

COMPLETE THIS SECTION IF NEW CONTRACT

For contract(s) in this request, answer applicable questions in each of the 4 major subject areas below in accordance with the Instructions for Preparation of Non-Competitive Procurement Form on the reverse side.

Request that negotiations be conducted only with ESG for the product and/or services described herein.

(Name of Person or Firm)

This is a request for ___ (One-Time Contractor Requisition # 35869 copy attached) or ___ Term Agreement or ___ Delegate Agency (Check one). If Delegate Agency, this request is for "blanket approval" of all contracts within the

____ (Attach List) Pre-Assigned Specification No. _____
(Program Name) Pre-Assigned Contract No. _____

COMPLETE THIS SECTION W/ AMENDMENT OR MODIFICATION TO CONTRACT

Describe in detail the change in terms of dollars, time period, scope of services, etc., its relationship to the original contract and the specific reasons for the change. Indicate both the original and the adjusted contract amount and/or expiration date with this change, as applicable. Attach copy of all supporting documents. Request approval for a contract amendment or modification to the following:

Contract if: 15227

Company or Agency Name: Environmental Safety Group

Specification if: 55634

Contract or Program Description: Purchase of T3 MAX Thermal Imager

Cameras

Mod. # _____ (Attach List, (multiple))

Robert Anthony
Originator Name

312-744-3209
Telephone

Robert Anthony
Signature

Fire
Department

11/7/07
Date

Indicate SEE ATTACHED in each box below if additional space needed:

PROCUREMENT HISTORY

- 1) In 2002 Bank One donated 120 Bullard MX Thermal Imaging Cameras to the Chicago Fire Department. The Bureau of Support Services is now requesting to increase the quantity of Blanket PO 15227 for the purchase of Bullard T3 Max Thermal Imager Cameras to be increased from the contract limit of 60 to a contract limit of 180, an additional 120 cameras. This will allow for the replace all of the donated cameras, by the end of the contract term, as well as replacement of irreparably damage or loss due to the hazardous working conditions they are being utilized in.
- 2) This will be a continuation of the current contract # 15227 which is assigned to Environmental Safety Group.
- 3) Environmental Safety Group is the only authorized distributor in Northern Illinois for the Bullard Thermal Imager Cameras. (See attached letter from Bullard)
- 4) See above.
- 5) This is an ongoing requirement. Unless Bullard Manufacturing authorizes additional distributors for the Northern Illinois area, Environmental Safety Group will remain the only authorized distributor.
- 6) At the present time competitive bidding is not possible.

ESTIMATED COST

- 1). \$734,700.00 which is currently available through PO 15227 and \$734,700.00, which we are requesting to add to the existing Blanket PO, for a total of \$1,469,400.00. Funding will be Corporate and E-note money for the addition to the contract.
- 2). Approximately \$306,225 in 2007, \$428,715.00 in 2008 and \$734,700.00 in 2009. \$734,940.00 additionally to the current contract # 15227
- 3) The cost is based the requested item that is currently covered by Blanket PO 15227.

4). The city currently is in the process of obtaining sixty (60) of these cameras. Due to need for product consistency the same make and model camera is required. These cameras are utilized in emergency response situations and it can become confusing and time consuming to figure out the operation of various makes and model. This could result in the lose of life not only to our members, but the general public.

5). Pricing was obtained from the manufacturer and then a discount was applied off list.

SCHEDULE REQUIREMENTS

1). In November of 2006, it became apparent that the current cameras, were beginning to fail more regularly and repair/replacement parts were nearing the discontinued stage by the manufacturer. At this point, a decision to upgrade and begin a three (3) cyclical replacement program.

2). No.

3). In 2007 twenty-five (25) cameras will be replaced, in 2008 it is anticipated that fifty cameras will need to be replaced, and in 2009 forty-five (45) cameras will need to be replaced. This will complete the initial replacement program. The replacement program will then be continued, to allow replacement of equipment as they reach the three (3) year rotation point. This replacement schedule is critical to our department, to assure that our emergency responders have dependable equipment.

4). D/N/A This vendor is a sole authorized distributor for Northern Illinois.

EXCLUSIVE OR UNIQUE CAPARILITY

1). D/N/A

2). D/N/A

3). D/N/A

4). D/N/A

5). D/N/A

6). These cameras are used in emergency situations to:

- A. Locate individuals in fire situations where visibility is limited or non-existent
- B. Gauge various temperatures within the working areas.
- C. Locating sources of heat and hidden fires within working areas.

S. S. R. B.

7). No

8). D/N/A

DATE 12/20/07
 APPROVED S-O
 CONDITIONALLY APPROVED _____
 RETURN TO DEPT. _____
 DISAPPROVED _____

OTHER

1). D/N/A

2), This vendor is committed to meeting the goals of the City of Chicago's Compliance Program.

APPROVED BY: [Signature]
DEPARTMENT HEAD
OR DESIGNEE

11/28/07
DATE

[Signature]
BOARD CHAIRPERSON

12/27/07
DATE

INSTRUCTIONS FOR PREPARATION OF NON-COMPETITIVE PROCUREMENT FORM (Rev. 5/04)

If a City Department has determined that the purchase of supplies, equipment, work and/or services can not be done on a competitive basis, a sole source justification must be prepared on this "Justification for Non-Competitive Procurement Form" in which procurement is requested on a non-bid or non-competitive basis in accordance with **65 ILCS 5/8-10-4** of the Illinois Compiled Statutes. All applicable questions in each Subject Area below must be answered. The information provided must be complete and in sufficient detail to allow for a decision to be made by the Non-Competitive Procurement Review Board. Also attach a complete CPAC Project Checklist, and any other required forms (see Other #1, below). The Board will not consider justifications with incomplete information documentation

PROCUREMENT HISTORY (INCLUDING FUTURE PR(X:tJREMFN1 OBJECTIVES)

1. Describe the requirement and how it evolved from initial planning to its present status.
2. Is this a first time requirement or a continuation of previous procurement from the same source? If so, explain the procurement history.
3. Explain attempts made to competitively bid the requirement. (Attach copy of notices and list of sources contacted)
4. Describe all research done to find other sources. (List other cities contacted, companies in the industry contacted, professional organizations, periodicals and other publications used).
5. Explain future procurement objectives. Is this a one-time request or will future requests be made for doing business with the same source?
6. Explain whether or not future competitive bidding is possible. If not, why not?

ESTIMATED COST

1. What is the estimated cost for this requirement (or for each contract, if multiple awards contemplated)? What is the funding source?
2. What is the estimated cost by fiscal year. If the job projector program covers multiple years?
3. Explain the basis for estimating the cost and what assumptions were made and/or data used (ie, budgeted amount, previous contract price, current catalog or cost proposal from firms solicited, engineering or in-house estimate. etc).
4. Explain whether the proposed Contractor or the City has a substantial dollar investment in original design, tooling or other factors which would be duplicated at City expense if another source was considered. Describe cost savings or other measurable benefits to the City which may be achieved.
5. Explain what negotiation of price has occurred or will occur. Detail why the estimated cost is deemed reasonable

SCHEDULE REQUIREMENTS

1. Explain how the schedule was developed and at what point the specific dates were known.
2. Is lack of drawings and/or specifications a constraining factor to competitive bidding? If so, why is the proposed Contractor the only person or firm able to perform under these circumstances? Why are the drawings and specifications lacking? What is the lead time required to get drawings and specifications suitable for competition? If lack of drawings and specifications is not a constraining factor to competitive bidding, explain why only one person or firm can meet the required schedule.
3. Outline the required schedule by delivery or completion dates and explain the reasons why the schedule is critical.
4. Describe in detail what impact delays for competitive bidding would have on City operations, programs, costs and budgeted funds.

EXCLUSIVE OR UNIQUE CAPABILITY

1. If contemplating hiring a person or firm as a Professional Service Consultant, explain in detail what professional skills, expertise, qualifications, other factors make this person or firm exclusively or uniquely qualified for the project. Attach copy of cost proposal and scope of services
2. Does the proposed firm have personnel considered unquestionably predominant in the particular field?
3. What prior experience of a highly specialized nature does the person or firm exclusively possess that is vital to the job, projector program?
4. What technical facilities or test equipment does the person or firm exclusively possess of a highly specialized nature which is vital to the job?
5. What other capabilities and/or capacity does the proposed firm possess which is necessary for the specific job, project or program which makes them the only source who can perform the work within the required time schedule without unreasonable costs to the City?
6. If procuring products or equipment, describe the intended use and explain any exclusive or unique capabilities, features and/or functions the items have which at, other brands or models, etc. possess. Is compatibility with existing equipment critical from an operational standpoint? Explain why.
7. Is competition precluded because of the existence of patent rights, copyrights, trade secrets, technical data, or other proprietary data? Attach documentation verifying such.
8. If procuring replacement parts and/or maintenance services, explain whether or not replacement parts and/or services can be obtained from any other sources? If not, is the proposed firm the only authorized or exclusive dealer/distributor and/or service center? If so, attach a letter from manufacturer.

OTHER

1. Explain other related considerations and attach all applicable supporting documents (an approved Information Technology Strategy Committee (ITSC) form, an approved Request for Individual Contract Services form, etc.)
2. Explain what opportunities of direct/indirect involvement of Minority or Women Business Enterprises have been discussed and/or are available on this contract.

REVIEW AND APPROVAL

This form must be signed by both the Originator of the request and approved by the Department (lead or authorized designee. After review and final disposition from the Board, this form will be stamped to indicate the final disposition and signed by the Chairperson of the Board of authorized designee.

DPS PROJECT CHECKLIST

For DPS Use Only	
Date Received	_____
Date Returned	_____
Date Accepted	_____
CA/CN's Name	_____

IMPORTANT: PLEASE READ AND FOLLOW THE INSTRUCTIONS FOR COMPLETING THE PROJECT CHECKLIST AND CONTACT THE APPROPRIATE UNIT MANAGER IF YOU HAVE ANY FURTHER QUESTIONS. ALL INFORMATION SHOULD BE COMPLETED, ATTACH ALL REQUIRED MATERIALS AND SUBMIT FOR HANDLING TO THE DEPARTMENT OF PROCUREMENT SERVICES, ROOM 403, CITY HALL, 121 N. LASALLE STREET, CHICAGO, ILLINOIS 60602.

GENERAL INFORMATION:

Date: 11/19/2007
 REQ No.: 35869

Contact Person: Karen Sanger
 Tel: 5-4196 Fax: 5-3700 E-mail: ksanger@cityofchicago.org

PO No.: (if known): 15227

Project Manager: Karen Sanger
 Tel: Fax: E-mail: @cityofchicago.org

Modification No.: (if known):

Previous PO No.: (if known):

Project Description: PURCHASE OF T3 MAX BULLARD THERMAL IMAGING COLORED HOUSING CAMERAS

FUNDING:

- | | | | | | |
|----------|---|---------------------------------------|-------------------------------------|---------------------------------|--------------------------------|
| City: | <input checked="" type="checkbox"/> Corporate | <input type="checkbox"/> Bond | <input type="checkbox"/> Enterprise | <input type="checkbox"/> Grant* | <input type="checkbox"/> Other |
| State: | <input type="checkbox"/> IDOT/Transit | <input type="checkbox"/> IDOT/Highway | | <input type="checkbox"/> Grant* | <input type="checkbox"/> Other |
| Federal: | <input type="checkbox"/> FHWA | <input type="checkbox"/> FTA | <input type="checkbox"/> FAA | <input type="checkbox"/> Grant* | <input type="checkbox"/> Other |

LINE	FY	FUND	DEPT	ORGN	APPR	ACTV	OBJT	PROJECT	RPTG	\$ DOLLAR AMOUNT
	007	0100	59	4134	0340	0000	0340			734940

Estimated Value \$ 734,940.

*IF GRANT FUNDED, A COPY OF THE APPROVED GRANT AND APPLICATION ARE REQUIRED and any other Terms and Conditions that may apply.

SCOPE STATEMENT:

Attached is a Detailed Scope of Services and/or Specification

IMPORTANT: THIS IS A CRITICAL PORTION OF YOUR SUBMITTAL. IN ORDER FOR DPS TO ACCEPT YOUR SUBMITTAL YOU MUST COMPLETE THE SPECIFIC SCOPE REQUIREMENTS AS SET FORTH IN THE SUPPLEMENTAL CHECKLIST FOR THAT UNIT.

The following is a general description of what should be included in a Scope of Services or Specification:

A clear description of all anticipated services and products, including: time frame for completion, special qualifications of prospective vendors, special requirements or needs of the project, locations, anticipated participating user departments, citation of any applicable City ordinance or state/federal regulation or statute.

TYPE OF PROCUREMENT REQUESTED (check all that apply):

NEW REQUEST

- Blanket Agreement
 Standard Agreement
 Small Orders

MOD/AMENDMENT

- Time Extension
 Vendor Limit Increase
 Scope Change/Price Increase/Additional Line Item(s)
 Other (specify):

FORMS: Requisition Special Approvals Non-Competitive Review Board (NCRB)

CONTRACT TERM: 3 YEARS Requested Term (number of months): 2YR EXTENTION OPTION

DPS PROJECT CHECKLIST

PRE BID/SUBMITTAL REQUIREMENTS:

Requesting Pre Bid/Submittal Conference? Yes No Requesting Site Visit? Yes No

ARCHITECTURAL/ENGINEERING SUPPLEMENTAL CHECKLIST

Required Attachments: Scope of Services, including location, description of project, services required, deliverables, and other information as required

Risk Management

Will services be performed within 50 feet of CTA train or other railroad property? Yes No

Will services be performed on or near a waterway? Yes No

If applicable, Pre-Qualification Category No. _____ Category Description: _____

For Pre-Qualification Program, attach list of suggested firms to be solicited

Other Agency Concurrence Required: None State Federal Other (fill in)

AVIATION CONSTRUCTION SUPPLEMENTAL CHECKLIST

DOA sign-off for final design documents: Yes No

Required Attachments:

Copy of Draft Contract Documents and Detailed Specifications.

Risk Management:

Current Insurance Requirements prepared/approved by Risk Management: Yes No

Will work be performed within 50 feet of CTA or ATS structure or property? Yes No

Will work be performed airside? Yes No

***NOTE:** Any non-construction Aviation request, complete the applicable section.

COMMODITIES SUPPLEMENTAL CHECKLIST

Required Attachments: Detailed Specifications (Scope of Services) including detailed description of the product, delivery location, user department contact, price escalation considerations, Bidder's qualification, contract term and extension options, Contractor's qualifications, citation of any applicable City/State/Federal statutes or regulations, citation of any applicable technical standards and Price Lists/Catalogs, technical drawings and other exhibits and attachments as appropriate.

If Modification request, please verify and provide the following:

Contractor's Name: Environmental Safety Group

Contractor's Address: 570 E. North Frontage Road

Bolingbrook, IL 60440

Contractor's e-mail Address: Steve@esgsafety.com

Contractor's Phone Number: 630-6335000

Contractor's Contact Person: Steve Damas

CONSTRUCTION SUPPLEMENTAL CHECKLIST

Required attachments:

Copy of Draft (80% Completion), Contract Documents and Detailed Specifications

Risk Management

Will services be performed within 50 feet of CTA train or other railroad property? Yes No

Will services be performed on or near a waterway? Yes No

DPS PROJECT CHECKLIST

VEHICLES/HEAVY EQUIPMENT SUPPLEMENTAL CHECKLIST

Required Attachments:

- Detailed Specifications including detailed description of the vehicle(s) or equipment, mounted equipment, if any, and options/accessories.
- Special Provisions (Delivery, Warranty, Manuals, Training, Additional Unit Purchase Options, Bid Submittal Information, etc.)
- Delivery Location(s)
- Technical Literature
- Drawings, if any
- Part Number List (Manufacturer; or Dealer; or Other Source:)
- Current Price List(s)/Catalog(s)
- Special Approval Form
- Exhibits and Attachments

If Modification request, please verify and provide the following:

Contractor's Name:

Contractor's Address:

Contractor's e-mail Address:

Contractor's Phone Number:

Contractor's Contact Person:

PROFESSIONAL SERVICES SUPPLEMENTAL CHECKLIST

- Detailed description of project listing obligations of each party.
- The Schedule of Compensation
- Deliverables
- Request for individual contract services (if applicable)
- The appropriate EPS form
- ITSC (approved by BIS)
- OBM (approved by Budget form/memo)
- Grant document attached

Attach any documentation indicating any previous purchase activity to assist in the procurement process

TELECOMMUNICATIONS AND UTILITIES SUPPLEMENTAL CHECKLIST

Required Attachments: Detailed Scope of Services/Specification which sets forth all of the anticipated services and products the user department wants provided, including time frame for completion, special qualifications of prospective vendors, special requirements or needs of the project, locations, anticipated participating user departments, citation of any applicable City ordinance or state/federal regulation or statute.

Has the project been reviewed by DGS? Yes No

Attach copy of DGS Recommendation; Reservation(s); or participate under current contract.

Does the project include software? Yes No

If yes, is signed ITSC form attached? Yes No

Does the location involve:

A public way? Yes No

Any concession in the City's facilities? Yes No

Is it anticipated City Council approval of the project or contract will be required? Yes No

DPS PROJECT CHECKLIST

WORK SERVICES/FACILITY MAINTENANCE SUPPLEMENTAL CHECKLIST

Required Attachments: Detailed Specifications (Scope of Services) including detailed description of the work, locations (with supporting detail), user department contacts, work hours/days, laborer/supervisor mix, compensation and price escalation considerations, Bidder's qualification, contract term and extension options, Contractor's qualifications, citation of any applicable City/State/Federal statutes or regulations, citation of any applicable technical standards and Price Lists/Catalogs, technical drawings and other exhibits and attachments as appropriate.

Risk Management:

Will services be performed within 50 feet (50') of CTA train or other railroad property? Yes No

Will services be performed on or near a waterway? Yes No

Will services require the handling of hazardous/bio-waste material? Yes No

Will services require the blocking of streets or sidewalks which may affect public safety? Yes No

If Modification or Amendment request, please verify and provide the following:

Contractor's Name:

Contractor's Address:

Contractor's e-mail Address:

Contractor's Phone Number:

Contractor's Contact Person:

CHICAGO SUN-TIMES

November 5, 2007

Step forward for fire safety

CITY | New lifesaving, heat-sensing cameras on way

November 5, 2007

BY FRAN SPIELMAN City Hall Reporter fspielman@suntimes.com

Since 2003, Chicago firefighters have been saving lives and protecting their own by using thermal imaging cameras to see through dense smoke and find flames hidden behind walls and ceilings.

Now, the objects they see will be color-coded, alerting them to areas of intense heat. They'll even be able to estimate the surface temperature of an object to gauge the potential danger.

Sixty cameras that represent the latest in thermal-imaging technology are on the way to Chicago firehouses, thanks to a \$734,940 contract awarded to Bolingbrook-based Environmental Safety Group.

After the initial delivery, the Chicago Fire Department expects to purchase 25 cameras a year until all 120 existing cameras are replaced.

The old models were purchased in 2003 with a \$1.2 million gift from Chase CEO Jamie Dimon.

The wunderkind CEO had forged a friendship with Fire Commissioner Ray Orozco after Chase employees raised \$50,000 to pay the expenses of an Orozco-led band of firefighters who used their vacation time to help their brethren at Ground Zero in New York after the terrorist attacks of Sept. 11, 2001.

The Dimon-donated cameras are now "starting to fail" or becoming "too costly to maintain," officials said.

Got out just in time

The new generation will have longer-life batteries, rugged casing and a host of other safety features, according to bid documents filed by Environmental Safety Group. They include:

- A "super red-hot feature" to alert firefighters to varying layers of intense heat. "Starting at 500 degrees, heated objects are tinted yellow and gradually transitioned to red as heat levels rise. These colors are translucent to allow viewing through colors," the company wrote.
- Electronic iris control, which allows firefighters to identify potential hot spots when looking for malfunctioning electrical equipment and better view product levels in sealed containers.
- Rapid start-up time of "less than three seconds."

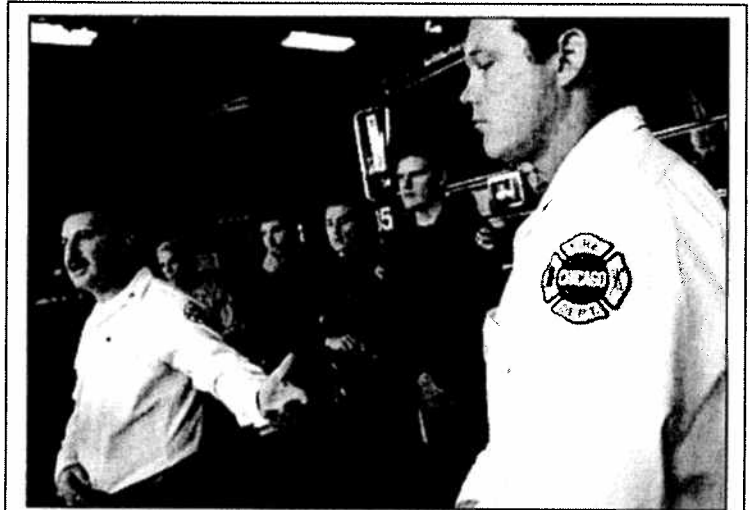
Two years ago, Capt. Frank Cambria rushed into a burning Logan Square building twice to rescue a 12-year-old girl and her 10-year-old brother. Cambria began his search of the attic apartment with a thermal imaging camera but without the protection provided by a hose line.

That's not the only rescue assisted by the cameras, said Fire Department spokesman Larry Langford.

He recalled a recent fire when a camera aimed at the window of a burning building allowed firefighters to see "a woman hanging, about to jump" through heavy smoke. They managed to save her before she jumped.

When a Rainbow store went up in flames on Commercial Avenue a few weeks ago, thermal imaging cameras were used "to see that heavy fire was traveling in the building's truss roof area," he said.

"Once firefighters saw the extent of the fire, they called for an immediate pullout. Less than three minutes later, the roof caved in. Ten firemen had been inside just before the pullout. The collapse could have been catastrophic," he said.



Capt. Frank Cambria talks in January 2005 about when he rushed into a burning building twice to save a girl and her brother in a rescue assisted by a camera.



December 3, 2007

Karen L. Sanger
Contracts Coordinator
Chicago Fire Department
10 W. 35th St. - 14th Fl.
Chicago, IL 60616

Karen,

This letter is in response to your request dated November 19, 2007 regarding thermal imagers for the Chicago Fire Department under specification #55634 and contract #15227.

Environmental Safety Group would be willing to hold our pricing quote of \$12,249.00 per unit should the City of Chicago like to purchase 60 additional cameras under this contract for the total of \$734,940.00.

Furthermore, Environmental Safety Group will maintain our current 8% minority participation as approved by the City of Chicago Compliance Department. As you are aware this participation is indirect due to the limited scope of the contract and the exclusive dealer arrangement I have with the Bullard Corporation. I plan on utilizing the same MBE vendors stated in my original contract.

Should you have any questions or require additional information do not hesitate to contact me.

Respectfully,



Steve Demas
President



City of Chicago
Richard M. Daley, Mayor

Chicago Fire Department

Raymond Orozco
Commissioner

14th Floor
10 West 35th Street
Chicago, Illinois 60616-3799
(312) 745-3705

<http://www.cityofchicago.org/fire>


FINANCE / PAYROLL

07 DEC -6 AM 10: 58

TO: Douglas Yerkes
Acting Procurement Officer
Department of Procurement Services
City Hall Room 403

Attn: Christine Smith

FROM:


Jean Roberts
Finance Director
Chicago Fire Department

RE: SPECIFICATION: 55634
BLANKET PO: 15227
VENDOR: Environmental Safety Group
REQUISITION: 35869
Vendor Limit Increase Request
Thermal Imaging Cameras, Purchase

DATE: November 28, 2007

The Fire Department is requesting that the above mentioned contract limit be increased to allow for the purchase of sixty (60) additional cameras. The original request was submitted with a total of sixty (60) new Thermal Imager cameras due to funding limitations. It has since been determined that based on replacement requirements an additional sixty will be required and paid for using various finding sources, including E-Note funds. This increase will assure the ability to replace all existing cameras and begin the much need reciprocal replacement program. Please find the following attachments:

- 1) One completed DPS Project Checklist.
- 2) One copy of FMPS requisition
- 3) Sole Source documentation
- 4) Vendors letter regarding price and compliance



The requested thermal imaging cameras are required for use in everyday firefighting duties. For this reason it is requested that this increase be approved.

Your assistance in this matter is appreciated. If you have any questions or require any further information please contact Karen Sanger at (312) 745-4196.

jr:cls

**CITY OF CHICAGO
PRE-APPROVED
MODIFICATION / OVERRIDE REQUISITION**

Copy (Department)

DELIVER TO: 336 FINANCE 10 W. 35TH STREET 14TH FLOOR CHICAGO, IL 60616	REQUISITION: 35869 For PO Number: 15227 PAGE: 1 DEPARTMENT: 59 - FIRE DEPARTMENT PREPARER: Karen L Sanger NEEDED: PRE-APPROVED 11/7/2007
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REQUISITION DESCRIPTION

T3 MAX Thermal Imager Cameras
 SPECIFICATION NUMBER: 55634
 Mod Reason: SCOPE CHANGE

COMMODITY INFORMATION

LINE	ITEM	QUANTITY	UOM	UNIT COST	TOTAL COST						
1	6553905307 CAMERA, THERMAL - T3 MAX BULLARD THERMAL IMAGING COLORED HOUSING CAMERA	60	Each	0.00	0.00						
SUGGESTED VENDOR:		REQUESTED BY: Karen L Sanger									
DIST	BFY	FUND	COST CTR	APPR	ACCNT	ACTV	PROJECT	RPT CAT	GENRL	FUTR	
1	007	0100	0594134	0340	220340	0000	00000000	000000	00000	0000	0.00
LINE TOTAL:											0.00
REQUISITION TOTAL:											0.00

Where a commodity is for a particular or unique use other than standard quality, grades, color, size or other characteristics, give details of how it will be and for what purpose.
 Requisitions prepared incorrectly will be returned to the using department.