

RESOLUTION NO. 2020 - 313

**A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO PURCHASE AND TO EXECUTE A PURCHASE ORDER FOR THREE (3) TRAFFICWARE TS-2 TYPE 6 TRAFFIC SIGNAL CABINETS WITH VIDEO AND LOOP DETECTION**

**RECITALS**

**WHEREAS**, the County seeks to purchase three (3) Trafficware Type 6 Traffic Signal Cabinets with Video and Loop Detection for the Traffic Division; and

**WHEREAS**, in accordance with F.S. 287.057 (5) (C) Procurement of commodities or contractual services and 120.57 (3) Additional procedures for particular cases; and

**WHEREAS**, purchase of the equipment will be funded by the Traffic Division; and

**WHEREAS**, the County has reviewed the terms, provisions, conditions and requirements of the Contract and finds that entering into the Contract for purchase of the loader serves a public purpose.

**NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA**, as follows:

Section 1. The above Recitals are incorporated by reference into the body of this Resolution and such Recitals are adopted as finds of fact.

Section 2. The County Administrator, or designee, is hereby authorized to purchase three (3) Trafficware Type 6 Traffic Signal Cabinets with Video and Loop Detection.

Section 3. In accordance with the terms and conditions of the Contract, the County Administrator, or designee, is further authorized to execute a purchase order in the amount of \$122,008.00 for the purchase of three (3) Trafficware Type 6 Traffic Signal Cabinets with Video and Loop Detection from Cubic ITS, Inc.

Section 4. To the extent that there are typographical and/or administrative errors that do not change the tone, tenor, or concept of this Resolution, then this Resolution may be revised without subsequent approval by the Board of County Commissioners.

**PASSED AND ADOPTED** by the Board of County Commissioners of St. Johns County, Florida, this 18 day of August, 2020.

**BOARD OF COUNTY COMMISSIONERS OF  
ST. JOHNS COUNTY, FLORIDA**

By: Jeb S. Smith  
Jeb S. Smith, Chair

**ATTEST:** Brandon J. Patty, Clerk  
Clerk of the Circuit Court & Comptroller

By: Pam Halterman  
Deputy Clerk

**RENDITION DATE** 8/20/20



**Client:**  
 St John's County  
 Traffic Engineering  
 Attn: Mike Likely

**Intersection/Notes:**  
 Knockdown Type 6

**Trafficware - A CUBIC Company**  
 522 Gillingham Lane  
 Sugar Land, TX 77478  
 (281) 240-7233 Phone  
 (281) 240-7238 Fax  
 customercare@trafficware.com  
 www.trafficware.com

**Reference:**  
 Quote #: qb070420a  
 Re: Type 6 with Video Detection and Loop Dets  
 Date: 7-1-20

**Your Trafficware Business Development Mgr.**  
 Contact: Greg Freel  
 Phone.: 804.813.9331  
 Email: Greg.Freel@CUBIC.com

**QUOTATION FOR GOODS AND SERVICES**

Thank you for your quotation request. We are pleased to offer this quotation for good and services as outlined under the terms and conditions noted below.

| QUANTITY | DESCRIPTION   | PART NUMBER                  | \$/UNIT     | \$/TOTAL    |
|----------|---|------------------------------|-------------|-------------|
| 1        | <b>Trafficware Type 6 Cabinet w/ ATC Includes</b><br>1 ea. KIT, VIDEO, 6 CAM, 3 VU2F, 4-CAM PNL<br>1 ea. KIT, UPS, 2000W, ALPHA GUARD<br>1 ea. KIT, COMM, ITS8040, SM, LC-ST, DIN<br>1 ea. KIT, FIBER SPLICE, LANDSCAPE, SM, 12ST<br>16 ea. LOAD SWITCH, STD, DISCRETE, SSS-86-3<br>8 ea. RELAY, XFER, 2C, 20A, SOCKET MNT, 136-62T3A1<br>3 ea. PROD, TS2, BIU, 512KBYTE, W/OUT RS232 PORT<br>1 ea. PROD, TS2, P/S, PS2D, SHELF, TST, JCK, 12V/5A, TX<br>8 ea. PROD, MODULE, LOOP DET, LCD, 2CH<br>1 ea. PROD, MMU516L-E, E-NET LCD MMU<br>1 ea. FLASHER, NEMA, DISCRETE, CALTRAN, SSF-88<br>1 ea. COMMANDER with V76<br>1 ea. TS2 Adapter Cable, TS1 to TS2<br>4 ea. BATTERY, HP 4.0, 12V, 114 AH, AGM<br>1 ea. SUPPORT, CONFIGURATION, CABINET, REDLINE | 70006-TS2/FLPP-E2-WC42010900 | \$40,706.00 | \$40,706.00 |

**TOTAL = \$40,706.00**

**TERMS AND NOTES:**

- Terms:**
- QUOTE VALID FOR 90 DAYS.
  - PRICES ARE IN US FUNDS.
  - NET 30 DAYS.
  - FREIGHT - FOB ORIGIN / FREIGHT PREPAID AND ADD
  - TAXES ARE NOT INCLUDED, ALL ITEMS SUBJECT TO APPLICABLE TAXES. IF TAX EXEMPTION APPLIES PLEASE FURNISH NUMBER OR RESALE CERTIFICATE WITH PURCHASE ORDER.
  - DELIVERY 60 - 90 DAYS AFTER RECEIPT OF ORDER, FOR STANDARD ITEMS. FOR NON STANDARD ITEMS PLEASE ADD AN ADDITIONAL 60 DAYS
  - THIS QUOTATION IS FOR PRODUCT ONLY. QUOTE DOES NOT INCLUDE TRAINING OR TURN-ON ASSISTANCE, UNLESS STATED IN QUOTE.
- Notes:**
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  - ITEM NUMBERS FOR PSI PRODUCTS (A TRAFFICWARE COMPANY) BEGIN WITH "P" TO HELP OUR PSI CUSTOMERS DISTINGUISH PSI PARTS. THESE PARTS CAN BE ORDERED WITH OR WITHOUT USING THE "P" PREFIX.
  - PLEASE SEND ALL PO'S TO CUSTOMERCARE@TRAFFICWARE.COM & MADE OUT TO TRAFFICWARE GROUP, INC.

We appreciate the opportunity to provide this quotation!  
 Regards,

*Greg Freel*

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Customer represents and warrants that, in connection with the marketing, sales and distribution of Trafficware Products, customer has complied and will comply with all applicable laws, including but not limited to: (1) anti-corruption laws (such as the U.S. Foreign Corrupt Practices Act) that prohibit directly or indirectly giving, offering, promising, requesting or accepting anything of value for the corrupt purpose of gaining a commercial benefit or advantage; and (2) U.S. export control and sanctions laws that regulate the disposition of U.S. -origin goods, software and technology.

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 Phone: 904.813.8331  
 Email: Greg.Freel@CUBIC.com

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 Re: Type 6 with Video Detection and Loop Dets  
 Date: 5-18-20

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**REQUEST FOR APPROVAL  
ST JOHNS COUNTY PURCHASING**

**SUBJECT: Request to purchase sole source materials due to standardization**

**SUGGESTED VENDOR: Cubic ITS, INC**

**ESTIMATE: \$122,118**

**REASON FOR REQUEST:**

**PURCHASING POLICY NUMBER: 302.6.5.3**

- |  |  |   |
|--|--|---|
| A. <input checked="" type="checkbox"/> Standardization   | D. <input checked="" type="checkbox"/> Only Known Supplier   | G. <input type="checkbox"/> Public Safety Emergency |
| B. <input type="checkbox"/> Spare Parts                  | E. <input type="checkbox"/> Delay of Construction Contractor | H. <input type="checkbox"/> Time Restriction        |
| C. <input checked="" type="checkbox"/> Replacement Parts | F. <input type="checkbox"/> Environmental Urgency            | I. <input type="checkbox"/> Other                   |

**BUDGET ACCOUNT NO/DESCRIPTION: 1125-54605**

**BUDGETED AMOUNT: \$122,118**

The Traffic Division is requesting to purchase three TS-2 Type 6 traffic signal cabinet with video and loop detection to replace the stock cabinets that have been used to repair damaged signal cabinet due to auto accidents. The Trafficware TS-2 cabinets are our standard equipment that's already in use by the St. Johns Count Traffic Signal Department. Compatibility with our monitoring software, ATMS, is essential.

**REQUISITIONER: Hank Mein**

*Hank Mein*

**DATE: 7/7/20**

**DIVISION MANAGER: Rodney Cooper**

*Rodney Cooper*

**DATE: 7-9-2020**

**DEPARTMENT MANAGER: Neal Shinkre**

*Neal Shinkre*

**DATE:**

*7/12/20*

**PURCHASING REVIEW**

- DISPOSITION:** A.  Concurs with Request  
B.  Does not concur with Request  
C.  Requires approval(s) as listed below

**COMMENTS:**

**BUYER:**

**DATE:**

**PURCHASING MANAGER:**

**DATE:**

**MANAGEMENT REVIEW**

- DISPOSITION:** A.  Concurs with Request  
B.  Does not concur with Request

**COMMENTS:**

**Brad Bradley, Assistant County Administrator**

**DATE:**

**Joy Andrews, Assistant County Administrator**

**DATE:**

**Hunter S. Conrad, County Administrator**

**DATE:**

(Use reverse side for additional comments)  
Return to Purchasing when completed.

Revised 04/10/20



## St. Johns County Board of County Commissioners

Public Works | Traffic & Transportation

To whom it may concern,

St. Johns County Traffic Signal Department is requesting your consideration in the procurement of new traffic signal cabinets. In the past two years the Traffic Signal Department has lost six traffic signal controller cabinets due to automobile accidents and lighting strikes. We have recovered and continue to recover costs with insurance claims. We work with legal and risk management to recover as much as possible.

We have standardized all traffic signal controller cabinets for compatibility with our central monitoring software, ATMS. Our software is also the standard for Florida Department of Transportation (FDOT) in north east Florida and the North Florida TPO. This is the same equipment that Traffic Operations requires for all new traffic signals.

We have also standardized cabinets for the following reasons:

1. Minimizing inventory.
2. This is a public safety issue, as well. We don't want a traffic control device in a failed state waiting on parts to be procured.
3. Troubleshooting.
4. Timing coordination with adjacent signals.
5. Maintaining a level of service the public come to expect from St. Johns County.

In conclusion, these cabinets are parts of the traffic signal system we have in St. Johns County.

Respectfully,  
*Hank Mein*  
Hank Mein  
209-0173



**ST. JOHNS COUNTY BOARD OF COUNTY  
COMMISSIONERS**

**Purchasing Department**

500 San Sebastian View

St. Augustine, Florida 32084

Telephone (904) 209-0150 FAX (904) 209-0151

**REQUEST FOR SOLE SOURCE JUSTIFICATION**

Requested by: St. Johns County

Department: Traffic

Contact Person: Michael Likley

Phone: 904 669-7984

FAX: \_\_\_\_\_

Commodity/Service to be purchased:

Traffic Signal System Cabinet w/

Video Detection Modules.

Vendor Name: Cubic ITS, Inc.

Contact Person: Gregory Freel

Phone: 904.613.9331

FAX: \_\_\_\_\_

281.240.7238

**VENDOR VERIFICATION**

Please check all that apply:  Publisher  Producer

Copyright Holder/Patent Holder/Trademark Holder/Exclusive Licensee or Holder  
of Intellectual Property Rights

Exclusive Agent within the State (attach verification)

For any of the Classifications noted above, the County must have verification or  
documentation on the part of the Holder/Vendor.

Vendor Signature: \_\_\_\_\_

Type or Print Name: \_\_\_\_\_

Gregory B. Freel

Title: \_\_\_\_\_

Senior ~~Name~~ Business Development Manager

Date: \_\_\_\_\_

5.20.2020

Fl Statute 838(2)(3)(4)(5). It is unlawful for any person, "with corrupt intent to obtain a  
benefit for any person or to cause unlawful harm to another, to circumvent a  
competitive bidding process required by law or rule by using a sole-source contract for

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 Traffic Engineering  
 Attn: Mike Likely

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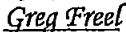
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  - THIS QUOTATION IS FOR PRODUCT ONLY. QUOTE DOES NOT INCLUDE TRAINING OR TURN-ON ASSISTANCE, UNLESS STATED IN QUOTE.
- Notes:**
- ALL ORDERS ARE SUBJECT TO CREDIT APPROVAL.
  - CREDIT APPROVAL DELAYS MAY ADVERSLEY AFFECT STANDARD DELIVERY TIMES.
  - CANCELLED ORDERS ON STANDARD ITEMS ARE SUBJECT TO A 25% RESTOCKING FEE. RESTOCKING FEE FOR CANCELLED ORDERS ON SPECIALTY OR CUSTOM MADE ITEMS WILL BE HIGHER.
  - ITEM NUMBERS FOR PSI PRODUCTS (A TRAFFICWARE COMPANY) BEGIN WITH "P" TO HELP OUR PSI CUSTOMERS DISTINGUISH PSI PARTS. THESE PARTS CAN BE ORDERED WITH OR WITHOUT USING THE "P" PREFIX.
  - PLEASE SEND ALL PO'S TO CUSTOMERCARE@TRAFFICWARE.COM & MADE OUT TO TRAFFICWARE GROUP, INC.

We appreciate the opportunity to provide this quotation!

Regards,  


**Compliance:**  
 Customer represents and warrants that, in connection with the marketing, sales and distribution of Trafficware Products, customer has complied and will comply with all applicable laws, including but not limited to: (1) anti-corruption laws (such as the U.S. Foreign Corrupt Practices Act) that prohibit directly or indirectly giving, offering, promising, requesting or accepting anything of value for the corrupt purpose of gaining a commercial benefit or advantage; and (2) U.S. export control and sanctions laws that regulate the disposition of U.S. -origin goods, software and technology

**Client:**  
 St John's County  
 Traffic Engineering  
 Attn: Mike Likely

**Intersection/Notes:**  
Knockdown Type 6

**Trafficware - A CUBIC Company**  
 522 Gillingham Lane  
 Sugar Land, TX 77478  
 (281) 240-7233 Phone  
 (281) 240-7238 Fax  
 customercare@trafficware.com  
 www.trafficware.com

**Reference:**  
 Quote #: gbf051820a  
 Re: Type 6 with Video Detection and Loop Dets  
 Date: 5-18-20

**Your Trafficware Business Development Mgr**  
 Contact: Greg Freel  
 Phone.: 804.813.9331  
 Email: Greg.Freel@CUBIC.com

**QUOTATION FOR GOODS AND SERVICES**

Thank you for your quotation request. We are pleased to offer this quotation for good and services as outlined under the terms and conditions noted below.

| QUANTITY | DESCRIPTION   | PART NUMBER                  | \$/UNIT     | \$/TOTAL    |
|----------|---|------------------------------|-------------|-------------|
| 1        | <b>Trafficware Type 6 Cabinet w/ ATC Includes</b><br>1 ea. KIT, VIDEO, 6 CAM, 3 VU2F, 4-CAM PNL<br>1 ea. KIT, UPS, 2000W, ALPHA GUARD<br>1 ea. KIT, COMM, JTS8040, SM, LC-ST, DIN<br>1 ea. KIT, FIBER SPLICE, LANDSCAPE, SM, 12ST<br>16 ea. LOAD SWITCH, STD, DISCRETE, SSS-86-3<br>8 ea. RELAY, XFER, 2C, 20A, SOCKET MNT, 136-62TJA1<br>3 ea. PROD, TS2, BIU, 612KBYTE, W/OUT RS232 PORT<br>1 ea. PROD, TS2, P/S, PS2D, SHELF, TSTJCK, 12V/6A, TX<br>8 ea. PROD, MODULE, LOOP DET, LCD, 2CH<br>1 ea. PROD, MMU516L-E, E-NET LCD MMU<br>1 ea. FLASHER, NEMA, DISCRETE, CALTRAN, SSF-88<br>1 ea. COMMANDER with V76<br>1 ea. TS2 Adapter Cable, TS1 to TS2<br>4 ea. BATTERY, HP 4.0, 12V, 114 AH, AGM<br>1 ea. SUPPORT, CONFIGURATION, CABINET, REDLINE | 70006-TS2/FLPP-E2-WC42010900 | \$40,706.00 | \$40,706.00 |

**TOTAL= \$40,706.00**

**TERMS AND NOTES:**

- Terms:**
- QUOTE VALID FOR 90 DAYS.
  - PRICES ARE IN US FUNDS.
  - NET 30 DAYS.
  - FREIGHT - FOB ORIGIN / FREIGHT PREPAID AND ADD
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*Greg Freel*

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