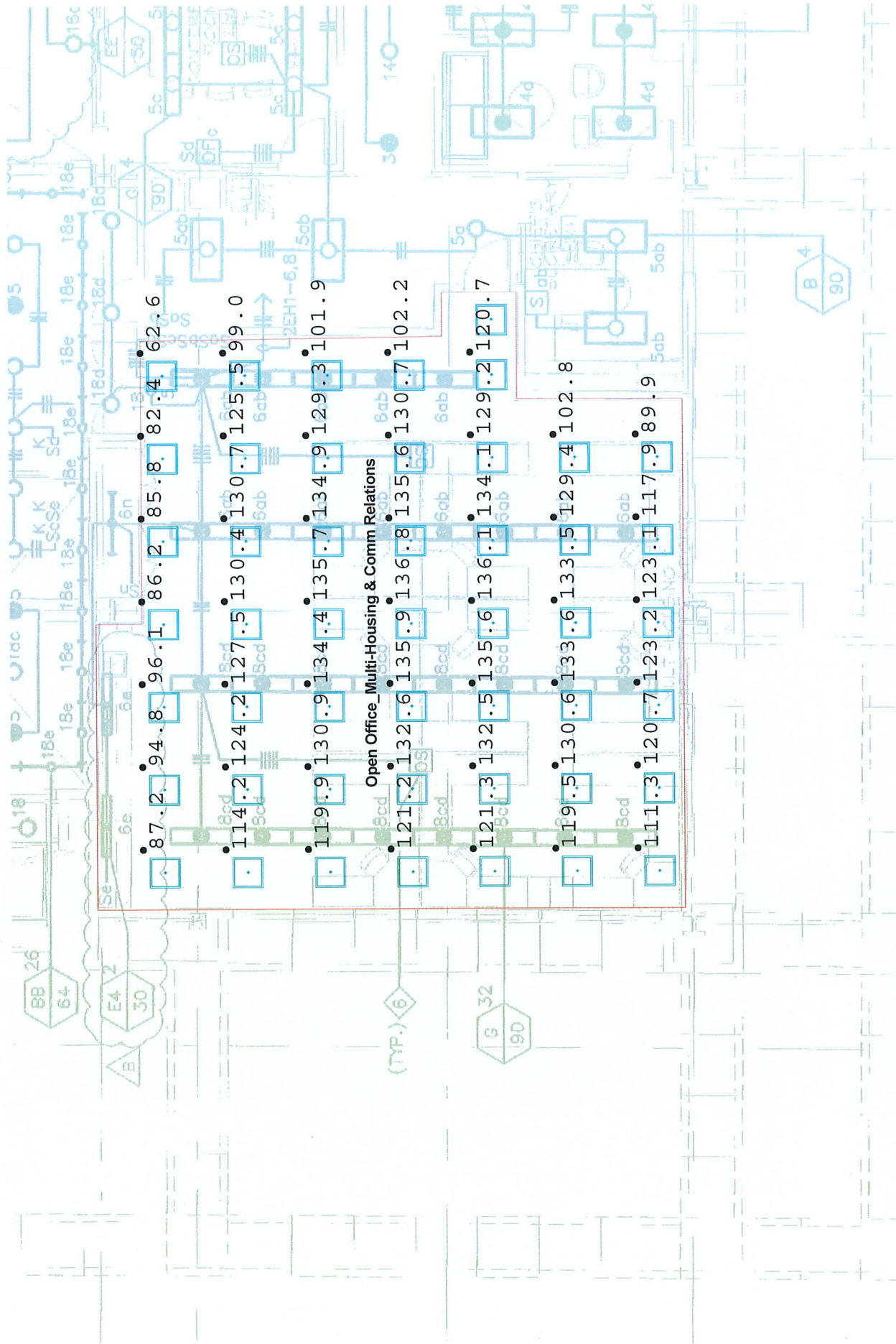
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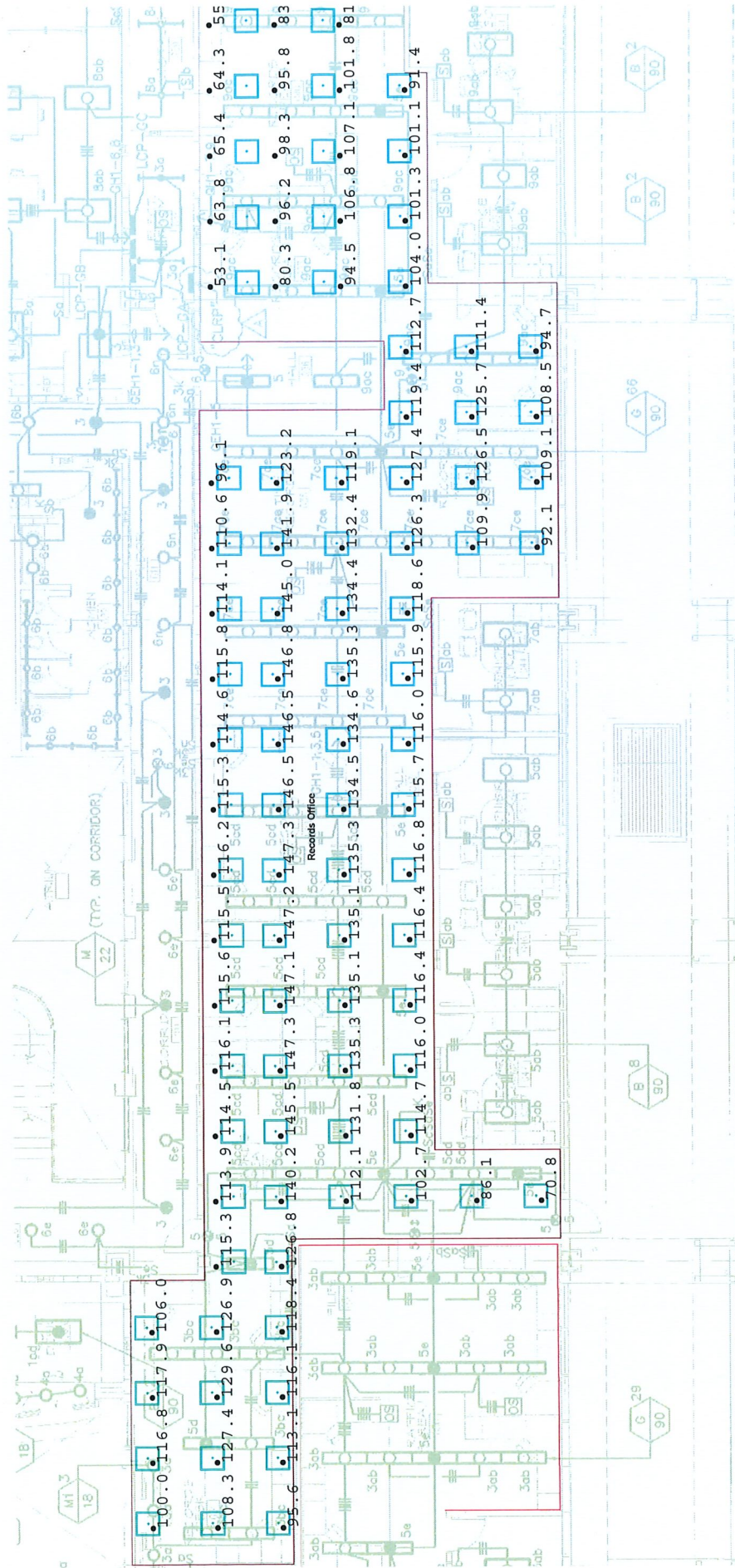


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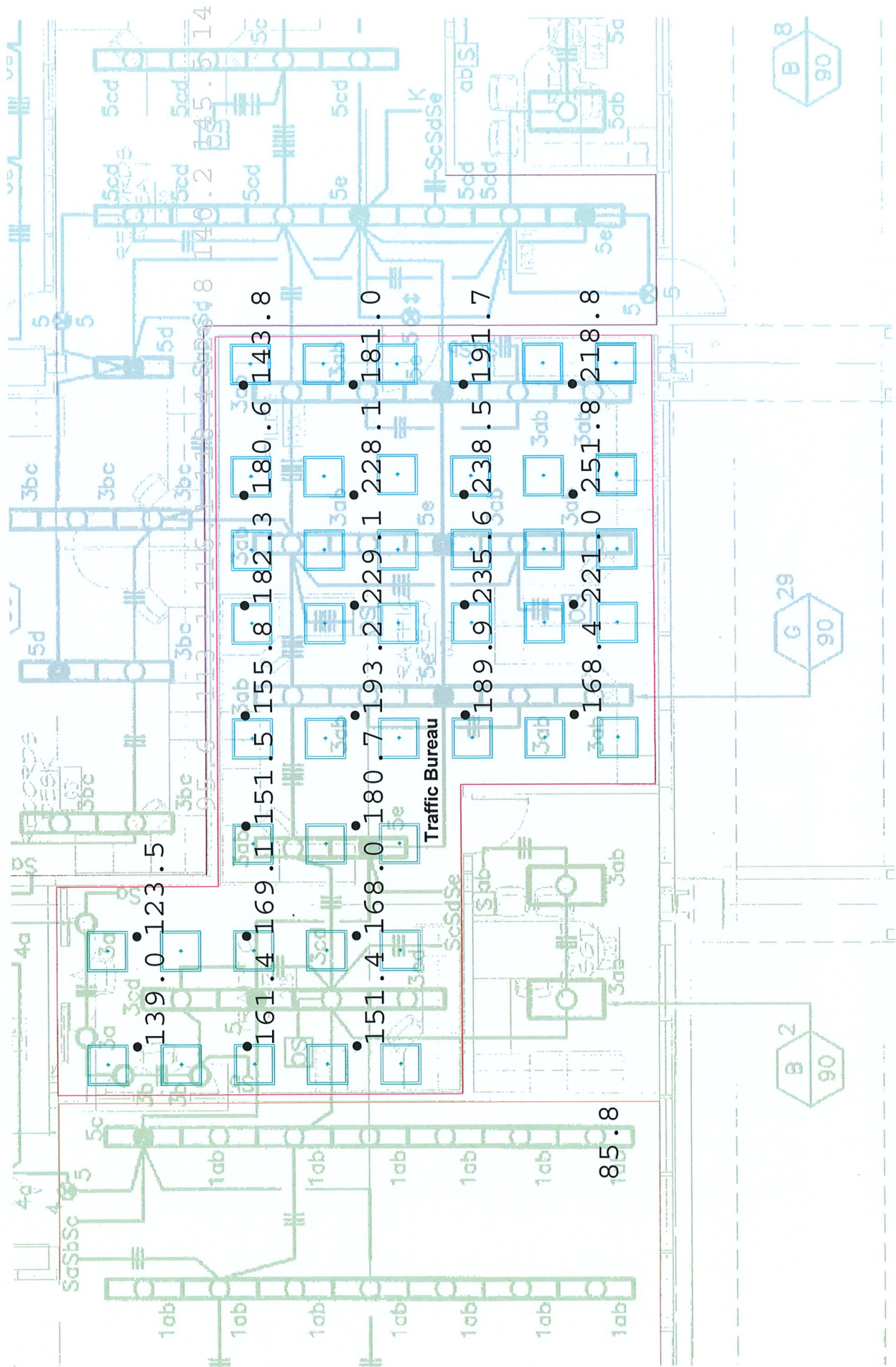
Open Office_Det Bureau

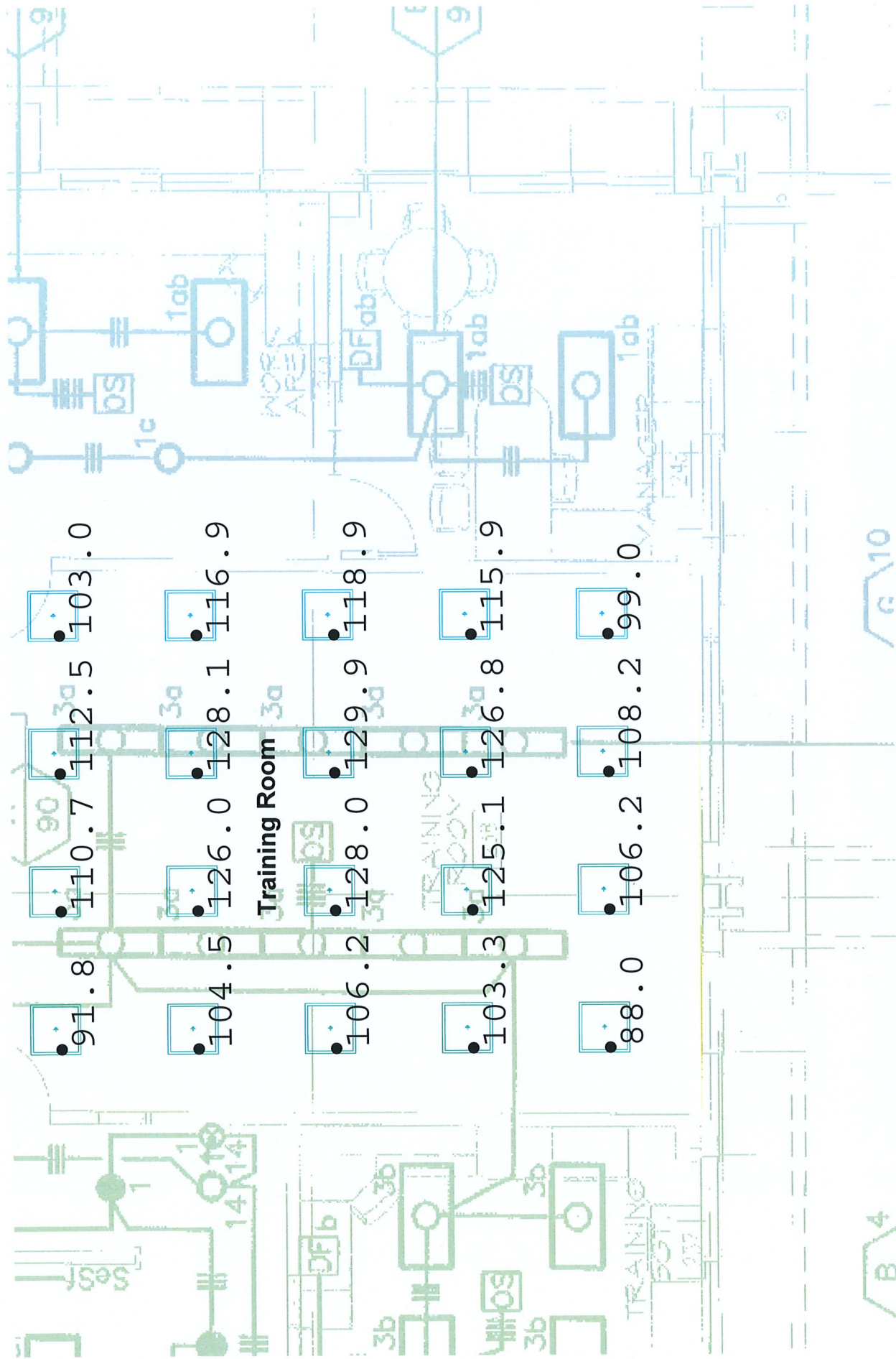






GROUND FLOOR LIGHTING PLAN





Attachment A: Pricing Schedule

Contractor(s) shall complete the Pricing Schedule below. The prices quoted to the City should be as low as, or lower than, those charged to the Contractor's most favored customer for comparable quantities under similar terms and conditions, in addition to any discounts shall be fixed (for all items) for the term of the contract.

Contractor(s) shall provide a lump sum price for the items listed in the table below.

Item #	Description	Lump Sum Price \$
1	Procure and install (1,636) light fixtures and (83) occupancy sensors at the Hawthorne Police Department. Plus, all other Lump Sum aspects of the Project as specified, including hardware, disposal of existing equipment, warranty, permits etc.	\$ 315,898.52

The City is not responsible for costs associated with the preparation of the proposals. There is no express or implied obligation for the City to reimburse for any expenses incurred in preparing or submitting a proposal. The City reserves the right to accept or reject any and all proposals.

All data, documents and other products submitted in response to this proposal remain the property of the City. The City reserves the right to retain all proposals submitted and to use any idea(s) in a proposal regardless of whether that proposal is selected.

If you have any questions regarding this project, please contact **Selena Acuna**, Public Works Manager, Department of Public Works, Engineering Division, email sacuna@cityofhawthorne.org. All questions must be received by **December 17th, 2024.**