

March 6, 2006

TO: John Lamerato, Acting City Manager

FROM: Jeanette Bennett, Purchasing Director  
Charles Craft, Chief of Police

RE: **Agenda Item** – Standard Purchasing Resolution 3: Exercise  
Renewal Option – Ammunition Contract

### **RECOMMENDATION**

On March 21, 2005, Troy City Council approved one-year contracts for ammunition with an option to renew for one additional year to the lowest acceptable bidders, TJ Conevera's and Michigan Ammo Co, Inc. (Resolution #2005-03-123-E9)

Both vendors have agreed to renew their contracts and City management recommends exercising the option for one (1) additional year under the same prices, terms, and conditions through March 21, 2007.

### **SUMMARY**

TJ Conevera's Inc

125,000 rounds	Duty Ammunition	\$84.50/case of 500
----------------	-----------------	---------------------

Michigan Ammo Co Inc

200,000 rounds	Lead-Free Ammunition	\$245.00/case of 1000
----------------	----------------------	-----------------------

Note: Quantities stated are estimated and orders will be placed as needed.

### **MARKET SURVEY**

The Purchasing Department has conducted a market survey and concurs with the recommendation to exercise the option to renew, as market indicators forecast increases in fuel and raw materials.

### **BUDGET**

Funds are available for this purchase in the Troy Police Department training budget for Ammunition, Account #322.7740.012.

Prepared by: Sergeant Michael Bjork, Training Section Supervisor

January 24, 2006

TO: Jeanette Bennett  
Purchasing Director

FROM: Linda N. Bockstanz  
Associate Buyer

RE: MARKET SURVEY – AMMUNITION

MICHIGAN POLICE EQUIPMENT CO. - Sena Loseth (800) 422-0270

Sena has indicated that ammunition will be increasing about 3% to 5% in price because of the freight cost due to fuel. (Bullets being heavy when shipped in cases.) The other reason is because of Winchester Manufacturers increase cost of their gun components.

VANCE OUTDOOR/LAW ENFORCEMENT INC – Richard Vance (877) 471-0712

According to Richard, prices will be increasing for ammunition about 3% to 6%. There is an increase in freight cost because of fuel along with increases on the raw materials that make the items. (Steel, copper, etc.) No improved products out at this time.

CMP DISTRIBUTORS INC – Catherine Parks (313) 274-2673

Catherine believes there will be an increase in cost for ammunition of about 5%, because of the increase in price for oil and fuel. (Transportation and freight costs.) There is a new product for ammunition call Bonded bullet by Federal. (The lead and jacket are bonded together.)

Based upon the above comments, I respectfully recommend that the City accept the offer to renew the contract for ammunition with the current vendors based on the fact costs will increase in price for some of the manufacturers due to transportation costs, fuel, and gun components.

CC: Susan Leirstein



Attn: Susan

October 12, 2005

ATTN: Teri Conevera  
 TJ Conevera's Inc  
 P O Box 1316  
 Rockford IL 61105

Dear Teri Conevera:

On March 21, 2005, the City of Troy entered into contract #20400789-OB with TJ Conevera's Inc to provide one-year requirements of ammunition. This contract contained an option to renew for one additional year at the same prices, terms, and conditions as the original contract.

Please fax this letter back indicating if TJ Conevera's wishes to renew this contract until March 21, 2007. Our fax number is (248) 619-7608 (Attn Susan). It should be understood that this request to renew the contract is subject to a favorable market survey. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City. The option cannot be exercised without Troy City Council approval and a blanket purchase order issued.

If you have any questions please call me at (248) 524-3532.

**CHECK ONE:**

TJ Conevera's Inc is interested in renewing the contract under the same prices, terms, and conditions ..... (X)

TJ Conevera's Inc is not interested in renewing the contract... ( )

X Teri Conevera  
 Signed: Authorized Company Representative

Date: 1-26-06

Thank you,  
 Sergeant Michael Bjork  
 Police Training Center  
 City of Troy



City of  
Troy

Charles T. Craft, Chief of Police

Gary G. Mayer, Captain  
Edward J. Murphy, Captain  
Dane M. Slater, Captain

500 W. Big Beaver Troy, Michigan 48084 (248) 524-3443

October 28, 2005

ATTN: Michael Patrick  
Michigan Police Ammunition

Dear Mr. Patrick,

On March 21, 2005, the City of Troy entered into contract #20400790 -OB with Michigan Police Ammunition Inc to provide one year requirements of ammunition. This contract contained an option to renew for one additional year at the same prices, terms, and conditions as the original contract.

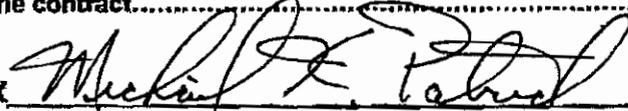
Please fax this letter back indicating if Michigan Police Ammunition wishes to renew this contract until March 21, 2007. Our fax number is: (248)619-7608 (Attn: Susan). It should be understood that this request to renew the contract is subject to a favorable market survey. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the city. The option cannot be exercised without Troy City Council approval and a blanket purchase order issued.

If you have any questions please call me at: (248) 524-3430

Check One:

Michigan Police Ammunition is interested in renewing the contract under the same prices, terms, and conditions.....(X)

Michigan Police Ammunition is not interested in renewing the contract.....( )

x 

Signed: Authorized Company Representative

Date: 1-26-06

Thank you,  
Sergeant Michael Bjork  
Troy Police Department  
Training Section

periods is hereby **AWARDED** to the lowest acceptable bidder meeting specifications, Automated Computer Methods, Inc. of McHenry, IL, for an estimated cost of \$11,616.00 per year, plus the actual cost of first class postage, at unit prices contained in the bid tabulation opened March 2, 2005, a copy of which shall be **ATTACHED** to the original Minutes of this meeting, with a contract expiration of April 30, 2006.

---

**E-6 Acceptance of Four (4) Permanent Storm Drain/Sewer Easements for the Louis/Troy Street Rear Yard Drain Project – Section 22**

Resolution #2005-03-123-E-6

RESOLVED, That the four (4) Permanent Easements from property owners Rahul Alawani and Smita Khedkar, having Sidwell #88-20-22-352-019; Shailesh A. and Manisha S. Patel, having Sidwell #88-20-22-352-020; Feng Qing and Xiu Yan, having Sidwell #88-20-22-352-021; and Amy Tang, having Sidwell #88-20-22-352-024, are hereby **ACCEPTED** for the construction, operation, maintenance and repair of storm drain/sewer; and

BE IT FURTHER RESOLVED, That the City Clerk is hereby **DIRECTED TO RECORD** said documents with the Oakland County Register of Deeds; a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

---

**E-7 Private Agreement for Northfield & Wattles Property Splits – Project No. 04.942.3**

Resolution #2005-03-123-E-7

RESOLVED, That the Contract for the Installation of Municipal Improvements (Private Agreement) between the City of Troy and Michael Agnetti, is hereby **APPROVED** for the installation of sanitary sewer, water main, storm sewer and soil erosion on the site and in the adjacent right-of-way, and the Mayor and City Clerk are **AUTHORIZED TO EXECUTE** the documents, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

---

**E-9 Standard Purchasing Resolution 2: Bid Award – Lowest Acceptable Bidders - Ammunition**

Resolution #2005-03-123-E-9

RESOLVED, That one (1) year contracts to furnish requirements of ammunition with an option to renew for one (1) additional year, are hereby **AWARDED** to the lowest acceptable bidders, TJ Conevera's, Inc. of Rockford, IL and Michigan Ammo Co, Inc. of Ecorse, MI, for an estimated annual cost of \$21,125.00 and \$49,000.00 respectively, at unit prices contained in the bid tabulation opened on February 16, 2005, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

---

**E-10 Acceptance of One (1) Permanent Water Main Easement and One (1) Temporary Construction Permit for the Troy Court Water Main Project #01.502.5 – Section 34**

Resolution #2005-03-123-E-10

March 14, 2005

TO: John Szerlag, City Manager

FROM: Jeanette Bennett, Purchasing Director  
Charles Craft, Chief of Police

SUBJECT: **Agenda Item** – Standard Purchasing Resolution 2: Bid Award –  
Lowest Acceptable Bidders – Ammunition

### **RECOMMENDATION**

On February 16, 2005, bids were opened to furnish a one-year contract for ammunition with an option to renew for one additional year. City management recommends awarding contracts to the lowest acceptable bidders as follows: TJ Conevera's Inc., of Rockford, IL for Duty Ammunition and Michigan Ammo Co, Inc. of Ecorse, MI for Lead-Free Ammunition for an estimated annual cost of \$21,125.00 and \$49,000.00 respectively at unit prices contained in the attached bid tabulation.

### **EXPLANATION OF BID NOT MEETING SPECIFICATIONS**

The Hunting Shack of Stevensville, MT, provided an alternate bid for lead-free ammunition, which does not meet specifications for factory issued, quality controlled ammunition.

In the past, the Police Department has had negative experiences in using less expensive practice ammunition in an effort to save costs. The less expensive ammunition proved to be extremely unreliable causing misfires and weapon malfunctions. This necessitated the Police Department to use only ammunition loaded by a nationally recognized manufacturer, for both practice, as well as use on the street. Unfortunately today, there is no lead-free duty ammunition available, which forces the Police Department to use two different types of ammunition, one without lead for practice training and one with lead for on-duty.

### **SUMMARY**

The Police Department is changing over to lead-free ammunition for training purposes to reduce the risk of contamination. Currently, the State Contract does not offer lead-free ammunition in our required specification. Therefore, the Police Department has established annual contracts with distributors to purchase the needed ammunition.

### **BUDGET**

Funds for these purchases are limited to the amount of monies budgeted in each fiscal year for Ammunition, Account #322.7740.012.

40 Vendors Notified via MITN System

12 Bid Responses Rec'd

1 Bid did not meet specifications

1 No Bid: Company does not handle type of product specified.

Prepared by: Sergeant Michael Bjork, Training Section Supervisor

VENDOR NAME:

TJ CONEVERA'S INC

TJ CONEVERA'S INC

MICHIGAN AMMO CO INC

EST QTY ROUNDS	DESCRIPTION	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL
200,000	<u>LEAD-FREE AMMUNITION</u> Winchester Super Clean NT 100 grain - 9mm caliber Rds per Case	\$ 124.50	\$ 49,800.00	\$ 124.50	\$ 49,800.00	\$ 245.00	\$ 49,000.00
	Quoting on: Manufactured by:	500		500		1000	
	<u>DUTY AMMUNITION</u> Winchester Ranger SXT 40 Smith & Wesson 165 Grain Jacketed hollow point or approve alternate Rds per Case	\$ 84.50	\$ 21,125.00			\$ 91.65	\$ 22,912.50
		500				500	
<b>ESTIMATED TOTAL AWARDED ITEMS:</b>			\$ 21,125.00				\$ 49,000.00
<b>ESTIMATED GRAND TOTAL --</b>			\$ 70,925.00		N/A		\$ 71,912.50

CONTACT INFORMATION:

Hrs of Operation:  
 24 Hr. Phone #:

Mon-Fri 8-5pm  
 (815)239-1569  
 (800)858-8067

M/F 7-3:30pm  
 (313)383-4430

TERMS:

Net 30 Days

30 Days Net

WARRANTY:

N/A

Satisfaction Guaranteed

DELIVERY:

60+ Days ARO

30 Days ARO

30 Days

EXCEPTIONS:

SC40NT is currently  
 unavailable & at this date  
 has no production date.

Practice rounds lead-free  
 frangible international cartridge

ACKNOWLEDGEMENT: Y or N

Yes

Yes

NO BIDS:  
 US Cavalry

**BOLDFACE TYPE DENOTES LOWEST ACCEPTABLE BIDDERS**

ATTEST:  
 Cheryl Morrell  
 Sgt Michael Bjork  
 Linda Bockstanz

PROPOSAL - One Year Requirements of Ammunition with an Option to Renew  
 for one (1) Additional Year

Jeanette Bennett  
 Purchasing Director

VENDOR NAME:

TJ CONEVERA'S INC

MICHIGAN POLICE

VANCE OUTDOORS INC

EQUIPMENT CO

dba VANCE'S LAW ENFORCEMENT

EST QTY ROUNDS	DESCRIPTION	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL
200,000	<u>LEAD-FREE AMMUNITION</u> Winchester Super Clean NT 100 grain - 9mm caliber Rds per Case	\$ 271.00	\$ 54,200.00	\$ 129.80	\$ 51,920.00	NO BID	
	Quoting on: Manufactured by:	(\$135.50 for 500/cs) 1000		500			
	<u>DUTY AMMUNITION</u> Winchester Ranger SXT 40 Smith & Wesson 165 Grain Jacketed hollow point or approve alternate Rds per Case	\$ 84.50	\$ 21,125.00	\$ 89.95	\$ 22,487.50	\$ 103.72	\$ 25,930.00
		500		500		500	
<b>ESTIMATED GRAND TOTAL --</b>			<b>\$ 75,325.00</b>		<b>\$ 74,407.50</b>		<b>N/A</b>

CONTACT INFORMATION:

Hrs of Operation:  
 24 Hr. Phone #:

Mon-Fri 8-5pm  
 (815)239-1569  
 (800)858-8067

Mon-Fri 8:30-5pm  
 (313)610-9903

M/F 10-8PM Sat 10-6pm  
 (614)327-7350

TERMS:

Net 30 Days

Net 30 Days

Net 30 Days

WARRANTY:

N/A

One Year

Factory Warranty

DELIVERY:

30 Days ARO

30 Days

14 to 45 Days ARO

EXCEPTIONS:

Availability problems w/SC40NT  
 Alternate - ICC 040-125TFP-M

None

Blank

ACKNOWLEDGEMENT: Y or N

Yes

Yes

Yes

VENDOR NAME:

CMP DISTRIBUTORS INC	CMP DISTRIBUTORS INC	CMP DISTRIBUTORS INC
----------------------	----------------------	----------------------

EST QTY ROUNDS	DESCRIPTION	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL
200,000	<u>LEAD-FREE AMMUNITION</u> Winchester Super Clean NT 100 grain - 9mm caliber Rds per Case	\$ 259.00	\$ 51,800.00	\$ 259.00	\$ 51,800.00	\$ 259.00	\$ 51,800.00
	Quoting on:	(\$129.50 for 500/cs) 1000		(\$129.50 for 500/cs) 1000		(\$129.50 for 500/cs) 1000	
	Manufactured by:	BC40NT3 Federal		BC40NT3 Federal		BC40NT3 Federal	
125,000	<u>DUTY AMMUNITION</u> Winchester Ranger SXT 40 Smith & Wesson 165 Grain Jacketed hollow point or approve alternate Rds per Case	\$ 189.00	\$ 23,625.00	\$ 244.00	\$ 30,500.00	\$ 272.00	\$ 34,000.00
		(\$94.50 for 500/cs) 1000		(\$122.00 for 500/cs) 1000		(\$136.00 for 500/cs) 1000	
<b>ESTIMATED GRAND TOTAL --</b>			<b>\$ 75,425.00</b>		<b>\$ 82,300.00</b>		<b>\$ 85,800.00</b>

CONTACT INFORMATION:

Hrs of Operation:  
 24 Hr. Phone #:

Mon-Fri 9-5pm (517)974-4276	Mon-Fri 9-5pm (517)974-4276	Mon-Fri 9-5pm (517)974-4276
--------------------------------	--------------------------------	--------------------------------

TERMS:

Net 30	Net 30	Net 30
--------	--------	--------

WARRANTY:

Blank	Blank	Blank
-------	-------	-------

DELIVERY:

15-30 Days ARO	15-30 Days ARO	15 to 30 Days ARO
----------------	----------------	-------------------

EXCEPTIONS:

Federal P40HST3 .40 Caliber 165 grain HST Hollow Point	Federal LE40T3 .40 Caliber 165 grain Tactical Hollow Point (Bonded)	Spec 53970 .40 Caliber 165 grain Gold Dot Hollow Point (Bonded)
---	---	---

ACKNOWLEDGEMENT: Y or N

Yes	Yes	Yes
-----	-----	-----

VENDOR NAME:

CMP DISTRIBUTORS INC

THE HUNTING SHACK INC

THE HUNTING SHACK INC

EST QTY ROUNDS	DESCRIPTION	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL	UNIT PRICE PER CASE	TOTAL
200,000	<u>LEAD-FREE AMMUNITION</u> Winchester Super Clean NT 100 grain - 9mm caliber Rds per Case Quoting on: Manufactured by:	\$ 259.00	\$ 51,800.00	\$ 169.43	\$ 67,772.00	(\$224.96)	<b>DMS</b>
		(\$129.50 for 500/cs) 1000		500		(\$112.48 for 500/cs) 1000	
		BC40NT3				40-RR-14New	
		Federal				HSM Inc	
125,000	<u>DUTY AMMUNITION</u> Winchester Ranger SXT 40 Smith & Wesson 165 Grain Jacketed hollow point or approve alternate Rds per Case	\$ 259.00	\$ 32,375.00	\$ 116.10	\$ 29,025.00	\$ 118.57	\$ 29,642.50
		(\$129.50 for 500/cs) 1000		500		500	
<b>ESTIMATED GRAND TOTAL --</b>			<b>\$ 84,175.00</b>		<b>\$ 96,797.00</b>		<b>N/A</b>

CONTACT INFORMATION:

Hrs of Operation:  
 24 Hr. Phone #:

Mon-Fri 9-5pm  
 (517)974-4276

Mon-Fri 8-5pm  
 (406)239-0903

Mon-Fri 8-5pm  
 (800)856-2857

TERMS:

Net 30

Net 30

Net 30

WARRANTY:

Blank

ATTACHED TO BID

One Year

DELIVERY:

15-30 Days ARO

30 Days ARO

Approx 30 Days ARO

EXCEPTIONS:

Federal P40HS3G .40 Caliber  
 165 grain Hydra Shok  
 Hollow Point

None

Blank

ACKNOWLEDGEMENT: Y or N

Yes

Yes

Yes

**DMS:**

The Hunting Shack - (\$44,992.00) Lead-Free Ammunition

Reason: Not factory issued and quality controlled



## Downloading History for ITB-COT 05-01 Ammunition

The report below shows all fax and e-mail vendors that matched this document when it was originally issued. It also shows all vendors that have downloaded or ordered the document and any subsequent amendments as of 3/11/2005.

<b>Document Title:</b>	Ammunition for City of Troy Police Department
<b>Date Issued:</b>	1/20/2005
<b>Close Date:</b>	2/16/2005
<b>Date Amendment #1 was Issued:</b>	2/3/2005

Click on the table headings for "Account Number" or "Company name" to re-sort this report by that column. You may also click on any vendor account number to view their account information.

Acct #	Company Name	Service	Date Obtained Document	Date Obtained Amendments
20101	100% Complete Electric	Free	1/31/2005	
13440	Advance Glove & Safety Co., Inc.	E-mail		
19492	Advantage Police Supply	Free	1/30/2005	
19825	All-Tronics, Inc.	Free	1/21/2005	
19732	ANN ARBOR AUTO SUPPLY,INC	E-mail	2/7/2005	
10497	ATD-AMERICAN CO	E-mail	1/24/2005	
14650	cmp distributors inc.	E-mail	2/14/2005	#1 2/14/2005
11902	copstuffbydk	Free		#1 2/14/2005
18806	Cynergy Wireless Products, Inc.	E-mail		
18048	Davidson's	E-mail		
13468	DESIGN GROUP	Free	1/20/2005	
13037	Galls Incorporated	E-mail		
15640	GT Distributors	E-mail		
11071	Hamilton Uniforms	E-mail		
19574	Hardin Geotechnologies, Inc.	E-mail	2/10/2005	
11766	HES STALLINGS-JULIEN SALES & SERVICE	E-mail	2/15/2005	
18765	I.F. Metalworks	E-mail	1/27/2005	
19591	Innovated Capital Solutions	E-mail		
11712	LESLIE TIRE SERVICE INC.	E-mail	2/12/2005	
12709				

	LVC Technologies, Inc.	E-mail	2/2/2005	#1 2/4/2005
10172	Metropolitan Uniform	E-mail		
15630	Michigan Ammo Co. Inc.	E-mail	1/24/2005	#1 2/4/2005
14496	Michigan Police Equipment Co.	E-mail	1/21/2005	#1 2/15/2005
12149	National Alliance of Cabling & Technology	Free	1/21/2005	
12190	New York Police Supply Inc.	E-mail		
10504	Precision Data Products Inc.	Free		#1 2/11/2005
13312	Public Safety Communications, LLC	E-mail		
15345	Safety Systems Corporation	E-mail	2/4/2005	
10201	Schleede-Hampton Associates, Inc.	Free	2/3/2005	
15992	Sinacori Landscaping, Inc.	Fax	2/2/2005	
10906	Sound Planning Communications, Inc.	Free	1/25/2005	
16233	Sterling Fire and Rescue Corp, DBA Michigan First	E-mail		
10748	Streicher's (Corporate)	E-mail		
17632	The Hunting Shack, Inc	Free	2/15/2005	#1 2/15/2005
10193	TJ Conevera's, Inc.	Free	2/2/2005	#1 2/7/2005
11127	U.S. Cavalry, Inc.	E-mail	2/3/2005	
12398	United Rentals	Free	2/7/2005	
19533	Universal Graphics & Imaging	Free		#1 2/9/2005
19042	Vance Outdoors, Inc.	Free	2/18/2005	#1 2/18/2005
18735	Vance's Law Enforcement	Free	2/7/2005	

[Return to Main Menu](#)

[Return to Report Menu](#)