



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

July 25, 2019

Vicky Harrison  
Accurate Law Enforcement  
3562 Summer Avenue  
Memphis, TN 38122  
Re: **RFQ # 1379658 , Firearms Ammunition**

Dear Mrs. Harrison:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1379658 for **Firearms Ammunition**. This letter hereby notifies you of Metro's intent to award to **Accurate Law Enforcement**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Jerval Watson**, BAO Representative, at **(615) 862-5461** or at [Jerval.watson@nashville.gov](mailto:Jerval.watson@nashville.gov) .

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Marissa Conklin** by email at [Marissa.conklin@nashville.gov](mailto:Marissa.conklin@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

July 25, 2019

Conrad Naftel  
Gulf States Distributors, Inc.  
6000 East Shirley Lane  
Montgomery, AL 36117  
Re: **RFQ # 1379658 , Firearms Ammunition**

Dear Mr. Naftel:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #1379658 for **Firearms Ammunition**. This letter hereby notifies you of Metro's intent to award to **Gulf States Distributors, Inc.**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

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## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

July 25, 2019

Patricia Lott  
Precision Delta Corp  
PO Box 128  
Ruleville, MS 38771  
Re: **RFQ # 1379658 , Firearms Ammunition**

Dear Mrs. Lott:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #1379658 for **Firearms Ammunition**. This letter hereby notifies you of Metro's intent to award to **Precision Delta Corp**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Jerval Watson**, BAO Representative, at **(615) 862-5461** or at [Jerval.watson@nashville.gov](mailto:Jerval.watson@nashville.gov) .

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Michelle A. Hernandez Lane  
Purchasing Agent

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Phone: 615-862-6180  
Fax: 615-862-6179

Enter Solicitation Title & Number Below

Firearms Ammunition; RFQ#  
1379658

Min. SBE/SDV  
Participation

0.0%

Offeror's Name	Bids	SBE	Status of ITB Award	
Accurate Law Enforcement. (awarded items 33 & 38)	\$ 6,843.48	\$6,843.48	<b>Awarded</b>	SBE Incentive Percentage 10%
Accurate Law Enforcement. (awarded items 34 & 35)	\$ 357.04	\$357.04	<b>Awarded</b>	SBE Incentive Percentage 15%
Gulf States Distributors, Inc. (awarded line 7,24,28,29,31,32)	\$ 7,548.01	\$0.00	<b>Awarded</b>	
Precision Delta Corp. (awarded items 1 thru 6,9 thru 23,25 thru 27,36,39)	\$ 27,524.12	\$0.00	<b>Awarded</b>	

**Note: Lines 8,30 & 37 were not bid on.**

**Note: See the bid tab assessment for additional details.**

**Note: For the purpose of evaluation, the estimated quantity is one (1) on the bid tab assessment that results in the total bid amounts on this bid tab.**

Enter Solicitation Title & Number Below						
Firearms Ammunition RFQ# 1379658	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	10.00%	90.00%	\$3,811.96	\$4,193.16	\$3,811.96
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Accurate Law Enforcement	\$ 3,811.96	\$3,811.96	\$0	\$3,430.76	\$381.20	Awarded

Line item 33

Enter Solicitation Title & Number Below						
Firearms Ammunition RFQ# 1379658	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	15.00%	85.00%	\$131.40	\$151.11	\$131.40
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Accurate Law Enforcement	\$ 131.40	\$131.40	\$0	\$111.69	\$19.71	Awarded
Gulf States Distributors, Inc.	\$ 160.24	\$0.00	\$0	\$0.00	\$160.24	Exceeds MACP

Line item 34

Enter Solicitation Title & Number Below						
Firearms Ammunition RFQ# 1379658	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	15.00%	85.00%	\$225.64	\$259.49	\$225.64
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Accurate Law Enforcement	\$ 225.64	\$225.64	\$0	\$191.79	\$33.85	Awarded
Gulf States Distributors, Inc.	\$ 326.01	\$0.00	\$0	\$0.00	\$326.01	Exceeds MACP

Line item 35

Enter Solicitation Title & Number Below						
Firearms Ammunition RFQ# 1379658	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	10.00%	90.00%	\$3,031.52	\$3,334.67	\$3,031.52
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Accurate Law Enforcement	\$ 3,031.52	\$3,031.52	\$0	\$2,728.37	\$303.15	Awarded

Line item 38



**RFQ# 1379658 Firearms Ammunition**  
**Bid Tab Assessment for SBE Participation (Lines: 33,34,35 & 38)**

Accurate Law Enforcement						
Items	Chemical	Unit	Unit Price (Yr. 1)	Maximum % of Escalation	Unit Price w/Escalation	Years 2-5
33	Ultimate Training Munitions UTM 5.56 MMR	case	\$718.00	3%	\$739.54	Year 2
					\$761.73	Year 3
					\$784.58	Year 4
					\$808.12	Year 5
<b>Total Evaluated Bid Amount</b>					<b>\$3,811.96</b>	

Accurate Law Enforcement				Gulf States Distributors, Inc.						
Items	Chemical	Unit	Unit Price (Yr. 1)	Maximum % of Escalation	Unit Price w/Escalation	Years 2-5	Unit Price (Yr. 1)	Maximum % of Escalation	Unit Price w/Escalation	Years 2-5
34	CTS 12 ga. Door Breaching Round (item#CTS2	case	\$24.75	3%	\$25.49	Year 2	\$29.00	5%	\$30.45	Year 2
					\$26.26	Year 3			\$31.97	Year 3
					\$27.04	Year 4			\$33.57	Year 4
					\$27.86	Year 5			\$35.25	Year 5
<b>Total Evaluated Bid Amount</b>					<b>\$131.40</b>		<b>Total Evaluated Bid Amount</b>			<b>\$160.24</b>

Accurate Law Enforcement				Gulf States Distributors, Inc.						
Items	Chemical	Unit	Unit Price (Yr. 1)	Maximum % of Escalation	Unit Price w/Escalation	Years 2-5	Unit Price (Yr. 1)	Maximum % of Escalation	Unit Price w/Escalation	Years 2-5
35	CTS 12 ga. Heavy Door Breacher Round (item#	case	\$42.50	3%	\$43.78	Year 2	\$59.00	5%	\$61.95	Year 2
					\$45.09	Year 3			\$65.05	Year 3
					\$46.44	Year 4			\$68.30	Year 4
					\$47.83	Year 5			\$71.71	Year 5
<b>Total Evaluated Bid Amount</b>					<b>\$225.64</b>		<b>Total Evaluated Bid Amount</b>			<b>\$326.01</b>

Accurate Law Enforcement						
Items	Chemical	Unit	Unit Price (Yr. 1)	Maximum % of Escalation	Unit Price w/Escalation	Years 2-5
38	Ultimate Training Munitions UTM 9MM MMR	case	\$571.00	3%	\$588.13	Year 2
					\$605.77	Year 3
					\$623.95	Year 4
					\$642.67	Year 5
<b>Total Evaluated Bid Amount</b>					<b>\$3,031.52</b>	

For the purpose of evaluation, the estimated assessment quantity is one (1).

Total evaluated bid amount for all awarded lines

Accurate Law Enforcement	\$7,200.52
Gulf States Distributors, Inc.	\$486.26

There were no bids for line items 8, 30, 37.

### BAO SBE Assessment Sheet

<b>BAO Specialist:</b> Jerval Watson
<b>Contract Specialist:</b> Marissa Conklin
<b>Date:</b> 07/18/2019

<b>Department Name:</b> Police Department
<b>RFP/ITB Number:</b> 1379658

<b>Project Name:</b> Firearms Ammunition
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Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Accurate Law Enforcement	\$6,843.48	\$6,843.48	YES	\$ 6,843.48	100.00%	The primary contractor is a Metro Approved SBE. The Contractor is also a approved WBE. There are no
Accurate Law Enforcement	\$357.04	\$357.04	YES	\$ 357.04	100.00%	The primary contractor is a Metro Approved SBE. The Contractor is also a approved WBE. There are no
Gulf States Distributors, Inc.	\$7,548.01	\$0.00	No	\$ -	0.00%	The primary contractor is not an approved SBE. There is no subcontractor
Precision Delta Corporation	\$27,524.12	\$0.00	No	\$ -	0.00%	The primary contractor is not an approved SBE. There is no subcontractor

\*For ITBs, only apparent low bidder will be listed.