



## Boating Safety and Enforcement Aid Program Proposed Program Costs -- 801.1 Fiscal Year 2019-2020

Agency Tulare County Sheriff's Office  
 Address 833 South Akers St., Visalia, CA 93277 County Tulare

### Proposed Program Costs

1. Personnel (Form 801.2)	\$1,012,036.77
2. Operations, Maintenance and Equipment (Form 801.3) <sup>a/</sup>	\$139,713.82
3. Total direct BS&E proposed program cost (2+3)	\$1,151,750.59
4. Administrative costs <sup>b/</sup>	-
5. Total BS&E proposed program costs (3+4)	\$1,151,750.59
6. Less: Boat Taxes (Form 801.4)	\$41,112.00
7. Total Net Proposed Program Cost (5-6)	\$1,110,638.59

a/ New applicant agencies should use 30% of personnel costs to estimate operations, maintenance and equipment costs in lieu of form 801.3.

b/ Administrative costs cannot exceed five percent of direct BS&E proposed program cost (line 3).

County Authorized Representative:

SIGNATURE

DATE

J. Steven Worthley, Chairman

(559) 636-5000

Tulare County Board of Supervisors

TELEPHONE

TYPED NAME



## Application for Financial Aid -- 801 Fiscal Year 2019-2020

Agency Tulare County Sheriff's Office County Tulare  
 Address 833 South Akers St., Visalia, CA 93277

**General Description of Boating Safety and Enforcement Programs:**

*(Give a comprehensive description of all programs in the County. If more space is needed, please attach a separate sheet).*

FY 19/20 Boating Safety & Enforcement Aid Program,  
 Tulare County Sheriff's Office Boating Safety Enforcement Unit Operational Structure  
 SEE NARRATIVE ATTACHMENT

Waterways to be Patrolled					Estimated Density by Quarter <sup>a/</sup>			
Lakes, Open Ocean	Area in Square Miles	Primary Usage <sup>b/</sup>	Type(s) of Patrols <sup>c/</sup>	FT or PT <sup>d/</sup>	1st	2nd	3rd	4th
1. Kaweah Lake	3	B	C	FT	200	46	61	186
2. Success Lake	4	B	C	FT	130	20	20	132
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								
11.								
12.								
13.								
14.								
Rivers	Length in Miles	Primary Usage <sup>b/</sup>	Type(s) of Patrols <sup>c/</sup>	FT or PT <sup>d/</sup>	1st	2nd	3rd	4th
1. Kings River	6.2	B	C	PT	220			229
2. Kern River	18	A	C	PT	Commercial/Recreational Rafting & Kayaking			
3. Kaweah River	19	A	C	PT	Commercial/Recreational Rafting & Kayaking			
4.								
5.								
6.								
7.								
8.								
9.								
10.								

a/ Enter the highest number of boats on the waterway at any one time on any one day in each quarter, excluding holidays and holiday weekends.  
 b/ A = Fishing; B = Combined recreational boating activities (fishing, water skiing, pleasure boating, etc.)  
 c/ On-water, foot, truck/vehicle, and/or air  
 d/ FT = Full-time; PT = Part-time. If less than full-time, specify patrol schedule on a separate sheet.

**Application for Financial Aid – 801  
Fiscal Year 2019-2020**

**Agency: Tulare County Sheriff's Office**

**Address: 833 South Akers St, Visalia, CA 93277**

**County: Tulare**

**General Description of Boating Safety and Enforcement Programs**

**Program Narrative:**

**FY 19/20 Boating Safety & Enforcement Aid Program**

**Tulare County Sheriff's Office Boating Safety Enforcement Unit/ Program of Operation**

The Tulare County Sheriff's Office (TCSO) Boating Safety Enforcement Unit (BSEU) will operate as the primary law enforcement unit responsible to enforce all related Harbor and Navigation Codes, Penal Codes, Vehicle Codes and County Ordinances. The BSEU will investigate all boating accidents or water-related accidents occurring on Lake Success and Lake Kaweah, or in the vicinity of the lakes, along with the Kings, Kern and Kaweah Rivers. In addition, the unit will arrest any vessel operator found to be Boating Under the Influence.

BSEU will operate a single vessel clearly identified as a Sheriff's patrol boat on each lake and the Kings River which will be manned by a minimum crew of two Deputy Sheriff's wearing a clearly identifiable Sheriff's uniform. The BSEU crews of each lake will be directly supervised by one Sergeant who is assigned to BSEU and will have constant contact with the Sergeant for advice and consultation when warranted. Both lakes will operate a 12-hour shift, seven days a week during the peak months of May thru October and 8-hour shifts during off peak months. The Kings River crews will operate on weekends between Mid-May and Mid-September, depending on water flow. The Kings River Patrol operates 10-hour shifts, three days per week, (Friday, Saturday, and Sunday) that cover the peak weekly use by the public. BSEU crews will also cover any mid-week holidays or special events outside the regular three-day weekend on an as needed basis.

BSEU crews will respond and render aide (within the scope of their training and available equipment) to any boating accident, drowning or other major incident on the lake or within the lake vicinity. BSEU, Search and Rescue Unit (SAR) and our Swiftwater Dive Rescue Unit (SDRU) all work together seamlessly to ensure aid is delivered. BSEU will conduct an investigation and submit all required reports to involved agencies that include: Cal Boating, Army Corps of Engineers and the District

Attorney's Office. BSEU is also available along with SAR/SDRU and will assist other agency BSEU's when needed for training, emergency assistance, or for events with personnel and all available equipment.

During normal daily operations, the BSEU crews will conduct vessel and equipment safety inspections at the boat ramp prior to launch or while on the water during vessel stops. The crew will focus on ensuring the public understands safe vessel operation and maintaining proper safety equipment, Deputies will reserve the option to issue a verbal warning or the issuance of citations. The BSEU crews will also participate in and provide Safe Boating demonstrations at public events. These most recently include BSEU's participation in the Tulare County Fair and a Public Lands Day sponsored by the Army Corps of Engineers at both Lake Kaweah and Lake Success.

The above listed functions were developed from Cal Boating Law Enforcement training programs and the 30 plus years of the Sheriff's Office boating enforcement operation on the seven miles of Kings River within Tulare County. The BSEU patrols Lakes Kaweah and Success on a year-round basis. Patrols of the Kern, Kaweah, and Kings rivers are done on a seasonal basis. The Kings River Patrol Schedule is dependent on water flow. As a result, the river is patrolled April through September when not affected by decreased water flow. The river is used for fishing, waterskiing, pleasure boating, and other water-related activities. The typical annual patrol schedule includes two deputies for 10-hour shifts Friday through Sunday.

The Kern River is primarily used for commercial and recreational fishing; white-water rafting; and kayaking. The river cannot accommodate motorized vessels. The Kern River is patrolled by Resident Deputies eight hours per day seven days a week when conditions permit. The patrols are conducted on foot and in vehicles. The months of April through September are considered peak months where river patrols and river-specific calls for service are the primary duty of two stationed Resident Deputies.

The Kaweah River is primarily used for commercial and recreational fishing; white-water rafting; and kayaking. The river cannot accommodate motorized vessels. The months of June through September are considered peak months where river patrols and river-specific calls for service are the primary duty of one stationed Resident Deputy.



**Boating Safety and Enforcement Aid Program  
Proposed Personnel Costs -- 801.2  
Fiscal Year 2019-2020**

Agency Tulare County Sheriff's Office County Tulare

**Proposed Personnel Costs**

**Employee Compensation**

	Title	Grade	No. Hours or Months	Pay per Hour or Month	Total Compensation
1.	Sheriff's Deputy II - Positon 10312	5	2,080	\$35.26	\$73,340.80
2.	Sheriff's Deputy II - Positon 10313	5	2,080	\$35.26	\$73,340.80
3.	Sheriff's Deputy II - Positon 10314	3	2,080	\$33.92	\$70,553.60
4.	Sheriff's Deputy II - Positon 10315	5	2,080	\$35.26	\$73,340.80
5.	Sheriff's Deputy II - Positon 10439	5	2,080	\$35.26	\$73,340.80
6.	Sheriff's Deputy II - Positon 10440	5	2,080	\$35.26	\$73,340.80
7.	Sheriff's Deputy II - Positon new pending	2	2,080	\$30.40	\$63,232.00
8.	Sheriff's Deputy II - Positon new pending	2	2,080	\$30.40	\$63,232.00
9.	Sheriff's Sergeant @ 50%	5	1,040	\$44.07	\$45,832.80
10.					
11.	1 Deputy II Seasonal - River @ 32%	5	665	\$35.26	\$23,447.90
12.	1 Deputy II Seasonal - River @ 32%	5	665	\$35.26	\$23,447.90
13.					
14.	Worker's Compensation - 8 Deputies				
15.	(Annual \$6,621 each FTE x 8)				\$52,968.00
16.					
17.	Worker's Compensation - 1 Sergeant @ 50%				
18.	(Annual \$3,310 FTE x 1)				\$3,310.00
19.					
20.					
21.	<b>Total</b>		<b>19,010.00</b>		<b>\$712,728.20</b>

22. Average Customary Fringe Benefit Percent 41.99477%

23. Total Proposed Personnel Costs \$1,012,036.77



## Boating Safety and Enforcement Aid Program Proposed Operations, Maintenance and Equipment Costs -- 801.3 Fiscal Year 2019-2020

	Agency <u>Tulare County Sheriff</u>	County <u>Tulare</u>
<i>Patrol Vessels:</i>	Fuel <u>\$30,000.00</u> + Repair <u>\$20,000.00</u> + Storage <u>\$3,000.00</u> = \$	<u>53,000.00</u>
<i>Vehicles:</i>	Miles <u>36,396</u> Mileage Allowance <u>0.545</u> =	<u>19,835.82</u>

LIST OTHER O&M AND EQUIPMENT

1. Radio Communications	\$ <u>7,500.00</u>
2. Miscellaneous Equipment - see page 801.3 Attachment	\$ <u>27,140.00</u>
3. Training	\$ <u>20,000.00</u>
4. Transportation & Travel	\$ <u>10,000.00</u>
5. Cell Phones	\$ <u>2,238.00</u>
6.	\$
7.	\$
8.	\$
9.	\$
##	\$
11.	\$
12.	\$
13.	\$
14.	\$
15.	\$
16.	\$
17.	\$
18.	\$
19.	\$
20.	\$
21.	\$
22.	\$
23.	\$
24.	\$
25.	\$
<b>Total</b>	<b>\$ <u>139,713.82</u></b>

## Documentation of Estimated Boat Tax Revenues -- 801.4 Fiscal Year 2019/20

Agency County of Tulare  
County Tulare

Total estimated costs are offset by the estimated prior year vessel taxes received by the county to determine the maximum amount of financial aid you are eligible for. Vessel taxes received by the county represent 100% of the amount received by the county from the share of personal property taxes on vessels allocated to the County General Fund for boating safety and enforcement activities. Report on line 1 the estimated amount of prior year vessel taxes you anticipate you will receive.

**1. Estimated boat tax revenues from prior fiscal year** **\$ 41,112.00**

### C e r t i f i c a t i o n

I attest that I am a duly authorized representative of the auditor's office of  
Tulare county/city;  
and that this calculation results in the best estimate of boat tax revenues  
for the fiscal year noted.

  
\_\_\_\_\_  
SIGNATURE

October 17, 2018  
DATE

Cass Cook Auditor/Controller-Treasurer/Tax Collector  
TYPED NAME AND TITLE

(559) 636-5280  
TELEPHONE



## Documentation of Estimated Boat Tax Revenues -- 801.4 Fiscal Year 2019-2020

Agency Tulare County Sheriff's Office  
County Tulare

Total estimated costs are offset by the estimated prior year vessel taxes received by the county to determine the maximum amount of financial aid you are eligible for. Vessel taxes received by the county represent 100% of the amount received by the county from the share of personal property taxes on vessels allocated to the County General Fund for boating safety and enforcement activities. Report on line 1 the estimated amount of prior year vessel taxes you anticipate you will receive.

**1. Estimated boat tax revenues from prior fiscal year** **\$ 41,112.00**

### C e r t i f i c a t i o n

I attest that I am a duly authorized representative of the auditor's office of  
Tulare county/city;  
and that this calculation results in the best estimate of boat tax revenues  
for the fiscal year noted.

See Scanned Attachment  
SIGNATURE

October 17, 2018  
DATE

Cass Cook Auditor/Controller-Treasurer Tax Collector  
TYPED NAME AND TITLE

(559) 636-5280  
TELEPHONE



# Boating Safety and Enforcement Aid Program

Proposed Operations, Maintenance and Equipment Costs -- 801.3 Attachment

**Fiscal Year** 2019-2020

**Agency** Tulare County Sheriff

**County** Tulare

1 FLIR M625CS Thermal Camera System with  
Gyro-Stabilization and Color Camera  
From West Marine.com

SubTotal	21,009.99
Tax 8.5%	1,785.85
Shipping	Free
<b>Total</b>	<b>22,795.84</b>

**OR**

1 FLIR M625CS Stabilized Thermal VIS  
Camera System W/JCU-30HZ  
From Marine Electric Systems

SubTotal	20,995.00
Tax 8.5%	1,784.58
Shipping	9.95
<b>Total</b>	<b>22,789.53</b>

**OR**

1 FLIR M-617CS NTSC Thermal Vision  
Camera System  
From Donatini Inc.

SubTotal	25,000.00
Tax 8.5%	2,125.00
Shipping	10.00
<b>Total</b>	<b>27,135.00</b>

## Checkout

Already have an account? [Sign In](#)

[Edit Cart](#)

### Shipping

[EDIT](#)


**Deputy Szick TCSO**  
833 S. Akers Street  
Visalia, CA 93277

### Delivery

[EDIT](#)

**STANDARD - FREE** 3 - 7 Business Days

**IMPORTANT!** One or more items in your cart will be fulfilled from the vendor via Standard Shipping and may take longer to arrive.

	<b>FLIR - M625CS Thermal ...</b> Model # 18424036 Fulfilled from vendor <b>\$21,009.99 (Qty. 1)</b> Item Subtotal: \$21,009.99							
	<table> <tr> <td>Cart Subtotal</td> <td>\$21,009.99</td> </tr> <tr> <td>Estimated Tax ⓘ</td> <td>\$1,785.85</td> </tr> <tr> <td>Shipping</td> <td>FREE</td> </tr> <tr> <td><b>Total Due</b></td> <td><b>\$22,795.84</b></td> </tr> </table>	Cart Subtotal	\$21,009.99	Estimated Tax ⓘ	\$1,785.85	Shipping	FREE	<b>Total Due</b>
Cart Subtotal	\$21,009.99							
Estimated Tax ⓘ	\$1,785.85							
Shipping	FREE							
<b>Total Due</b>	<b>\$22,795.84</b>							

### Payment

#### Enter New Card

\* indicates a required form field

**Card Number \***

**Month \***

**Year \***

Use My Shipping Address

#### Billing Address

833 S. Akers Street  
Visalia, CA 93277

Be sure your billing address matches what is on file with your credit card company.



WEST MARINE

Marine Navigation > Night Vision Binoculars & Cameras



### FLIR M625CS Thermal Camera System with Gyro-Stabilization and Color Camera

No Reviews Write The First Review

Ask A Question

# \$21,009.99

Free Shipping to Store

- 1 +

Fulfilled from vendor

Add To Cart

♥ Add to My List

Model # 18424036 | Mfg # 432-0003-60-00 | UPC # 812462024209



- DESCRIPTION
- SPECS
- ADVICE
- REVIEWS
- PRODUCT Q & A
- SHIPPING & RETURNS

**Notice: These commodities, technology, or software can only be exported from the United States or transferred to a third party in accordance with the U.S. Export Administration Regulations. Diversion contrary to U.S. law is prohibited.**

FLIR's new M-625CS Thermal/Visible Stabilized Camera comes with standard gyro-stabilization and a high resolution 640 x 512-pixel thermal imager for night or day detection and viewing of other vessels, navigation aids, hazards and more. It is also fitted with a high-resolution color lowlight visible camera with powerful 36x optical zoom.

The M-625CS is equipped with latest generation optics and our new Tau 2 thermal core giving it exceptional detail and sensitivity. It even features a new 4X continuous electronic zoom which allows you to enlarge distant objects for easier identification. This high-resolution thermal core offers longer range detection, improved visual detail, and enhanced contrast and clarity over the standard 336 x 256 resolution models. M-625CS second payload consists of a high-resolution color camera with lowlight capability and a powerful 36x optical zoom. Use the color camera during the day, or into the night for stunning visuals of objects at short or long ranges. The visible light camera make identifying objects easy. It also enables you to easily read navigational signage, vessel names and other features not visible to the thermal camera.

Rough seas are no problem for the M-625CS because it features standard 2-axis gyro-stabilization. Even when fully zoomed in on a distant target with either camera, the image remains stable and immune to the effects of rough seas and vessel motion.

The M-625CS includes the FLIR JCU1 Joystick Control Unit. The joystick enables you to control the cameras pan, tilt and zoom and allows access to change color palettes, operating modes, and all the camera's extended features and capabilities. The M-625CS can also be viewed and controlled directly from the thermal camera app on many leading multifunction displays from manufacturers like Raymarine, Furuno, Garmin and Simrad.

M-625CS has a dual composite video outputs for easy viewing on most marine monitors, televisions or multifunction displays. Output #1 is locked to the thermal camera only, while output #2 is selectable between the thermal camera or color visible camera system. This provides added flexibility when connecting the system to your boat's monitors or MFDs for viewing.

**M-625CS Stabilized Thermal/Visible Camera w/JCU (NTSC, 30Hz)**



- Next generation thermal core and optics
- Color lowlight camera with 36x optical zoom
- 2-axis gyro-stabilization
- 640 x 512-pixel resolution
- 25° x 19° Field of View
- 4X continuous electronic thermal zoom
- Dual analog composite video outputs
- FLIR Joystick Control Unit (JCU1) included
- Ball up or ball down mounting

## Specs

### M625CS Thermal Camera System with Gyro-Stabilization and Color Camera

Dimensions	7" Diameter x 11.2" Height
Field of View at 1000 Yards	25 Degrees
Focus Type	25 Millimeters
Input Power	12 to 24 Volts DC
Person In Water Range	2700 Feet
Resolution	640 x 480
Small Vessel Range	1.2 Nautical Miles
Type	Fixed Mount Pan/Tilt
Warranty Details	Three Years (With Product Registration)

## Advice

The West Advisor articles have answered boaters' questions and provided solutions to boating problems for more than 20 years. West Marine has compiled one of the Web's most comprehensive collections of technical boating information articles.

- [Related West Advisor Articles](#)
- [Thermal-Imaging-Cameras Articles Page](#)

## Reviews

Write the First Review

## Product Q & A



Ask A Question

## Shipping

### FREE DELIVERY to West Marine Stores

- Available for ALL products including hazardous & truck freight items.
- Ship to over 240 U.S. store locations.
- Contiguous United States orders arrive in 7 - 10 days.
- Hawaii and Alaska orders arrive in 10 - 16 days.
- Expedited shipping is available for an additional fee.
- Not available in Puerto Rico.

### FREE SHIPPING on orders over \$49.00

- Applicable on orders over \$49.00 within the 48 contiguous United States.
- Does not apply to Truck Freight.
- No coupon code required.
- Orders will be delivered within 3 - 7 business days.

## Returns

We stand behind everything we sell. If at any time your West Marine purchase does not meet your expectations, you can return it for a replacement or refund. If you are a West Advantage Rewards member, you don't even need a receipt - we'll have a record of your purchase. Returns can be made via mail or in person at their nearest store location. If you are not a West Advantage Rewards member, we will first need to verify your purchase by receipt or other method.

We do carry a few items that cannot be returned. This includes: items with expiration dates that have expired such as flares, charts, annual publications; items registered to the user such as boats, motors, EPIRBs, PLBs, SPOT, Class B AIS, life rafts; customized items such as rigging, and boat covers, computer software and electronics charts. Other non-returnable items include carry-on air conditioners, generators and select electronics. We will help you contact the vendor for assistance or repair on product that cannot be returned to West Marine. Items containing hazardous material may only be returned to a West Marine store.

## Hazard Shipping



Standard Shipping (ground service) is used to ship items that are considered hazardous. Estimated delivery is 3 - 7 business days and only applicable on deliveries within the contiguous United States. Signature Required for receipt of shipment.

For additional inquiries, you may call Customer Service at 1-800-BOATING (262-8464).

## You May Also Like



**FLIR**  
Flir M132 Adjustable Tilt  
Marine Thermal Camera

\$2,499.99



**FLIR**  
Flir M625S High Resolution  
Thermal Camera System  
with Gyro-Stabilization

\$14,709.99



**FLIR**  
Flir Ocean Scout 640  
Marine Thermal Handheld  
Camera

\$3,499.99



**FLIR**  
Flir M400 Multi-Sensor  
Thermal Night Vision  
Camera

\$69,999.99



**FLIR**  
Flir Ocean Scout 240  
Marine Thermal Handheld  
Camera

\$1,999.99






# Marine Electric Systems

Cart > Customer information > Shipping method > Payment method

Contact	fszick@co.tulare.ca.us	Change
Ship to	833 S. Akers Street, Tulare County Sheriff's Office, Visalia CA 93277, United States	Change
Method	Standard UPS Ground - Flat Rate (GPROMO) - \$9.95	Change



**FLIR M625CS Stabilized Thermal Visible Camera w/JCU - 30Hz** \$20,995.00

Subtotal	\$20,995.00
Shipping	\$9.95
<b>Total</b>	<b>USD \$21,004.95</b>

## Payment method

All transactions are secure and encrypted.

Credit card VISA AMEX and more...

Card number 🔒

---

Cardholder name MM / YY CVV ?

**PayPal** VISA AMEX and more...

## Billing address

Same as shipping address

Search...

CONTACT 1-410-263-0807 LOG IN CART (0)



MARINE ELECTRIC SYSTEMS

Providing quality electrical products and services

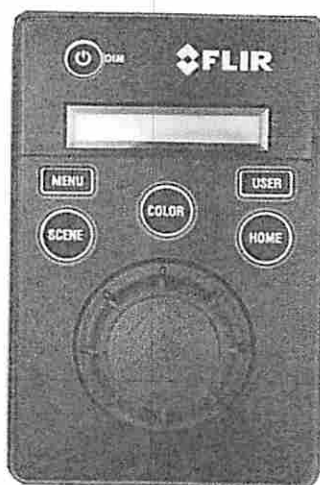
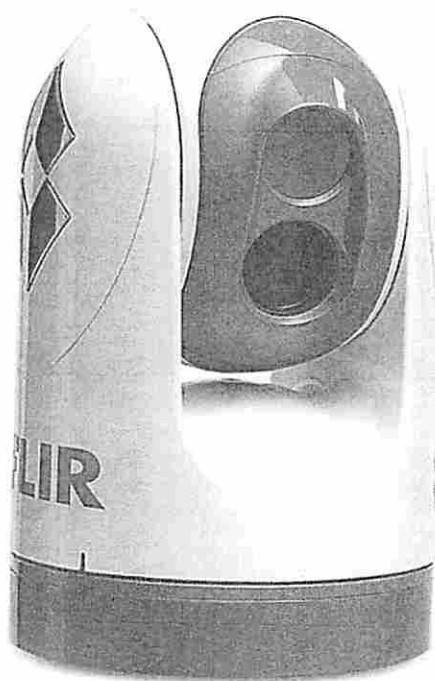


RECREATIONAL

GOVERNMENT

COMMERCIAL

Home > FLIR GOV > FLIR M625CS Stabilized Thermal Visible Camera w/JCU - 30Hz



## FLIR M625CS STABILIZED THERMAL VIS CAMERA W/JCU - 30HZ

FLIR Systems

432-0003-60-00-FLI

\$20,995.00

ADD TO CART

### M625CS Stabilized Thermal Visible Camera w/JCU -

#### Next Generation Marine Thermal Vision Cameras

The M-Series pan/tilt re-defines maritime multi-se system design, drawing on FLIR's 25 years of experi building combat-proven airborne and maritime ther imagers for militarys, coast guards, and government agencies around the world. With up to 640 x 480 the imaging, M-Series cameras let you see more – and s – than ever before. Even in the dead of night.

The M-Series creates thermal images with tremende for such an affordable night vision system. You will s more—and see farther—even in the dead of night. A optional lowlight TV camera provides enhanced navi abilities during twilight hours. And M-Series camera feature detailed, color on-screen symbology for inst to system status, position, and configuration. Resolu x 240 or 640 x 480 pixels) is model dependent.

#### Features:

- Pan and tilt thermal camera system for night and navigation
- 2X e-Zoom allows you to magnify distant targets viewing and identification
- Gyro-stabilization for steady imagery in rough se when zoomed in

- Included Joystick Control Unit allows for full cont camera system
- Automatic window heater keeps the optics free of cold weather
- Simple Ethernet connectivity and IP addressabilit installation and control
- FLIR Digital Detail Enhancement™ (DDE) for sup clarity under challenging conditions

**What's In The Box?**

- M625CS Thermal Camera System
- M-Series JCU with weather cover
- 25' Ethernet network cable
- Waterproof Ethernet coupler
- Mounting hardware and gasket kit
- Users Manual

[Tweet](#) [Share](#) [Pin It](#) [Add](#) [E](#)

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**RELATED ITEMS**



**FLIR AX8™ Marine Thermal Monitoring System**  
\$1,199.00



**FLIR Free Standing Mount**  
\$40.00



**FLIR Joystick Control Unit f/M-Series**  
\$849.00



**FLIR Camera Carrying Pouch Scout Series**  
\$30.00

**LEARN MORE**

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- [Privacy Policy](#)
- [FAQ](#)

**CONTACT DETAILS**

410-263-0807  
326 First Street Suite  
Annapolis Maryland,  
info@marineelectric  
CAGE: 7JM61  
DUNS: 026052263

Contact

© 2018 Marine Electric Systems.



Status: Quote

Quote #: 6769

Invoice Date:

# DONATINI INC.



Print Date: 11/08/2018

DUNS #835653445 -- TIN #77-0495892 -- GSA #GS-07F-049SY

BILLING ADDRESS
Tulare County Sheriff's Department Tulare County Sheriff's Department 833 S Akers St Visalia, CA 93277, United States 562-208-0712

## SANTA CRUZ, CA 95062-4678

333 Lake Ave, Ste. C

Ph: 831-475-3383

Fx: 831-475-1498

SHIP ADDRESS
Tulare County Sheriff's Department Tulare County Sheriff's Department 833 S Akers St Visalia, CA 93277, United States 562-208-0712

www.johnsonhicksmarine.com

Sales Rep	Terms	Tax Code	Customer PO	Permit Number	Sales Type	Ship Date
163 - Vince Donatini	NET30	NT			Regular or Over the Counter	11/8/2018

Qty	OEM Code	Item No.	Item Description	Bin Location	Your Price	Amount
1.00	FLIR	432-0003-68-00	M-617CS NTSC		25,000.00	25,000.00

### Invoice Payments

Type	Amount	Date

### Total Invoice

Items:	25,000.00
Fees:	0.00
Labor:	0.00
Kits:	0.00
Units:	0.00
Misc:	0.00
<b>Subtotal:</b>	<b>25,000.00</b>
<b>Ship by Unassigned:</b>	<b>0.00</b>
NT	0.0000
S-CRUZ CO,	2125.0000
Deposit:	
<b>Total Due:</b>	<b>27,125.00</b>
Total Paid:	0.00
<b>Balance Due:</b>	<b>27,125.00</b>

Tracking No.

### THANK YOU FOR YOUR CONSIDERATION

-All returns are subject to a 20% restock fee and must have receipt.

-No returns on special orders or close out items.

-Government quotes valid for entire order only.

# Johnson Hicks

MARINE ELECTRONICS

## DONATINI, Inc

MARINE ELECTRONICS DEALER, DISTRIBUTOR, INSTALLER

Johnson Hicks Marine Electronics has a distinguished reputation as the industry's leading distributor for marine electronics. We specialize in technological innovation with superior implementation and application capabilities. We are proud of our exemplary customer service and support. As a premier dealer for all major brands of marine equipment our qualified staff provides our clients the best technologically advanced support available.

### CORE COMPETENCIES

• Premier Dealer/Distributor with a wide range of vendors

- ◇ Marine Navigation
  - ◇ Furuno, Garmin, Lowrance, Navionics, Raymarine, Simrad, Sitex, Koden, Taiyo.
- ◇ Thermal Cameras & Security- FLIR, GOST, Siren Marine
- ◇ Marine Electronics
  - ◇ AYDIN, FloScan, ICOM, Intellian, KVH, Nauticomp, Nobeltec, Standard Horizon, Xantrex, Shakespeare.
- ◇ Marine Safety
  - ◇ ACR, McMurdo, Revere (3Si), Survitec Group

\*\*More lines available, contact us for your specific needs.

- Direct access to several OEMs & distributors coast to coast
- Quick, efficient, and knowledgeable sales & service staff

### DIFFERENTIATORS

Johnson Hicks has been in the marine electronics industry since 1980. We have built relationships with customers and vendors based on good will, exceptional service and thinking outside of the box. No matter the size of the contract or its complexity, no job is too big or too small. With the contacts we have built since our conception we are able to negotiate the waters of this industry with ease which allows us to fulfill orders in less time, all while saving you money. Due to our diverse system and installation knowledge we have the ability to design systems and provide exceptional post purchase support if any issues arise with installation or use.

### NAICS CODES

- ◇334511-SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
- ◇333996-FLUID POWER PUMP AND MOTOR MANUFACTURING
- ◇334220-RADIO/TV BROADCASTING & WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING
- ◇334290-OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING
- ◇334417-ELECTRONIC CONNECTOR MANUFACTURING
- ◇334418-PRINTED CIRCUIT MANUFACTURING
- ◇334419-OTHER ELECTRONIC COMPONENT MANUFACTURING
- ◇335999-ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING
- ◇336611-SHIP BUILDING AND REPAIRING
- ◇423690-OTHER ELECTRONIC PARTS AND EQUIPMENT MERCHANT WHOLESALERS
- ◇423860-TRANSPORTATION EQUIPMENT AND SUPPLIES (EXCEPT MOTOR VEHICLE) MERCHANT WHOLESALERS
- ◇517410-SATELLITE TELECOMMUNICATIONS



### Donatini Inc. dba Johnson Hicks Marine Electronics

- ◇ CAGE Code: 569H9
- ◇ DUNS Number: 835653445
- ◇ F-EIN Number: 77-0495892
- ◇ GSA Number: GS-07F-0492Y
- ◇ Schedule 84 (Exp 7/24/22)
- ◇ SIN Number: 260-10
- ◇ TPIN Number: 9253798
- ◇ GSA Small Business Ent: 1029998
- ◇ SBA Certified Small Business
- ◇ WWW.JohnsonHicksMarine.com

### PAST PERFORMANCE



#### Department of Defense

Contracts: Over 100 Contract Actions

- Dept of Navy
- Defense Logistics Agency
- Dept of the Air Force
- Dept of the Army
- US Spec. Ops Command
- Total Value: \$7,000,000**



#### General Services Administration

Total GSA Sales: \$3,600,000 (FY2013-2018)



#### Department of Homeland Security

Contracts: Over 75 Contract Actions

- US Customs & Border Protection
- US Coast Guard
- US Secret Service
- Total Value: \$8,000,000**

#### Other Agencies (Federal, State, Local)

Contracts: Over 350 Total Contract Actions  
Includes: US Fish & Wildlife, NOAA, USDA, State Dept, FDNY, SFPD, JCFD, NDDW **Total Value: \$6,400,000**



Government purchase cards accepted

**Vince Donatini**

Director of Govt. Sales & Business Development

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C: (831)-212-2835

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333c Lake Ave Santa Cruz, Ca 95062



The World's Sixth Sense

# THERMAL VISION FOR PROFESSIONAL MARINERS





## NIGHTTIME ON THE WATER MADE SAFER— WITH FLIR

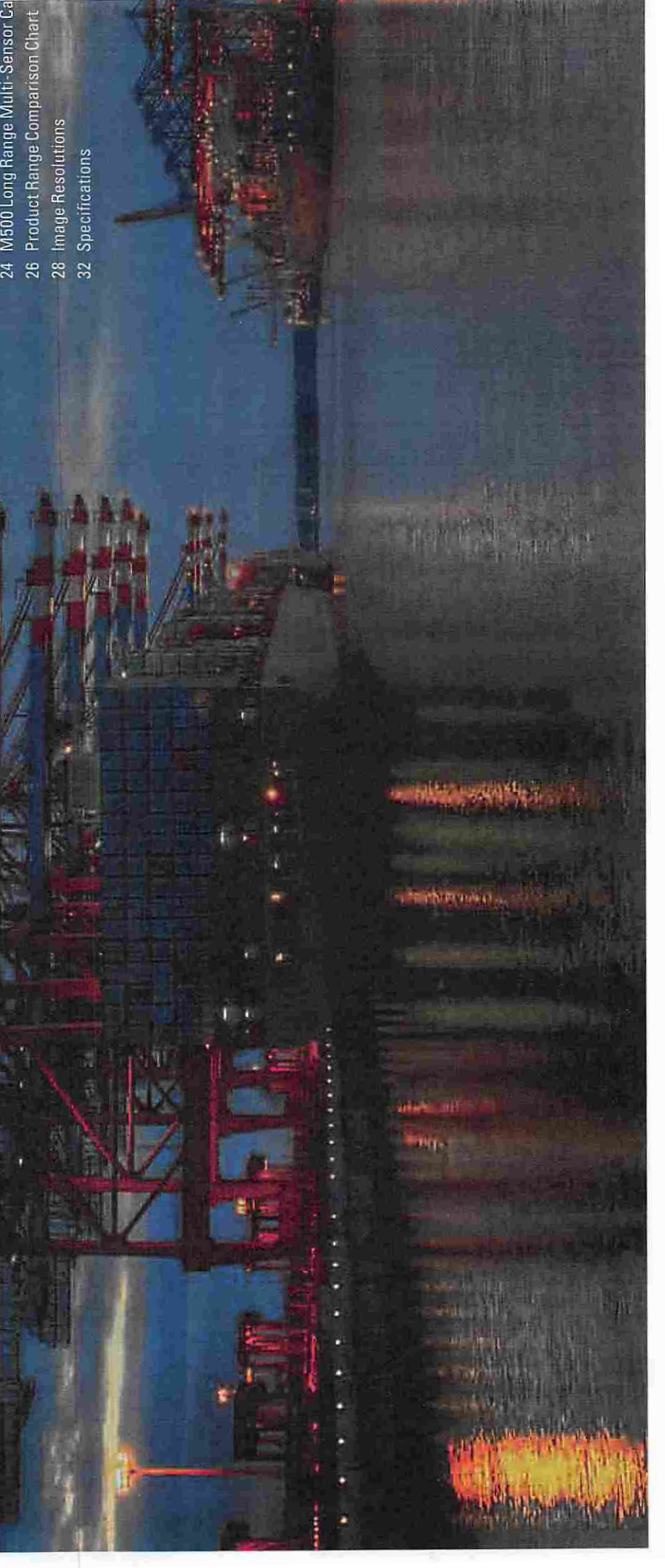
Whether you're a commercial pro or first responder, FLIR maritime thermal imaging systems turn night into day, keeping you safe, secure and underway with confidence.

### WHY THERMAL IS BETTER

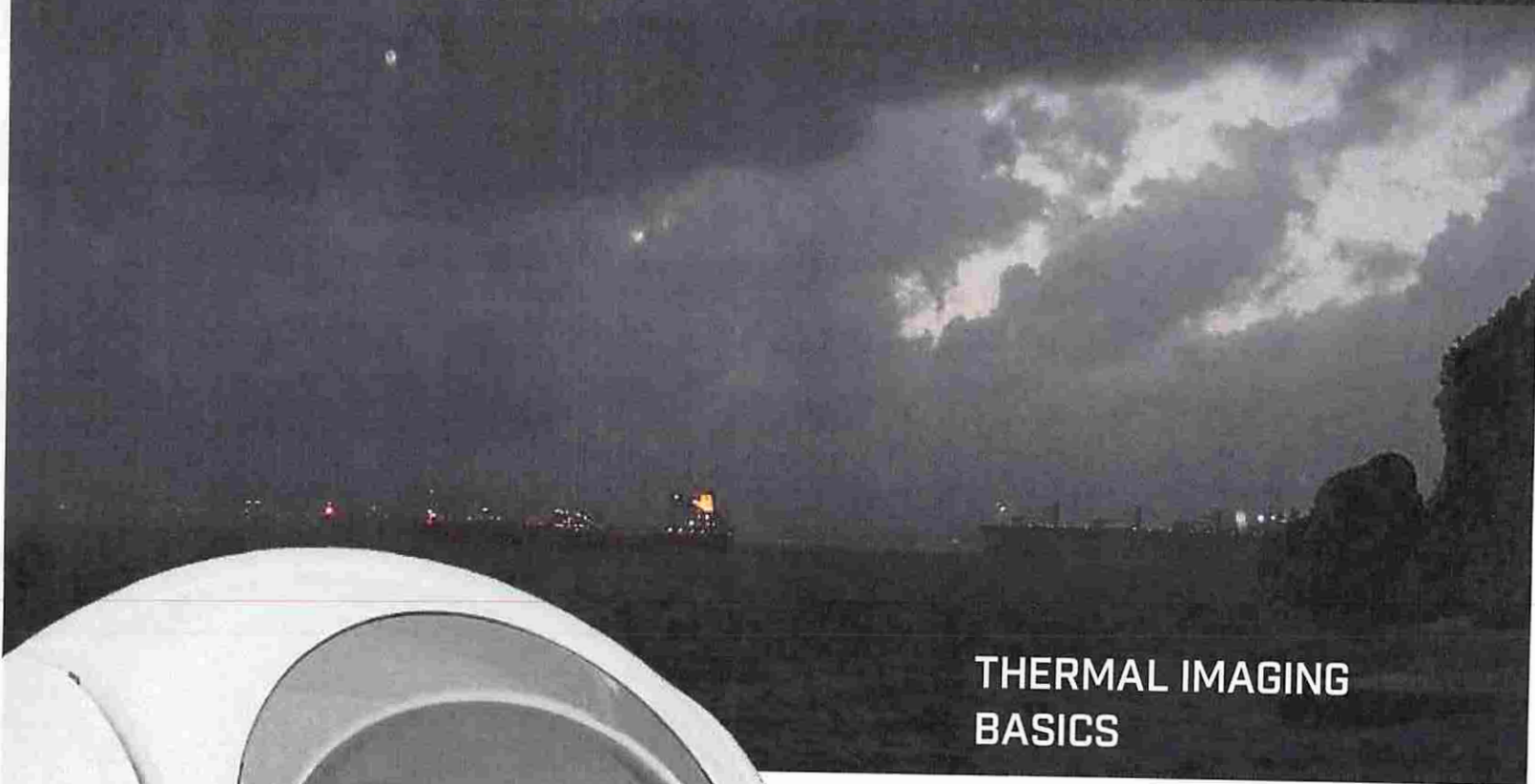
Thermal imaging cameras detect and display images based on tiny differences in heat, not light. No matter how much light is available—from pitch black to moonlight to severe midday glare—FLIR detectors capture the thermal energy emitted or reflected by everything, even ice. FLIR cameras then convert changes in temperature into crisp infrared video images, allowing you to see at night and navigate in total darkness.

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8	Ocean Scout Handhelds
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12	BHM-Series Bi-Ocular Thermal Handhelds
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16	M100/M200
18	M-Series with Gyro-Stabilization
20	M400 Multi-Sensor Camera System
22	M400XR Multi-Sensor Camera System
24	M500 Long Range Multi-Sensor Camera System
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## THERMAL IMAGING BASICS

Thermal imaging works night and day, in total darkness or bright sunlight, through smoke, dust, and even light fog to keep your passengers and crew safe from hazards and threats.

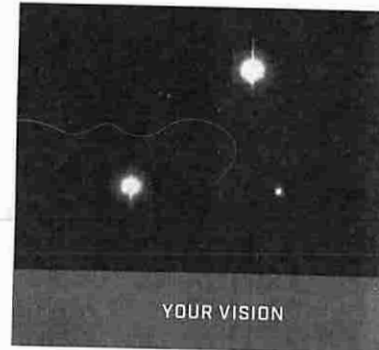
See natural and man-made hazards, such as floating debris, rocks, ice, land, bridge abutments, and other vessels.

Thermal night vision helps you find a person in the water faster than any other night vision technology.

FLIR cameras and thermal video are incredibly

Daylight cameras, image intensified night vision cameras, and goggles all take in small amounts of light. When there isn't enough light available, they don't work effectively.

FLIR thermal cameras work both day and night.



YOUR VISION

### RESOLUTION, DETAIL, AND RANGE

FLIR offers a range of thermal imaging cameras. High resolution cameras offer more detail, clarity, and range. Long-range cameras offer long-range performance.



# Commercial & First Responder Applications

## FLIR FOR COMMERCIAL MARINERS

### THE SEA CAN BE A DANGEROUS PLACE, ESPECIALLY AT NIGHT

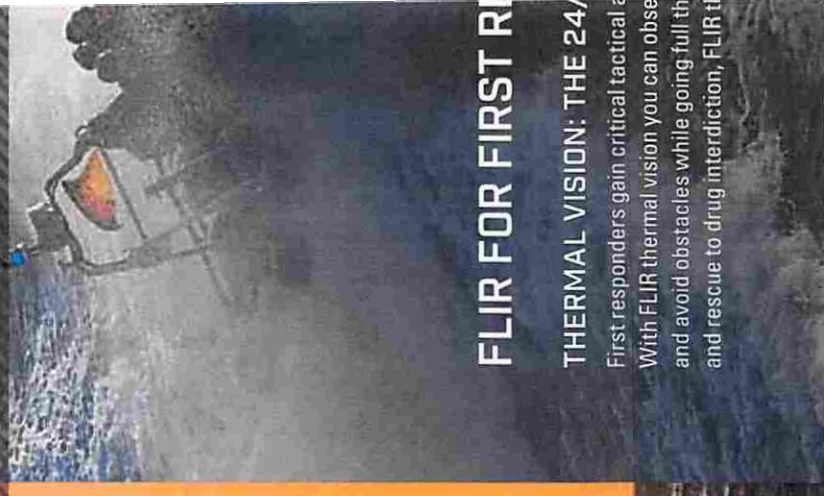
But professional mariners can't call it a day when the weather turns foul. FLIR thermal imagers offer an "early warning system" against common hazards so mariners can sail with confidence, whatever the conditions. FLIR maritime thermal imagers display the invisible heat energy from a myriad of potential hazards, including floating debris, shipping lane traffic, vessels riding at anchor, and small boats. FLIR imagers can also reveal man-made structures, such as buoys, bridge abutments, docks and piers. They can even spot icebergs and surfacing whales.



## FLIR FOR FIRST RESPONDER

### THERMAL VISION: THE 24/7

First responders gain critical tactical advantage with FLIR thermal vision you can observe through smoke, fog, and at night. FLIR thermal imagers can see through smoke and avoid obstacles while going full throttle. FLIR thermal imagers can also see through smoke and rescue to drug interdiction, FLIR thermal imagers can see through smoke and rescue to drug interdiction, FLIR thermal imagers can see through smoke and rescue to drug interdiction.



MONITOR CREW ON DECK



TRACK POTENTIALLY THREATENING VESSELS



LOCATE ICEBERGS



SEE SUSPECTS IN THE DARK

RECOMMENDED COMMERCIAL SYSTEMS: