



## AGENDA MEMORANDUM

Action Item for the City Council Meeting March 28, 2023

**DATE:** March 28, 2023

**TO:** Peter Zanoni, City Manager

**FROM:** Mike Markle, Chief of Police  
[mikema@cctexas.com](mailto:mikema@cctexas.com)  
(361) 886-2601

Josh Chronley, Assistant Director of Finance-Procurement  
[JoshC2@cctexas.com](mailto:JoshC2@cctexas.com)  
(361) 826-3169

<p align="center"><b>Training Ammunition Supply Agreement for the Corpus Christi Police Department Training Division</b></p>
--

**CAPTION:**

Motion authorizing a one-year supply agreement, with a one-year option, with ProForce Marketing, Inc., of Prescott, Arizona, for the purchase of training ammunition for the Corpus Christi Police Department in an amount not to exceed \$138,270.00, and a potential total amount of \$276,540.00 if the one-year option is exercised, with FY 2023 funding of \$138,270.00 from the Law Enforcement Trust Fund, the Crime Control and Prevention District Fund, and the General Fund.

**SUMMARY:**

This motion authorizes a one-year supply agreement, with one one-year option period, for training ammunition for the Corpus Christi Police Department's (CCPD) Training Division. This supply agreement will provide training ammunition for CCPD's SWAT team, sworn officers, and trainees to satisfy annual firearm qualifications and training.

**BACKGROUND AND FINDINGS:**

The proposed agreement will supply 9mm training ammunition which is used to train CCPD police cadets during the Police Training Academy as well as annual qualification trainings and in-service trainings for sworn officers. The proposed agreement also will supply .223 rifle ammunition for CCPD's SWAT Team to use in recurring firearms training.

The previous contractor was GT Distributors, Inc. of Austin, Texas. The City's most recent agreement with GT Distributors, Inc. was for two years in an amount not to exceed \$202,238.76. However, this amount included other items besides training ammunition. For the agreement with GT Distributors, the cost of to supply one year of training ammunition was \$86,300. The agreement expired in July 2022. The price difference from the previous agreement as compared to the proposed agreement reflects approximately a 62% increase in the cost to supply training ammunition for one year. The previous agreement with GT Distributors, Inc. to supply training ammunition for one year was \$86,300. The cost

to supply one year of training ammunition for the proposed agreement with ProForce Marketing, Inc. is \$138,270. The primary reasons for the price increase are due to the COVID-19 pandemic's effects on ammunition manufacturing and delivery as well as the war in Ukraine. Both of these events have heavily influenced the price of ammunition and related supplier services.

Since the expiration of the agreement with GT Distributors Inc., CCPD has been purchasing ammunition as needed but is incurring shipping delays and increased costs due to market fluctuations. Having an agreement in place will help minimize ammunition price fluctuations by ensuring competitive pricing over the long term. It also will minimize delayed shipping times that occur when making spot purchases from one or more suppliers.

The City previously made non-contract related purchases of training ammunition from ProForce Marketing Inc. CCPD received the ammunition from ProForce Marketing, Inc. within an acceptable timeframe and was satisfied with their level of service and quality of product. CCPD originally turned to ProForce Marketing, Inc. to fulfill its training ammunition requirements because GT Distributors ink was not able to supply CCPD with training ammunition in a timely manner. As a result, CCPD has purchased from ProForce for the past 18 months, and they have provided CCPD with exceptional service and delivery throughout that timeframe. CCPD has been pleased with ProForce Marketing, Inc. as a result and recommends continuing to use them as their training ammunition supplier.

### **PROCUREMENT DETAIL:**

Finance & Procurement conducted a competitive Request for Bid process to obtain bids for a supply agreement. The City received three responsive, responsible bids, and is recommending the award to Proforce Marketing, Inc. of Prescott, Arizona. The previous contractor was GT Distributors, Inc. of Austin, Texas.

The City's most recent agreement with GT Distributors, Inc. was for two years in an amount not to exceed \$202,238.76. However, this amount included other items besides training ammunition. For the agreement with GT Distributors, the cost of to supply one year of training ammunition was \$86,300. The agreement expired in July 2022.

Since the expiration of the previous agreement with GT Distributors Inc., CCPD has been purchasing ammunition as needed but is incurring shipping delays and increased costs due to market fluctuations.

The price difference from the previous agreement as compared to the proposed agreement reflects approximately a 62% increase in the cost to supply training ammunition for one year. The previous agreement with GT Distributors, Inc. to supply training ammunition for one year was \$86,300. The cost to supply one year of training ammunition for the proposed agreement with ProForce Marketing, Inc. is \$138,270. The primary reasons for the price increase are due to the COVID-19 pandemic's effects on ammunition manufacturing and delivery as well as the war in Ukraine. Both of these events have heavily influenced the price of ammunition and related supplier services.

The City previously has made non-contract related purchases of training ammunition from ProForce Marketing Inc. CCPD received the ammunition from ProForce Marketing, Inc. within an acceptable timeframe and was satisfied with their level of service and quality of product.

### **ALTERNATIVES:**

The alternative is not to purchase the ammunition. However, if this purchase is not made, there will not be enough ammunition to train for SWAT, cadet qualifications, or sworn officer annual qualifications. This will result in police officers and cadets not being able to maintain firearms certifications as well as a lack of necessary firearms training.

### **FISCAL IMPACT:**

The Law Enforcement Fund will provide \$42,580.00, the Crime Control and Prevention District will provide \$66,700.00, and the FY 2023 Police General Fund will provide \$28,990.00.

**FUNDING DETAIL:**

Fund: 1074  
Account: 520090  
Organization/Activity: 826000S  
Amount: \$42,580.00

Fund: 9010  
Account: 520090  
Organization/Activity: 11711  
Amount: \$66,700.00

Fund: 1020  
Account: 520090  
Organization/Activity: 11790  
Amount: \$28,990.00

**RECOMMENDATION:**

Staff recommends approval of this motion authorizing a one-year supply agreement, with one one-year option period, with Proforce Marketing Inc., of Prescott, Arizona, for CCPD's Training Division, as presented.

**LIST OF SUPPORTING DOCUMENTS:**

Bid Tabulation  
Service Agreement