

**Request for Legislative Action**

Res. #20782

Sponsor: Theresa Cass Galvin

Date: October 4, 2021

**Completed by County Counselor's Office**

Action Requested:	Resolution	Res.Ord No.:	20782
Sponsor(s):	Theresa Galvin	Legislature Meeting Date:	10/4/2021

**Introduction**

**Action Items:** ['Award', 'Transfer']

**Project/Title:**

Requesting a transfer of funds and awarding Request for Proposal No. 38-21, Night Vision Equipment, for use by the Sheriff's Office to Steele Industries, Inc. of Sarasota, Florida in the amount of \$139,700 under the terms and conditions of Request for Proposal No. 38-21.

**Request Summary**

The Sheriff's Office would like to add night vision equipment for the Emergency Response Team (ERT). This will enhance officer safety during high-risk incidents and while performing search and rescue operations in low light environments.

The Purchasing Department issued Request for Proposal No. 38-21. Five responses were received and evaluated based on Responsiveness, Products Proposed, Experience and Qualifications, References and Pricing as detailed on the attached Recommendation Memorandum by Sgt. D. Blodgett. The bidders' total scores were as follows:

Steele Industries, Inc.	85/100 points
G & P Armory	75/100 points
Maxavision Technologies	73/100 points
ABM Supply	68/100 points
Kiesler Police Supply	32/100 points

Pursuant to Section 1054.6 of the Jackson County Code, the Sheriff's Office and the Purchasing Department recommend the award of Request for Proposal No. 38-21, Night Vision Equipment, to Steele Industries, Inc. of Sarasota, Florida as the lowest and best proposal received.

The Sheriff's Office requests the transfer of funds as follows:

FROM: 013-1507-58060 County Improvement Fund – Special Projects – Other Improvements  
TO: 013-4201-58170 County Improvement Fund – Sheriff's Office – Other Equipment

**Contact Information**

<b>Department:</b>	Sheriff	<b>Submitted Date:</b>	9/23/2021
<b>Name:</b>	Elizabeth A. Money	<b>Email:</b>	EMoney@jacksongov.org
<b>Title:</b>	Office Administrator	<b>Phone:</b>	816-541-8017

## Request for Legislative Action

Budget Information			
Amount authorized by this legislation this fiscal year:			\$139,700
Amount previously authorized this fiscal year:			\$ 0
Total amount authorized after this legislative action:			\$139,700
Is it transferring fund?			Yes
Transferring Fund From:			
Fund:	Department:	Line Item Account:	Amount:
013 (County Improvement Fund)	1507 (Special Projects in Public Works)	58060 (Other Improvements)	\$139,700
Transferring Fund To:			
Fund:	Department:	Line Item Account:	Amount:
013 (County Improvement Fund)	4201 (Sheriff)	58170 (Other Equipment)	\$139,700

Prior Legislation	
Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:

Purchasing	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Formal Bid
Core 4 Tax Clearance Completed:	Not Applicable
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

Compliance	
Certificate of Compliance	
In Compliance	
Minority, Women and Veteran Owned Business Program	
Goals are waived - insufficient MBE or WBE firms available	
MBE:	.00%

## Request for Legislative Action

WBE:	.00%
VBE:	.00%
<b>Prevailing Wage</b>	
Not Applicable	

### Fiscal Information

- Funds sufficient for this appropriation and/or transfer are available from the source indicated on the budget information tab.

### History

Elizabeth A. Money at 9/23/2021 3:11:47 PM - [Submitted | ]  
Department Director: Ronald A. Fletcher at 9/23/2021 3:39:45 PM - [ Approved | Approved. ]  
Finance (Purchasing): Barbara J. Casamento at 9/23/2021 4:05:32 PM - [ Approved | ]  
Compliance: Katie M. Bartle at 9/27/2021 9:13:28 AM - [ Approved | eRLA 253 ]  
Executive: Sylvia Stevenson at 9/29/2021 3:51:47 PM - [ Approved | ]  
Legal: Elizabeth Freeland at 9/30/2021 11:13:37 AM - [ Approved | ]

### Fiscal Note:

Funds sufficient for this transfer are available from the sources indicated below.

PC# 150721008

Date: September 29, 2021

RES #	20782
eRLA ID #:	253

Org Code/Description		Object Code/Description		From	To
<b>013</b>	<b>County Improvement Fund</b>				
1507	Special Projects in Public Works	58060	Other Improvements	\$ 139,700	\$ -
4201	Sheriff	58170	Other Equipment		139,700
				\$ 139,700	\$ 139,700

### Fiscal Note:

This expenditure was included in the Annual Budget

PC#

Org Code/Description	Object Code/Description	Not to Exceed
<b>013      County Improvement Fund</b>		
4201      Sheriff	58170      Other Equipment	\$      139,700
APPROVED		\$      139,700

**APPROVED**

*By Mary Rasmussen at 9:41 am, Sep 29, 2021*

Budget Office



# Office of the JACKSON COUNTY SHERIFF

Sheriff Darryl Forté

TO: Barbara Casamento, Purchasing Administrator (Jackson County)

FROM: Sgt. D. Blodgett #24

RE: Recommendation Memorandum RFP 38-21 Night Vision Purchase

DATE: 07/16/2021

Ms. Casamento,

I have completed our review of five proposals for the night vision devices contract, submitted by Steele, G&P Armory, Maxavision, ABM Supply, and Keisler Police Supply. I have combined the average of all five panelist scores and provided them below:

	Points Possible	G & P	MaxaVision	ABM	Steele	Keisler
Responsiveness	10	10	10	10	10	10
Products Proposed	35	35	20	20	35	5
Experience and Qualifications	10	5	10	5	10	10
References	10	5	8	8	5	7
Pricing	35	20	25	25	25	0
Total	100	75	73	68	85	32

Maxavision offers the largest corporate footprint and substantial experience in the industry but provided pricing on equipment which during our testing and evaluation was found to be substandard to the items detailed in the RFP. ABM is a locally owned company, with good references, but also provided bid on the identical items which Maxavision provided, again substandard to the items detailed in the RFP. G&P Armory is also locally owned and operated company but has very limited experience in government procurement and contracts; however, they provided a bid for the exact items we detailed in the RFP. Keisler Police Supply failed to provide competitive bids, or comparable item bids for any of the night vision devices requested in the RFP. Steele Industries Inc. provided a bid for the exact items outlined and detailed in the RFP. Steele Industries Inc. did fail to provide significant business resources, but this was assuaged and a very reasonable turnaround time was provided for delivery of the products after speaking to the representative.

The only two companies who provided bids on the exact items detailed in the RFP were G&P Armory and Steele Industries Inc. When comparing the two bids, Steele Industries Inc. was substantially less expensive for the identical items. The pricing of the items will allow us to purchase an additional Actinblack DTNVS which will outfit the team in its entirety, as well as the necessary 15 L4 G24 mounts, which are necessary to adapt the devices to our current ballistic helmets. We believe that Steele Industries Inc. proposes the best overall bid for the items listed in the RFP, and we recommend that this contract be awarded to Steele Industries Inc.

Respectfully,

Sgt. D. Blodgett #24



Steele Industries Inc  
7910 N. Tamiami Trail  
Unit 104  
Sarasota, FL 34243  
(800) 674-730  
duncan@steeleindinc.com

## Quotation

**Issue Date:** 9/16/2021

**Expiration Date:**

10/16/2021

**Point of Contact:**

**To:** Jackson County  
Sheriff

**Quote Number:** 0407-A

**Quote Reference:** PAPER COPY

**POC:**

**Tel:** N/A

**E-Mail:**

dblodgett@jacksongov.org

**Fax:** N/A

*This quotation is valid for thirty (30) days from the Issue Date unless otherwise stated. Any resulting order is subject to credit approval. Submitting an order against this quotation implies acceptance of Steele Industries Inc General Conditions of Sale unless otherwise stated.*

**End Use Country:** United States

**Terms & Conditions:** Night Vision Std.

**Payment Terms:** TBD

**FOB/Incoterms:** N/A

**Freight Terms:** PREPAY & BILL

**Early Shipment Authorized:** Yes

**Packaging:** Commercial

**Certificate of Conformance:** Letterhead

**Named Place:** Sarasota

**Ship Method:** BEST WAY

**Partial Shipments:** Shipping Schedule TBD

*These products are controlled by the U.S. Department of State or the U. S. Department of Commerce, and will require the appropriate export authorization if shipped or taken outside of the United States.*

Item No.	Part No.	Description: 30mw PEQ-15	Qty.	Unit Price:	Extended Price:
1	PEQ-15	<b>Delivery:</b> 4-6 Weeks ARO	15 ea	\$1,499.98	\$22,499.70
2	SI/ DTNVS-18UM- WP	<b>Description:</b> ActinBlack DTNVS with L3 18UM Unfilmed White Phosphor. Mil Spec, MIN OMNI 8 Spec. <b>Delivery:</b> 12 Weeks ARO	11 ea	\$8,699.98	\$95,699.78
3	SI/PVS-14	<b>Description:</b> SI/PVS-14 with L3 18UM Unfilmed White Phosphor. Mil Spec, MIN OMNI 8 Spec, with Wilcox J-Arm <b>Delivery:</b> 8 Weeks ARO	4 ea	\$3,799.98	\$15,199.92
4	L4-G24	<b>Description:</b> L4 G24 in black or tan. <b>Delivery:</b> STOCK	15 ea	\$419.98	\$6,299.70

**Total Price: \$139,699.10**

**Remarks:**

NOTICE: Due to the fluid circumstances surrounding the COVID-19 virus, our lead times are subject to change throughout the bid and order process. Thank you for your understanding.

Sales tax unless otherwise stated is not included in price. End user is responsible for either a tax exempt status or extended price within is subject to all applicable taxes prior to purchase. Sales tax, if applicable, will be in addition to extended price within this quote.

Buyer hereby acknowledges receipt of notice that some or all of the products, information, data, or other material purchased under this quotation is controlled by the U. S. Government International Traffic in Arms (ITAR) Regulations, 22 CFR Sections 120 – 130, or the Export Administration Regulations (EAR), 15 CFR sections 768 - 799. Accordingly, buyer shall not disclose, provide or export such product or information to any non-U.S. person or entity, whether within the U.S. or abroad, without obtaining appropriate export authorization in advance. Buyer acknowledges awareness that intentional violation of such export requirements may constitute a crime.

## 8.0 QUOTATION

8.1 All pricing to include freight charges, FOB Destination.

8.2 Must state Manufacturer and Model Number Proposed below:

8.3 Quotation Sheet:

No.	Description	Quantity	Unit Price	Total Price
8.3.1	Eotech PEQ15 (Atpial) (Black) Mfr & Model No.	14 Each	\$ \$1,499.98	\$ \$20,999.72
8.3.2	Actinblack/L3 Harris DTNVS Unfilmed, White Phosphor Mfr & Model No.	10 Each	\$ \$8,699.98	\$ \$86,999.80
8.3.3	Tactical Night Vision TNV/PVS-14 Unfilmed, White Phosphor Unit W/Wilcox J Arm Mount Mfr & Model NO.	4 Each	\$ \$3,799.98	\$ \$15,199.92
	Total			\$123,199.44

8.4 Discount offered on additional equipment purchased within the next twelve months:

N/A %

8.5 Quotation Sheet Signature

Respondent Name	Steele Industries Inc
Authorized Representative	Duncan Greene
Title	Chief Operating Officer
Signature	<i>Duncan Greene</i>
Address	7910 N Tamiami Trail Suite 104, Sarasota, FL 34243
Phone Number	980-328-2985
Fax Number	N/A
Cell Number	980-328-2985
Email Address	duncan@steeleindinc.com





Steele Industries Inc  
7910 N. Tamiami Trail  
Unit 104  
Sarasota, FL 34243  
(800) 674-730  
duncan@steeleindinc.com

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Expiration Date:

8/1/2021

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To: Jackson County  
Sheriff

Quote Number: 0407

Quote Reference: PAPER COPY

Refer to updated  
quote issued  
9/16/2021.

POC:

Tel: N/A

E-Mail:

dblodgett@jacksongov.org

Fax: N/A

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Freight Terms: PREPAY & BILL

Early Shipment Authorized: Yes

Packaging: Commercial

Certificate of Conformance: Letterhead

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Kiesler  
BHO Police  
Lloyds Knobs  
Supply

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