



**Gwinnett**

GWINNETT COUNTY  
DEPARTMENT OF FINANCIAL SERVICES  
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935  
O: 770.822.8720 | F: 770.822.8735  
GwinnettCounty.com

October 20, 2020

**AWARD NOTICE**  
**BL071-20**  
**Purchase of Duty and Training Ammunition on an Annual Contract**

Pursuant to the bids received on July 14, 2020 for BL071-20, Purchase of Duty and Training Ammunition on an Annual Contract the bid has been awarded to Gulf States Distributors, Inc.; International Cartridge Corporation; Precision Delta Corporation; and Smyrna Police Distributors, Inc. in the amount of \$276,000.00. Please note the enclosed bid tabulation.

We appreciate your bid and interest in Gwinnett County.

Sincerely,

A handwritten signature in cursive script that reads "Lindsey Gravitt".

Lindsey Gravitt  
Purchasing Associate II

LG/bt

Enclosure

BL071-20  
Purchase of Duty and Training Ammunition on an Annual Contract  
Departments of Corrections, Police Services and Sheriff

ITEM #	DESCRIPTION	APPROX. QTY.	Gulf States Distributors, Inc. (OS)			International Cartridge Corporation (OS)			Precision Delta Corporation (OS)			
			UNIT PRICE	CASE PRICE	TOTAL PRICE	UNIT PRICE	CASE PRICE	TOTAL PRICE	UNIT PRICE	CASE PRICE	TOTAL PRICE	
<b>SECTION A: DUTY AMMUNITION</b>												
1	9mm, 135 grain +P; Hornady Critical Duty Flexlock #90225 or equivalent; 500 rounds per case, 50 rounds per box	131,000	Rounds	\$0.39	\$193.50	\$50,697.00	N/B	N/B	N/B	\$0.44	\$220.00	\$57,640.00
2	.40 S&W, 175 grain bullet; Hornady Critical Duty Flexlock #91375 or equivalent; 500 rounds per case, 50 rounds per box	2,000	Rounds	\$0.39	\$193.50	\$774.00	N/B	N/B	N/B	N/R	N/R	N/R
3	.12 Gauge (shotgun) '00' buckshot, law enforcement reduced recoil, Federal #LE133 00 or equivalent; 250 rounds per case	6,250	Rounds	\$0.479	\$119.75	\$2,993.75	N/B	N/B	N/B	\$0.480	\$120.00	\$3,000.00
4	.223 Remington, 64 grain soft point bullet; Speer Gold Dot SP #24448 or equivalent	203,000	Rounds	\$0.42	\$210.00	\$85,260.00	N/B	N/B	N/B	\$0.78	\$775.00	\$157,325.00
5	.12 Gauge (shotgun) Less Lethal, super sock; CTS MFG#2581 or equivalent	2,000	Rounds	\$5.00	\$25.00	\$10,000.00	N/B	N/B	N/B	N/B	N/B	N/B
6	.45 ACP, 220 grain +P bullet; Hornady Critical Duty Flexlock #90925; 500 rounds per case, 50 rounds per box	1,500	Rounds	\$0.49	\$242.50	\$727.50	N/B	N/B	N/B	N/B	N/B	N/B
7	12GA Buckshot Ammunition, 9 Pellet, 250 shells per case, FEDLE132-00 or equivalent	1,250	Rounds	\$0.479	\$119.75	\$598.75	N/B	N/B	N/B	\$0.480	\$120.00	\$600.00
8	.380 Auto. 90 grain; Hornady Critical Defense FTX #90080; 250 rounds per case, 25 rounds per box	1,750	Rounds	\$0.60	\$149.00	\$1,043.00	N/B	N/B	N/B	N/B	N/B	N/B
9	.38 Special, 110 grain bullet, Hornady Critical Defense FTX #90310; 250 rounds per case, 25 rounds per box	1,750	Rounds	\$0.64	\$159.00	\$1,113.00	N/B	N/B	N/B	N/B	N/B	N/B
10	9mm, 115 grain bullet; Hornady Critical Defense FTX #90250; 250 rounds per case, 25 rounds per box	6,000	Rounds	\$0.60	\$149.00	\$3,576.00	N/B	N/B	N/B	N/B	N/B	N/B
11	5.56 NATO .75 grain bullet. Hornady TAP SBR #81295; 200 rounds per case, 20 rounds per box	1,500	Rounds	\$0.65	\$130.50	\$978.75	N/B	N/B	N/B	N/B	N/B	N/B
12	.308 WIN, 165 grain TAP GMX bullet; Hornady #80985 or equivalent; 200 rounds per case, 20 rounds per box	2,000	Rounds	\$1.42	\$283.50	\$2,835.00	N/B	N/B	N/B	N/B	N/B	N/B
13	Hornady #80725 Win 168gr ELD Match TAP Precision Ammunition - .308 Win	4,600	Rounds	\$0.96	\$191.25	\$4,398.75	N/B	N/B	N/B	N/B	N/B	N/B
14	Hornady .223 Rem. 53 grain GMX TAP Patrol, Stock # 80295	30,000	Rounds	\$0.82	\$163.50	\$24,525.00	N/B	N/B	N/B	N/B	N/B	N/B
<b>SECTION A TOTAL</b>				<b>\$189,520.50</b>			<b>N/B</b>			<b>\$218,565.00</b>		
<b>SECTION B: TRAINING AMMUNITION</b>												
1	9 X 19mm, Speer 'Lawman' brand Model #53651 or equivalent, 124 grain bullet	520,000	Rounds	\$0.185	\$184.80	\$96,096.00	N/B	N/B	N/B	\$0.24	\$119.00	\$123,760.00
2	9 X 19mm 100 grain frangible; Speer 'Lawman' brand model #53365 or equivalent, for use with handgun rated steel targets 9 X 19mm 100 grain frangible, Speer 'Lawman' brand, model# 53365 or equivalent, for use with handgun rated steel targets	13,000	Rounds	\$0.49	\$485.00	\$6,305.00	\$0.36	\$363.71	\$4,728.23	\$0.40	\$199.50	\$5,187.00
3	.40 S&W, Speer 'Lawman' brand model #53652 or equivalent, 180 grain bullet (TMJ)	9,000	Rounds	\$0.25	\$248.50	\$2,236.50	N/B	N/B	N/B	\$0.27	\$134.50	\$2,421.00
4	.45 ACP Speer 'Lawman' brand, model# 53653 or equivalent, 230 grain bullet	6,000	Rounds	\$0.27	\$274.50	\$1,647.00	N/B	N/B	N/B	\$0.30	\$149.50	\$1,794.00
5	.223 'Remington', Federal 'American Eagle' brand, model #AE223 or equivalent, 55 grain full metal jacket bullet	108,000	Rounds	\$0.32	\$162.40	\$35,078.40	N/B	N/B	N/B	\$0.312	\$312.00	\$33,696.00
6	.223 'Remington' (5.56mm) frangible, Speer RHT, model #24600 or equivalent, for use with rifle rated steel targets, must function in an AR-15 style select fire weapon with a 14.5" barrel, must be able to feed/chamber in a Mil spec 5.56 mm chamber	2,000	Rounds	\$0.65	\$325.00	\$1,300.00	N/R	N/R	N/R	\$0.64	\$635.00	\$1,270.00
7	.223 REM frangible, Speer RHT, Model #24603, for use with rifle rated steel targets - <b>Rejected</b>	5,000	Rounds	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B
8	.380 Auto, 95 grain TMJ bullet; Speer Lawman #53608 or equivalent; 1000 rounds per case, 50 rounds per box	4,000	Rounds	\$0.23	\$229.00	\$916.00	N/B	N/B	N/B	N/B	N/B	N/B
9	.38 Special, 125 grain TMJ bullet; Speer Lawman #53733; 1000 rounds per case, 50 rounds per box	4,000	Rounds	\$0.25	\$254.00	\$1,016.00	N/B	N/B	N/B	N/B	N/B	N/B
10	.40 S&W 125 grain frangible bullet, Speer Lawman R1-IT #53375 or equivalent; 1000 rounds per case, 50 rounds per box	1,000	Rounds	\$0.39	\$389.00	\$389.00	\$0.44	\$438.35	\$438.35	\$0.48	\$237.50	\$475.00
11	.45 Auto 155 grain frangible bullet; Speer Lawman RHT #53395 or equivalent; 1000 rounds per case, 50 rounds per box	4,000	Rounds	\$0.49	\$485.00	\$1,940.00	\$0.53	\$534.88	\$2,139.52	\$0.55	\$274.50	\$2,196.00

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 Departments of Corrections, Police Services and Sheriff

			Gulf States Distributors, Inc. (OS)			International Cartridge Corporation (OS)			Precision Delta Corporation (OS)		
ITEM #	DESCRIPTION	APPROX. QTY.	UNIT PRICE	CASE PRICE	TOTAL PRICE	UNIT PRICE	CASE PRICE	TOTAL PRICE	UNIT PRICE	CASE PRICE	TOTAL PRICE
12	9mm 147 grain TMJ bullet; Speer Lawman #53620 or equivalent; 1000 rounds per case, 50 rounds per box	210,000 Rounds	\$0.185	\$184.80	\$38,808.00	N/B	N/B	N/B	\$0.24	\$119.00	\$49,980.00
13	UTM (Ultimate Training Munitions) brand, 9mm, UTX marking rounds, acceptable colors: Blue #01-3102 or Green #01-3103. - <b>Rejected</b>	56,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B
14	Hornady #81292 - Hornady .75 gr 5.56 NATO TAP SBT Training ammunition	2,000 Rounds	\$0.44	\$218.00	\$872.00	N/B	N/B	N/B	N/B	N/B	N/B
15	Remington LF223R5B frangible or equivalent	1,000 Rounds	N/B	N/B	N/B	\$0.73	\$728.07	\$728.07	\$0.64	\$635.00	\$635.00
16	Speer Force on Force; #FF556B1; .223 cal Marking rounds or equivalent	5,000 Rounds	\$0.57	\$285.00	\$2,850.00	N/B	N/B	N/B	N/B	N/B	N/B
<b>SECTION B TOTAL</b>			<b>\$189,453.90</b>			<b>\$8,034.17</b>			<b>\$221,414.00</b>		
<b>BID TOTAL</b>			<b>\$378,974.40</b>			<b>\$8,034.17</b>			<b>\$439,979.00</b>		
Will Vendor Hold Pricing Firm? Renewal Option 1			5% Increase			Yes			2% Increase		
Will Vendor Hold Pricing Firm? Renewal Option 2			5% Increase			1% Increase			2% Increase		
Will Vendor Hold Pricing Firm? Renewal Option 3			5% Increase			Yes			2% Increase		

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Departments of Corrections, Police Services and Sheriff

			RTP Armor, LLC (OS)			Smyrna Police Distributors, Inc. (OC)		
ITEM #	DESCRIPTION	APPROX. QTY.	UNIT PRICE	CASE PRICE	TOTAL PRICE	UNIT PRICE	CASE PRICE	TOTAL PRICE
<b>SECTION A: DUTY AMMUNITION</b>								
1	9mm, 135 grain +P; Hornady Critical Duty Flexlock #90225 or equivalent; 500 rounds per case, 50 rounds per box	131,000 Rounds	\$0.55	\$275.00	\$72,050.00	\$0.37	\$185.68	\$48,648.16
2	.40 S&W, 175 grain bullet; Hornady Critical Duty Flexlock #91375 or equivalent; 500 rounds per case, 50 rounds per box	2,000 Rounds	\$0.45	\$225.00	\$900.00	\$0.371	\$185.68	\$742.72
3	.12 Gauge (shotgun) '00' buckshot, law enforcement reduced recoil, Federal #LE133 00 or equivalent; 250 rounds per case	6,250 Rounds	\$0.60	\$150.00	\$3,750.00	\$0.60	\$60.00	\$3,750.00
4	.223 Remington, 64 grain soft point bullet; Speer Gold Dot SP #24448 or equivalent	203,000 Rounds	N/B	N/B	N/B	\$0.57	\$114.00	\$115,710.00
5	.12 Gauge (shotgun) Less Lethal, super sock; CTS MFG#2581 or equivalent	2,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B
6	.45 ACP, 220 grain +P bullet; Hornady Critical Duty Flexlock #90925; 500 rounds per case, 50 rounds per box	1,500 Rounds	N/B	N/B	N/B	\$0.46	\$228.00	\$684.00
7	12GA Buckshot Ammunition, 9 Pellet, 250 shells per case, FEDLE132-00 or equivalent	1,250 Rounds	N/B	N/B	N/B	\$0.62	\$154.25	\$771.25
8	.380 Auto. 90 grain; Hornady Critical Defense FTX #90080; 250 rounds per case, 25 rounds per box	1,750 Rounds	\$0.70	\$175.00	\$1,225.00	\$0.56	\$140.50	\$983.50
9	.38 Special, 110 grain bullet, Hornady Critical Defense FTX #90310; 250 rounds per case, 25 rounds per box	1,750 Rounds	\$0.77	\$192.50	\$1,347.50	\$0.61	\$152.00	\$1,064.00
10	9mm, 115 grain bullet; Hornady Critical Defense FTX #90250; 250 rounds per case, 25 rounds per box	6,000 Rounds	\$0.74	\$185.00	\$4,440.00	\$0.57	\$143.00	\$3,432.00
11	5.56 NATO .75 grain bullet. Hornady TAP SBR #81295; 200 rounds per case, 20 rounds per box	1,500 Rounds	N/B	N/B	N/B	\$0.62	\$123.00	\$922.50
12	.308 WIN, 165 grain TAP GMX bullet; Hornady #80985 or equivalent; 200 rounds per case, 20 rounds per box	2,000 Rounds	N/R	N/R	N/R	\$1.36	\$272.00	\$2,720.00
13	Hornady #80725 Win 168gr ELD Match TAP Precision Ammunition - .308 Win	4,600 Rounds	N/B	N/B	N/B	\$0.90	\$180.00	\$4,140.00
14	Hornady .223 Rem. 53 grain GMX TAP Patrol, Stock # 80295	30,000 Rounds	N/B	N/B	N/B	\$0.77	\$154.00	\$23,100.00
<b>SECTION A TOTAL</b>			<b>\$83,712.50</b>			<b>\$206,668.13</b>		
<b>SECTION B: TRAINING AMMUNITION</b>								
1	9 X 19mm, Speer 'Lawman' brand Model #53651 or equivalent, 124 grain bullet	520,000 Rounds	\$0.22	\$220.00	\$114,400.00	N/R	N/R	N/R
2	9 X 19mm 100 grain frangible; Speer 'Lawman' brand model #53365 or equivalent, for use with handgun rated steel targets 9 X 19mm 100 grain frangible, Speer 'Lawman' brand, model# 53365 or equivalent, for use with handgun rated steel targets	13,000 Rounds	\$0.40	\$400.00	\$5,200.00	\$0.38	\$191.00	\$4,966.00
3	.40 S&W, Speer 'Lawman' brand model #53652 or equivalent, 180 grain bullet (TMJ)	9,000 Rounds	\$0.33	\$330.00	\$2,970.00	\$0.26	\$128.80	\$2,318.40
4	.45 ACP Speer 'Lawman' brand, model# 53653 or equivalent, 230 grain bullet	6,000 Rounds	\$0.39	\$390.00	\$2,340.00	\$0.29	\$144.20	\$1,730.40
5	.223 'Remington', Federal 'American Eagle' brand, model #AE223 or equivalent, 55 grain full metal jacket bullet	108,000 Rounds	\$0.36	\$360.00	\$38,880.00	\$0.314	\$62.85	\$33,939.00
6	.223 'Remington' (5.56mm) frangible, Speer RHT, model #24600 or equivalent, for use with rifle rated steel targets, must function in an AR-15 style select fire weapon with a 14.5" barrel, must be able to feed/chamber in a Mil spec 5.56 mm chamber	2,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B
7	.223 REM frangible, Speer RHT, Model #24603, for use with rifle rated steel targets - <b>Rejected</b>	5,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B
8	.380 Auto, 95 grain TMJ bullet; Speer Lawman #53608 or equivalent; 1000 rounds per case, 50 rounds per box	4,000 Rounds	\$0.33	\$330.00	\$1,320.00	\$0.25	\$125.60	\$1,004.80
9	.38 Special, 125 grain TMJ bullet; Speer Lawman #53733; 1000 rounds per case, 50 rounds per box	4,000 Rounds	\$0.42	\$420.00	\$1,680.00	N/B	N/B	N/B
10	.40 S&W 125 grain frangible bullet, Speer Lawman R1-IT #53375 or equivalent; 1000 rounds per case, 50 rounds per box	1,000 Rounds	N/B	N/B	N/B	\$0.47	\$237.00	\$474.00
11	.45 Auto 155 grain frangible bullet; Speer Lawman RHT #53395 or equivalent; 1000 rounds per case, 50 rounds per box	4,000 Rounds	N/B	N/B	N/B	\$0.47	\$234.00	\$1,872.00

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**Departments of Corrections, Police Services and Sheriff**

			RTP Armor, LLC (OS)			Smyrna Police Distributors, Inc. (OC)		
ITEM #	DESCRIPTION	APPROX. QTY.	UNIT PRICE	CASE PRICE	TOTAL PRICE	UNIT PRICE	CASE PRICE	TOTAL PRICE
12	9mm 147 grain TMJ bullet; Speer Lawman #53620 or equivalent; 1000 rounds per case, 50 rounds per box	210,000 Rounds	\$0.24	\$240.00	\$50,400.00	\$0.181	\$90.40	\$37,968.00
13	UTM (Ultimate Training Munitions) brand, 9mm, UTX marking rounds, acceptable colors: Blue #01-3102 or Green #01-3103. - <b>Rejected</b>	56,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B
14	Hornady #81292 - Hornady .75 gr 5.56 NATO TAP SBT Training ammunition	2,000 Rounds	N/B	N/B	N/B	\$0.41	\$205.00	\$820.00
15	Remington LF223R5B frangible or equivalent	1,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B
16	Speer Force on Force; #FF556B1; .223 cal Marking rounds or equivalent	5,000 Rounds	N/B	N/B	N/B	N/B	N/B	N/B
<b>SECTION B TOTAL</b>			<b>\$217,190.00</b>			<b>\$85,092.60</b>		
<b>BID TOTAL</b>			<b>\$300,902.50</b>			<b>\$291,760.73</b>		
Will Vendor Hold Pricing Firm? Renewal Option 1			Yes			5% Increase		
Will Vendor Hold Pricing Firm? Renewal Option 2			Yes			5% Increase		
Will Vendor Hold Pricing Firm? Renewal Option 3			Yes			5% Increase		

**Recommended Vendors:**

Gulf States Distributors, Inc.  
 Attn: Tommy Trammell  
 600 East Shirley Lane  
 Montgomery, AL 36117  
 Phone: 334-271-2010  
 Fax: 334-279-9267  
[Tommy@gulfstatesdist.com](mailto:Tommy@gulfstatesdist.com)

International Cartridge Corporation  
 Attn: Michael Hoskavich  
 2273 Route 310  
 Reynoldsville, PA 15851  
 Phone: 814-938-6820  
 Fax: 814-938-6821  
[Mikeh@iccammo.com](mailto:Mikeh@iccammo.com)

Precision Delta Corporation  
 Attn: Patricia Lott  
 205 Floyce Street  
 Ruteville, MS 38771  
 Phone: 662-756-2810  
 Fax: 662-756-2590  
[Precdelta@tecinfo.net](mailto:Precdelta@tecinfo.net)

Smyrna Police Distributors, Inc.  
 Attn: Kerry Alexander  
 2295 South Cobb Drive  
 Smyrna, GA 30080  
 Phone: 770-434-1986  
 Fax: 770-989-1403  
[Kerryalexander@spdist.com](mailto:Kerryalexander@spdist.com)