



# Galveston Police Department

## OFFICE OF THE CHIEF STAFF REPORT

**Date** October 28, 2021

**To:** City Manager  
Honorable Mayor and City Council Members

**From:** Douglas Balli, Galveston Police Department, Chief of Police

**Request:** Consider for approval purchases of ammunition with Precision Delta Corporation through the TX Smart Buy purchasing cooperative. Estimated costs for products are not to exceed City Council approved budgets for the Galveston Police Department.

**Prior Council Action** – City Council previously approved purchasing these supplies through the TX Smart Buy purchasing cooperative for FY2021

### Background

The City of Galveston is a member of the TX Smart Buy cooperative purchasing program, governed by the Texas Association of School Boards, this allows the city to utilize contracts that have been competitively procured in compliance with state purchasing requirements. Texas Government Code Section 791 authorizes local governments to contract, as much as possible, with other local governments and any agencies of the State of Texas.

The TX Smart Buy purchasing cooperative is endorsed by the Texas Municipal League. The objective of a cooperative purchasing program is to provide a mechanism for local governments to pool their collective purchasing power. Purchasing cooperatives save money in two ways: the price of the product and/or in the administrative cost savings from advertising for a formal solicitation.

Precision Delta Corporation has a contract with TX Smart Buy. The contract number is 680-A1. Utilizing TX Smart Buy to purchase training and duty ammunition will provide substantial cost savings and increased training and accountability for officer.





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### Fiscal Impact Report

The fiscal impact for purchase of these ammunitions will be as provided for through budgeted line items adopted by City Council and administered by the City Manager.

| Funding Source            | Amount       |
|---------------------------|--------------|
| 0100-211415-521088-421000 | \$ 30,000.00 |
| 1811-211425-522056-421000 | \$ 20,000.00 |
|                           | \$ -         |
| Total                     | \$ 50,000.00 |


### Alternatives:

1. Approve using the cooperative purchasing contract through TX Smart Buy for Precision Delta Corporation to purchase ammunition.
2. Do not approve using the cooperative purchasing contract and bid for ammunition through the Purchasing Department.

### Staff Recommendation:

Approve using the cooperative purchasing contract through TX Smart Buy for Precision Delta Corporation.

Respectfully,

  
Douglas Balli  
Chief of Police

### Attachments

TX Smart Buy Contract No. 680-A1





(<http://www.comptroller.texas.gov/>)

Texas Comptroller of Public  
Accounts  
**Glenn Hegar**



(<http://www.txsmartbuy.com>)

**Bid Postings** (<http://www.txsmartbuy.com/#esbd>)

**Contracts**

**SPD Applications**

**Help** (<http://www.txsmartbuy.com/#help>)



0 items

## Contract Details: # 680-A1

Search for items in this contract ([/contract\\_number/680~A1/ex\\_search/false](/contract_number/680~A1/ex_search/false))

|  |   |
|--|---|
| <b>Number</b>                                | 680-A1  |
| <b>Description</b>                           | Police Equipment, Accessories and Ammunition  |
| <b>Category</b>                              | TxSmartBuy  |
| <b>Type</b>                                  | Term  |
| <b>Start Date</b>                            | 2/1/2015  |
| <b>End Date</b>                              | 2/28/2022   |
| <b>Purchase Category Code(Agencies Only)</b> | PCC A except WorkQuest or TCI purchases made through Texas SmartBuy, which require the use of Document Type 9, with a blank PCC field.  |
| <b>Optional Renewal Terms</b>                | No renewals remaining   |
| <b>Purchase Orders</b>                       | Only purchase orders issued through TxSmartBuy are eligible for contract pricing. The Contractor will not ship any products or provide related services until receipt of a Purchase Order generated by the TxSmartBuy system.   |
| <b>NIGP Code(s)</b>                          | 680-04    680-08<br>680-12    680-20<br>680-24    680-44<br>680-48    680-50<br>680-52    680-53<br>680-56    680-56<br>680-60    680-61<br>680-65    680-67<br>680-77    680-84<br>680-86    680-87<br>680-88    680-92<br>680-95  |
| <b>CPA Contract Management</b>               | <p>Questions regarding contract management issues, price changes, amendments or other post-award concerns should be directed to:</p> <p>SPD Contract Management Office (SCMO)<br/>Texas Comptroller of Public Accounts (CPA)<br/>Phone: (512) 463-3034 option 3<br/>Email: <a href="mailto:spd.cmo@cpa.texas.gov">spd.cmo@cpa.texas.gov</a> (<a href="mailto:spd.cmo@cpa.texas.gov">mailto:spd.cmo@cpa.texas.gov</a>)</p> |

|  |   |
|--|---|
| <p><b>Contract Specifics/Notes</b></p>             | <p>This contract is intended to cover the State's normal requirements for police equipment, accessories, and ammunition that have historical usage and to offer best value for these items. Items that are not specifically listed in this contract may be purchased from the catalog provided by the Contractor. The Contract price for the catalog items offered by each awarded contractor can be found by going to the Contractor's link shown below:</p> <p>Contractor Catalogs</p> <p>680-A1 Applied Concepts, Inc. Catalog (<a href="http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Applied Concepts, Inc. Catalog.xlsx">http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Applied Concepts, Inc. Catalog.xlsx</a>)</p> <p>680-A1 Axon Enterprise, Inc. Catalog (<a href="http://txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Axon Price Sheet - 9-15-21.xlsx">http://txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Axon Price Sheet - 9-15-21.xlsx</a>)</p> <p>680-A1 CMI Inc. Catalog (<a href="http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 CMI_Catalog_6-4-2020.xlsx">http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 CMI_Catalog_6-4-2020.xlsx</a>)</p> <p>680-A1 Galls, LLC (formerly Miller Uniforms &amp; Emblems) (<a href="http://txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Galls, LLC (formerly Miller Uniforms &amp; Emblems) 8-31-2021.xlsx">http://txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Galls, LLC (formerly Miller Uniforms &amp; Emblems) 8-31-2021.xlsx</a>)</p> <p>680-A1 GT Distributors, Inc. Catalog (<a href="http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 GT Distributor Catalog 11-19-2020.xlsx">http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 GT Distributor Catalog 11-19-2020.xlsx</a>)</p> <p>680-A1 Intoximeters, Inc. Catalog (<a href="http://www.txsmartbuy.com/ShopFlow/Documents/Contract%20Attachments/680-A1Intoximeters Catalog.xlsx">http://www.txsmartbuy.com/ShopFlow/Documents/Contract%20Attachments/680-A1Intoximeters Catalog.xlsx</a>)</p> <p>680-A1 Kustom Signals, Inc. Catalog (<a href="http://www.txsmartbuy.com/ShopFlow/Documents/Contract%20Attachments/680-A1 Kustom Signals Posted.xlsx">http://www.txsmartbuy.com/ShopFlow/Documents/Contract%20Attachments/680-A1 Kustom Signals Posted.xlsx</a>)</p> <p>680-A1 Lawmen's Shooters' Supply, Inc. Catalog (<a href="http://www.txsmartbuy.com/ShopFlow/Documents/Contract%20Attachments/Lawmen.xlsx">http://www.txsmartbuy.com/ShopFlow/Documents/Contract%20Attachments/Lawmen.xlsx</a>)</p> <p>680-A1 Mallory Safety and Supply, LLC Catalog (<a href="http://txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Mallory Safety and Supply LLC Catalog 7-15-2021.xlsx">http://txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Mallory Safety and Supply LLC Catalog 7-15-2021.xlsx</a>)</p> <p>680-A1 Precision Delta Catalog (<a href="http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Precision Delta Catalog 3-15-2021.xlsx">http://www.txsmartbuy.com/SSP Applications/NetSuite Inc. - Shopping/Custom ShopFlow/Documents/Contract Attachments/680-A1 Precision Delta Catalog 3-15-2021.xlsx</a>)</p> |
| <p><b>Expedited Payment Discount</b></p>           | <p>Following the contract award, additional products or services of the same general category that could have been encompassed in the award of this contract, and that are not already on the contract, may be added. Customers are encouraged to request additional items by contacting the SPD Contract Management Office.</p>  |
| <p><b>Delivery Delays by Contractor</b></p>        | <p>If delay is foreseen, Contractor shall give written notice to the Customer and must keep Customer advised at all times of status of order.</p> <p>Default in promised Delivery Days After Receipt of Order (ARO) without accepted reasons or failure to meet specifications authorizes the Customer to purchase goods and services of this contract elsewhere and charge any increased costs for the goods and services, including the cost of re-soliciting, to the Contractor.</p> <p>Failure to pay a damage assessment is cause for contract cancellation and/or debarment or removal of the contractor, as applicable, from the State Centralized Master Bidders List (CMBL).</p>   |
| <p><b>Compliant Products by Contractor</b></p>     | <p>Delivery does not occur until the Contractor delivers products, materials or services in full compliance with the specifications to Customer F.O.B. destination, unless delivery is specifically accepted, in whole or in part, by the Customer. Providing products, materials or services which do not meet all specification requirements does not constitute delivery.</p> <p>Customer reserves the right to require new delivery or a refund in the event that materials or products not meeting specifications are discovered after payment has been made.</p>  |
| <p><b>Purchase Order Cancellation</b></p>          | <p>The Customer may request that a Contractor cancel a specific line item or an entire purchase order. There shall be no fees charged for cancellation of an item and/or order prior to shipment by the Contractor. The cancellation must be processed through the TxSmartBuy system.</p>   |
| <p><b>Restocking Fee for Returned Products</b></p> | <p>The Customer may request that a Contractor accept return of products already delivered. If the return is required through no fault of the Contractor, the Contractor may request a reasonable restocking charge. The Customer may pay a restocking charge if the CPA or Customer determines that the charge is justifiable. As a guideline, such charges shall not exceed 10%.</p>   |

|                               |   |
|-------------------------------|---|
| <b>Substitutions</b>          | During the Contract term, the Contractor shall not substitute a product or brand unless the Contractor has obtained prior written approval from the CPA Contract Manager in coordination with the Customer. The Contractor must have written confirmation from the CPA Contract Manager of the substitution before making delivery.   |
| <b>Contractor Performance</b> | <p>The Statewide Procurement Division Contract Management Office (SCMO), a division of the Comptroller of Public Accounts (CPA), administers a vendor performance program for use by all customers per Texas Government Code (TGC), §2262.055, and 34 Texas Administrative Code (TAC), §20.108. The Vendor Performance relies on the customer's participation in gathering information on vendor performance. State agency customers shall report vendor performance on purchases of \$25,000 or more from contracts administered by CPA, or any other purchase of \$25,000 or more made through delegated authority granted by CPA (TAC 20.108), or purchases exempt from CPA procurement rules and procedures. State agencies are additionally encouraged to report vendor performance on purchases under \$25,000.</p> <p>Vendor Performance shall be reported through the CPA VENDOR PERFORMANCE TRACKING SYSTEM. (<a href="https://comptroller.texas.gov/purchasing/programs/vendor-performance-tracking/">https://comptroller.texas.gov/purchasing/programs/vendor-performance-tracking/</a>)<br/>The purpose of the Vendor Performance Tracking System is to:</p> <ul style="list-style-type: none"> <li>• Identify vendors that have exceptional performance</li> <li>• Aid purchasers in making a best value determination based on vendor past performance</li> <li>• Protect the state from vendors with unethical business practices</li> <li>• Provide performance scores in four measurable categories for the CMBL vendors</li> <li>• Track vendor performance for delegated and exempt purchases</li> </ul> |

## Contractors Information

**VID:** 17515449258

**Contractor:** Applied Concepts Inc

**Contact Name:** Jan Achilles

**Email:** Sales@Stalkerradar.Com

**Phone:** (972) 398-3780

**Address:** Applied Concepts Inc 2609 Technology Drive Plano TX 75074-7467

**VID:** 18607412279

**Contractor:** Axon Enterprise, Inc.

**Contact Name:** Ashley Goulden-Kiefer

**Email:** Contracts@axon.com

**Phone:** (800) 978-2737

**Address:** 17800 N 85Th St Scottsdale AZ 85255

**VID:** 17416721904

**Contractor:** Baileys House of Guns, Inc. exp. 2/28/2021

**Contact Name:** Bernard Bailey

**Email:** Baileyshouseofguns@Sbcglobal.Net

**Phone:** (713) 433-2475

**Address:** Baileys House of Guns, Inc. 3626 Bluebonnet Drive Houston TX 77053-4901

**HUB Eligibility:** WO

**HUB Gender:** F

**VID:** 16112052739

**Contractor:** CMI Inc.

**Contact Name:** Tom Settles

**Email:** Wtsettles@Alcoholtest.Com

**Phone:** (270) 685-6362

**Address:** CMI Inc. 316 E. 9th St. Owensboro KY 42303

**VID:** 12035459895

**Contractor:** Galls, LLC

**Contact Name:** Rob Hauswald

**Email:** hauswald-rob@galls.com

**Phone:** (512) 351-4306

**Alternate Email:** teamtexas@galls.com

**Alternate Phone:** (859) 800-1298

**Address:** 1340 Russell Cave Rd. Lexington KY 40505

**VID:** 17423395288

**Contractor:** GT Distributors, Inc.

**Contact Name:** Customer Service

**Email:** sales@gtdist.com

**Phone:** (512) 451-8298

**Address:** GT Distributors, Inc. PO Box 16080 Austin TX 78761-6080

**VID:** 14309065333

**Contractor:** Intoximeters Inc

**Contact Name:** Jeff Govero

**Email:** bids@intox.com

**Phone:** (314) 429-4000

**Address:** 2081 Craig Road St Louis MO 63146

**VID:** 14317577303

**Contractor:** Kustom Signals, Inc.

**Contact Name:** Robin Jess

**Email:** info@kustomsignals.com

**Phone:** (800) 458-7866 x3023

**Alternate Email:** rjess@kustomsignals.com

**Address:** Kustom Signals, Inc. 9325 Pflumm Rd Lenexa KS 66215-3347

**VID:** 15922231327

**Contractor:** Lawmen's & Shooters' Supply

**Contact Name:** Gail Walker-Keen

**Email:** gail@lawmens.net

**Phone:** (772) 569-8700 x218

**Address:** Lawmen's & Shooters' Supply 1910 82nd Ave., Ste. 102 Vero Beach FL 32966

**VID:** 12739051501

**Contractor:** Mallory Safety and Supply LLC

**Contact Name:** Shelley Johnson

**Email:** shellyjohnson@mallory.com

**Phone:** (210) 714-3201

**Address:** 1040 Industrial Way Longview TX 78632

**VID:** 16112052747

**Contractor:** MPH Industries, Inc. exp. 2/28/2021

**Contact Name:** Eric Ruud

**Email:** elruud@mphindustries.com

**Phone:** (270) 685-6398

**Address:** 316 E. 9th St. Owensboro KY 42303

**VID:** 16406718441

**Contractor:** Precision Delta Corporation

**Contact Name:** Patricia Lott

**Email:** Precdelta@Tecinfo.Com

**Phone:** (662) 756-2810

**Address:** P.O. Box 128 Ruleville MS 38771

**VID:** 36966966966

**Contractor:** TCI

**Contact Name:** Customer Service

**Email:** tci@tdcj.texas.gov

**Phone:** (936) 437-6048

**Address:** PO BOX 4013 Huntsville TX 77342

**VID:** 17419760511

**Contractor:** WorkQuest

**Contact Name:** WorkQuest Customer Service (<https://workquest.com/customer-service/>)

**Email:** customerservice@workquest.com

**Phone:** (512) 451-8145

**Address:** 1011 East 53 1/2 Street Austin TX 78751



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- Texas Homeland Security (<http://www.dhs.gov/geography/texas>)
- Texas Veterans Portal (<https://veterans.portal.texas.gov/>)
- Public Information Act (<https://comptroller.texas.gov/about/policies/public-information-act.php>)
- Texas Secretary of State (<http://www.sos.state.tx.us/>)
- HB855 Browser Statement

#### OTHER STATE SITES

- texas.gov (<https://www.texas.gov/>)
- Texas Records and Information Locator (TRAIL) (<http://www.tsl.state.tx.us/trail/>)
- State Link Policy  
(<http://publishingext.dir.texas.gov/portal/internal/resources/DocumentLibrary/State%20Website%20Linking%20and%20Privacy%20Policy.pdf>)
- Texas Veterans Portal (<http://veterans.portal.texas.gov>)