DeWight Dopslauf, C.P.M., CPPO
Harris County Purchasing Agent

April 19, 2021

Commissioners Court
Harris County, Texas

RE: Job No. 210054

Members of Commissioners Court:

Please approve the following award on the basis of low bid:

Description: Emergency Equipment, Parts, Supplies, Installation/Mounting Services and Related Items for Various Police and Non-Police Vehicles for Harris County

Bid(s) Received: Three (3) on March 15, 2021 (see attached)

Vendor(s): Dana Safety Supply (Primary)
Cap Fleet Upfitters (Secondary)
Silsbee Ford (Tertiary)

Term: April 27, 2021 - March 31, 2022 with four (4) one-year renewal options

Amount: $1,882,866

Evaluated By: • Harris County Purchasing • Universal Services - Fleet

Purchase order(s) will be issued upon Commissioners Court approval.

Sincerely,

DeWight Dopslauf
Purchasing Agent

JW
Attachment(s)
cc: Vendor(s)

FOR INCLUSION ON COMMISSIONERS COURT AGENDA APRIL 27, 2021

Item No.	Description	Unit of Measure	**Estimated Annual Expenditure for Each Catalog	Dana Safety Supply[1] **Percentage to List Price	Dana Safety Supply[1] Total Price	Cap Fleet Upfitters[2] **Percentage to List Price	Cap Fleet Upfitters[2] Total Price	Silsbee Ford[3] **Percentage to List Price	Silsbee Ford[3] Total Price
1	Manufacturer's Catalog								
	A. Whelen	$	1000000	50%	$ 500,000.00	52%	$ 520,000.00	74%	$ 740,000.00
	B. Setina	$	45500	70%	$ 31,850.00	72%	$ 32,760.00	80%	$ 36,400.00
	C. Havis	$	235000	62%	$ 145,700.00	62%	$ 145,700.00	74%	$ 173,900.00
	D. Pro-gard	$	240000	65%	$ 156,000.00	63%	$ 151,200.00	80%	$ 192,000.00
	E. Tremco	$	1000	85%	$ 850.00	75%	$ 750.00	88%	$ 880.00
	F. TruckVault	$	14000	85%	$ 11,900.00	80%	$ 11,200.00	95%	$ 13,300.00
	G. Jotto Desk	$	10000	60%	$ 6,000.00	62%	$ 6,200.00	68%	$ 6,800.00
	H. Weather Guard	$	17000	75%	$ 12,750.00	68%	$ 11,560.00	95%	$ 16,150.00
	I. Streamlight	$	5000	53%	$ 2,650.00	55%	$ 2,750.00	95%	$ 4,750.00
	J. Gamber Johnson	$	20000	55%	$ 11,000.00	65%	$ 13,000.00	74%	$ 14,800.00
	K. Brooking Industries	$	25000	54%	$ 13,500.00	70%	$ 17,500.00	100%	$ 25,000.00
	L. Unity Mfg. Company	$	4200	50%	$ 2,100.00	75%	$ 3,150.00	60%	$ 2,520.00
	M. Motorola	$	40000	75%	$ 30,000.00	82%	$ 32,800.00	100%	$ 40,000.00
	N. Sound Off	$	56000	46%	$ 25,760.00	52%	$ 29,120.00	60%	$ 33,600.00
	O. Prisoner Transport System	$	4200	70%	$ 2,940.00	87%	$ 3,654.00	100%	$ 4,200.00
	P. AC/DC	$	10000	50%	$ 5,000.00	100%	$ 10,000.00	100%	$ 10,000.00
	Q. Dock Master	$	40000	72%	$ 28,800.00	80%	$ 32,000.00	100%	$ 40,000.00
	R. Trimble	$	50000	30%	$ 15,000.00	700%	$ 350,000.00	100%	$ 50,000.00
	S. Brother	$	102000	85%	$ 86,700.00	90%	$ 91,800.00	100%	$ 102,000.00
	T. Stalker	$	282000	85%	$ 239,700.00	90%	$ 253,800.00	95%	$ 267,900.00
	U. Panasonic	$	21300	65%	$ 13,845.00	95%	$ 20,235.00	100%	$ 21,300.00
	V. Unitec	$	93700	78%	$ 73,086.00	85%	$ 79,645.00	100%	$ 93,700.00
	W. Stop Tech	$	81000	110%	$ 89,100.00	100%	$ 81,000.00	95%	$ 76,950.00
	X. Blue Line Industries	$	17300	85%	$ 14,705.00	95%	$ 16,435.00	100%	$ 17,300.00
	Y. American Aluminum	$	4200	90%	$ 3,780.00	90%	$ 3,780.00	85%	$ 3,570.00
	Z. Plastix Plus	$	15000	95%	$ 14,250.00	100%	$ 15,000.00	90%	$ 13,500.00
	AA. Troy Products	$	10000	62%	$ 6,200.00	70%	$ 7,000.00	74%	$ 7,400.00
	AB. Federal Signal	$	10000	47%	$ 4,700.00	60%	$ 6,000.00	70%	$ 7,000.00
	AC. Innovative Products Inc	$	5000	60%	$ 3,000.00	78%	$ 3,900.00	100%	$ 5,000.00
Item No.	**Description**	**Unit of Measure**	**Estimated Quantity**	**Unit Price**	**Total Price**	**Unit Price**	**Total Price**	**Unit Price**	**Total Price**
2	Installation and/or Mounting Services	hr	8300	$ 40.00	$ 332,000.00	$ 75.00	$ 622,500.00	$ 70.00	$ 581,000.00
3	Equipment Trade-In Credit								
	A. Light Bar	ea	TBD*	$ 15.00		$ 10.00		NO BID	
	B. Deck/Dash Strobe	ea	TBD*	$ 10.00		$ 0.01		NO BID	
	C. Deck/Dash LED	ea	TBD*	$ 10.00		$ 5.00		NO BID	
	D. Siren	ea	TBD*	$ 10.00		$ 5.00		NO BID	
	E. Speaker w/Bracket	ea	TBD*	$ 10.00		$ 5.00		NO BID	
	F. Power Supplies	ea	TBD*	NO BID		$ 0.01		NO BID	
Grand Total					**$ 1,882,866.00**[4]		**$ 2,574,439.00**[4]		**$ 2,600,920.00**

[1]Award Recommendation for Low Bid (Primary)
[2]Award Recommendation (Secondary)
[3]Award Recommendation (Tertiary)
[4]Corrected Total