



DEPARTMENT OF PARKS
AND COMMUNITY SERVICES

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CITY OF SACRAMENTO
CALIFORNIA

January 3, 1991

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- DIVISIONS:
- GOLF
 - CROCKER ART MUSEUM
 - HISTORY AND SCIENCE
 - METROPOLITAN ARTS
 - SACRAMENTO ZOO
 - PARKS AND RECREATION
 - NORTH
 - SOUTH
 - CITY-WIDE

Budget and Finance Committee
Sacramento, California

Honorable Members in Session:

SUBJECT: Purchase of a Bullet Trap Replacement at James Mangan Rifle and Pistol Range

SUMMARY

This report recommends that the Budget and Finance Committee approve this report and refer it to the full City Council. Further, it is recommended that City Council, by resolution, suspend formal competitive bidding and approve the purchase of a bullet trap at Mangan Rifle and Pistol Range from Detroit Armor Corporation as they are the sole source of this product.

BACKGROUND INFORMATION

In 1960, the City opened the James Mangan Rifle and Pistol Range in James Mangan Park located at 34th Avenue and Bradd Way for use by target shooting enthusiasts. Since that time, the Department of Parks and Community Services has worked closely with the Sacramento Rifle and Pistol Council to operate the rifle and pistol range. The Council is comprised of representatives from the United Revolver Club and the Caprod Junior and Senior Rifle Clubs.

The United Revolver Club and the Caprod Junior and Senior Rifle Club are under separate agreements with the City to provide a range officer, a range supervisor, and targets during the hours the range is open to the public. In return, the clubs are allowed to use the facility and retain \$.50 of the entrance fee from the individual shooters. A user fee of \$3.00 for adults and \$2.50 for juniors (18 years and under), less \$.50 for the clubs, is collected and deposited in a trust account to offset the City's operating expenses at the range. These expenses include maintenance, telephone, utilities, safety equipment, printing and waste (lead) removal. In FY 1989-90, \$12,672 in revenue was collected and deposited in the trust account to totally offset the above costs.

The range is open for recreational shooting on Monday, Wednesday, Thursday, and Friday evenings from 7:00 - 10:00 p.m. Leagues, classes and rental groups shoot on Tuesday evenings and competitive shoots are held on week-ends. Attendance in FY 1989-90 was 5,220 (inclusive of all above uses). Usage is expected to increase with the installation of the proposed bullet trap as the new trap can accommodate a greater variety of velocities of bullets.

The replacement of the antiquated bullet trap at the range has been approved for funding in the FY 1990-91 Capital Improvement Program. The most pressing problem with the existing bullet trap is the cost of waste removal. With the increasing concern for and regulations pertaining to toxic waste, the cost of cleaning and removing the waste lead is rapidly increasing. The present bullet trap collects the lead in a sawdust pit which must be emptied once every two years. The cost to have the lead removed in 1989 was \$6,724, and the estimated removal cost in 1991 is \$10,000.

The new bullet trap will collect the lead in trays that can be easily and safely removed as part of the regular maintenance of the facility. The waste lead can then be more easily recycled since it will be clean (not mixed with sawdust) and ready to be picked up without any additional handling. In 1989, 13,000 pounds of lead was removed from the range after two years. The current rate offered by lead recyclers is from \$.08 to \$.16 per pound. Using the 13,000 pound figure from 1989, \$1,040 to \$2,080 will be recouped every two years.

Staff has received quotations from the two companies who sell bullet traps, Detroit Armor Corporation and Caswell International. On September 15, 1990, a letter (Attachment A) was received from Detroit Armor Corporation informing staff that Detroit Armor Corporation and Caswell International are now owned by P.F. Acquisitions, resulting in only one source for purchase of the bullet trap.

FINANCIAL DATA

Funds are available in CIP project KB01 (Mangan Range Lead Recovery). No additional funds are requested.

POLICY CONSIDERATIONS

Suspension of formal competitive bidding is appropriate in this case as the proposed bullet trap can only be purchased from one vendor.

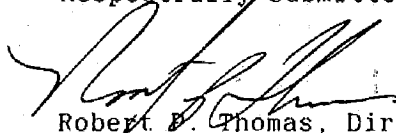
MBE/WBE EFFORTS

Every effort is made to support the City's MBE/WBE goals.

RECOMMENDATION

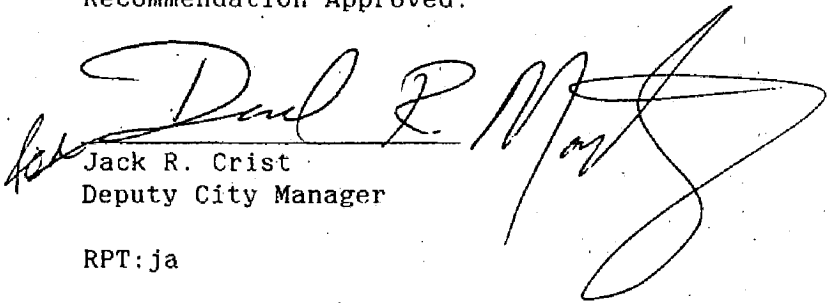
It is recommended that the Budget and Finance Committee approve this report and refer it to the full City Council for action. Further, it is recommended that the City Council, by resolution, suspend formal competitive bidding, and authorize the purchase of a new bullet trap for Mangan Rifle and Pistol Range from Detroit Armor Corporation as a sole source provider.

Respectfully submitted,



Robert E. Thomas, Director
Parks and Community Services

Recommendation Approved:



Jack R. Crist
Deputy City Manager

January 3, 1991
District No. 7

Contact Person: Ron Gould, Senior Recreation Supervisor - 449-5544

K:Council/JFMangan.doc

RESOLUTION NO.

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF _____

RESOLUTION SUSPENDING COMPETITIVE BIDDING AND
AUTHORIZING THE PURCHASE OF A NEW BULLET TRAP FROM
DETROIT ARMOR CORPORATION AS A SOLE SOURCE PROVIDER

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:

1. That competitive bidding is suspended for the purchase of a new bullet trap for James Mangan Range; and
2. Authority is hereby given to purchase a new bullet trap from Detroit Armor Corporation as the sole source provider.

MAYOR

ATTEST:

CITY CLERK

FOR CITY CLERK USE ONLY

RESOLUTION NO.: _____

DATE ADOPTED: _____



DETROIT ARMOR CORPORATION

800 East Northwest Highway, Suite 700, Palatine, Illinois 60067 U.S.A.

Telephone (708) 705-3826

FAX (708) 705-3827

September 11, 1990

Mr. Ron Gould
Coloma Community Center
4623 "T" Street
Sacramento, CA 95719-4743

RE: CITY OF SACRAMENTO

Dear Mr. Gould:

Pursuant to your recent telephone conversation, I have enclosed a revised quotation for the equipment required at the Coloma Community Center's indoor shooting range.

I would like to take this opportunity to inform you that Detroit Armor Corporation has been purchased by P.F. Acquisitions (see news release attached). As stated within the news release, P.F. Acquisitions' ownership is common with Caswell International and now Detroit Armor Corporation, the only two firearms equipment manufacturers capable of supplying the equipment detailed in my quotation. We are currently merging our product lines to create the best, most reliable products for our customers.

When you are ready to enter into a contract based on the attached quote, I anticipate that some model numbers of the equipment will change as well as the accompanied specification. Please be assured that this equipment will meet and exceed the previous equipment proposed. Upon review, if you should have any questions or require further information, please do not hesitate in contacting me. I will be out of town on business through September 24th and please feel free to contact Mr. Tracy Newton at (708) 705-3826 as I will be calling in periodically for messages.

Sincerely,

DETROIT ARMOR CORPORATION

Craig J. Mackey
Vice President/Sales

CJM/jc

Enclosures

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NEWS RELEASE

FOR FURTHER INFORMATION CONTACT:

Paul Faust, President (708) 397-4070 or (612) 379-2000

Craig Mackey, VP Sales, Detroit Armor (708) 397-4070

Brian Danielson, VP Marketing, Caswell (612) 379-2000

William Brogdon, International Mktg., Caswell (612) 379-2000

FOR RELEASE 8 JUNE, 1990

DETROIT ARMOR CORPORATION SOLD

The assets of the shooting range equipment manufacturer, Detroit Armor Corporation have been purchased by P.F. Acquisition Corporation according to an announcement made here today at the National Rifle Association (NRA) annual meeting. P.F. Acquisition Corporation will do business as Detroit Armor Corporation.

"This purchase will insure that present owners of Detroit Armor equipment will continue to receive parts and service and should end the confusion created when Detroit's parent company, the Grabbll Corporation, filed for bankruptcy last year", stated Paul Faust, the new President of Detroit Armor Corporation.

Faust, also the President of another shooting range equipment manufacturer, Caswell International Corporation, stressed that "the sales efforts of the companies will be conducted separately. Detroit's emphasis will be directed to the design and sale of advanced firearms training facilities, including police and military systems, close quarter battle (CQB) ranges, and those that can incorporate their patented Cinetronic 180 degree live fire video system, bullet-absorbing rubber target surfaces, and "soft" bullet traps. Detroit Armor will also continue in the commercial range market".

The combined technological strengths of these two companies position us as the largest designer and manufacturer in the world devoted exclusively to live fire training systems", Faust said.

Craig J. Mackey, V.P. Sales for Detroit Armor Corporation (DAC) said "The sales and service personnel at DAC are very enthusiastic about the positive impact this change will have on our existing and future customers. We will be able to continue the Detroit Armor tradition of excellence."

Manufacturing of products for both companies will be done at Caswell's plant in Minneapolis, Minnesota. Detroit Armor Corporation will keep their sales and service group in suburban Chicago, Illinois.