

Purchase Division Form
(02/05)

Subj: SOLE SOURCE JUSTIFICATION REQUIREMENTS

From: (Dept.) 64 - Patrol
To: 044

Date: 2/16/2023

Ref: (a) Requisition # _____

Contractor: M.S. Martin Enterprises, Inc. / Decatur Electronics

Item: Speed Trailer x2

Est. Cost: \$24,368.00

Required Delivery Date: _____

In accordance with reference (a) the following is submitted.

a. A brief description of the intended use or application.

We intend to use speed trailers for proactive enforcement initiatives. They will also allow our department to retrieve speed data to assist in reviewing and identifying excessive speed patterns throughout our jurisdiction.

b. Description of the critical or unique features (patent, copyright, proprietary, etc) which show no other item or source can satisfy the City's need.

Decatur Electronics is the sole source manufacturer of the Onsite 300MX Matrix speed trailers, along with all related software and options. The Onsite 300MX Matrix speed trailers offer specific, and beneficial features that no other trailers have.

c. Describe the alternatives reviewed, which led to the conclusion that only this particular source of product can meet the requirement.

The above information must be certified as to the accuracy of the facts and representations contained in the request.

Department Head



City Manager

The above facts have been reviewed and approved for sole source procurement and the anticipated cost to the City will be fair and reasonable.



NEW PORT RICHEY POLICE DEPARTMENT



Chief Robert Kochen

MEMORANDUM

TO: Chief Robert Kochen

2/8/23 Approved!

FROM: Lieutenant Joseph Pascalli

CC: Deputy Chief Lauren Letona

DATE: February 6, 2023

SUBJECT: Speed Trailers

Chief Kochen,

Currently, our department does not possess speed trailers to utilize for proactive speed enforcement initiatives. Speed trailers will also allow our department to retrieve speed data to assist in reviewing and identifying excessive speed patterns without our jurisdiction.

American Traffic Solutions, Inc., doing business as Verra Mobility, has agreed to provide the city a one-time credit of \$10,000 on its September 2022 invoice. The city has agreed to use this one-time credit towards the purchase of two mobile speed sentry trailers. I have attached the Professional Service Agreement between the City of New Port Richey and American Traffic Solutions, Inc. for your review.

In addition, I have reviewed several speed enforcement vendor's products and have identified the Decatur Electronics Onsite 300MX Matrix Speed Trailer as the most effective speed trailer for our use. I have attached the sole source letter for the speed trailer for your review.

After the one-time credit of \$10,000 provided by American Traffic Solutions Inc., our total expense would be \$14,368.00 for the purchase of two speed trailers.

Department cost: \$14,368.00

Respectfully Submitted,

LT. J. Pascalli 2/8/23
Lt. Joseph Pascalli

M S Martin Enterprises, Inc.
 1319 Sacandaga Road
 West Charlton, NY 12010
 800-488-1049
 info@msmpublicsafety.com



Estimate 5483

ADDRESS	SHIP TO
New Port Richey Police Dept.	New Port Richey Police Dept.
5919 Main St.	TBD
New Port Richey, FL 34652	New Port Richey, FL 34652

DATE 11/22/2022	TOTAL \$24,368.00	EXPIRATION DATE 04/01/2023
---------------------------	-----------------------------	--------------------------------------

SALES REP
MM

PRODUCT / SERVICES	QTY	RATE	AMOUNT
Onsite:Onsite 300MX; DEIW OnSite 300MX white Speed Trailer with White LEDs, fully assembled. Full matrix of 3,072 white LEDs, 45 pre-programmed messages and graphics, English and Spanish, also client programmable. Includes two 6V Deep Cycle batteries. 3 range settings and 3 brightness settings with Eco mode.	2	8,995.00	17,990.00
EZ Stat S792-625-0 EZ Stat Traffic Data Collector; captures traffic count, date, time, and speed for traffic data reports and analyses	2	793.00	1,586.00
S792-627M-0 Bluetooth download kit for Gen3 EZ Stat for Matrix display	2	179.00	358.00
Solar Panel OS300 S792-605A-0 100W Solar Panel for OS300MX with voltage regulator	2	713.00	1,426.00
Onsite:RED Flashing warning light Red Flashing warning light P792-39R	2	125.00	250.00
Onsite:Blue Flashing warning light Blue flashing warning light P792-39B	2	125.00	250.00
Warranty 2 years electronics / 1 year frame	2	0.00	0.00
TRAINING included; separate training for EZ Stat install / usage vs. Speed trailer training	1	0.00	0.00
Shipping & Handling Ships via LTL carrier from manufacturing site in San Diego CA. Enclosed, insured carrier. No assembly required by client. Destination address must have forklift.	2	1,254.00	2,508.00

A CONVENIENCE FEE OF 3% WILL BE ADDED TO CREDIT
 CARD PAYMENTS EFFECTIVE JAN. 1, 2022

TOTAL	\$24,368.00
--------------	--------------------

THANK YOU.

Authorized & Exclusive National Distributor



May 2, 2022

Dear Valued Customers,

Thank you for your recent inquiry on Decatur Electronics products. The following information is Decatur Electronics' Sole Source Statement on our Onsite 300MX Matrix speed trailer.

Decatur Electronics, whose headquarters is located in San Diego California, is the Sole Source Manufacturer of the Onsite 300MX Matrix speed trailer, along with all related software and options, and it is not available from another manufacturing source.

The Onsite 300MX contains the following specific sole source features:

- Graphic Matrix head with 64x48 pixels with high intensity white or amber LEDs.
- 1,2 or 3 line custom messages with up to seven characters per line
- 18 preloaded English messages
- 14 preloaded graphics
- 13 preloaded Spanish messages
- Highest quality trailer with unique store in place locking tongue
- Four extra heavy duty, built in leveling jacks

Additional features include:

- Up to 450Ahr battery capacity
- Solar Option
- Multiple trigger modes
- MPH or KPH selectable
- Multiple range settings
- Folding display for easy transport and storage

Thank you,

A handwritten signature in black ink, appearing to read "Bradford S. Cooley".

Bradford S. Cooley
General Manager - Decatur Electronics
D&K Engineering Inc





15890 Bernardo Center Drive
San Diego, CA 92127



Your Engineering & Manufacturing Partner

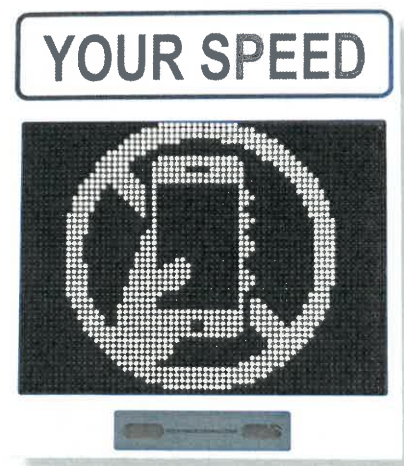
OnSite™ 300MX

Matrix Speed Trailer

Radar
Trailers
Video



The Onsite 300MX easily allows you to display current speed, a message or a graphic triggered by the vehicle's speed. The Onsite 300MX gives unparalleled flexibility in all of your traffic calming applications

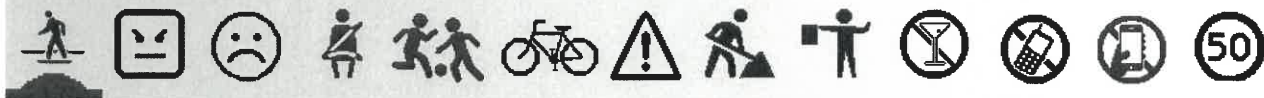


MUTCD 2009 Compliant (California MUTCD 2014 Compliant with Amber Display)

18 Preloaded Messages

SLOW DOWN, DRIVE SAFE, FINE (Amount adjustable), FINES X 2, WORK ZONE, TOO FAST, DONT TEXT, SAVE LIVES, DUST AREA, School Zone, No Fireworks, CLICK IT OR TICKET, CHECK POINT AHEAD, Reduce Speed Ahead, Road Hazard Ahead, Please Drive Safely, US SPEED LIMIT, BLANK (Nothing displayed)

14 Preloaded Graphics



13 Preloaded Spanish Messages

NO USE EL CEL, Bajale, CUIDADO, Peligro, CUIDA TU VIDA, RETEN A 100M, RETEN A 150M, RETEN A 200M, Familia te Espera, No Tome y Maneje, Zona Escolar, respete las senales, Vas Muy Rapido