

# City of Miami

## CONTRACT AWARD

### Procurement Department

#### AMENDMENT NO. 1

IFB NO: 516388(21)  
DESCRIPTION: PURCHASE AND/OR INSTALLATION OF MUNICIPAL VEHICLE EQUIPMENT CITYWIDE  
TERM OF CONTRACT: TWO (2) YEARS, WITH OTR FOR THREE (3) ADDITIONAL ONE-YEAR PERIODS  
CONTRACT PERIOD: JANUARY 25, 2016 THROUGH JANUARY 24, 2018  
COMMODITY CODE: 05557-00

#### SECTION #1 - VENDOR AWARD

**Dana Supply, Inc.**  
1620 NW 82<sup>nd</sup> Ave.  
Doral, FL 33126  
Contact: Mark Sevigny  
Phone: (800) 854-5536  
Email: [msevigny@1dss.com](mailto:msevigny@1dss.com)

**Signal Technology Enterprises**  
420 West 27<sup>th</sup> Street  
Hialeah, FL 33010  
Contact: Albert Espinosa  
Phone: (305) 986-1373  
Email: [fireal@me.com](mailto:fireal@me.com)

**LESC, Inc. d/b/a Law Enforcement Supply**  
6601 Lyons Rd., Suite H-3  
Coconut Creek, FL 33073  
Contact: Jose Ferrando  
Phone: (954) 428-3776 x5203  
Fax: (954) 834-2490  
Email: [fferrando@lawsupply.com](mailto:fferrando@lawsupply.com)

#### SECTION #2 - AWARD/BACKGROUND INFORMATION/APPLICABLE ORDINANCES/NOTES

CC AWARD DATE: JANUARY 14, 2016 AMENDED AMOUNT: N/A  
RESOLUTION NO: 16-0009 INSURANCE REQUIREMENTS: YES  
TOTAL CONTRACT AMOUNT: \*SEE BELOW\* PERFORMANCE BOND: N/A  
APPLICABLE ORDINANCES: N/A

Allocating funds from the various sources of funds from the user departments and agencies subject to the availability of funds and budgetary approval at the time of need.

**Notes:** Effective February 23, 2016, the Procurement Department approved the right to use Section 2.22 Additions/Deletions of Suppliers/Facilities/Items/Services is as follows:

Supplier: Signal Technology Enterprises

Percent discount off manufacturers list price catalog for Federal Signal, <a href="http://www.federalsignal.com">www.federalsignal.com</a>	45%
Percent discount off manufacturers list price catalog for Setina Manufacturing, <a href="http://www.Setina.com">www.Setina.com</a>	10%
Percent discount off manufacturers list price catalog for Gamber-Johnson, <a href="http://www.gamberjohnson.com">www.gamberjohnson.com</a>	10%
Percent discount off manufactures list price catalog for Troy Industries, <a href="http://www.troyproducts.com">www.troyproducts.com</a>	1%
Percent discount off manufacturers list price catalog for Laguna 3P, <a href="http://www.laguna3p.com">www.laguna3p.com</a>	1%
Percent discount off manufactures list price catalog for Public Safety USA, <a href="http://www.publicsafetyusa.net">www.publicsafetyusa.net</a>	50%

#### SECTION #3 - REQUESTING DEPARTMENT

CITY OF MIAMI, GSA  
Contract Administrator: John Babos  
Phone: (305) 329-4874

#### SECTION #4 - PROCURING AGENCY

CITY OF MIAMI, DEPARTMENT OF PROCUREMENT  
Buyer: Eduardo Falcon  
Phone: (305) 416-1901

Prepared By: Almee Gandarilla, 3/1/16

A CONTRACT AWARD SHEET INSTRUCTIONAL GUIDE TO ASSIST YOU WITH THE INFORMATION  
CONTAINED HEREIN IS AVAILABLE IN THE SUPPLIER INFORMATION SECTION OF OUR WEBPAGE AT:  
[WWW.MIAMIGOV.COM/PROCUREMENT](http://WWW.MIAMIGOV.COM/PROCUREMENT)

Initial: LO



**City of Miami**  
**Legislation**  
**Resolution**

City Hall  
3500 Pan American  
Drive  
Miami, FL 33133  
www.miamigov.com

File Number: 15-01594

Final Action Date:

A RESOLUTION OF THE MIAMI CITY COMMISSION ACCEPTING THE BIDS RECEIVED OCTOBER 14, 2015, PURSUANT TO INVITATION FOR BID NO. 516388, FROM DANA SAFETY SUPPLY, INC. AND LESC, INC. D/B/A LAW ENFORCEMENT SUPPLY COMPANY, INC., THE RESPONSIVE AND RESPONSIBLE BIDDERS, FOR THE PURCHASE AND/OR INSTALLATION OF MUNICIPAL VEHICLE EQUIPMENT, ON A CITYWIDE, AS NEEDED CONTRACTUAL BASIS, FOR A PERIOD OF TWO (2) YEARS, WITH THE OPTION TO RENEW FOR THREE (3) ADDITIONAL ONE (1) YEAR PERIODS, ALLOCATING FUNDS FROM THE VARIOUS SOURCES OF FUNDS FROM THE USER DEPARTMENTS AND AGENCIES, SUBJECT TO THE AVAILABILITY OF FUNDS AND BUDGETARY APPROVAL AT THE TIME OF NEED; FURTHER AUTHORIZING ADDITIONAL SUPPLIERS TO BE ADDED TO THE CONTRACT AS DEEMED IN THE BEST INTEREST OF THE CITY OF MIAMI.

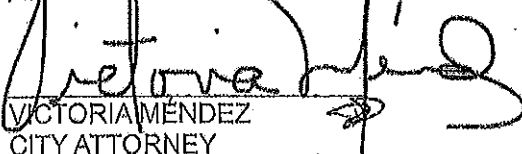
BE IT RESOLVED BY THE COMMISSION OF THE CITY OF MIAMI, FLORIDA:

Section 1. The bids received October 14, 2015, pursuant to Invitation for Bid No. 516388, from Dana Safety Supply, Inc. and LESC, Inc. d/b/a Law Enforcement Supply Company, Inc., the responsive and responsible bidders, for the purchase and/or installation of municipal vehicle equipment, on a citywide, as needed contractual basis, for a period of two (2) years, with the option to renew for three (3) additional one (1) year periods, are accepted, allocating funds from the various sources of funds from the user departments and agencies, subject to the availability of funds and budgetary approval at the time of need.

Section 2. The addition of suppliers to the contract as deemed in the best interest of the City of Miami is authorized.

Section 3. This Resolution shall become effective immediately upon its adoption and signature of the Mayor.{1}

APPROVED AS TO FORM AND CORRECTNESS:

  
VICTORIA MÉNDEZ  
CITY ATTORNEY

Footnotes:

{1} This Resolution shall become effective as specified herein unless vetoed by the Mayor with ten (10) calendar days from the date it was passed and adopted. If the Mayor vetoes this Resolution, it shall become effective immediately upon override of the veto by the City Commission.

AWARD OF IFB 516388

PURCHASE AND/OR INSTALLATION OF MUNICIPAL VEHICLE EQUIPMENT

Dana Safety  
1372 NW 78 Avenue  
Miami, FL 33126

LESC Inc.  
6601 Lyons Road, Suite H3  
Coconut Creek, FL 33073

Signal Technology Enterprises  
420 West 27 Street  
Hialeah, FL 33010

ADDED ON 02/23/2016

Item #	Description	Unit of Measure	Percent Catalog Discount	Percent Catalog Discount	Percent Catalog Discount
#1	Percent Discount Off Manufacturers List Price Catalog for Mavron Inc, www.mavron.com	Each	No Bid	No Bid	No Bid
#2	Percent Discount Off Manufacturers List Price Catalog for Van-Cell, Inmate & Prisoner Transportation System, www.van-cell.com	Each	No Bid	No Bid	
#3	Percent Discount Off Manufacturers List Price Catalog for Federal Signal, www.federalisignal.com	Each	No Bid	15%	45%
#4	Percent Discount Off Manufacturers List Price Catalog for Signal Technology Enterprises, www.signaltechnology.net	Each	No Bid	No Bid	
#5	Percent Discount Off Manufacturers List Price Catalog for HG2 Emergency Lighting, www.hg2lighting.com	Each	5%*	5%*	
#6	Percent Discount Off Manufacturers List Price Catalog for WANCO, www.wanco.com	Each	10%	No Bid	
#7	Percent Discount Off Manufacturers List Price Catalog for MPH Radar, www.mphindustries.com	Each	No Bid	No Bid	
#8	Percent Discount Off Manufacturers List Price Catalog for TUFLOC, www.tufloc.com	Each	28%*	15%*	
#9	Percent Discount Off Manufacturers List Price Catalog for PUGS Custom Cabinets, www.pugscabinets.com	Each	No Bid	No Bid	
#10	Percent Discount Off Manufacturers List Price Catalog for Unity Manufacturing, www.unityusa.com	Each	20%*	25%*	
#11	Percent Discount Off Manufacturers List Price Catalog for Star Headlight & Lantern Co., www.star1889.com	Each	30%*	40%*	
#12	Percent Discount Off Manufacturers List Price Catalog for Able-2 Products, www.able2products.com	Each	30%*	22%*	
#13	Percent Discount Off Manufacturers List Price Catalog for Brooking Industries Ltd., www.brookingindustries.com	Each	35%*	18%*	
#14	Percent Discount Off Manufacturers List Price Catalog for Go-Rhino, www.gorhino.com	Each	15%*	20%*	
#15	Percent Discount Off Manufacturers List Price Catalog for LUND Products, www.lundinternational.com	Each	15%*	5%*	
#16	Percent Discount Off Manufacturers List Price Catalog for Streamlight, www.streamlight.com	Each	42%*	35%*	
#17	Percent Discount Off Manufacturers List Price Catalog for PRO-Copper, www.proccopper.com	Each	No Bid	No Bid	
#18	Percent Discount Off Manufacturers List Price Catalog for L3 Mobile Vision, www.mobile-vision.com	Each	5%*	2%*	
#19	Percent Discount Off Manufacturers List Price Catalog for Patrol Witness, www.petrolwitness.com	Each	No Bid	No Bid	
#20	Percent Discount Off Manufacturers List Price Catalog for Plate Scan, www.platescan.com	Each	No Bid	No Bid	
#21	Percent Discount Off Manufacturers List Price Catalog for Pro-gard Products LLC, www.progard.com	Each	31%*	26%*	
#22	Percent Discount Off Manufacturers List Price Catalog for Setina Manufacturing, www.setina.com	Each	30%*	26%*	10%

Prepared by:

Eduardo J. Falcon

10/16/2015

AWARD OF IFB 516388

PURCHASE AND/OR INSTALLATION OF MUNICIPAL VEHICLE EQUIPMENT

Dana Safety      LESC Inc.      Signal Technology Enterprises  
 1372 NW 78 Avenue      6601 Lyons Road, Suite H5      420 West 27 Street  
 Miami, FL 33126      Coconut Creek, FL 33073      Hialeah, FL 33010

ADDED ON 02/23/2016

Item #	Description	Unit of Measure	Percent Catalog Discount	Percent Catalog Discount	Percent Catalog Discount
#23	Percent Discount Off Manufacturers List Price Catalog for RAM Mounts, <a href="http://www.ram-mount.com">www.ram-mount.com</a>	Each	35%*	22%*	
#24	Percent Discount Off Manufacturers List Price Catalog for Jotto Desk Vehicle Mounting Solutions, which includes: Patriot Products and Kodiak Mobile, <a href="http://www.everythingbuflights.com">www.everythingbuflights.com</a>	Each	No Bid	30%	
#25	Percent Discount Off Manufacturers List Price Catalog for Big Sky Racks, <a href="http://www.bigskylocks.com">www.bigskylocks.com</a>	Each	18%*	17%*	
#26	Percent Discount Off Manufacturers List Price Catalog for BLJ International, <a href="http://www.prioritystart.com">www.prioritystart.com</a>	Each	18%*	30%*	
#27	Percent Discount Off Manufacturers List Price Catalog for Tremco, <a href="http://www.tremcopoliceproducts.com">www.tremcopoliceproducts.com</a>	Each	15%*	10%*	
#28	Percent Discount Off Manufacturers List Price Catalog for Gamber-Johnson, <a href="http://www.gamberjohnson.com">www.gamberjohnson.com</a>	Each	46%*	28%*	10%
#29	Percent Discount Off Manufacturers List Price Catalog for Kustom Signals Inc, <a href="http://www.kustomsignals.com">www.kustomsignals.com</a>	Each	No Bid	1%	
#30	Percent Discount Off Manufacturers List Price Catalog for Sound-off Signal, <a href="http://www.soundoffsignal.com">www.soundoffsignal.com</a>	Each	45%*	54.5%*	
#31	Percent Discount Off Manufacturers List Price Catalog for Truck Vault Secure Storage Solutions, <a href="http://www.truckvault.com">www.truckvault.com</a>	Each	5%*	5%*	
#32	Percent Discount Off Manufacturers List Price Catalog for American Aluminum Accessories, <a href="http://www.ezrideronline.com">www.ezrideronline.com</a>	Each	5%*	1%*	
#33	Percent Discount Off Manufacturers List Price Catalog for NOVA Electronics, <a href="http://www.strobe.com">www.strobe.com</a>	Each	20%*	40%*	
#34	Percent Discount Off Manufacturers List Price Catalog for Watch Guard Digital In Car Video, <a href="http://www.watchguardvideo.com">www.watchguardvideo.com</a>	Each	No Bid	1%	
#35	Percent Discount Off Manufacturers List Price Catalog for All Traffic Solutions, <a href="http://www.alltrafficsolutions.com">www.alltrafficsolutions.com</a>	Each	No Bid	No Bid	
#36	Percent Discount Off Manufacturers List Price Catalog for Whelen, <a href="http://www.whelet.com">www.whelet.com</a>	Each	45%*	44%*	
#37	Percent Discount Off Manufacturers List Price Catalog for Code 3 Public Safety Equipment, <a href="http://www.code3pse.com">www.code3pse.com</a>	Each	No Bid	30%	
#38	Percent Discount Off Manufacturers List Price Catalog for Troy Industries, <a href="http://www.troyproducts.com">www.troyproducts.com</a>	Each	25%*	19%*	1%
#39	Percent Discount Off Manufacturers List Price Catalog for Adamson Industries, <a href="http://www.adamsonindustries.com">www.adamsonindustries.com</a>	Each	No Bid	No Bid	
#40	Percent Discount Off Manufacturers List Price Catalog for Ray Allen Manufacturing Company, <a href="http://www.rayallen.com">www.rayallen.com</a>	Each	5%*	1%*	
#41	Percent Discount Off Manufacturers List Price Catalog for Havis-Shields Manufacturing Company, <a href="http://www.havis.com">www.havis.com</a>	Each	35%*	29%*	
#42	Percent Discount Off Manufacturers List Price Catalog for RadioTronics Inc., <a href="http://www.radiotronics.com">www.radiotronics.com</a>	Each	3%*	2%*	
#43	Percent Discount Off Manufacturers List Price Catalog for Drivecam,	Each	No Bid	No Bid	
#44	Percent Discount Off Manufacturers List Price Catalog for Laguna 3P, <a href="http://www.laguna3p.com">www.laguna3p.com</a>	Each	18%*	10%*	1%

Prepared by:

Eduardo J. Falcon

10/16/2015

**AWARD OF IFB 516388  
PURCHASE AND/OR INSTALLATION OF MUNICIPAL VEHICLE EQUIPMENT**

**Dana Safety**      **LESC Inc.**      **Signal Technology Enterprises**  
 1372 NW 78 Avenue      6601 Lyons Road, Suite H3      420 West 27 Street  
 Miami, FL 33126      Coconut Creek, FL 33073      Hallandale, FL 33010

ADDED ON 02/23/2016

Item #	Description	Unit of Measure	Percent Catalog Discount	Percent Catalog Discount	Percent Catalog Discount
#45	Labor Time to install Prisoner Cage	Hour	2	3	1.5
#46	Labor Time to install Prisoner Seat	Hour	1	3	1
#47	Labor Time to install Prisoner Seat & Cage	Hour	3	5	2.5
#48	Labor Time to install Rear Window Bars with OEM or ABS door panels	Hour	0.5	3	1.5
#49	Labor Time to install Rear Window Bars and ABS door panels	Hour	0.75	3	1.5
#50	Labor Time to install Four (4) Corner Universal LED Hideaway Light System with Controller	Hour	2	4	3
#51	Labor Time to install Four (4) Corner Universal LED Hideaway Light System without Controller	Hour	2.5	4	3
#52	Labor Rate: Discounted Hourly Labor Rate to install items from catalogs and packages as listed.	Hour	\$60.00	\$60.00	\$65.00
#53	Balance of Line: % Discount off Catalogs Not Listed.	Each	5%***	1%****	
#54	ADD-ON SERVICES Window Tinting with Labor Included for Sedans ( Compact to Full Size)	Each	\$100.00**	\$125.00**	\$80.00
#55	ADD-ON SERVICES Window Tinting with Labor Included for Sports Utility Vehicles	Each	\$120.00**	\$150.00**	\$100.00
#56	ADD-ON SERVICES Window Tinting with Labor Included for Pickups Standard Cab	Each	\$80.00**	\$100.00**	\$100.00
#57	ADD-ON SERVICES Window Tinting with Labor Included for Pickups Extended Cab	Each	\$100.00**	\$125.00**	\$100.00
#58	ADD-ON SERVICES Window Tinting with Labor Included for Pickups Crew Cab	Each	\$100.00**	\$150.00**	\$100.00
ADDED ON 02/23/2016					
#59	Percent Discount Off Manufacturers List Prices Catalog for Public Safety USA, www.publicsafetyusa.net	Each			50%

\*\*If a catalog is offered by more than one vendor, the City will calculate the total cost of the discounted parts and total amount of hours required multiplied by the vendors discounted labor rate to determine the lowest price for that purchase.

\*\*\*Line items categorized as ADD-ON SERVICES, will be issued to the vendor(s) performing other contracted work on the unit(s), and not be issued as stand alone work.

\*\*\*\* vendor submitted discount for DSS, Reading and Off Turfy

\*\*\*\*\* vendor submitted discount for Safarianland and Viewu

Prepared by:  
 Eduardo J. Falcon  
 10/16/2015