



CITY of NOVI CITY COUNCIL

Agenda Item C
July 9, 2018

SUBJECT: Approval to purchase a TruNarc Drug Device, from Thermo Scientific Portable Analytical Instruments, Inc., sole source provider, in the amount of \$28,815 for the Novi Police Department.

SUBMITTING DEPARTMENT: Public Safety - Police *DEM*

CITY MANAGER APPROVAL: *KA*

EXPENDITURE REQUIRED	\$28,815
AMOUNT BUDGETED	\$28,815
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	266-266.00-982.245 (Forfeiture)

BACKGROUND INFORMATION:

As part of the 2018-19 Budget, forfeiture funds were approved for the purchase of a Trunarc Drug Device. TruNarc, is a portable, battery powered, drug and other substance analyzer. The device works by emitting a laser light beam towards the substance, and analyzing the chemical signature of the substance when hit with the laser light. The device has an onboard library of signatures of common drugs and other common substances we encounter. Operation of the device in most cases with most substances does not require opening of the package. The drugs or unknown powders remain in their plastic sealed bags and the TruNarc device is placed against the baggie, and all the analysis is performed in that manner with laser light.

Given to the toxicity of many of the newer substances officers are encountering, they are at risk of exposure to unknown substances in the field and/or in the process of logging in those substances. Although current protocols are designed to minimize the risks (no more field testing), officers throughout the nation and in Novi are still encountering unknown substances with unknown risks. Having the ability to take this device in the field and quickly safely analyze substances would be very helpful. Also, having the ability to get a safe, presumptive test on the substances prior to a full analysis by the MSP lab is also helpful to our probable cause, investigation and prosecution of cases.

Thermo Scientific, the manufacturer of TruNarc, reports that some of their customers include Customs and Border Protection, DEA generally & DEA Detroit, Michigan State Police, Macomb County Sheriff, Livingston County Sheriff, Ingham County Sheriff, Roseville Police, Indiana State Police, Fort Wayne Police, Illinois National Guard, Missouri State Highway Patrol, New York State Police, Phoenix Police, Los Angeles Police, Kansas City Police, Fort Worth Police, among others.

RECOMMENDED ACTION: Approval to purchase Trunarc Drug Device, from Thermo Scientific Portable Analytical Instruments, Inc., sole source provider, in the amount of \$28,815 for the Novi Police Department.

Sales Quotation

Thermo Scientific Portable Analytical Instruments Inc.

2 Radcliff Rd
Tewksbury, Massachusetts 01876
United States

Quote Number	Created Date	Exp. Delivery Terms	Page
00144153	05/09/2018	ARO	1 / 5
Contact:	Phone	Payment Term	Valid To
Michael Nagle		Net 30	09/28/2018
Inco Terms		Shipping Method	
FOB Origin - Tewksbury, MA		Fed Ex 2nd Day	

Submitted To:

Keith Wuotinen
City of Novi Police Department
45125 W Ten Mile
Novi, Michigan 48375
United States

Phone: 248-347-0553
Email: kwuotinen@cityofnovi.org

THANK YOU FOR YOUR INTEREST IN THERMO SCIENTIFIC INSTRUMENTATION

To Place an Order:

Contact: Michael Nagle
Phone:
Fax:
Email: michael.nagle@thermofisher.com
Additional instructions, terms & conditions on last page

Pos.	Product Code	Product Name	Sales Price	Quantity	Total Price
10	800-01045-01	TruNarc, Unlimited, Warranty - 5 Yrs, Train-12 <i>TruNarc Unlimited Model with 5 years of warranty. Includes factory repair, loaner units when available and 24/7 technical support. Companion PC TruNarc admin software, unlimited access to TruNarc eLearning course and free basic software updates to core narcotics library are provided for the life of the instrument. Includes TruNarc on-site instructor led training for up to 12 students within the Continental United States (CONUS) - expires 9 months after date of purchase.</i>	USD 28,815.00	1	USD 28,815.00
20	810-01462-01	TruNarc Solution Kit (Type H) - 100, English <i>TruNarc Solution Kit (Type H) for identification of Heroin and other special narcotics. Kit includes 100 Test Sticks and 100 Solution Vials with Ethanol. Note that because of the Ethanol, this product ships as a Hazardous Goods shipment.</i>	USD 0.00	1	USD 0.00
Total:					USD 28,815.00

Important Note: Please issue POs to Thermo Scientific Portable Analytical Instruments Inc

Federal Tax ID No.: 01-0650031
CAGE CODE: 392A9
DUNS #: 11-289-3131
Bank of America ABA# for Wire Payments: 026 009 593
Bank of America ABA# for ACH Payments: 111 000 012
Beneficiary Account Number: 4426843850

When applicable, commodities, technology, or software to be provided in furtherance of this order shall be exported from the United States in accordance with applicable U.S export laws or regulations. Diversion contrary to US law prohibited. Unless otherwise agreed to in writing, Thermo Scientific Portable Analytical Instruments Inc. terms and conditions shall apply and take precedence.

By signing below, you (i) warrant that you are an authorized representative of your company, (ii) agree that the Thermo Scientific Portable Analytical Instruments Inc. Terms and Conditions of Sale attached hereto (the "Terms and Conditions") shall supersede any preprinted terms and conditions, in their entirety, contained in any purchase order that your company issues and (iii) the Terms and Conditions shall exclusively govern the transaction(s) contemplated hereby

_____ Signature of authorized company representative	_____ Date	_____ Phone#
_____ Print Name	_____ Title	_____ Email
_____ Model #	_____ Amount + S&H	_____ Purchase Order Number

E-mail to: pai_sales_ops@thermofisher.com

Fax to: 1-877-680-2568

Order Processing Address:
 michael.nagle@thermofisher.com
 Thermo Scientific Portable Analytical Instruments Inc
 2 Radcliff Road
 Tewksbury, MA 01876

Remit check Payment To:
 Thermo Scientific Portable Analytical Instruments Inc
 PO Box 415918
 Boston, MA 02241-415918

Payment Details

Method of Payment

- Net 30 (Attach Credit Application & Credit References)
- Credit Card
- Check
- Wire Transfer

Sales Tax Application

- Yes Apply Sales Tax
- No

- If no, you must provide a copy of your tax exemption certificate along with your purchase order.

****Please contact your customer service representative with your credit card information. (Do not send any credit card info via email or fax.)****

Address Verification

Please make corrections if necessary below:

Bill to:

45125 W Ten Mile
 Novi, Michigan 48375
 United States

Ship to:

45125 W Ten Mile
 Novi, Michigan
 United States

Additional Options / Accessories

Please use the space below to note any additional options and/or accessories you wish to add from the attached sheets that are not included in the above quotation.

When applicable, commodities, technology, or software to be provided in furtherance of this order shall be exported from the United States in accordance with applicable U.S export laws or regulations. Diversion contrary to US law prohibited. Unless otherwise agreed to in writing, Thermo Scientific Portable Analytical Instruments Inc. terms and conditions shall apply and take precedence.

MEMORANDUM



TO: DAVID E MOLLOY,
CHIEF OF POLICE/DIRECTOR OF PUBLIC SAFETY

FROM: LIEUTENANT KEITH A WUOTINEN

SUBJECT: JUSTIFICATION MEMO: TRUNARC DRUG DEVICE

DATE: MAY 10, 2018

DEVICE BACKGROUND:

Thermo Scientific manufactures a device known as TruNarc, which is a portable, battery powered, drug and other substance analyzer. The device works by emitting a laser light beam towards the substance, and analyzing the chemical signature of the substance when hit with the laser light. The device has an onboard library of signatures of common drugs and other common substances we encounter.

Operation of the device in most cases with most substances does not require opening of the package. The drugs or unknown powders remain in their plastic sealed bags and the TruNarc device is placed against the baggie, and all the analysis is performed in that manner with laser light.

The device is in use by the Macomb County Sheriff, Livingston County Sheriff, Ingham County Sheriff, Roseville PD, Michigan State Police, DEA, and many others.

WHY IS THE DEVICE NEEDED?

Given to toxicity of many of the newer substances we are encountering, officers are at risk of exposure to unknown substances in the field and/or in the process of logging in those substances. Although current protocols are designed to minimize the risks (no more field testing), officers throughout the nation and in Novi are still encountering unknown substances with unknown risks. Having the ability to take this device in the field and quickly safely analyze substances would be very helpful, including at times where we have suffered an exposure.

Also, having the ability to get a safe, presumptive test on the substances prior to a full analysis by the MSP lab is also helpful to our probable cause, investigation and prosecution of cases.

WHO IS USING THE DEVICE?

MSP Laboratory Services reported at a recent conference in East Lansing (late July, 2017) that they ran a series of tests on this device in order to determine whether the device was accurate and reliable. In their testing they found that 100% of the time the TruNarc identified the unknown sample correctly when it gave a reading. The device was very accurate and very reliable with the information it provided.

MSP also tested the limitations of the device to penetrate containers. In their tests, they reported that it could penetrate 10 layers of packaging material, clear glass, and brown tinted glass, and still obtain results.

They also tested the limitations of the device with drugs that were less than pure, or “cut” with non-drug agents and substances. Depending on the cutting agent used, drugs that were as low as 10% pure were able to be detected, however with certain cutting agents, that number can be as high as 50% purity needed, contingent on the cutting agent used.

MSP ran a pilot study in select smaller population counties where they used their TruNarc on all incoming samples to the lab and generated a preliminary TruNarc report within 24-48 hours of receiving a sample, and sending that preliminary report to the submitting agencies. These reports from the TruNarc are not a substitute for full laboratory testing using the industry standard GCMS that is needed for trial. However, it was learned that some counties (Livingston in particular), were using their own TruNarc in that county, and those results were being accepted for the purposes of a preliminary exam. MSP full drug analysis with the GCMS can take 60-days depending on how busy the lab is.

Thermo Scientific, the manufacturer of TruNarc, reports that some of their customers include CBP, DEA generally & DEA Detroit, MSP, Macomb County Sheriff, Livingston County Sheriff, Ingham County Sheriff, Roseville Police, Indiana State Police, Fort Wayne Police, various HIDTA teams, Illinois National Guard, Missouri State Highway Patrol, New York State Police, Phoenix Police, Los Angeles Police, Kansas City Police, Fort Worth Police, among others.

COST:

The price for the device is \$28,815.00, and includes a 5-year warranty and a 100 pack of the type H testing sticks (needed for certain drugs).

Thermo Scientific is the sole source provider for the TruNarc drug testing device.

There is no additional or ongoing costs with the device once purchased, other than occasional replacement of type H testing sticks (only needed for certain drugs—and should only need to be restocked every few years at a cost of around \$100).

Thermo Scientific Portable Analytical Instruments, Inc.
2 Radcliff Rd.
Tewksbury, MA 01876
978-657-5555 phone
978-657-5921 fax

March 19, 2018

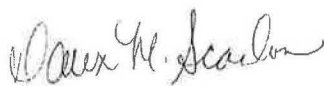
RE: Request for Sole Service / Sole Brand Justification

To whom it may concern,

The purpose of this letter is to provide additional justification for why Thermo Scientific Portable Analytical Instruments Inc. ("Manufacturer") is the sole source service provider for its Thermo Scientific™ handheld chemical analyzers ("Safety and Security Products"). Such Safety and Security Products deliver rapid, field-based identification of unknown chemicals, explosives, and chemical weapons, as well as narcotics directly from within the hazard zone and provide specific, actionable data—enabling first responders, national security, and military organizations to act quickly and decisively.

Thermo Scientific Portable Analytical Instruments Inc. is the sole manufacturer of the FirstDefender RMX, RM, TruDefender FTX, FTXi, FT, FTi, Gemini and TruNarc from its sole manufacturing location at 2 Radcliff Rd Tewksbury, Massachusetts USA. These devices utilize the proprietary chemometrics and DecisionEngine 2.0 MX analysis software also produced solely by Manufacturer. No other device of this kind on the market can make use of this software as it would be a violation of intellectual property protections held by Manufacturer. Additionally, Manufacturer has developed a rugged handheld chemical identification system for solids and liquids that uses both FTIR and Raman technologies known as Gemini. Gemini is the first and only handheld that offers both Raman & FTIR technologies as well as scan delay for both Raman & FTIR.

Due to their mission critical applications Manufacturer utilizes the expertise of its trained technicians and engineering staff to perform all necessary repairs. Additionally, the technicians must utilize proprietary software, intellectual property (technical documentation), calibration files and algorithms, as well as specialty tooling designed by Manufacturer in order to properly repair the Safety and Security Products in accordance with published specifications. For those reasons, coupled with complexity and overall safety, Manufacturer, is the sole service provider for our Safety and Security Products possessing unique qualifications and/or specialized capabilities or expertise that is not available in the marketplace.



Dawn M. Scanlon
Thermo Scientific Portable Analytical Instruments Inc.
Sr. Contracts Manager
Thermo Fisher Scientific