

SUBJECT: APPROVAL TO PURCHASE RANGE TARGET SYSTEM

SOURCE: Police Department

COMMENT: During the April 2, 2013, City Council meeting, Council authorized the acceptance of \$18,000 in grant funds from the National Rifle Association for purchase of a shooting range target system. Since that time, department staff has been researching target systems in order to identify the minimum standards for a system that would be a crucial component to a comprehensive training program that helps to develop officer's decision-making and reactionary skills with regard to the use of a firearm.

The minimum standards required installation of a ten-lane reactive target system that is capable of being programmed in a variety of ways. Three companies were identified that were capable of providing the system and they were provided with the minimum specifications. Three bids from those companies were obtained:




- Advanced Training Systems - \$17,950
- SPT Targets - \$23,950
- Action Target - \$30,750

The Police Department found the lowest bid to be acceptable and requests Council approval to purchase the Advanced Training Systems target system as specified in the attached quote and enter into direct negotiations with the vendor of the item in accordance with the City's Purchasing Policy & Procedure Manual, as amended by Resolution No. 122-87, adopted by Council on October 10, 1987.

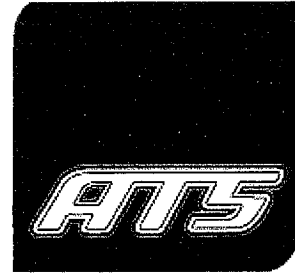
RECOMMENDATION: That the City Council:

- 1) Authorize the purchase and installation of the target system from Advanced Training System; and
- 2) Authorize payment upon satisfactory delivery and installation of the equipment.

Attachments: Quotes

D.D.  Approp./Funded  C.M.  Item No. 4

# ADVANCED TRAINING SYSTEMS



4524 Highway 61 North / Saint Paul, Minnesota 55110 / Tel. 651-429-8091 / Fax 651-429-8702

E-Mail: [info@atsusa.biz](mailto:info@atsusa.biz) • Website: [www.atsusa.biz](http://www.atsusa.biz)

## QUOTATION

September 10, 2013

PRODUCT QUOTED: **TEN TARGET (WIRELESS) FLEXI PNEUMATIC SYSTEM**

<u>PRODUCT DESCRIPTION</u>	<u>QUANTITY</u>	<u>UNIT PRICE</u>	<u>PRICE</u>
Flexi pneumatic target with All Weather™ Cover	10	\$ 540.00	\$ 5,400.00
UTC-15: 15 position wireless I/O, UTC Software, power supply, and receiver module	1	1,780.00	1,780.00
PTX/Computer Download Serial/USB Cable	1	280.00	280.00
PTX/200 controller	1	1,290.00	1,290.00
Heavy Duty steel pedestal target stand	10	275.00	2,750.00
Law enforcement target frame	10	170.00	<u>1,700.00</u>
<b>TOTAL PRICE, delivered:</b>			<b>\$13,200.00</b>
On-Site Installation Services:			<u>\$ 4,750.00</u>
<b>TURNKEY TOTAL PRICE, delivered and installed:</b>			<b>\$17,950.00</b>
<b>OPTION:</b> 30 Gal 2 HP air compressor with gages, filters and valves installed with system installation:			<b>\$ 1,290.00</b>

TERMS: Good for 60 days after quote date.  
Net 30 days. VISA, Discover and MasterCard accepted.  
Additional charges for installation.

**GSA CONTRACT: #GS 02F 0404D**



# SPTargets Inc.

18525 NW St. Helens Rd.  
 Portland, OR 97231  
 (503) 621-3017  
[sales@sptargets.com](mailto:sales@sptargets.com)

## Sales Quotation - 10 Permanent Targets

Attn: Lt. John Hall  
 Porterville Police Department  
 350 N. D Street  
 Porterville, CA 93257  
[jhall@ci.porterville.ca.us](mailto:jhall@ci.porterville.ca.us)  
 559-782-7410

Reference: PPD-CA F 01 (10)-LEM

Date: 7/12/13

SP Targets will supply the following materials:

Product / Service	Quantity		
TX-10 Wireless Control Unit	1		
RX-10 Receiver Unit	1		
Compact Base Turning Target Units	10		
All cables, hoses, and hardware required for a top quality, turn-key turning target system			Included
SUBTOTAL			\$18,000.00
Complete installation by SP Targets personnel			\$5,500.00
On-site training with SP Targets personnel			Included
SUBTOTAL			\$23,500.00
Shipping & handling			\$450.00
		TOTAL	\$23,950.00

This quotation is valid for 90 days from the above date. It assumes a fairly standard firing range layout with existing electrical supply and pneumatic plumbing at the target line. Adjustments to the quotation may be required if unusual aspects of the range area call for non-standard equipment installation. Any items not specifically mentioned in the quotation will be provided at extra charge.

David Sweet  
 Director of Sales



Action Target Inc. Box 636, Provo, UT 84603-0636 801-377-8033 FAX: 801-377-8096

## Porterville Police Department

Quotation: 73431 By: Layne Ashby Printed: 2013-Aug-27

### Included Items:

- 1 **Complete 180 Degree Target Range with Computer Control Systems** ..... 29,900.00  
 10 180 degree turning targets with valves for independent target control. This is the perfect system for good/bad decision making drills. SmartRange computer target control and wireless remote control system. Prices include all parts, equipment, computer, software and interfaces, compressor, power supply, wiring, air tubing, misc. hardware, and factory installation.

\*OPTION: Complete Deluxe 90 Target Range w/ Computer Control Systems  
 10 Dlx 90 Targets with valves for independent target control.  
 SmartRange computer target control and wireless remote control system. Prices include all parts, equipment, computer, software and interfaces, compressor, power supply, wiring, air tubing, misc. hardware, and factory installation. - \$24,200

<b>Shipping</b>	850.00
<b>Total</b>	<u>30,750.00</u>

**Payment Terms:**  
 See Comments

**Shipping Terms:**  
 F.O.B. Provo

**Installation Terms:**  
 Factory Install

### Terms and Conditions:

You must reference the Order Number above on your purchase order to secure best price. Price will be honored for 60 days from the quotation date if no other date is specified herein. Action Target reserves the right to adjust installation costs based upon the actual site conditions encountered. Unless explicitly itemized, price does not include taxes, bonds, fees, assessments, licenses, mandatory wage requirements or other regulatory costs which may be applicable to the job site.

### Comments:

You are responsible to determine whether you are obligated to pay sales tax in your area. Any taxes shall be added to this proposed price.

Payment terms are:

- 30% with signed contract
- 60% prior to equipment being shipped
- 10% upon job completion

Other Contractors shall be responsible for; earthwork, general construction, concrete, engineering, all structural components, conduits, utilities, permits, trash removal, and off-loading materials at the job site prior to the arrival of the ATI installation crew.

The above terms and conditions are satisfactory and hereby accepted. In addition buyer acknowledges he/she has read and understands the items customer is required to provide including a lead free work site. Information contained in this quote is confidential and not for distribution.

Layne Ashby  
Territory Manager

Diana Rotolo  
Sales Associate