



DATE: March 05, 2018

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU:

FROM: Scott Brunner, P.E., Director, Traffic Engineering Division

*SB* 3/5/2018

PROJECT TITLE: FLIR Thermal Video Detection Equipment

REQUISITION NO.

### SOLE SOURCE/SOLE BRAND REQUEST

#### I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

The Broward County Traffic Engineering Division (BCTED) is requesting Sole Source procurement for the Forward Looking Infrared (FLIR) thermal video detection equipment purchase of certified replacement parts and components required for FLIR thermal video detection systems already installed and in use throughout the County at signalized intersections as part of various roadway construction projects, newly constructed traffic signals and signal reconstructions, and private developer transportation projects authorized by Broward County, the Florida Department of Transportation (FDOT), and local municipalities. The FLIR thermal video detection system is one of several FDOT-approved video-based vehicle detector systems used by Broward County engineers to detect traffic movements and synchronize traffic signals. The sole source standardization is to include the FLIR FC-Series Thermal Cameras, Video Detection Processor Boards, trade-in allowance for damaged/destroyed thermal cameras and trade-in allowance for damaged/destroyed video detection processor boards. The sole source standardization relates to the proprietary thermal image camera and its proprietary replacement parts that are required to maintain and repair any aspect of the complete FLIR thermal video detection system installed at Broward County maintained signalized intersections.

#### II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

##### Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

Florida Statutes 316.0745, and other supporting regulations require that FDOT develop specifications for traffic control devices, including video detection cameras, before they can be used in the state. FDOT establishes the criteria for equipment testing and approval through their Approved Products List (APL) program that ensures FDOT technical standards and specifications are met. Broward County, through an interagency joint participation agreement with FDOT, operates and maintains all FDOT traffic signals on the

State Highway System, and therefore can only legally install FDOT APL approved detection systems. The FLIR FC-Series Thermal Video Detection equipment has been approved on the FDOT Approved Product Listing (APL Certification Numbers 660-015-023 and 660-015-024....) The equipment and repair parts to the FC-Series thermal video detection systems on Broward County roadways are not interchangeable across the different manufacturer's systems. Each manufacturer has unique operating characteristics, hardware, and software which is typically customized, highly-proprietary and incompatible with other systems. The system manufacturers have designed, tested and certified their systems to function as a complete unified system, and the system's performance is not guaranteed when other non-approved or untested components are substituted into the system.

**Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)**

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

The safe and efficient operation of the County's traffic signal system relies heavily on the proper operation of the FLIR FC-Series Thermal Video Detection System as part of the intersection vehicle video detection systems on County roadways. These systems are critical to synchronizing traffic lights as well as ensuring that vehicles are detected at signalized intersections, enhancing motorist compliance and deterring red-light running. Therefore, they represent a life-safety feature as well as an efficiency feature to all transportation users. County staff must have a surplus stock of the FLIR FC-Series Thermal Video Detection System equipment and replacement parts on hand at all times to make immediate repairs to the vehicle video detection system that failed due to damage or impact, environmental conditions or end-of-life factors.

**III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).**

Estimated project value: \$988,427                      Contract length (if applicable): 2 years with 3 optional 1-year renewals

Expenses to date:

Has this commodity or service been previously provided to the County?  Yes     No

If yes, when and by whom?

How was item/service procured? N/A

What is the current contract (MA) or purchase order number?

If this is a sole brand, is there an "authorized" dealers list?  Yes     No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

Control Technologies, Inc. has been designated as the sole approved distributor for the FLIR FC-Series Thermal Video Detection System, through the manufacturer, FLIR Inc. There is currently no alternate vendor or source available as an authorized replacement for this vehicle video detection system. As explained above, The FLIR FC-Series Thermal Vehicle Video Detection System has been approved on the FDOT Approved Product Listing as part of the Vehicle Detector systems (APL Certification Numbers 660-015-023 and 660-015-024....). The only other alternative would be to substantially replace the approximately 250 FLIR FC-Series Thermal video detection cameras and video detection processor boards at the existing 50 intersections. This would cost approximately \$15,000 to \$17,000 per intersection, or a total cost of \$750,000 to \$850,000. This would represent an exorbitant, highly unnecessary expenditure of taxpayer funds.



**Bid Tabulation Packet  
for  
Solicitation OPN2116443BF1**

**Request for Information - FLIR Thermal Video Detection  
Equipment**

**Bid Designation: Public**



**Broward County Board of County Commissioners**

## Bid #OPN2116443BF1 - Request for Information - FLIR Thermal Video Detection Equipment

Creation Date **Mar 7, 2018**

End Date **Mar 16, 2018 5:00:00 PM EDT**

Start Date **Mar 12, 2018 9:04:52 AM EDT**

Awarded Date **Not Yet Awarded**

OPN2116443BF1--01-01 Camera System Thermal FLIR-2					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each		Y	
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each		Y	
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
OPN2116443BF1--01-02 Camera System Thermal FLIR-4					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
OPN2116443BF1--01-03 Camera System Thermal FLIR-FC # 2050-FCXXX-BNB					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
OPN2116443BF1--01-04 Board FLIR VIP3D.1s Video Detection Processor #7250-117					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
OPN2116443BF1--01-05 Board FLIR VIP3D.2s Video Detection Processor #7250-113					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
OPN2116443BF1--01-06 Module PIM Card SDLC Interface 6010-PIM-Port-1					

Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-07 Encoder FLIR ViewCom/E Max+ViewCom/E Max+Mpeg4H.264 Encoder #7250-210					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-08 Cable Video 2500 ft. #Wire-VC-RG18/6					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-09 Panel Video Interface 4 - Camera input #2285-104C 2285-124C					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-10 Camera System TrafiSense FLIR-2					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			
Donatini Inc	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-11 Camera System TrafiSense FLIR-4					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-12 Repair on Camera					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
<b>Product Code:</b>		<b>Supplier Product Code:</b>			
<b>Agency Notes:</b>		<b>Supplier Notes:</b>			

OPN2116443BF1--01-13 Repair, Video Processor Board					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

OPN2116443BF1--01-14 Camera Thermal FLIR-IP FC-3xx-IP Sensor					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

OPN2116443BF1--01-15 Cable Camera Interface #2300-240-6 6-ft					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

OPN2116443BF1--01-16 Connector BNC Coaxial Male CP882					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

OPN2116443BF1--01-17 Connector BNC Coaxial Female CP892					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

OPN2116443BF1--01-18 Trade-In Video Detection Camera cost					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		


OPN2116443BF1--01-19 Trade- In Video Detection Processor cost					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

OPN2116443BF1--01-20 Trade-In Video Detection Processor 2 Channel cost					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Control Technologies, Inc.	First Offer -	1 / each			
Product Code:			Supplier Product Code:		
Agency Notes:			Supplier Notes:		

**Supplier Totals**

f Control Technologies, Inc.			\$0.00	(20/20 items)	
Bid Contact	<b>Michael R Day</b> mike@cttraffic.com	Address	<b>2776 South Financial Court</b> <b>Sanford, FL 32773</b>		



<b>Ph 407-330-2800</b>	
Supplier Code	VC0000023923
<b>Agency Notes:</b>	<b>Supplier Notes:</b>
	<b>Head Attch:</b> 
Donatini Inc	\$0.00 (10/20 items)
Bid Contact	<b>Vince Donatini</b> <b>vince@johnsonhicksmarine.com</b> <b>Ph 831-475-3383</b>
Address	<b>SANTA CRUZ, CA 95062</b>
Qualifications	SB
<b>Agency Notes:</b>	<b>Supplier Notes:</b>

\*\*

## Control Technologies, Inc.

Bid Contact **Michael R Day**  
**mike@cttraffic.com**  
**Ph 407-330-2800**

Address **2776 South Financial Court**  
**Sanford, FL 32773**

Supplier Code VC0000023923

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch. Docs
OPN2116443BF1--01-01	Camera System Thermal FLIR-2	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	Y
OPN2116443BF1--01-02	Camera System Thermal FLIR-4	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-03	Camera System Thermal FLIR-FC # 2050- FCXXX-BNB	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-04	Board FLIR VIP3D.1s Video Detection Processor #7250-117	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-05	Board FLIR VIP3D.2s Video Detection Processor #7250-113	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-06	Module PIM Card SDLC Interface 6010-PIM-Port- 1	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-07	Encoder FLIR ViewCom/E Max+ViewCom/E Max+Mpeg4H.264 Encoder #7250-210	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-08	Cable Video 2500 ft. #Wire-VC-RG18/6	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-09	Panel Video Interface 4 - Camera input #2285- 104C 2285-124C	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-10	Camera System TrafiSense FLIR-2	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-11	Camera System TrafiSense FLIR-4	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-12	Repair on Camera	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	

OPN2116443BF1--01-13	Repair, Video Processor Board	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-14	Camera Thermal FLIR-IP FC-3xx-IP Sensor	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-15	Cable Camera Interface #2300-240-6 6-ft	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-16	Connector BNC Coaxial Male CP882	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-17	Connector BNC Coaxial Female CP892	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-18	Trade-In Video Detection Camera cost	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-19	Trade- In Video Detection Processor cost	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
OPN2116443BF1--01-20	Trade-In Video Detection Processor 2 Channel cost	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each
<b>Supplier Total</b>				<b>\$0.00</b>

Control Technologies, Inc.

Item: **Camera System Thermal FLIR-2**

Attachments

RFI-OPN2116443BF1.pdf



CONTROL TECHNOLOGIES

Date: 03/14/2018

Subject: Solicitation OPN2116443BF1

Request for Information

FLIR Thermal Video Detection Equipment

Customer: Broward County Purchasing

To Whom it may Concern:

As the sole source Distributor of FLIR-ITS Products in Florida, we intend to respond to any future requests for quotations on the above referenced FLIR equipment. We have been providing FLIR Video Detection Equipment to the Broward County Traffic Engineering Department for over five years. We have worked closely with that agency to configure a product for their unique needs and we pride ourselves in our continuing customer service after the sale. If you have any questions in regards to this RFP, please do not hesitate to contact me at your earliest opportunity. Thank you for your consideration.

Michael R. Day  
President  
Control Technologies  
407-330-2800

## Donatini Inc

Bid Contact **Vince Donatini**  
**vince@johnsonhicksmarine.com**  
**Ph 831-475-3383**

Address **SANTA CRUZ, CA 95062**

Qualifications SB

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch. Docs
OPN2116443BF1--01-01	Camera System Thermal FLIR-2	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	Y
OPN2116443BF1--01-02	Camera System Thermal FLIR-4	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-03	Camera System Thermal FLIR-FC # 2050- FCXXX-BNB	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-04	Board FLIR VIP3D.1s Video Detection Processor #7250-117	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-05	Board FLIR VIP3D.2s Video Detection Processor #7250-113	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-06	Module PIM Card SDLC Interface 6010-PIM-Port- 1	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-07	Encoder FLIR ViewCom/E Max+ViewCom/E Max+Mpeg4H.264 Encoder #7250-210	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-08	Cable Video 2500 ft. #Wire-VC-RG18/6	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-09	Panel Video Interface 4 - Camera input #2285- 104C 2285-124C	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-10	Camera System TrafiSense FLIR-2	<b>Supplier Product Code:</b>	<b>First Offer -</b>	1 / each	
OPN2116443BF1--01-11	Camera System TrafiSense FLIR-4				No Bids
OPN2116443BF1--01-12	Repair on Camera				No Bids
OPN2116443BF1--01-13	Repair, Video Processor Board				No Bids

OPN2116443BF1--01-14	Camera Thermal FLIR-IP FC-3xx-IP Sensor	No Bids
OPN2116443BF1--01-15	Cable Camera Interface #2300-240-6 6-ft	No Bids
OPN2116443BF1--01-16	Connector BNC Coaxial Male CP882	No Bids
OPN2116443BF1--01-17	Connector BNC Coaxial Female CP892	No Bids
OPN2116443BF1--01-18	Trade-In Video Detection Camera cost	No Bids
OPN2116443BF1--01-19	Trade- In Video Detection Processor cost	No Bids
OPN2116443BF1--01-20	Trade-In Video Detection Processor 2 Channel cost	No Bids

Donatini Inc

Item: **Camera System Thermal FLIR-2**

Attachments

Statement of Capability.pdf





## DONATINI, Inc

MARINE ELECTRONICS DEALER, DISTRIBUTOR, INSTALLER

Johnson Hicks Marine Electronics has a distinguished reputation as the industry's leading distributor for marine electronics. We specialize in technological innovation with superior implementation and application capabilities. We are proud of our exemplary customer service and support. As a premier dealer for all major brands of marine equipment our qualified staff provides our clients the best technologically advanced support available.

### CORE COMPETENCIES

• **Premier Dealer/Distributor with a wide range of vendors**

- ◇ **Marine Navigation**
  - ◇ Furuno, Garmin, Lowrance, Navionics, Raymarine, Simrad, Sitex, Koden, Taiyo.
- ◇ **Thermal Cameras- FLIR**
- ◇ **Marine Electronics**
  - ◇ AYDIN, FloScan, ICOM, KVH, Nobeltec, Standard Horizon, Xantrex, Shakespeare,
- ◇ **Marine Safety**
  - ◇ ACR, McMurdo, Revere, Survitec

\*\*More lines available, contact us for your specific needs.

- **Direct access to several OEMs & distributors coast to coast**
- **Quick, efficient, and knowledgeable sales & service staff**

### DIFFERENTIATORS

Johnson Hicks has been in the marine electronics industry since 1980. We have built relationships with customers and vendors based on good will, exceptional service and thinking outside of the box. No matter the size of the contract or its complexity, no job is too big or too small. With the contacts we have built since our conception we are able to negotiate the waters of this industry with ease which allows us to fulfill orders in less time, all while saving you money. Due to our diverse system and installation knowledge we have the ability to design systems and provide exceptional post purchase support if any issues arise with installation or use.

### NAICS CODES

- ◇ 334511-SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
- ◇ 333996-FLUID POWER PUMP AND MOTOR MANUFACTURING
- ◇ 334220-RADIO/TV BROADCASTING & WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING
- ◇ 334290-OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING
- ◇ 334417-ELECTRONIC CONNECTOR MANUFACTURING
- ◇ 334418-PRINTED CIRCUIT MANUFACTURING
- ◇ 334419-OTHER ELECTRONIC COMPONENT MANUFACTURING
- ◇ 335999-ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING
- ◇ 336611-SHIP BUILDING AND REPAIRING
- ◇ 423690-OTHER ELECTRONIC PARTS AND EQUIPMENT MERCHANT WHOLESALERS
- ◇ 423860-TRANSPORTATION EQUIPMENT AND SUPPLIES (EXCEPT MOTOR VEHICLE) MERCHANT WHOLESALERS
- ◇ 517410-SATELLITE TELECOMMUNICATIONS



### Donatini Inc. dba Johnson Hicks Marine Electronics

- ◇ CAGE Code: 569H9
- ◇ DUNS Number: 835653445
- ◇ F-EIN Number: 77-0495892
- ◇ GSA Number: GS-D7F-0492Y
  - ◇ Schedule 84 (Exp 7/24/22)
  - ◇ SIN Number: 260-10
- ◇ TPIN Number: 9253798
- ◇ GSA Small Business Ent: 1029998
- ◇ SBA Certified Small Business
- ◇ WWW.JohnsonHicksMarine.com

### PAST PERFORMANCE



#### Department of Defense

Contracts: **63** Total Contract Actions

- Dept of Navy: 35 Contracts
- Defense Logistics Agency: 19 Contracts
- Dept of the Air Force: 5 Contracts
- Dept of the Army: 3 Contracts
- US Spec. Ops Command: 1 Contract

**Total Value: \$2,700,000**

Details on FPDS.Gov: [DDO Contract History](#)



#### General Services Administration

Total GSA Sales: **\$3,450,000** (FY2013-2017)

Overview at [SSQ.GSA.GOV](#), Specifics on [FPDS.GOV](#)



#### Department of Homeland Security

Contracts: **42** Total Contract Actions

- US Customs & Border Protection: 5 Contracts
- US Coast Guard: 36 Contracts
- US Secret Service: 1 Contract

**Total Value: \$3,150,000**

Details on FPDS.Gov: [DHS Contract History](#)



Government purchase cards accepted

**Vince Donatini**

Director of Govt. Sales & Business Development

O: (831)-475-3383

C: (831)-212-2835

[Vince@JohnsonHicksMarine.com](mailto:Vince@JohnsonHicksMarine.com)

333c Lake Ave Santa Cruz, Ca 95062



# Sole Source

Date: 12/18/2017

To Whom it May Concern:

This letter serves as notification that the following Company is the exclusive sole source vendor for FLIR-ITS Products in the following locations:

1. State of Florida

Vendor/Distributor:

Control Technologies, Inc.

2776 South Financial Court

Sanford, Fl. 32773

Phone: 407-330-2800

Contact: Michael Day - President

Please feel free to contact me at the phone number below if you have any questions related to this certification. We thank you for your interest in FLIR-ITS Products.

Respectfully,

Lode Caeneppee

Vice President and General Manager

FLIR-ITS

6769 Hollister Avenue

Goleta, California 93117

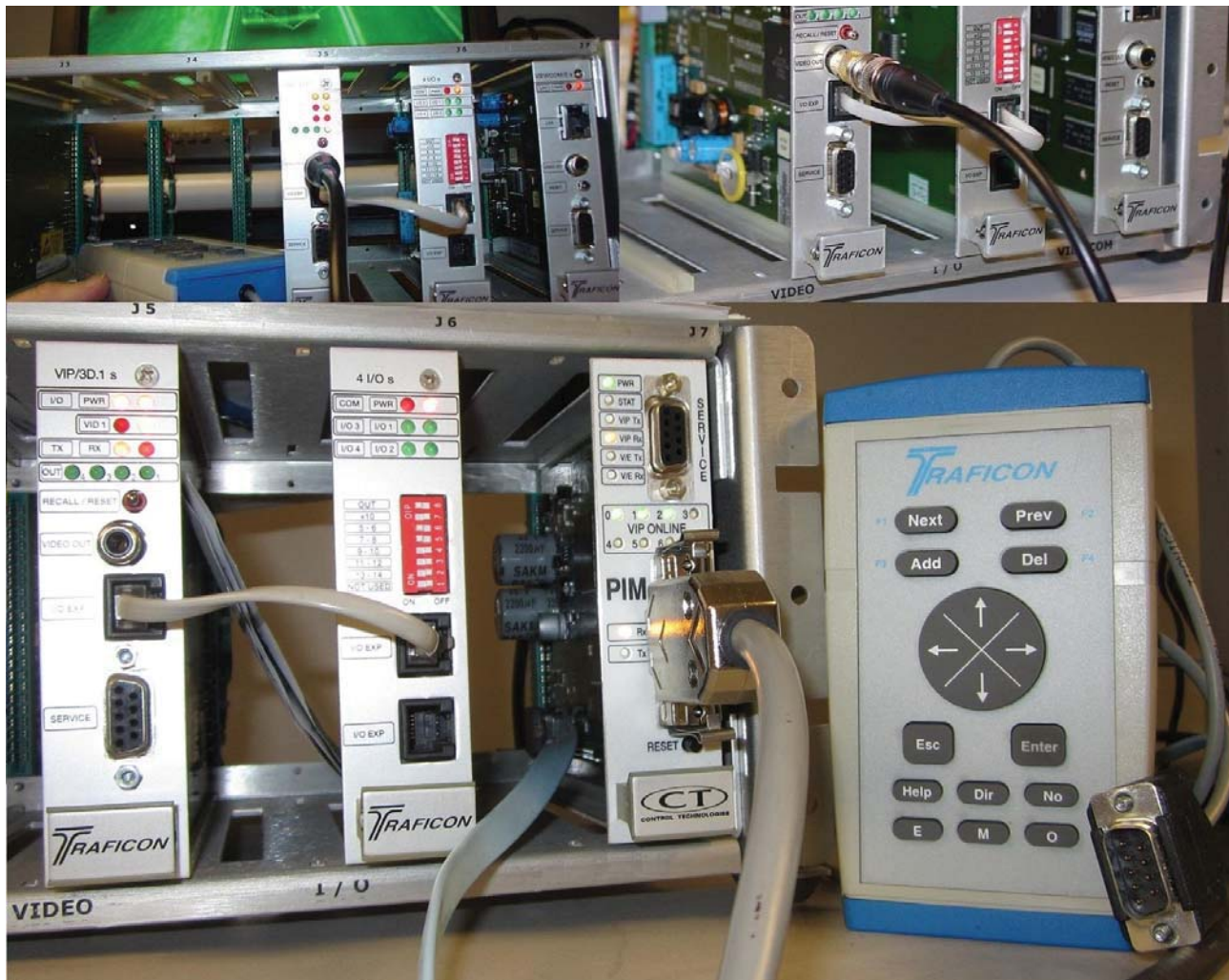
775-815-8481

**WARNING: TEST Environment!!! UNIT Test**



Search Results : "660-015-023"





## Traficon (FLIR), Vehicle Detector - Video

by Traficon (FLIR) (Manufacturer Website)

**Model: VIP3D.1s**

### Active APL Certifications

- 660-015-023 (Approval Date: 3/13/2008)  
Previous Certification Numbers
  - 66013722709061

### Product Types

- Vehicle Detector - Video

### Limitations

There are no items to display.

### Documents

There are no items to display.

### Comments

- Note: video detector was evaluated with 6-VIP Ethernet Comm. Module Viewcom/Es & 4-I/Os Expansion Module, and re-evaluated with CT-PIM, and FLIR Thermo Camera

### Contacts

Ms. Stefaan Pinck  
70 Castilian Dr.  
Goleta, California 93117  
(775) 815-8481  
stefaan.pinck@flir.com

More

Report Product Deficiency

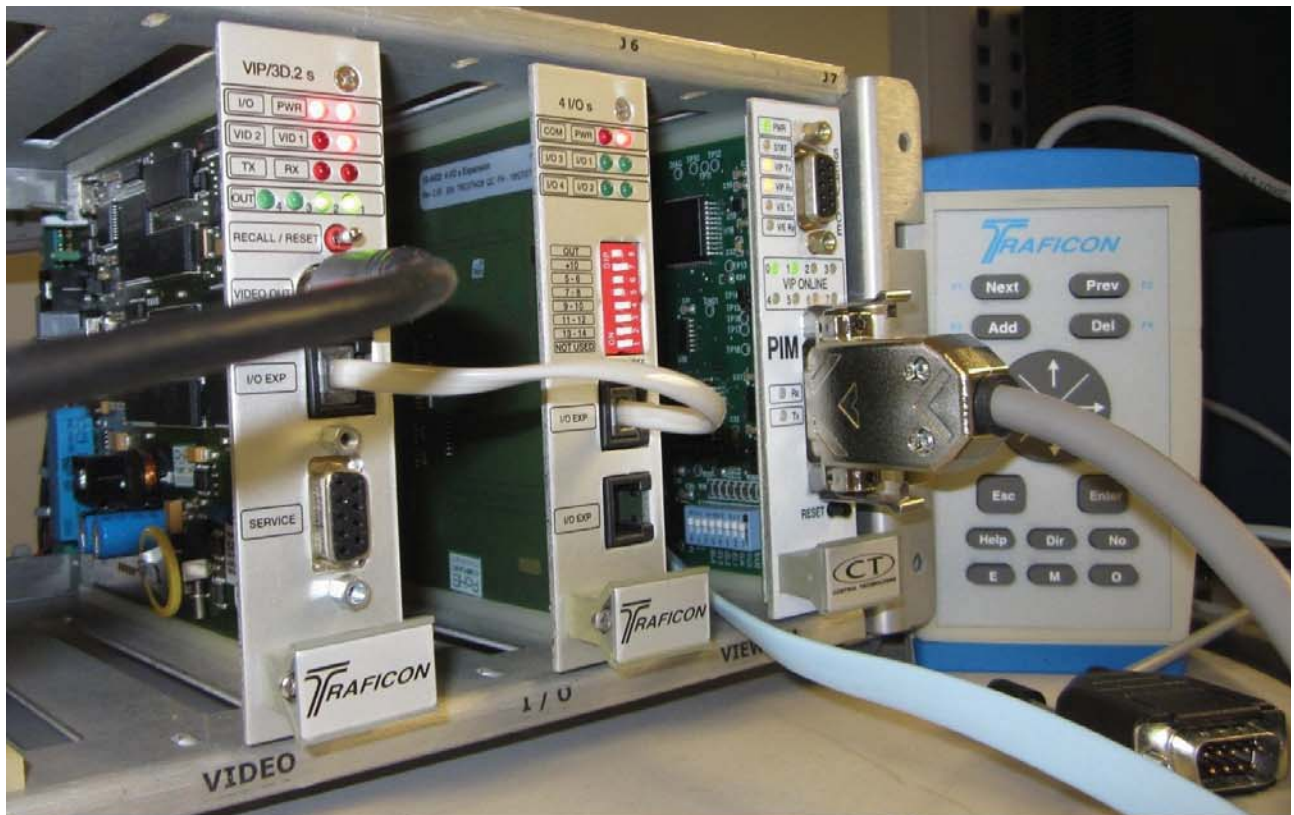
**Other products in product type Vehicle Detector - Video**

**WARNING: TEST Environment!!! UNIT Test**



Search Results : "660-015-024"





# Traficon (FLIR), Vehicle Detector - Video

by Traficon (FLIR) (Manufacturer Website)

**Model: VIP3D.2s**

---

## Active APL Certifications

- 660-015-024 (Approval Date: 3/13/2008)  
Previous Certification Numbers
  - 66013722709071

## Product Types

- Vehicle Detector - Video

## Limitations

There are no items to display.

## Documents

There are no items to display.

## Comments

- Note: video detector was evaluated with 6-VIP Ethernet Comm. Module Viewcom/Es & 4-I/Os Expansion Module, and re-evaluated with CT-PIM, and FLIR Thermo Camera

## Contacts

Ms. Stefaan Pinck  
70 Castilian Dr.  
Goleta, California 93117  
(775) 815-8481  
stefaan.pinck@flir.com

More

Report Product Deficiency

**Other products in product type Vehicle Detector - Video**





**Florida Department of Transportation**

**RICK SCOTT  
GOVERNOR**

605 Suwannee Street  
Tallahassee, FL 32399-0450

**JIM BOXOLD  
SECRETARY**

**AMENDMENT NO. 3  
AGENCY TERM CONTRACT FOR APPROVED PRODUCTS LIST TRAFFIC EQUIPMENT  
BID NO. ITB-DOT-15/16-9005-GH**

THIS AMENDMENT, to be effective on the last date of signature, between VENDOR and the State of Florida, Department of Transportation (“Department”), modifies the Contract between the parties dated September 28, 2015.

WHEREAS, the Department has determined it necessary to amend the agreement to add APL Traffic equipment items as awarded per ITB-DOT-16/17-9011-GH.

NOW, THEREFORE, in addition to any other rights set forth in the Contract, the Parties agree as follows:

- Items awarded from ITB-DOT-16/17-9011-GH have been added as additional pages to the price sheet of this contract. Awarded Vendors not already listed on the original contract will be added to this contract.

This Amendment sets forth the entire understanding between the parties with regard to the subject matter hereof. All other terms and conditions of the Contract shall remain in full force and effect.

**State of Florida  
Department of Transportation**

**Vendor Signature**

By: \_\_\_\_\_

Company: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



**Florida Department of Transportation**

**RICK SCOTT  
GOVERNOR**

605 Suwannee Street  
Tallahassee, FL 32399-0450

**JIM BOXOLD  
SECRETARY**

**AMENDMENT NO. 2  
AGENCY TERM CONTRACT FOR APPROVED PRODUCTS LIST TRAFFIC EQUIPMENT  
BID NO. ITB-DOT-15/16-9005-GH**

THIS AMENDMENT, to be effective on the last date of signature, between VENDOR and the State of Florida, Department of Transportation (“Department”), modifies the Contract between the parties dated September 28, 2015.

WHEREAS, the Department has determined it necessary to amend the agreement to remove Special Condition #7, In-State Preference Form, the PRIDE provision #40, of the PUR1000 Form and the MFMP P.O. Terms and Conditions, Section 7(D),

NOW, THEREFORE, in addition to any other rights set forth in the Contract, the Parties agree as follows:

- 1) Special Condition #7, In-State Preference Form, is not applicable to purchases made from this contract with Federal-aid funds,
- 2) The PRIDE provision #40, of PUR1000 Form, and MFMP P.O. Terms and Conditions, Section 7(D), are not applicable to purchases made from this contract with Federal-aid funds.

This Amendment sets forth the entire understanding between the parties with regard to the subject matter hereof. All other terms and conditions of the Contract shall remain in full force and effect.

**State of Florida  
Department of Transportation**

**Vendor Signature**

By: \_\_\_\_\_

Company: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



*Florida Department of Transportation*

**RICK SCOTT**  
GOVERNOR

605 Suwannee Street  
Tallahassee, FL 32399-0450

**JIM BOXOLD**  
SECRETARY

**AMENDMENT NO. 1**  
**AGENCY TERM CONTRACT FOR APPROVED PRODUCTS LIST TRAFFIC EQUIPMENT**  
**BID NO. ITB-DOT-15/16-9005-GH**

THIS AMENDMENT, to be effective on the last date of signature, between VENDOR and the State of Florida, Department of Transportation (“Department”), modifies the Contract between the parties dated September 28, 2015.

WHEREAS, the Department has determined it necessary to amend the agreement, due to an error committed on the part of the Department, to remove Item # 1281 (APL# 747-001-003) LS300 Sierra Wireless Modem from the contract.

NOW, THEREFORE, in addition to any other rights set forth in the Contract, the Parties agree as follows:

That FDOT issued a bid for the LS300 Sierra Wireless Modem (ITB-DOT-14/15-9002-GH) back on August 18, 2014 and awarded said item to ADOL Business Consulting Services on September 12, 2014 for a period of three years.

This Amendment sets forth the entire understanding between the parties with regard to the subject matter hereof. All other terms and conditions of the Contract shall remain in full force and effect.

Respectfully,

FDOT Procurement Office

**Vendor Signature**

Company: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**State of Florida  
Department of Transportation**



**FDOT APL Traffic Equipment**

Agency Term Contract

**BID #: ITB-DOT-15/16-9005-GH**

**EFFECTIVE DATES: September 28, 2015 to September 27, 2018**

Vendor Listing Enclosed below:

**ORDERING INSTRUCTIONS**

MFMP Contract #: CR6841

Bid Number: ITB-DOT-15/16-9005-GH

Title: FDOT APL Traffic Equipment

**NOTE: ALL ORDERS SHOULD BE DIRECTED TO:**

FEDERAL EMPLOYER IDENTIFICATION NUMBER (FEID): 59-2038877-001

VENDOR: Control Technologies, Inc.

ADDRESS: 2776 S. Financial Court

CITY, STATE, ZIP: Sanford, FL 32773

TELEPHONE: 407-330-2800

TOLL FREE NO.: 800-865-2745 FAX NO.: 407-330-2804

E-MAIL: mike@cttraffic.com

DELIVERY: DELIVERY WILL BE MADE WITHIN 30 DAYS AFTER RECEIPT  
OF PURCHASE ORDER.

**PRODUCT INFORMATION: DIRECT QUESTIONS TO:**

NAME & TITLE: Bryan Kaeser, Technical Support Manager

ADDRESS: 2776 S. Financial Court

CITY, STATE, ZIP: Sanford, FL 32773

TELEPHONE: 407-330-2800

TOLL FREE NO.: 800-865-2745 FAX NO.: 407-330-2804

E-MAIL ADDRESS: bryan@cttraffic.com

WEB ADDRESS: www.cttraffic.com

Will you accept the State of Florida Purchasing Card (VISA)? Yes  No