

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** El Paso Police Dept

**AGENDA DATE:** April 27, 2010

**CONTACT PERSON NAME AND PHONE NUMBER:** Asst. Chief Eric Shelton (915) 564-7301  
Carmen Arrieta-Candelaria CFO (915) 541-4293

**DISTRICT(S) AFFECTED:** A11

**SUBJECT:**

APPROVE a resolution / ordinance / lease to do what? OR AUTHORIZE the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

That the Purchasing Manager be authorized to issue a Purchase Order to Kustom Signals in the estimated amount of \$113,740.00 utilizing HGAC Contract #EF04-09 for the purchase of Pro III Laser

**BACKGROUND / DISCUSSION:**

Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

The proposed purchase of the Pro III Laser LIDAR or more commonly referred to as Laser guns were introduced for sale to the law enforcement community for speed enforcement in 1989. The City of El Paso has traditionally used radar guns for speed enforcement. Radar used radio waves to transmit a signal whereas Lidar uses light to measure speed. The advantage of Lidar is primarily accuracy. Radar guns have worked well for the El Paso Police Department in the past, but due to ever increasing traffic on the roadways it has become necessary to upgrade technology to enforce speeding laws. A radar gun reads speed of vehicles within its wide beam path and an Officer must use his training and experience to determine which vehicle in the radar's path is actually speeding. For example a radar beam measuring a car 500 feet away from the radar gun would be approximately 75 feet wide and at 1000 feet it would be approximately 150 feet wide. A lidar or laser beam measuring the same vehicle at the same distances would be 18 inches and 36 inches respectively. This literally allows and Officer to pinpoint a vehicle in traffic and measure speed and this is essential for crowded freeways and school zones.

**PRIOR COUNCIL ACTION:**

Has the Council previously considered this item or a closely related one?

N/A

**AMOUNT AND SOURCE OF FUNDING:**

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

Department: El Paso Police Dept  
Amount: \$113,740.00  
Funds Available: #21010050-15468-21000-503208  
Fund Source: Red Light Camera Funds

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

*Information copy to appropriate Deputy City Manager*

**FINANCIAL SERVICES DEPARTMENT, PURCHASING DIVISION  
PROJECT FORM**

DATE: April 15, 2010

*Fit*

TO: Municipal Clerk

FROM: Carmen Arrieta-Candelaria  
Chief Financial Officer, ext. 4011

Deniese Baisley  
Procurement Analyst, ext. 4263

\*\*\*\*\*

Please place the following item on the CONSENT Agenda of April 27, 2010

Item should read as follows:

Request that the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue Purchase Order(s) to Kustom Signals, Inc. under Houston-Galveston Area Council (HGAC) Contract No. EF04-09 to purchase 40 ProLaser III units for the El Paso Police Department for the total estimated amount of \$113,740.00. The participation by the City of El Paso in the Houston-Galveston Area Council (HGAC) Purchasing Program was approved by Mayor and City Council on May 8, 2007.

Department: Police  
Total Amount: \$113,740.00  
Funding Sources: Red Light Camera Funds  
District(s): All

\*\*\*\*\*

COUNCIL APPROVED  REJECTED  MUNICIPAL CLERK \_\_\_\_\_

\*\*\*\*\*

APPROVED: \_\_\_\_\_ COUNCIL MEETING DATE: April 27, 2010

\_\_\_\_\_  
Carmen Arrieta-Candelaria, CFO  
Financial Services Department

cc: Bld File

*Dedicated to Outstanding Customer Service for a Better Community*

**SERVICE SOLUTIONS SUCCESS**



To: Carmen Arrieta-Candelaria, CFO

From: Gregory Allen, Chief of Police

Date: April 13, 2010

Re: Kustom Signals Prolaser III speed measuring device

Mayor  
John F. Cook

City Council

District 1  
Ann Morgan Lilly

District 2  
Susannah M. Byrd

District 3  
Emma Acosta

District 4  
Melina Castro

District 5  
Rachel Quintana

District 6  
Eddie Holguin Jr.

District 7  
Steve Ortega

District 8  
Beto O'Rourke

City Manager  
Joyce A. Wilson

The El Paso Police Department recommends utilizing HGAC Purchasing Cooperative program contract number EF04-09 for Item CRS1700 (Prolaser III) to issue a \$113,740.00 purchase order to Kustom Signals for the purchase of 40 Kustom Prolaser III speed measuring guns for traffic units of the El Paso Police Department. The Following factors were used to evaluate the use of this procurement program as the best approach:

**1. Is there an urgent need for the product/service? In other words, is time of the essence?**

Yes, this purchase would equip all police motor officers with a technically more advanced product than the traditional police radar due to "beam" width issues for enforcement in School Zones and the increasing congestion of our freeways where "beam" width limits the ability of the traditional police radar.

**2. Does the purchase through the Program promote the standardization of equipment?**

Yes, the Police Department is moving to incorporate laser speed measuring devices into its traffic enforcement program. This purchase sets the standard for subsequent purchases with a vendor that is currently in use with the City.

**3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?**

No, Kustom signals (manufacturer) is based in Kansas. Comparable products from LTI (Laser Technologies Inc), Laser Atlanta, and Stalker are not available locally but via manufacturer.

**4. Do the available vendors have prior work experience and/or familiarity with the City?**

Yes, Kustom Signals currently supplies Police radars for marked units and is currently working as well to provide video cameras for police motorcycles.

**5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?**

Price reasonableness has been established because the cooperative purchasing agency used a competitive bidding process in the awarding of the contract.

The participation by the City of El Paso in the Houston-Galveston Area Council Purchasing Cooperative was approved by the Mayor and City Council on May 8, 2007. The standard factors used to determine the use of a Cooperative Purchasing program were approved by City Council on June 24, 2008.



# Quotation

**KUSTOM SIGNALS, INC.**  
A SUBSIDIARY OF PUBLIC SAFETY EQUIPMENT, INC  
8325 Pflumm, Lenexa KS 66215-3347  
913-492-1400 Fax 913-492-1703  
sales@kustomsignals.com www.kustomsignals.com

Date 12/03/2009

To... M GAITHER  
EL PASO POLICE DEPARTMENT

911 N RAYNOR STREET  
EL PASO TX 79903

Quote # 2999554601608  
Terms Net 30  
This Quote Expires on 05/10/2010  
Phone 915-564-7000  
Fax 915-564-7367

Qty	Product Description	UnitPrice	SubTotal
40	PROLASER III INCLUDES BATTERY MODULE AND CHARGER, AND STRAIGHT POWER CORD	\$2,943.50	\$117,740.0
40	DISCOUNT FOR QUANTITY - \$100.00 per unit	\$-100.00	\$-4,000.00
	INCLUDES SHIPPING		
	INCLUDES 2 BATTERIES PER LASER		
	INCLUDES 2 YEAR WARRANTY		
	HGAC CONTRACT # EF04-09		
	INCLUDES HGAC FEE		

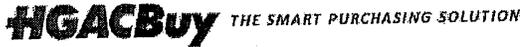
Total \$113,740.00

\* Applicable Sales Tax Not Included

Signature *Valery Rice*



Toll Free 800-4KUSTOM (800-458-7866)



GENERAL PURPOSE & EMERGENCY VEHICLES	COMMUNICATIONS EQUIPMENT & SERVICES	GROUND FACILITIES & PARKS EQUIPMENT	PUBLIC WORKS EQUIPMENT	EMERGENCY EQUIPMENT & SUPPLIES	CONSULTING LEASING & STAFFING SERVICES	FLEET FUEL & FUEL CARD SERVICES
COOPERATIVE ENERGY PURCHASING						

You are here: Home > Law Enforcement Equipment

## EMERGENCY EQUIPMENT & SUPPLIES

### LAW ENFORCEMENT EQUIPMENT

Contract No.: EF04-09

Effective Date: Apr 1, 2009 to Mar 31, 2011

Note: The four categories are :

- (A) Speed Detection Instruments/Systems
- (B) In-Vehicle Video Recording Systems
- (C) Automated License Plate Recognition Systems
- (D) Portable Breath Alcohol Testers.

The table below shows base bid items only. Other configurations, options and accessories are available. Please contact the indicated contractor to discuss your needs and obtain a written HGACBuy Contract Pricing Worksheet.

- [Applied Concepts](#)
- [Coban Technologies](#)
- [Digital Ally, Inc.](#)
- [Digital Safety Technologies, Inc.](#)
- [Federal Signal Corporation](#)
- [ICOP Digital, Inc.](#)
- [International Police Technologies, Inc.](#)
- [Kustom Signals, Inc.](#)
- [L-3 Communications Mobile-Vision, Inc.](#)
- [Laser Technology, Inc.](#)
- [Lifeloc Technologies Inc](#)
- [Monitor Systems](#)
- [MPH Industries](#)
- [Nestor Traffic Systems, Inc.](#)
- [Watchguard Video](#)

### H-GAC CONTACTS

**Loleta Joiner**  
 (P): 713-993-2486  
 (F): 713-993-4548  
[loleta.joiner@h-gac.com](mailto:loleta.joiner@h-gac.com)

### VENDOR CONTACTS

**Applied Concepts, Inc.**  
 Jack Beck  
 (P): 972-398-3780  
 (F): 972-398-3781  
[Click here for Email](#)

**BearCom**  
 Linda Bonner Welborn  
 (P): 281-476-4302  
 (F): 281-930-1052  
[Click here for Email](#)

**Coban Research & Technologies, Inc.**  
 Cindy Chang  
 (P): 281-277-8288  
 (F): 281-277-8256  
[Click here for Email](#)

**Digital Ally, Inc.**  
 Larry Dado  
 (P): 800-440-4947  
 (F): 913-814-7775  
[Click here for Email](#)

**Digital Safety Technologies**  
 Julia McIntyre  
 (P): 919-627-6016  
 (F): 919-627-6099  
[Click here for Email](#)

**Federal Signal Corporation**  
 Linda Becvar  
 (P): 708-534-3400  
 (F): 708-534-4874  
[Click here for Email](#)

**ICOP Digital, Inc.**  
 Dave Childress  
 (P): 281-782-2544  
 (F): 913-312-0264  
[Click here for Email](#)

**International Police Technologies, Inc.**  
 Chris Mauser  
 (P): 724-825-0286  
 (F): 412-774-1943  
[Click here for Email](#)

**Kustom Signals, Inc.**  
 Valery Rice  
 (P): 800-458-7866  
 (F): 913-492-1703  
[Click here for Email](#)

**L-3 Communications Mobile-Vision, Inc.**  
 Mark Pavlak  
 (P): 800-336-8475  
 (F): 973-257-3024  
[Click here for Email](#)

**Laser Technology, Inc.**  
 Cheri Lucero

### Applied Concepts

#### A. Speed Detection Instruments/Systems

H-GAC Product Code	Base Bid Item Description	Base Offered Price (\$)
AA01	Stalker Basic - stationary application. General Description: hand-held doppler radar, cordless design; Operating frequency: K-band. Backlit LCD display. Trigger activated transmission. Doppler audio; Power: Internal battery; Weight: 1 lb. 10 oz. with battery; Components: Complete unit, ready for use, programmed with necessary software, battery, battery charger, cigarette lighter power plug adapter, power cord, carrying case; Target Speed Range: 5 to 200 mph; Accuracy: +/- 1 mph	\$795.00
AA02	Stalker II SDR - General Description: handheld stationary doppler radar, cordless design. Operating frequency: Ka-band. Backlit, LCD display. Trigger activated transmission. Doppler audio. Battery: rechargeable, removable Li-Ion. Weight: 2.15 pounds with battery handle; Components: complete unit, ready for use, programmed with necessary software, battery handle, battery charger, cigarette lighter power plug adapter, power cord, carrying case; Target Speed Range: 5 to 200 mph; Accuracy: +/- 1 mph	\$1,495.00
AA03	Stalker II MDR- General Description: handheld moving/stationary doppler radar, cordless design. Moving applications. Opposite or same direction tracking Operating frequency: Ka-band. Backlit, LCD display. Trigger activated transmission. Doppler audio. Battery: rechargeable, removable Li-Ion. Weight: 2.15 pounds with battery handle; Components: complete unit, ready for use, programmed with necessary software, battery handle, battery charger, cigarette lighter power plug adapter, power cord, carrying case. Target Speed Range: Selectable with 5/20 key: 5 in patrol window for acquisition of 5 to 90 mph; 20 in patrol window for acquisition of 20 to 90 mph. Patrol speed, locked, trackable to 199 mph. Target, moving, opposite lane: 20 to 195 mph @ 5 mph patrol speed, 35 to 130 mph @ 70 mph patrol speed. Target, moving, same lane: +/- 70% of patrol speed within 5 mph of patrol speed; Accuracy: +/- 1 mph	\$2,395.00
AA04	Stalker Lidar - General Description: hand-held, cordless design. Stationary applications.	\$2,850.00

encompassing controls, speakers, front camera, rear camera (covert), and LCD color display (3.5" diagonal). Server based operating system, with custom video management system (email / wired ethernet connectivity; Recorder: Digital format. Under seal mounting. Max recording time: 40 hours (for standard hard drive). Automatic record triggers: emergency lights, siren, wireless microphone, or collision. Simultaneous interior and exterior audio and video recording. Simultaneous 2-channel audio recording (inside and outside). Passive (prevent) recording: 60 seconds. Hard drive: removable, 40 GB. Digital image stabilization. Resolution: 720 x 480. Capability of recording 2 video inputs (30 frames/sec each). Still image capture; Audio: Wireless microphone (900 MHz, 500 foot line of sight range, with antenna, 8 channels).

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## Kustom Signals, Inc.

### A. Speed Detection Instruments/Systems

### B. In-Vehicle Video Recording Systems

H-GAC Product Code	Base Bid Item Description	Base Offered Price (\$)
AC01	Talon II, stationary application - General Description: Hand-held or dash mount, power cord design. Stationary application. Operating frequency: Ka-band. Components: complete unit, ready for use, programmed with necessary software, cord and plug adapter.	\$1,283.98
AC02	Falcon - General Description: Hand-held, power cord, compact design. Stationary application. Operating frequency: K-band. Components: complete unit, ready for use, programmed with necessary software, cord and plug adapter.	\$1,049.51
AC03	HR-12 - General Description: Hand-held, power cord, compact design. Stationary or moving applications. Operating frequency: K-band. Components: complete unit, ready for use, programmed with necessary software, cord and plug adapter, dash mount.	\$1,492.05
AC04	ProLaser III - General Description: Hand-held cordless design. Stationary applications. Backlit, LCD display. Heads-up targeting display. Battery: removable, rechargeable NIMH. Audio assisted aiming. Directional technology. Trigger activated transmission. Incident weather mode. Simultaneous speed and range. RS232 connections port for camera and computer interface; Components: complete unit, ready for use, programmed with necessary software, heads-up display, battery, battery charger.	\$2,943.50
AC05	Eagle II - General Description: Vehicle-mounted design. Operating frequency: Ka-band. Dual antenna. Stationary or moving applications. LED display. Corded remote. Doppler audio. RS232 connections for camera and computer interface; Components: complete system, ready for use, with dual antenna, programmed with necessary software, corded remote.	\$1,608.78
AC06	Eagle II Plus - General Description: Vehicle-mounted design. Operating frequency: Ka-band. Dual antenna. Backlit LED display. Stationary or moving applications. Fastest vehicle tracking. Stopwatch tracking. Corded remote. Doppler audio. RS232 connections for camera and computer interface; Components: complete system, ready for use, with dual antenna, programmed with necessary software, corded remote.	\$1,771.18
AC07	Golden Eagle II - General Description: Vehicle-mounted design. Operating frequency: Ka-band. Dual antenna. LED display. Stationary or moving applications. Same direction tracking. Fastest vehicle tracking. Stopwatch tracking. Corded remote. Convertible display. Doppler audio. RS232 connections for camera and computer interface; Components: complete system, ready for use, with dual antenna, programmed with necessary software, corded remote.	\$2,040.15
AC08	Directional Golden Eagle II - General Description: vehicle-mounted design. Operating frequency: Ka-band. Dual antenna. Distinguishes slower and faster traffic in same direction mode. Backlit, LCD display. Corded remote. Doppler audio. Counting unit: dash (via shielded cable) or directly to control unit; Components: complete system, ready for use, with dual antenna, programmed with necessary software, display unit, corded remote.	\$2,684.68
AC09	Golden Eagle Motorcycle - General Description: Motorcycle-mounted design. Operating frequency: Ka-band. Weatherproof components. Dual antenna. LED display. Stationary or moving applications. Same direction tracking. Fastest vehicle tracking. Stopwatch tracking. Thumb switch remote. Convertible display. Doppler audio. RS232 connections for camera and computer interface; Components: complete system, ready for use, with dual antenna, programmed with necessary software, remote, mounting brackets.	\$2,421.79
AC10	SMART Model-II - General Description: Traller-mounted speed display sign. Built-in radar (K-band). Speed range: 10 to 99 mph. Weather-resistant, aluminum construction, on a steel tubular frame, with trailer, two-digit LED display (18-inch height), batteries, and 18 Amp AC charger; Components: Complete unit, ready for use, with console, Directional radar unit, frame, trailer, LED sign, leveling jacks, removable hitch, with necessary software, plus batteries, and 18 amp AC charger	\$8,358.53
AC11	SMART Model-1 - General Description: Traller-mounted speed display sign. Built-in radar (K-band). Speed range: 10 to 99 mph. Weather-resistant, aluminum construction, on a steel tubular frame, with trailer, two-digit LED display (18-inch height), solar assist panels, red	\$9,409.05