

Condensed Title:

Request For Approval To Award A Contract To Dana Safety Supply, Inc., Pursuant To Invitation To Bid No. 46-11/12, For The Purchase And Installation Of Public Safety Lighting Equipment On City Vehicles In The Estimated Annual Amount Of \$313,458.

Key Intended Outcome Supported:

Increase resident ratings of public safety services

Issue:

Shall the Mayor and City Commission approve the award of a contract?

Item Summary/Recommendation:

The purpose of Invitation to Bid No. 46-11/12 was to establish a contract (s) by means of sealed bids, with a qualified contractors(s) for the purchase and installation of public safety lighting and equipment on vehicles. This contract shall remain in effect for a period of two (2) years from date of contract execution by the Mayor and City Clerk, and renewed at the sole direction of the City, through its City Manager, for three (3) additional one (1) year terms. The Bid also included an optional list of public safety equipment that the Police Department utilizes for which the bidders could submit pricing.

Sixty-seven (67) police vehicles (sedans, utility vehicles, and Fusions) have been purchased which require emergency lighting and safety equipment to be installed, maintained and repaired, as needed. In addition, other new City vehicles, including twelve (12) ATVs for Ocean Rescue, will be required to be outfitted with safety equipment. There is also a need to repair or replace lights for existing equipment due to damage or failure as required by the using department. The estimated purchase is broken down into new equipment (capital) and repairs or replacement (maintenance).

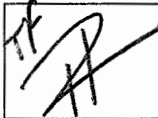
The lowest and best responsive bid for providing and installing the safety equipment on the vehicles was received from Dana Safety Supply, Inc. This vendor has a 7500 square foot Miami location which is a full retail, full wholesale, and full warehouse and installation facility.

APPROVE THE CONTRACT AWARD

Advisory Board Recommendation:

N/A

Financial Information:


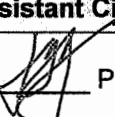
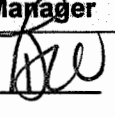
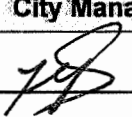
| Source of Funds: | Amount | Account | Approved |
|---|--------------|-------------------|---|
|  OBPI | 1 | \$ 273,458 | Fleet Management Capital Account No. 510.1780.000673 |
| | 2 | \$ 40,000 | Fleet Management Fund Repair/maintenance Supply Account No. 510.1780.000342 |
| | Total | \$ 313,458 | |

Financial Impact Summary:

City Clerk's Office Legislative Tracking:

Raul Aguila _____

Sign-Offs:

| Department Director | Assistant City Manager | City Manager |
|---|---|---|
| FHB  | JGG  PDW  | KGB  |

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MIAMIBEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Kathie G. Brooks, Interim City Manager

DATE: July 18, 2012

SUBJECT: **REQUEST FOR APPROVAL TO AWARD A CONTRACT TO DANA SAFETY SUPPLY, INC. PURSUANT TO INVITATION TO BID (ITB) NO. 46-11/12 FOR THE PURCHASE AND INSTALLATION OF PUBLIC SAFETY LIGHTING AND EQUIPMENT ON CITY VEHICLES, IN THE ESTIMATED AMOUNT OF \$313,458.**

ADMINISTRATION RECOMMENDATION

Approve the Award of a Contract.

KEY INTENDED OUTCOME

Increase resident ratings of public safety services

FUNDING

Funding was previously appropriated as part of the City's FY2011/12 Capital Budget for replacement and the FY2011/12 Operating Budget for repairs.

\$273,458.00 Funding is available from General Fund Fleet Management Capital Account No. 510-1780-000673

\$ 40,000.00 Funding is available from Fleet Management Fund Repairs/Maintenance Supply Account No. 510-1780-000342.

\$313,458.00 Total

ANALYSIS

The purpose of Invitation to Bid No. 46-11/12 was to establish a contract by means of sealed bids, with a qualified contractor for the purchase and installation of public safety lighting and equipment on vehicles. This contract shall remain in effect for a period of two (2) years from date of contract execution by the Mayor and City Clerk, and may be renewed at the sole discretion of the City, through its City Manager, for three (3) additional one (1) year terms. The Bid also included an optional list of public safety equipment that the Police Department utilizes for which the bidders could submit pricing.

The successful firm must be able to take direct shipments of vehicles upon reasonable notice and provide proof of manufacturer's drop ship code. The successful vendor must provide mobile service at the customer location upon request for the purpose of installations.

Sixty-seven (67) police vehicles (sedans, utility vehicles, and Fusions) have been purchased which require emergency lighting and safety equipment to be installed, maintained and repaired, as needed. In addition, other new City vehicles, including twelve (12) ATVs for Ocean Rescue, will be required to be outfitted with safety equipment. There is also a need to repair or replace lights for existing equipment due to damage or failure as required by the using department. The estimated purchase is broken down into new equipment (capital) and repairs or replacement (maintenance).

The police vehicles and ATVs presently awaiting lighting and equipment are estimated to cost \$273,458 based on the bid items. Additional vehicles and equipment are anticipated to be purchased in this fiscal year which will require these items. To date, \$11,500 has been spent out of the Fleet Management Repairs/Maintenance Account to repair and replace lighting and equipment.

The contract and recommendation for award is based on estimated quantities. The bid includes unit pricing for materials and installation services. There is specific language within the invitation to bid which will be incorporated to the contract which states that "no guarantee is expressed or implied as to quantities." Payment will only be for materials supplied or services rendered.

BID PROCESS

The Bid was issued on June 11, 2012, with an opening date of June 25, 2012. A pre-bid conference to provide information to prospective contractors was held on June 18, 2012.

The Florida Online Bid System issued bid notices to 41 prospective bidders. Additionally, the Procurement Division sent notices to six (6) prospective bidders. The notices resulted in the receipt of three (3) bids from the following firms: Dana Safety Supply, Inc; Lights N More, LLC; and Signal Technology Enterprise. Of the three (3) bids received, one (1) was deemed responsive, and two (2) were deemed non-responsive.

Signal Technology Enterprises and Lights N More LLC did not meet the minimum requirement outlined in the specifications to be authorized by the manufacturers to take direct shipment of vehicles at their facility, and the requirement of being a factory authorized distributor, or a factory authorized warranty service center. Signal Technology also did not meet the insurance requirements.

The lowest and best responsive bid for providing and installing the safety equipment on the City vehicles was received from Dana Safety Supply, Inc. This vendor has a Miami location with 7500 square feet, is a full retail, full wholesale, full warehouse, and installation facility. Dana Safety Supply, Inc. has previously provided public safety lighting and equipment for City vehicles in accordance to the appropriate configurations.

Dana Safety Supply, Inc. has been in business over seven (7) years and was acquired by the

Scott-McRae Automotive Group of Jacksonville

This company provides similar services to the following municipalities:

Miami Dade County;
City of Miami;
Miccosukee Police Dept;
City of Miami Gardens;
Miami Dade County School Board PD; and
Division of Homeland Security [ICE].

On June 25, 2012, the bid submissions were evaluated by the following individuals:

Larry Bornstein, Police Captain
Jorge Alessandri, Police Sergeant
George Fisher, Fleet Analyst
Joyce Dickerson, Fleet Office Associate V

The Review Panel stated after reviewing the bids that it felt comfortable awarding a contract to Dana Safety Supply, Inc., the lowest and best responsive bidder.

MANAGER'S DUE DILIGENCE

After considering the review and recommendation of City staff, the City Manager exercised her due diligence and is recommending that the Mayor and the City Commission authorize a contract to Dana Safety Supply, Inc. for the purchase and installation of safety lighting and equipment on the City vehicles.

CONCLUSION

Based on the analysis of the bids received, the Administration recommends that the City award a contract to Dana Safety Supply, Inc. for the purchase and installation of public safety lighting and equipment on City vehicles.

JGG/FHB/JJF/JC/GF

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APPENDIX "A"

| Group 1 2013 Police Interceptor Sedan Installation only) Patrol Marked Unit | | DANA SAFETY SUPPLY, INC | |
|---|--|------------------------------------|---------------|
| Item | Description | Cost per unit | |
| 1 | Light bar | \$ | 115.00 |
| 2 | Console with floor plate | \$ | 75.00 |
| 3 | Siren Box | \$ | 75.00 |
| 4 | 12v 3 outlet adapter | \$ | 15.00 |
| 5 | Inverter | \$ | 15.00 |
| 6 | Cup-holder | \$ | 5.00 |
| 7 | Partition with foot extensions | \$ | 55.00 |
| 8 | Shotgun or AR rack | \$ | 65.00 |
| 9 | Rear transport seat | \$ | 55.00 |
| 10 | Radio antenna base | \$ | 25.00 |
| 11 | External speaker with mounting beacket | \$ | 45.00 |
| 12 | Tremco dual smart anti-theft unit | \$ | 45.00 |
| INSTALLATION COST | | \$ | 590.00 |
| OPTIONAL EQUIPMENT INSTALLATION | | | |
| 13 | Laptop mount complete | \$ | 75.00 |
| 14 | Screen Support | \$ | 7.50 |
| INSTALLATION COST FOR OPT. EQUIP. | | \$ | 82.50 |
| TOTAL INSTALLATION COST 1 THRU 14 | | \$ | 672.50 |
| Hourly rate for non-standard items | | \$ | 51.00 |
| Group 2 2013 Police Interceptor sedan (installation only) supervisor marked unit | | DANA SAFETY SUPPLY, INC | |
| Item | Description | Installation cost per unit | |
| 1 | Light bar | \$ | 115.00 |
| 2 | Console with floor plate | \$ | 75.00 |
| 3 | Siren Box | \$ | 75.00 |
| 4 | 12v 3 outlet adapter | \$ | 15.00 |
| 5 | Inverter | \$ | 15.00 |
| 6 | Cup-holder | \$ | 5.00 |
| 7 | Shotgun or AR rack | \$ | 75.00 |
| 8 | Radio antenna base | \$ | 25.00 |
| 9 | External speaker with mounting beacket | \$ | 45.00 |
| 10 | Tremco dual smart anti-theft unit | \$ | 45.00 |
| INSTALLATION COST | | \$ | 490.00 |
| OPTIONAL EQUIPMENT INSTALLATION | | | |
| 11 | Laptop mount complete | \$ | 75.00 |
| 12 | Screen Support | \$ | 7.50 |
| INSTALLATION COST FOR OPT. EQUIP. | | \$ | 82.50 |
| TOTAL INSTALLATION COST 1 THRU 12 | | \$ | 572.50 |
| Hourly rate for non-standard items | | \$ | 51.00 |

APPENDIX "A"

| Group 3 Crown Victoria Installation only K9 marked unit | | DANA SAFETY SUPPLY, INC | |
|--|--|-----------------------------------|---------------|
| Item | Description | Installation cost per unit | |
| 1 | Light bar | \$ | 115.00 |
| 2 | Console with floor plate | \$ | 75.00 |
| 3 | Siren box | \$ | 75.00 |
| 4 | 12V 3 outlet adapter | \$ | 15.00 |
| 5 | Inverter | \$ | 15.00 |
| 6 | Cup-holder | \$ | 5.00 |
| 7 | Rear deck third brake light | \$ | 25.00 |
| 8 | Corner strobe kit | \$ | 95.00 |
| 9 | Headlight flasher | \$ | 25.00 |
| 10 | Radio antenna | \$ | 25.00 |
| 11 | External speaker with mounting bracket | \$ | 45.00 |
| 12 | Tremco dual smart anti-theft unit | \$ | 45.00 |
| 13 | K-9 cage | \$ | 95.00 |
| 14 | Heat alert system with pager | \$ | 35.00 |
| 15 | Window fan | \$ | 15.00 |
| INSTALLATION COST | | \$ | 705.00 |
| | | | |
| OPTIONAL EQUIPMENT INSTALLATION | | | |
| 16 | Laptop mount complete | \$ | 75.00 |
| 17 | Screen support | \$ | 7.50 |
| INSTALLATION COST FOR OPT. EQUIP. | | \$ | 82.50 |
| | | | |
| TOTAL INSTALLATION COST 1 THU 17 | | \$ | 787.50 |
| Hourly rate for non-standard items | | \$ | 51.00 |

APPENDIX "A"

| GROUP 4 2013 Police Interceptor Sedan Patrol Marked unit | | | DANA SAFETY SUPPLY, INC |
|---|---|--------------------------------|--------------------------------|
| Item | Description | Model No. | Unit price |
| 1 | Whelen liberty SX led light bar 48.5 w/sedan mounting kit | SX8BBRRPC/MKEZ76L | \$ 1,069.00 |
| 2 | Setina # 10 space saver cage w/XL incl Lep | 10-XL-C | \$ 539.00 |
| 3 | Laguna black transport seat with belts (rear) | FT3501 | \$ 455.31 |
| 4 | Havis 14" Console | C-VS-1400-INSE | \$ 163.30 |
| 4a | Havis 23' Console | C-VS-1058-INSE | \$ 217.36 |
| 5 | Seina dual vertica gunlock w/cuff key | SMCDUALVERTGUNLOCK | \$ 279.16 |
| 6 | MPI Inverter 400 | MP1400 | \$ 38.00 |
| 7 | Havis two 12V outlet 3 switch plate | C-LP2-PS3-2 | \$ 39.48 |
| 8 | 100 watt speaker w/mounting bracket | SA315P | \$ 124.00 |
| 9 | Whelen cencom gold control head w/amp relay module | CCSRN2 | \$ 458.12 |
| 10 | Whelen 20' microphone ext | CCMICX20 | INCLUDED |
| 11 | Whelen Trim ring | CCTRIM | INCLUDED |
| 12 | Whelen deck mounted Avenger lights | AVENS2RB | \$ 172.67 |
| 13 | Havis "Brother" Armest Printer Mount | C-ARPB-101 | \$ 153.65 |
| 14 | Tremco ant-theft integrated | TREMOINT | \$ 98.56 |
| 15 | Havis Daul External Cup Holder C-series | C-CUP2-E-C | \$ 21.07 |
| • TOTAL MATERIAL ONLY | | Dana Safety \$ 3,728.76 | \$ 3,828.68 |
| 16 | Havis computer mount w/lock | UT-X | \$ 153.97 |
| 17 | Havis Screen Support | SS-UT-X | \$ 42.23 |
| 18 | Havis Charge Gard Universal Control Module | CG-X | \$ 55.04 |
| 19 | Havis 15' Extension Cord, 16G | MISC | \$ 21.02 |
| 20 | Havis Computer Mounting Package | PKGPSM241 | \$ 371.90 |
| TOTAL | | | \$ 644.16 |
| TOTAL INSTALLATION COST (1 THU 20) | | | \$ 590.00 |
| • TOTAL MATERIAL (1 THU 20) | | Dana Safety \$ 4,372.92 | \$ 4,472.68 |

Denotes Arithmetical Error

APPENDIX "A"

| Group 5 2013 Police Interceptor utility vehicle patrol marked unit | | | DANA SAFETY SUPPLY, INC |
|---|--|--------------------|------------------------------------|
| Item | Description | Model No. | Unit price |
| 1 | Whelen liberty SX LED light bar 48.5 w/Suv mounting kit | SX8BBRRPC/MKZ83 | \$ 1,069.00 |
| 2 | Setina# 10 space saver cage w/XL incl LEP | 10-XL-C | \$ 539.08 |
| 3 | Setina rear compartment partition w/expanded metal | 12-VS | \$ 341.00 |
| 4 | Laguna black transport seat with belts (rear) | FT3501 | \$ 455.31 |
| 5 | Havis 21" console | C-VS-1308-INUT | \$ 208.49 |
| 6 | Setina Dual Vertical Gunlock w/cuff key | SMCDUALVERTGUNLOCK | \$ 279.16 |
| 7 | MPI Inverter 400 | MPI400 | \$ 38.00 |
| 8 | Havis two 12VOutlet 3 switch plate | C-LP2-PS3-2 | \$ 39.48 |
| 9 | 100 watt speaker w/mounting bracket | SA315P | \$ 124.00 |
| 10 | Whelen cencom gold control head w/amp relay module | CCSRN2 | \$ 458.12 |
| 11 | Whelen 20' microphone ext | CCMICX20 | INCLUDED |
| 12 | Whelen Trim ring | CCTRIM | INCLUDED |
| 13 | Havis "Brother" Armrest Printer mount | C-ARPB-101 | \$ 153.65 |
| 14 | Whelen deck mounted avenger lights w/adjustable height bracket | AVNS2RB/AVNBKT4 | \$ 172.67 |
| | | | 21.88 |
| 15 | Tremco Ant-Theft Integrated | TREMCOINT | \$ 98.56 |
| 16 | Havis Dual External Cup Holder C-Series | C-CUP2-E-C | \$ 21.07 |
| MATERIAL TOTAL (1-16) | | | \$ 4,019.47 |
| 17 | Havis computer Mount w/lock | UT-X | \$ 153.97 |
| 18 | Havis Screen Support | SS-UT-X | \$ 42.23 |
| 19 | Havis Charge Gard, Universal Control Module | CG-X | \$ 55.04 |
| 20 | Havis 15' extension cord 16G | MISC | \$ 21.02 |
| 21 | Havis computer mounting package | PKGPSM241 | \$ 371.90 |
| TOTAL MATERIAL (17-21) | | | \$ 644.16 |
| TOTAL INSTALLATION COST (1 thru 21) | | | \$ 590.00 |
| MATERIAL TOTAL 1 THRU 21 | | | \$4,663.63 |

APPENDIX "A"

| Group 6 Alternate | | | DANA SAFETY SUPPLY, INC |
|--------------------------|---|---------------------|------------------------------------|
| Item | Description | Model No. | Unit price |
| 1 | Whelen Liberty light bar | SX8BBRRPC | \$ 1,069.00 |
| 2 | Whelen Liberty Light bar | SX2** | \$ 1,069.00 |
| 3 | Whelen Liberty light bar lens replacement kit | 9LLENSPKIT1 | \$ 162.17 |
| 4 | Whelen Dual Avenger | AVNS2** | \$ 172.67 |
| 5 | Whelen Single Avenger | AVN1** | \$ 89.18 |
| 6 | Whelen Slimlighter Light bar | SLPMM** | \$ 179.82 |
| 7 | Whelen Linz6 | LINZ6** | \$ 59.44 |
| 8 | Whelen Ion | ION** | \$ 75.88 |
| 9 | Whelen Vertex | VTX6** | \$ 52.66 |
| 10 | Whelen LINZ6 INNER-EDGE 8-LT TAURUS | IZ32UF8 | \$ 628.23 |
| 11 | Whelen Mini LFL LED Light bar 4 Corner | LT2** | \$ 519.08 |
| 12 | Pro-Gard Shotgun Rack W/Cuff key OH | G5500 w/s | \$ 310.08 |
| 13 | Pro-Gard AR15 | G55000UTfor AR15 | \$ 202.88 |
| 14 | Pro-Gard AR15/SG OH | G5500D w/s | \$ 629.88 |
| 15 | Whelen 100W compact black composite 122db speaker | SA315P | \$ 124.00 |
| 16 | Whelen hand held remote siren | HHS2200 | \$ 256.72 |
| 17 | Whelen 30W siren/speaker combo w/PA | WSSPA30 | \$ 159.84 |
| 18 | Tremco Integrated Anti Theft System | TREMCO | \$ 98.56 |
| 19 | Tremco Integrated System for 2010 ford Infusion | Tremco-Infusion | \$ 98.56 |
| 20 | Tremco Combined for 2011 Ford Taurus | Tremcoft2011 | \$ 98.56 |
| 21 | Laguna Transport Seat | F2501 | \$ 406.31 |
| 22 | Rear deck lighting red/blue | GS1 | DISCONTINUED |
| 23 | Rear deck lighting red/blue | DS1 | DISCONTINUED |
| 24 | Rear mirror lighting dual red/blue | TLN2RB | \$ 164.12 |
| 25 | Rear mirror single RB | TLN1J | \$ 89.18 |
| | ** LED color may vary | | |

APPENDIX "A"

| Group 7 Manufacturer | | | DANA SAFETY SUPPLY, INC |
|----------------------|----------------|--|-------------------------|
| Item | Manufacturer | Description | Unit price % off list |
| 1 | AOI Electrical | Airbag Switches | 20% |
| 2 | Edison | Automotive Light Bulbs | 25% |
| 3 | Havis-Shield | Laptop Mounts, consoles lights, scene lighting | 30% |
| 4 | Laguna 3P | Rear Seats | 15% |
| 5 | Ray Allen | K9 Cages and Heat Alert Systems | 5% |
| 6 | Setina | Prisoner Partitions, Transport seats, seat organizer | 30% |
| 7 | Steck | Automotive Locksmithing | 5% |
| 8 | Tremco | Anti-theft system | 5% |
| 9 | Unity | Lighting Equipment | 20% |
| 10 | Whelen | Emergency Lighting and Peripheral Equipment | 42% |

APPENDIX "A"

| Group 8 | DANA SAFETY SUPPLY, INC |
|--|------------------------------------|
| Installation shall be completed within calendar days of receipt of order | 30+ |
| | |
| Installation to be performed at (check all options) | |
| City of Miami Beach Fleet Management Division | x |
| Vendor Facility (provide address) | x |
| City's Option | x |
| | |
| Delivery Days (ARO) Days | 30+/- |
| Warranty (Material) years (section 2.16) | 5 years |
| Warranty (Labor) years (section) 2.16) | 5 years |
| Extended Warranty Options years | 2 years |
| | |

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