



CITY COUNCIL ACTION REPORT

September 13, 2007

TO: Phillip L. Nelson, City Manager

FROM: Susan A. Leirstein, Purchasing Director
William S. Nelson, Fire Chief

SUBJECT: Standard Purchasing Resolution 1: Award to Low Bidder –
Purchase of Thermal Image Cameras

Background

- On September 5, 2007, bids were received to purchase new thermal imaging cameras to replace existing, outdated cameras purchased nearly ten years ago.
- 86 Vendors were notified via the MITN system with eight (8) bids received; as well as one statement of no bid.
- Existing cameras are frequently out of service, costly to repair, and are becoming more and more unreliable.
- Thermal image cameras are valuable tools used to locate victims and hazards in fire situations where visibility is an issue. The camera uses thermal image technology to see through smoke and locate a victim by differentiating between the victim's body heat and the heat in the surrounding area.
- Hazards to firefighters in structures can be identified in the same manner, as well as reducing the amount of damage to a structure by locating fires quickly and reducing the chance of a rekindle by locating hidden fires or hot spots.
- The Fire Department tested, selected, and then bid the proposed new camera after evaluating a field of six cameras of equal quality and features from six different manufacturers. The evaluation process lasted approximately six months during which the six different cameras were subjected to various tests and scenarios, including live burns and search and rescue drills.
- Fourteen Safety Committee members and other personnel from each of the six fire stations conducted the evaluations.
- The camera selected as overall best is the K1000 Elite manufactured by ISG Thermal Systems of Lawrenceville, Georgia.

Financial Considerations

- Funds for the cameras are budgeted in the 2007/08 Fire Capital Account for Fire Protective Equipment #401337.7978.010,

September 13, 2007

To: Philip L. Nelson, City Manager
Re: Bid Award - Thermal Image Cameras

Financial Considerations – continued

- Due to favorable pricing, the Fire department recommends increasing the number of cameras purchased to a total of nine (9); seven (7) regular cameras and two (2) transmitting cameras.

Legal Considerations

- ITB-COT 07-31 to furnish thermal image camera equipment for the Troy Fire Department was competitively bid, as required by Chapter 7 of the City Code, with eight bids received.

Policy Considerations

- This equipment will significantly enhance the level of safety and protection to the community, its citizens and visitors, and to the firefighters providing these services. (Goal I)

Options

- City management and the Fire department recommend awarding the contract for the purchase of (9) thermal image cameras with equipment and warranty for two years from the low total bidder, ISG Thermal Systems USA, Inc of Lawrenceville, GA, at an estimated total cost of \$73,800.00.
- In addition, the City requests authorization to purchase additional camera equipment after July 1, 2008, under the same prices, terms, and conditions provided there is available funding.

Opening Date -- 9/05/07
 Date Prepared -- 9/07/07

CITY OF TROY
 BID TABULATION
 THERMAL IMAGE CAMERAS

VENDOR NAME:

** ISG Thermal Systems USA, Inc	ARGUS - HAZCO
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PROPOSAL-- FURNISH THERMAL IMAGE CAMERA EQUIPMENT FOR THE CITY OF TROY FIRE DEPARTMENT

PROPOSAL	UNIT PRICE	UNIT PRICE after 7/1/08	UNIT PRICE	UNIT PRICE after 7/1/08
ITEM QTY DESCRIPTION				
1. 6 units ISG Digital K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 8,200.00	\$ 8,200.00	\$ 7,835.75	\$ -
	\$ 49,200.00	\$ 49,200.00	\$ 47,014.50	\$ -
Quoting on Style:	K1000 Elite/DFC		Eagle 160	
Manufactured by:	ISG Thermal Systems USA		Scott Health & Safety	
2. 1 units ISG Analog K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 8,200.00	\$ 8,200.00	\$ 9,106.75	\$ -
	\$ 8,200.00	\$ 8,200.00	\$ 9,106.75	\$ -
Quoting on Style:	K1000 Elite w/transmitter		Eagle 160	
Manufactured by:	ISG Thermal Systems USA		Scott Health & Safety	
3. 7 Units Additional one year warranty	N/C	N/C	\$ 890.00	\$ -
	\$ -	\$ -	\$ 6,230.00	\$ -
GRAND TOTAL:	\$ 57,400.00	\$ 57,400.00	\$ 62,351.25	\$ -
AUTHORIZED DEALER: Y or N	Yes		Yes, for Scott Health & Safety	
CONTACT INFORMATION: Hrs of Operation	8 am to 5 pm M - F		7:30 am to 5:30 pm M - F	
Phone	877-733-3473		800-873-0456	
LITERATURE INCLUDED Y or N	Yes		Yes	
PARTS FACILITY: Location	Lawrenceville, GA		Chesterfield, MI	
LOANER: Y or N	Yes		Yes	
TERMS:	Net 30		Net 30	
WARRANTY:	STANDARD ONE YEAR			
DELIVERY:	45 - 60 Days		4 weeks ARO	
EXCEPTIONS:	Blank		AA battery loader not available as option - 3 year warranty offered	
ACKNOWLEDGEMENT:	Yes		Yes	

NO BIDS:
 Altor Safety Systems, LLC

**** DENOTES LOW TOTAL BIDDER**

ATTEST:
 Diane Fisher
 Eric Caloia
 Rod Bovensiep
 Linda Bockstanz

 Susan Leirstein CPPB
 Purchasing Director

Opening Date -- 9/05/07
 Date Prepared -- 9/07/07

CITY OF TROY
 BID TABULATION
 THERMAL IMAGE CAMERAS

VENDOR NAME:

West Shore Fire, Inc.		West Shore Fire, Inc.	
Alternate #1			

PROPOSAL-- FURNISH THERMAL IMAGE CAMERA EQUIPMENT FOR THE CITY OF TROY FIRE DEPARTMENT

PROPOSAL			UNIT PRICE	UNIT PRICE after 7/1/08	UNIT PRICE	UNIT PRICE after 7/1/08
ITEM	QTY	DESCRIPTION				
1.	6 units	ISG Digital K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 8,568.00	\$ 9,082.00	\$ 10,719.00	\$ 11,362.00
		Quoting on Style:	\$ 51,408.00	\$ 54,492.00	\$ 64,314.00	\$ 68,172.00
		Manufactured by:	T3 - XT		T4	
			Bullard		Bullard	
2.	1 units	ISG Analog K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 10,133.00	\$ 10,740.00	\$ 12,283.00	\$ 13,020.00
		Quoting on Style:	\$ 10,133.00	\$ 10,740.00	\$ 12,283.00	\$ 13,020.00
		Manufactured by:	T3 - XT		T4	
			Bullard		Bullard	
3.	7 Units	Additional one year warranty	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00
			\$ 2,100.00	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00
GRAND TOTAL:			\$ 63,641.00	\$ 67,332.00	\$ 78,697.00	\$ 83,292.00
AUTHORIZED DEALER: Y or N			Yes		Yes	
CONTACT INFORMATION: Hrs of Operation			8 am to 5 pm		8 am to 5 pm	
Phone			800-632-6184		800-632-6184	
LITERATURE INCLUDED Y or N			Yes - Marked B		Yes - Marked A	
PARTS FACILITY: Location			Cynthiana, Kentucky		Cynthiana, Kentucky	
LOANER: Y or N			Yes, If available		Yes, If available	
TERMS:			Net 30		Net 30	
WARRANTY:			STANDARD ONE YEAR			
DELIVERY:			30 - 45 days		30 - 45 days	
EXCEPTIONS:			Bullard Brand Model T3 XT		Bullard Brand Model T4	
ACKNOWLEDGEMENT:			Yes		Yes	

Opening Date -- 9/05/07
 Date Prepared -- 9/07/07

CITY OF TROY
 BID TABULATION
 THERMAL IMAGE CAMERAS

VENDOR NAME:

Time Emergency Equipment	Time Emergency Equipment
Alternate #1	

PROPOSAL-- FURNISH THERMAL IMAGE CAMERA EQUIPMENT FOR THE CITY OF TROY FIRE DEPARTMENT

PROPOSAL			UNIT PRICE	UNIT PRICE after 7/1/08	UNIT PRICE	UNIT PRICE after 7/1/08
ITEM	QTY	DESCRIPTION				
1.	6 units	ISG Digital K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 9,585.00	\$ 9,870.00	\$ 10,520.00	\$ 10,835.00
		Quoting on Style:	\$ 57,510.00	\$ 59,220.00	\$ 63,120.00	\$ 65,010.00
		Manufactured by:	T3 - Max		T-4	
			Bullard		Bullard	
2.	1 units	ISG Analog K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 13,985.00	\$ 14,399.00	\$ 14,925.00	\$ 15,370.00
		Quoting on Style:	\$ 13,985.00	\$ 14,399.00	\$ 14,925.00	\$ 15,370.00
		Manufactured by:	T3 - Max		T-4	
			Bullard		Bullard	
3.	7 Units	Additional one year warranty	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
			\$ 8,400.00	\$ 8,400.00	\$ 8,400.00	\$ 8,400.00
GRAND TOTAL:			\$ 79,895.00	\$ 82,019.00	\$ 86,445.00	\$ 88,780.00
AUTHORIZED DEALER: Y or N			Yes		Yes	
CONTACT INFORMATION: Hrs of Operation			9am - 5pm		9am - 5pm	
Phone			248-674-4253		248-674-4253	
LITERATURE INCLUDED Y or N			Yes		Yes	
PARTS FACILITY: Location			Cynthiana, Kentucky		Cynthiana, Kentucky	
LOANER: Y or N			Yes, demo unit		Yes, demo unit	
TERMS:			Net 30 days		Net 30 days	
WARRANTY:			STANDARD ONE YEAR			
DELIVERY:			4 - 6 Weeks ARO		4 - 6 Weeks ARO	
EXCEPTIONS:			Quoting Bullard - Detailed literature included w/bid		Quoting Bullard - Detailed literature included w/bid	
ACKNOWLEDGEMENT:			Yes		Yes	

Opening Date -- 9/05/07
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CITY OF TROY
 BID TABULATION
 THERMAL IMAGE CAMERAS

VENDOR NAME:

R-Tech Solutions, Inc.	Alert Emergency Equipment Group

PROPOSAL-- FURNISH THERMAL IMAGE CAMERA EQUIPMENT FOR THE CITY OF TROY FIRE DEPARTMENT

PROPOSAL			UNIT PRICE	UNIT PRICE after 7/1/08	UNIT PRICE	UNIT PRICE after 7/1/08
ITEM	QTY	DESCRIPTION				
1.	6 units	ISG Digital K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 12,885.00	\$ 12,885.00	\$ 12,835.00	\$ -
		Quoting on Style:	\$ 77,310.00	\$ 77,310.00	\$ 77,010.00	\$ -
		Manufactured by:	K 1000 Elite		K 1000	
			ISG		ISG Thermal Imaging Systems	
2.	1 units	ISG Analog K1000 Elite or approved alternate COMPLETE FOR THE SUM OF:	\$ 14,585.00	\$ 14,585.00	\$ 14,745.00	\$ -
		Quoting on Style:	\$ 14,585.00	\$ 14,585.00	\$ 14,745.00	\$ -
		Manufactured by:	K 1000 Elite		K 1000	
			ISG		ISG Thermal Imaging Systems	
3.	7 Units	Additional one year warranty	\$ 1,100.00	\$ 1,100.00	\$ 1,190.00	\$ -
			\$ 7,700.00	\$ 7,700.00	\$ 8,330.00	\$ -
GRAND TOTAL:			\$ 99,595.00	\$ 99,595.00	\$ 100,085.00	\$ -
AUTHORIZED DEALER: Y or N			Yes		Yes	
CONTACT INFORMATION: Hrs of Operation			8 to Noon & 1 to 5 M - F		8 am to 5 pm	
Phone			574-278-7191		800-531-2677	
LITERATURE INCLUDED Y or N			No		No	
PARTS FACILITY: Location			Lawrenceville, GA		ISG - Lawrenceville, GA	
LOANER: Y or N			Yes		Blank	
TERMS:			Blank		Net 30	
WARRANTY:			STANDARD ONE YEAR			
DELIVERY:			60 - 90 Days		4 months	
EXCEPTIONS:			Blank		Blank	
ACKNOWLEDGEMENT:			Yes		Yes	