

# Public Safety Vehicle Equipment Costing & Information

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PRICING ANALYSIS IN CONNECTICUT

PREPARED FOR:

**PURCHASING AGENTS, PROCUREMENT  
PROFESSIONALS & DECISION MAKERS**

**REPORT: JANUARY 2022 REVISION 1.1**

# Did your Agency Contribute to this Problem?

*Failure to competitively bid up fit equipment, vehicles, installation labor in public procurement has created a limited or artificial market of suppliers & up fitters resulting in artificially high(er) prices for Connecticut State, City/Town public safety customers.*

# Following the State Lead

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***Since November 2012 the State of Connecticut has been renewing their contract with MHQ, accepting the same discount structure and while presumably evaluating new or refreshed products resulting in no opportunities for open competition.***

Municipalities Favor, in overwhelming percentages, mimicking the Upfitter and Brands found on the State Contract 12PSX0194.

Leading Conn Police Vehicle:	<b>Ford</b>
Leading Conn Lights and Siren Brand:	<b>Whelen</b>
Leading Conn in-vehicle Equipment Console:	<b>Havis</b>
Leading Conn up fitter:	<b>MHQ Inc</b>
Leading Conn Computer Aided Dispatch <u>Software</u> :	<b>NEXGENPSS</b>

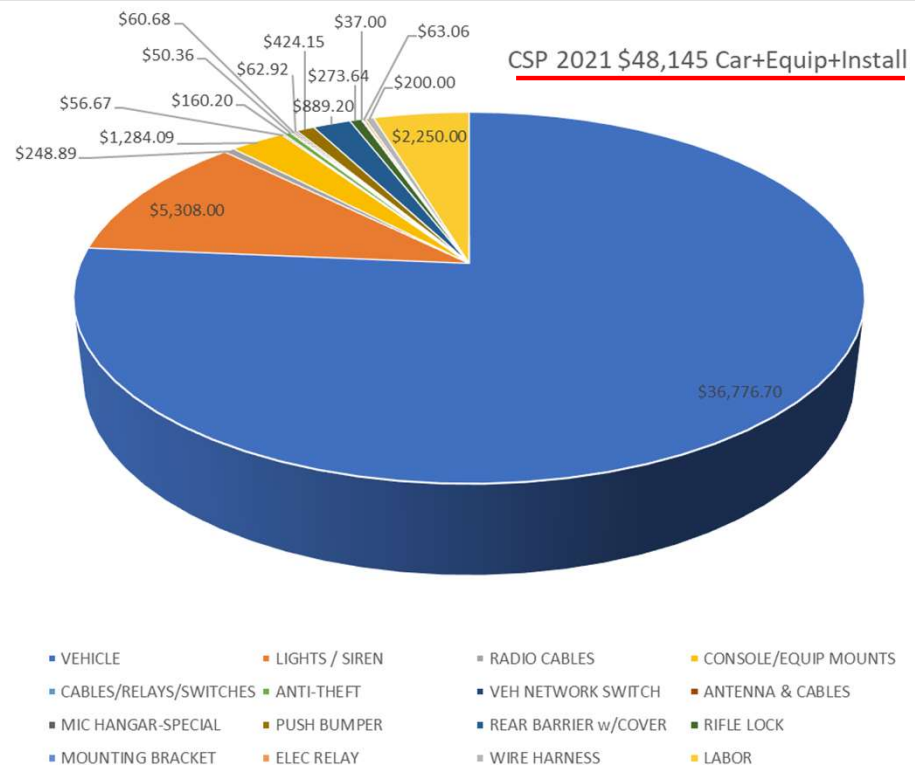
***When Brands Compete - Costs are Lower***

# Police Vehicle + Equipment Costs

Example: Connecticut State Police

The Connecticut State Police have a contractual relationship (12PSX0194) with MHQ, a well known Massachusetts based company with a Middletown, CT Operating unit performing vehicle aftermarket sales & vehicle upfit.

See the CSP graphic for vehicle, equipment & Upfit cost allocation:

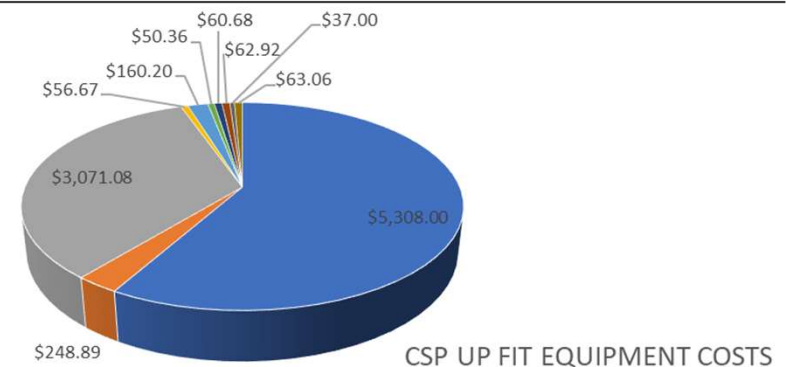


# Police Vehicle Equipment

Example: Connecticut State Police

## EQUIPMENT:

- Three brands account for 81% of the vehicle equipment upfit costs.
- CSP selected brands are offered at substantial discounts in States where multi-brand contractual approach is used.
- Except Massachusetts, the other New England States appear to not seriously solicit contracts for any brands outside what their agency specifically utilize.



- LIGHTS / SIREN
- RADIO CABLES
- CONSOLE/EQUIP MOUNTS/ BUMPER / PARTITION / RIFLE LOCK / WIRE HARNESS
- CABLES/RELAYS/SWITCHES
- ANTI-THEFT
- VEH NETWORK SWITCH
- ANTENNA & CABLES
- MIC HANGAR-SPECIAL
- MOUNTING BRACKET
- ELEC RELAY

# BID Methodology – Percentage Off Mfg. “List” By State

State contracts for commodities such as Warning lights, Sirens and associated upfit gear are presented commonly as a percentage off manufacturers “list” price. In order to properly calculate a difference in price to the customer, the list must be calculated and the State contract discount taken.

Conn Discounts shown taken from contract  
12PSX0194

State	Contract Percentage Discount off List Price - <u>WHELEN</u>
<b>Connecticut</b>	<b>40.5%</b>
Vermont	42%
Maine	42%
Rhode Island	43% & 47.3%
New Hampshire	46%
Delaware	46%
New Jersey	46%
Maryland	50.1%
New York	55.8%
Virginia	56.1%

State	Contract Percentage Discount off List Price - <u>HAVIS</u>
<b>Connecticut</b>	<b>30%</b>
New Jersey	35%
Delaware	35% & 38%
Ohio	40.1%
Maryland	41%
Pennsylvania	40%

State	Contract Percentage Discount off List Price - <u>PROGARD</u>
<b>Connecticut</b>	<b>10%</b>
Virginia	20%
New Jersey	20%
Delaware	25%
Ohio	26.5%

# Scale of Costs: Connecticut State Police

The primary Add-On Vehicle Equipment Costs the CSP \$7,481.29 per car:  
\$1,777.74 PER CAR (Potential Savings)

➤ Lights and Siren:  
 (List Price: \$8,845)  
 58% Of Cost

➤ Radio Equipment Console  
 (List \$1,835)  
 14% of Cost

➤ Rear Partition and Security Storage:  
 (List \$988)  
 9% of Cost

CSP	LIGHTING / SIREN	RADIO / EQUIPMENT CONSOLE	REAR PARTITION AND SECURITY STORAGE
ACTUAL COST / CAR	\$5,308	\$1,284.09	\$889.20
100 Cars	\$530,800	\$128,409	\$88,920
<b>100 Car VA / MD / OH SAVINGS</b>	<b>\$388,295 -\$143,163</b>	<b>\$110,100 -\$18,309</b>	<b>\$72,618 -\$16,302</b>

Available Savings \$177,774 per 100 Cars: Contract Pricing from Outside Virginia, Maryland and Ohio

# Available Brands for Competition

Lights & Sirens	Push Bumpers	Partitions	Radio/Equipment Consoles	Organizers
SoundOff Signal	GamberJohnson	GamberJohnson	GamberJohnson	GamberJohnson
Federal Signal	Pro-Gard	Setina	Troy Products	Truck Vault
Feniex Ind.	Federal Signal	Troy Products	Jotto Public Safety	OPS Public Safety
Tecniq Inc	Westin Public Safety	Jotto Pub Safety	PMT Aluminum Consoles	Rockland Custom
Code3 PSE	Ranch Hand	Go-Rhino	Westin Public Safety	Propper
Brookings Ind.	Go-Rhino	Lund Industries	Lund Industries	Lund Industries
Juluen	Feniex	ProGard	Hint Mounts	D & R Electronics

*Not intended to show every Mfg.*

# MASS State Police v. CONN State Police

## Vehicle Equipment + Labor Upfit Comparison



- Same Vendor in Mass as Conn.
- Mass State Police are opaque with regard to a detailed price analysis.
- Individual Equipment is not identified by line item.
- Discounts from Manufacturers (vendors) retail pricelist are not disclosed.
- Labor for the upfit (Same for all of Mass) is not disclosed.
- Police Interceptor Utility, Marked unit has a single line item price of **\$8,720** described for a Fully Marked PIU to include Whelen Core Lighting Package (SAME product family the CSP utilizes)

**MHQ**  
VEHICLES • EQUIPMENT • BEAR

**QUOTE**

**CUSTOMER**  
 Contact Name: Lt. Karl Brenner  
 Company/Dept: Massachusetts State Police  
 Street Address: 470 Worcester Rd.  
 City, State, Zip: Framingham, Ma 01702  
 Phone: (508) 820-2276  
 E-Mail: Karl.Brenner@State.MA.US  
 Job Description: Ford Interceptor Utility - Marked Unit

Date: November 19, 2020  
 Valid for: 60 Days\*  
 Customer #: 10333  
 Contract: SP16-MSPVEH-F80  
 Sales Rep: Jeremy Martin

**VEHICLE:**

CONTRACT LINE REFERENCE	LINE DESCRIPTION	UNIT PRICE	QTY.	EXTENDED PRICE
500A	2020 Ford Police Interceptor Utility w/ 3.3L Hybrid Engine - Includes LED Spot Light	\$37,393.00	1	\$37,393.00
76P	Pre-Collision Assist w/ Pedestrian Detection	\$145.00	1	\$145.00
Sub Total:				\$37,538.00
Quantity:				1
Vehicle Total:				\$37,538.00

**EQUIPMENT:**

CONTRACT LINE REFERENCE	LINE DESCRIPTION	UNIT PRICE	QTY.	EXTENDED PRICE
Attachment 1	Emergency Equipment Fully Marked-PIU to include Whelen Core Lighting Package	\$8,720.00	1	\$8,720.00
78100	AVL Installation	\$24.00	1	\$24.00
	Streamlight Stinger 2020 Without Charger	\$92.00	1	\$92.00
	Tint (2) Front Door Windows - (Legal Tint)	\$105.00	1	\$105.00
	ProGard Push Bumper in Lieu of Setina Push Bumper	\$0.00	1	\$0.00
Sub Total:				\$8,941.00
Quantity:				1
Equipment Total:				\$8,941.00
Vehicle and Equipment Total:				\$46,479.00

- Conn State Police are completely transparent with the costs, discounts and labor associated with their vehicle build.
- Labor Upfit Cost: \$2,250
- Total Vehicle Equipment: \$9,118.86
- Total Vehicle Equipment and Labor: \$11,368.86

MSP costs are \$2,648.86 (23%) less than CSP

# Lights and Siren - Florida Sheriff Contract

FSA20-VEH18.0 FSA20-VEL28.0 Emergency Lights and Sirens Price Sheet

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- PREMIUM LIGHTBAR PACKAGE - WPLB – LED 1 TIER, \$ 2,131.64, (\$65/Hour Install Labor)
- Whelen Premium All LED LFL Liberty Lightbar (Model S8FSA1), Fully loaded, 100% Solid State Electronics, manufactured in America with 15 Led Modules, Two Wire Controlled Traffic Advisor, (2) LED Flashing/Takedown Lights, (2) LED Flashing/Alley Lights, Mounting Kit, 295SLSA6 Combination Light/Siren Controller, SA315P Siren Speaker and Mounting Bracket.
- Described as a \*Premium Package, this price offer is 40% lower than CSP Contract.
- The MFG “constructs” a regional model numbers that are unique to Florida Sheriff where price comparisons are made difficult while in reality using the same products sold elsewhere.

\* Equipment is chosen by the MFG for the package price

# Lights and Siren – State of New Hampshire Contract

8000178 WHELEN EMERGENCY VEHICLE LIGHTING & SIRENS

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- 46% off Whelen MSRP for Direct Orders to Whelen Engineering on all Parts and Accessories
- From January 2020 Until July 2021 The State of New Hampshire has issued payments to Whelen Engineering totaling \$285,816 (List Price of \$529,288)
- *In Connecticut, the same product would have cost: \$317,572 or \$31,756 More than in New Hampshire.*

# New Hampshire State Police v. CONN State Police

## Vehicle Equipment + Labor Upfit Comparison

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- Vendor is the same for both agencies
- New Hampshire State Police utilize both Sedans and SUVs.
- Single Partition and Push bumper (labeled options in NH Contract) included in pricing comparison. LowPro (no roof bar) Sedan Labor: \$2,046
- LowProfile (no roof bar) Vehicle Equipment: \$8,422.45
- LowProfile Total: \$10,468.45
- HighProfile w/Light Bar Labor: \$1,560
- HighProfile w/Light Bar Equipment: \$8,630.75
- Total HighProfile: \$10,190.75
- Conn State Police contract allows complete transparency with the costs, discounts and labor associated with their vehicle build. 'Patrol Car' Costs are used in comparison.
- CT uses Push bumpers and Rear-Compartment partition
- Labor Upfit Cost: \$2,250
- Total Vehicle Equipment: \$9,118.86
- Total Vehicle Equipment and Labor: \$11,368.86

**NHSP costs are 8% - 11% less than CSP**

# Lights and Siren – State of Maryland Contract

001B8400203 WHELEN EMERGENCY VEHICLE LIGHTING & SIRENS

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- 50% off Whelen Engineering MSRP Police Vehicle Equipment & Emergency Vehicle Warning Systems & Lighting as sold through Distribution. CONTRACT IS FOR FOUR (4) YEARS WITH TWO (2) ONE (1) YEAR RENEWAL OPTION. CONTRACT PERIOD 11/01/2017 TO 10/31/2023
- In Connecticut, 100 Cars worth of Whelen Eng Lighting/Sirens CSP Contract is \$530,800, the list price of this equipment is \$884,500.
- ***IN Maryland, 100 Cars worth of the same Whelen Engineering Lighting/Sirens would be \$ 441,365 -\$89,434 in Savings.***

# Lights and Siren – State of New York Contract

BID 19059 VEHICLE STANDARD AND EMERGENCY LIGHTING

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- 55.8% off Whelen Engineering Automotive List Price. Whelen Products During the Period: March 13, 2020 to December 31, 2024.
- In Connecticut, 100 Cars worth of Whelen Eng Lighting/Sirens CSP contract is \$530,800 the list price of this equipment is \$884,500.
- ***IN New York, 100 Cars worth of the same Whelen Engineering Lighting/Sirens for the CSP would be \$ 390,949, a savings of-\$139,851 and 15.8% Less in NY for new equipment.***
- \*\* NY State Police purchasing a “Special” Bar and Siren package at \$1940 ea on this contract. A Similar Package in Connecticut City of the same product family Costing: 40% off List is \$2,173.20 for the Bar & \$1,109.40 for the Siren:

A Total \$3,286,60 OR \$1346 HIGHER in CONNECTICUT THAN in NEW YORK

# Lights and Siren – State of Virginia Contract

E194-89772 WHELEN EMERGENCY VEHICLE LIGHTING & SIRENS

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- 56.1% off Whelen Engineering Automotive List Price. 70% off Whelen Engineering Automotive Parts Pricelist. 70% off CANTROL WC (Used in many Conn towns) System Pricelist. Whelen Products During the Period: May 26, 2021 to May 25, 2024.
- In Connecticut, 100 Cars worth of Whelen Eng Lighting/Sirens CSP contract is \$530,800 the list price of this equipment is \$884,500.
- ***IN Virginia, 100 Cars worth of the same Whelen Engineering Lighting/Sirens for the CSP would be \$ 388,295 or \$142,505 in savings, 16.1% Less for new equipment***

# Virginia State Police v. CONN State Police

## Vehicle Equipment + Labor Upfit Comparison



- Emergency Lighting and light/siren controller. \$3,721.55
- Center console for radios/dock/controllers: \$673.15
- Rear Cargo divider/Partition and secure lockable rear cargo radio cabinet: \$1,007.97
- **TOTAL: \$5,402.57 (comparable equip. to CSP) Same Brand**
- SOURCE: VSP Fleet Replacement Schedule FY2022, October 2021

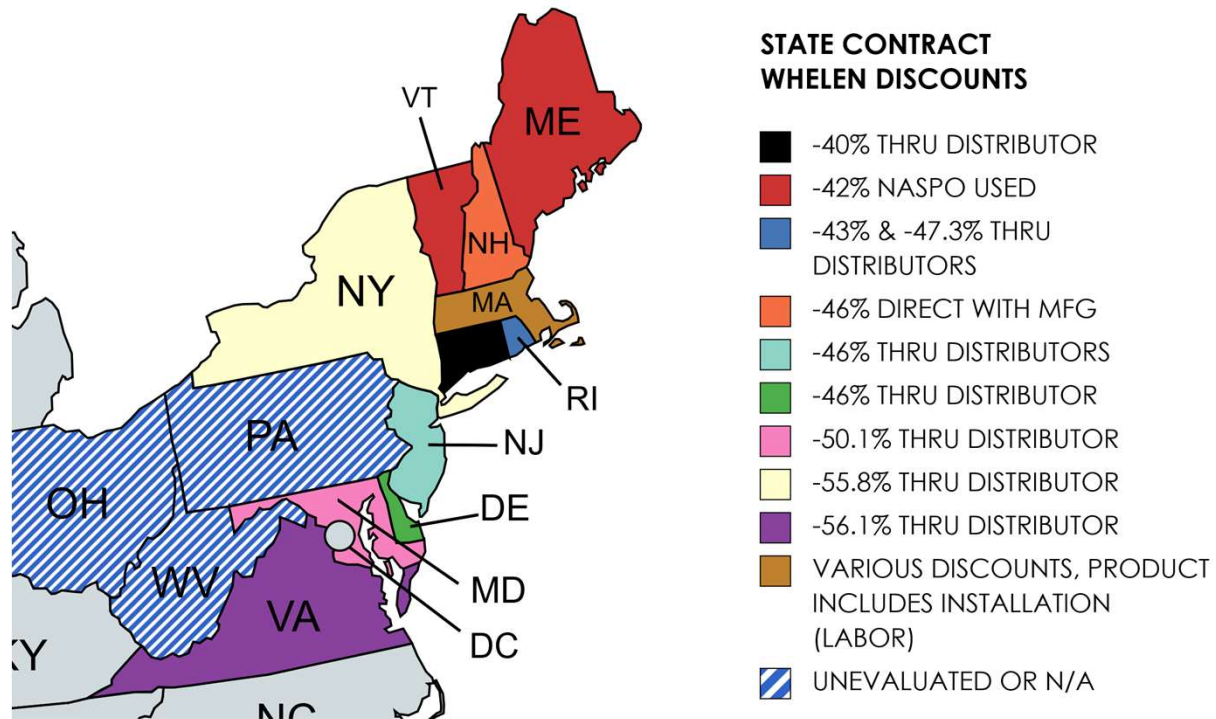


- Conn State Police Total Equipment: \$7,481.29 (comparable equip) to VSP & Same Brand



VSP Equipment costs are \$2,078.72 less than CSP

# Vehicle Lighting/Siren Discounts – Northeast USA



## DID YOU KNOW?

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- A legal emergency vehicle requires far less lighting than is found in most departments. Many fleet managers have *self-determined* more lights is “safer”. A large Connecticut Municipality pays under \$3,000 for a roof mounted bar & Siren/Speaker controller. This combination as with the Michigan cruiser are just as safe as \$5,000 paid by your town/city.
- Ford assembles an Explorer in under 20 hours of labor.
- Your towns cruiser takes closer to 40+ hours of labor to up fit, each accessory can add to that time.
- The GSA marked cruiser upfit cost \$3500/veh



Shown: A Standard Michigan State Police Vehicle 2021