

**MEMORANDUM  
COUNTY OF PLACER  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors  
FROM: Brett Wood, Purchasing Manager *BW*  
DATE: May 7, 2013  
SUBJECT: Ammunition – San Diego Police Equipment Company and Miwall Corporation

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**ACTION REQUESTED**

1. Approve the award of competitive Bid No. 10245 to San Diego Police Equipment Company of San Diego, CA and Miwall Corporation of Grass Valley, CA for the purchase of various types of ammunition in the total aggregate amount of \$78,012, funded by the Sheriff's Office budget with a net County cost of \$78,012, and authorize the Purchasing Manager to sign the resulting purchase orders.

**BACKGROUND**

On behalf of the Placer County Sheriff's Office Training Division (PCSO), the Procurement Services Division developed Invitation for Bids (IFB) No. 10245 to solicit bids for the purchase of various types of ammunition requested by the department. The bid was distributed via the County's E-Bid system to thirty-one potential bidders and was advertised on the County's website. A total of three responsive bids were received. The bids were evaluated by line item in accordance with the terms and conditions of the bid. Prompt payment discounts were considered however they did not affect the outcome of the bid results. No local vendors responded to this bid solicitation.

The bid evaluation illustrates that San Diego Police Equipment Company is the lowest responsive bidder for Line Items 1.1 through 1.6 and 2.1 through 2.14. Miwall Corporation is the sole bidder for Line Item 2.15. A complete bid evaluation summary is submitted as Attachment A.

**FISCAL IMPACT**

Upon your Board's approval purchase orders will be awarded to San Diego Police Equipment Company in the total amount of \$75,969 and to Miwall Corporation in the total amount of \$2,043 (both amounts include applicable sales tax). PCSO's Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A. IFB 10245 Evaluation Spreadsheet and Recommended Awards  
B. Sheriff's Office Fiscal Impact Statement

cc: Judy LaPorte, Sheriff's Office Administrative Services Manager  
Liz Zmyslowski, Sheriff's Office Senior Accountant Auditor  
Ben Glau, Sheriff's Office Training Officer



**COUNTY OF PLACER, AUBURN, CA**  
**BID EVALUATION & AWARD RECOMMENDATION**

**Bid No.** 10245 **Buyer Name/Phone:** Jon Manning, 530-889-4290  
**Title:** Ammunition  
**Due Date:** 3/25/13 @ 2:30 PM (Pacific) (Recommended award is highlighted)

|                               |  | <b>San Diego Police Equip.</b> | <b>Miwall Corporation</b> | <b>WGM Tactical &amp; Security</b>           |            |           |            |           |
|-------------------------------|--|--------------------------------|---------------------------|--|------------|-----------|------------|-----------|
| Name of Firm                  |  | San Diego, CA                  | Grass Valley, CA          | Grass Valley, CA                             |            |           |            |           |
| City/State                    |  |                                |                           |  |            |           |            |           |
| Contact Person                |  | Ryan King                      | Sean Riley                |  |            |           |            |           |
| Telephone                     |  | 800-367-8989                   | 530-273-1047              | 530-268-8225                                 |            |           |            |           |
| Fax                           |  | 858-974-8530                   | 530-273-1107              | 530-268-8225                                 |            |           |            |           |
| FOB                           |  | Destination                    | Destination               | Destination                                  |            |           |            |           |
| Delivery Time                 |  | See Below                      | See Below                 | See Below                                    |            |           |            |           |
| LVP Certified? <sup>(1)</sup> |  | No                             | No                        | No   |            |           |            |           |
| Invoice Terms <sup>(2)</sup>  |  | Net 30                         | Net 30                    | Pckg. 1 - 1.5% 14 Days; Pckg. 2 - 2% 14 Days |            |           |            |           |
| Item No.                      | Item Description   | Qty                            | Unit Price                | Extension                                    | Unit Price | Extension | Unit Price | Extension |
| 1.1                           | PACKAGE 1 - RIFLE AND HANDGUN AMMUNITION - SHERIFF'S OFFICE TAHOE SUBSTATION<br>9mm Luger, 115 grain, FMJ handgun ammunition, Federal Premium #AE9DP<br>Delivery Time: | 10                             | 202.14                    | 2,021.40                                     | NO BID     |           | NO BID     |           |
| 1.2                           | 40 S&W, 180 grain, FMJ handgun ammunition, Federal Premium #AE40R1<br>Delivery Time:   | 10                             | 262.11                    | 2,621.10                                     | NO BID     |           | 1,101.02   | 11,010.23 |
| 1.3                           | 45 Auto, 230 grain, FMJ handgun ammunition, Federal Premium #AE45A<br>Delivery Time:   | 10                             | 308.72                    | 3,087.20                                     | NO BID     |           | 1,101.02   | 11,010.23 |
| 1.4                           | 38 Special +P, 158 grain, TMJ FN handgun ammunition, Speer LE Blazer Clean-Fire #3475<br>Delivery Time:  | 2                              | 242.87                    | 485.74                                       | NO BID     |           | NO BID     |           |
| 1.5                           | 5.56mm, 55 grain, FMJ ammunition on 10-round stripper clips, Federal #XM193A<br>Delivery Time:   | 20                             | 290.07                    | 5,801.40                                     | NO BID     |           | 596.09     | 11,921.86 |
| 1.6                           | .223 Rem. (5.56 x 45mm), 64 grain, GDSP rifle ammunition, Speer LE Gold Dot #24448<br>Delivery Time:   | 1                              | 279.14                    | 279.14                                       | NO BID     |           | 331.16     | 331.16    |

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**COUNTY OF PLACER, AUBURN, CA**  
**BID EVALUATION & AWARD RECOMMENDATION**

**Bid No.** 10245 **Buyer Name/Phone:** Jon Manning, 530-889-4290  
**Title:** Ammunition  
**Due Date:** 3/25/13 @ 2:30 PM (Pacific) (Recommended award is highlighted)

|                               |   | <b>San Diego Police Equip.</b> | <b>Miwall Corporation</b> | <b>WGM Tactical &amp; Security</b>           |            |           |            |           |
|-------------------------------|---|--------------------------------|---------------------------|--|------------|-----------|------------|-----------|
| Name of Firm                  |   | San Diego, CA                  | Grass Valley, CA          | Grass Valley, CA                             |            |           |            |           |
| City/State                    |   |                                |                           |  |            |           |            |           |
| Contact Person                |   | Ryan King                      | Sean Riley                |  |            |           |            |           |
| Telephone                     |   | 800-367-8989                   | 530-273-1047              | 530-268-8225                                 |            |           |            |           |
| Fax                           |   | 858-974-8530                   | 530-273-1107              | 530-268-8225                                 |            |           |            |           |
| FOB                           |   | Destination                    | Destination               | Destination                                  |            |           |            |           |
| Delivery Time                 |   | See Below                      | See Below                 | See Below                                    |            |           |            |           |
| LVP Certified? <sup>(1)</sup> |   | No                             | No                        | No   |            |           |            |           |
| Invoice Terms <sup>(2)</sup>  |   | Net 30                         | Net 30                    | Pckg. 1 - 1.5% 14 Days; Pckg. 2 - 2% 14 Days |            |           |            |           |
| Item No.                      | Item Description  | Qty                            | Unit Price                | Extension                                    | Unit Price | Extension | Unit Price | Extension |
| 2.6                           | 40 S&W, 180 grain, TMJ FN handgun ammunition, Speer LE Blazer Clean-Fire #3477<br>Delivery Time: 90-180 days ARO                              | 30                             | 228.51                    | 6,855.30                                     | NO BID     |           | NO BID     |           |
| 2.7                           | 45 Auto, 230 grain, FMJ handgun ammunition, Federal Premium #AE45A<br>Delivery Time: 180 days ARO   | 5                              | 308.72                    | 1,543.60                                     | NO BID     |           | 1,101.02   | 5,505.12  |
| 2.8                           | 45 Auto, 230 grain, TMJ RN handgun ammunition, Speer LE Blazer Clean-Fire #3480<br>Delivery Time: 150-180 days ARO                            | 10                             | 245.96                    | 2,459.60                                     | NO BID     |           | NO BID     |           |
| 2.9                           | 357 Magnum, 158 grain, GDHP handgun ammunition, Speer LE Gold Dot #53960<br>Delivery Time: 180 days ARO                                       | 5                              | 412.98                    | 2,064.90                                     | NO BID     |           | 1,153.84   | 5,769.21  |
| 2.10                          | 38 Special +P, 125 grain, GDHP handgun ammunition, Speer LE Gold Dot #53720<br>Delivery Time: 180-210 days ARO                                | 5                              | 349.85                    | 1,749.25                                     | NO BID     |           | 1,069.45   | 5,347.26  |
| 2.11                          | 12 Gauge, 00 Buck, 12 Pellets, 2-3/4" shotgun ammunition, Federal Premium Vitalshok Buckshot #P156 00<br>Delivery Time: 270-300 days ARO      | 20                             | 158.23                    | 3,164.60                                     | NO BID     |           | NO BID     |           |
| 2.12                          | 12 Gauge, 1 oz. rifled hollow point slug, 2-3/4" shotgun ammunition, Federal Powershok Rifled Slug #F127 RS<br>Delivery Time: 90-150 days ARO | 15                             | 129.56                    | 1,943.40                                     | NO BID     |           | 212.56     | 3,188.37  |

75 days ARO  
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**COUNTY OF PLACER, AUBURN, CA**  
**BID EVALUATION & AWARD RECOMMENDATION**

**Bid No.** 10245      **Buyer Name/Phone:** Jon Manning, 530-889-4290  
**Title:** Ammunition  
**Due Date:** 3/25/13 @ 2:30 PM (Pacific)      (Recommended award is highlighted)

| Name of Firm   |  | <b>San Diego Police Equip.</b>            | <b>Miwall Corporation</b> | <b>WGM Tactical &amp; Security</b>           |                                    |           |             |   |
|--|--|---|---------------------------|--|------------------------------------|-----------|-------------|---|
| City/State   |  | San Diego, CA                             | Grass Valley, CA          | Grass Valley, CA                             |                                    |           |             |   |
| Contact Person   |  | Ryan King                                 | Sean Riley                |  |                                    |           |             |   |
| Telephone  |  | 800-367-8989                              | 530-273-1047              | 530-268-8225                                 |                                    |           |             |   |
| Fax  |  | 858-974-8530                              | 530-273-1107              | 530-268-8225                                 |                                    |           |             |   |
| FOB  |  | Destination                               | Destination               | Destination                                  |                                    |           |             |   |
| Delivery Time  |  | See Below                                 | See Below                 | See Below                                    |                                    |           |             |   |
| LVP Certified? <sup>(1)</sup>  |  | No  | No                        | No   |                                    |           |             |   |
| Invoice Terms <sup>(2)</sup>   |  | Net 30                                    | Net 30                    | Pckg. 1 - 1.5% 14 Days; Pckg. 2 - 2% 14 Days |                                    |           |             |   |
| Item No.   | Item Description   | Qty                                       | Unit Price                | Extension                                    | Unit Price                         | Extension | Unit Price  | Extension                                 |
| 2.13   | 5.56mm, 55 grain, FMJ ammunition on 10-round stripper clips, Federal #XM193A       | 60  | 290.07                    | 17,404.20                                    | NO BID                             |           | 596.09      | 35,765.58                                 |
|  | Delivery Time:   |   | 300 days ARO              |  |                                    |           | 75 days ARO |   |
| 2.14   | .223 Rem. (5.56 x 45mm), 64 grain, GDSP rifle ammunition, Speer LE Gold Dot #24448 | 40  | 279.14                    | 11,165.60                                    | NO BID                             |           | NO BID      |   |
|  | Delivery Time:   |   | 180 days ARO              |  |                                    |           |             |   |
| 2.15   | .308 WIN, 168 grain, A-MAX TAP Precision rifle ammunition, Hornady #80965          | 100                                       | NO BID                    |  | 19.00                              | 1,900.00  | NO BID      |   |
|  | Delivery Time:   |   |                           |  | 30 days ARO                        |           |             |   |
| (1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid. |  | Subtotal - Bid Pckg. 2                    |                           | 56,372.70                                    | Subtotal - Bid Pckg. 2             |           | 1,900.00    |   |
|  |  | 7.50% Sales Tax                           |                           | 4,227.95                                     | 7.50% Sales Tax                    |           | 142.50      |   |
| (2) Invoice Terms of less than 10 days were not considered in this evaluation.   |  | Total - Bid Pckg. 2                       |                           | 60,600.65                                    | Total - Bid Pckg. 2                |           | 2,042.50    |   |
|  |  | LVP                                       |                           | 0.00   | LVP                                |           | 0.00        |   |
|  |  | Prompt Pay Disc                           |                           | 0.00   | Prompt Pay Disc                    |           | 0.00        |   |
|  |  | Ref. Price - Bid Pckg. 2                  |                           | \$60,600.65                                  | Ref. Price - Bid Pckg. 2           |           | \$2,042.50  |   |
|  |  | Total Bid Amount (Bid Pckgs 1 & 2)        |                           | \$75,968.83                                  | Total Bid Amount (Bid Pckgs 1 & 2) |           | \$2,042.50  |   |
|  |  | Subtotal (Line Items 1.1 - 1.6, 2.1-2.14) |                           | 70,668.68                                    | Subtotal (Line Item 2.15)          |           | 1,900.00    |   |
|  |  | 7.50% Sales Tax                           |                           | 5,300.15                                     | 7.50% Sales Tax                    |           | 142.50      |   |
| <b>TOTAL PURCHASE ORDER COST:</b><br>(Total Purchase Order Cost includes 7.50% Sales Tax.)                                     |  | Total PO Cost                             |                           | \$ 75,968.83                                 | Total PO Cost                      |           | \$ 2,042.50 | <b>TOTAL AWARD AMOUNT:</b><br>\$78,011.33 |

**EVALUATION NOTES:**

Unit pricing for WGM Tactical & Security has been adjusted so that the case sizes match the sizes specified in the bid and exclude CA sales tax.

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PLACER COUNTY  
**SHERIFF**  
CORONER-MARSHAL



EST. 1851

EDWARDN.BONNER  
SHERIFF-CORONER-MARSHAL

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FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors  
FROM: Sheriff Edward Bonner  
DATE: May 7, 2013  
SUBJECT: Fiscal Impact Statement  
Ammunition Purchase for the 2013-2014

Funds are included in the FY 2013-14 Sheriff's Office budget for these expenses resulting in Budgeted Net County Costs of \$78,012.

This ammunition will be used by the Sheriff's Office for duty and training exercises. The \$78,012 request is based on the results of Bid No. 10245.

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