



# CITY OF HUNTINGTON BEACH

## Sole-Source Justification


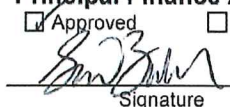


(For use on all goods and services acquisitions.)

RECEIVED

JUL 15 2021

Finance Department

This justification document consists of two (2) pages. All information must be provided and all questions must be answered. The "Required Approvals" section must include a date for each signature, as appropriate for the transaction.

Requesting Department Information		
Date: June 24, 2021		
Requestor Name: Sgt. Jerry Goodspeed	Division Manager: Lt. Bo Svendsbo (Type names. Do not sign.)	
Department: Police	Department Head: Interim Chief Julian Harvey (Type names. Do not sign. Must be same as signature below.)	
Department Contact Information		
Contact Name: Jerry Goodspeed	Street Address: 2000 Main Street Huntington Beach, CA 92648	
Telephone: 714-536-5629		
Fax: 714-374-1629	Shipping Address: Same	
Cellular phone: 714-349-9841		
Required Contact Information		
Contractor/Supplier Name: Dooley Enterprises		
Contractor/Supplier Address: 1198 N. Gove St. #A		
Contractor/Supplier City/State/Zip: Anaheim CA		
Original Contract Amount:* \$130,000/year (*Includes original contract and previously approved amendments)	Amendment Amount:* (if applicable) \$N/A (*Current amendment only)	New Contract Amount:* \$N/A (*Includes original contract and all amendments, including current amendment)
Provide a brief description of the acquisition, including all goods and/or services the contractor will provide:		
Police duty and training ammunition		
Contract Type and Term		
Contract Type:  Select One: <input checked="" type="checkbox"/> Goods <input type="checkbox"/> Service <input type="checkbox"/> Goods & Services	Contract Term:  Begin: When Purchased  End: When Purchased	What account number will be used to purchase?  Business Unit: 1007030  Object Code: 64010
Required Approvals		
<b>Department Head</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature  7/14/21 Date	<b>Principal Finance Analyst</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature  7/19/2021 Date	<b>Chief Financial Officer</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature  7/19/2021 Date
<b>Assistant City Manager</b> <input type="checkbox"/> Approved <input type="checkbox"/> Denied   Signature  8/30/2021 Date  (Transactions exceeding \$50,000 must be approved by City Council)		



# CITY OF HUNTINGTON BEACH

## Sole Source Justification

(For use on all goods and services acquisitions.)

Complete responses must be provided for all of the following items.

**A. THE GOOD/SERVICE REQUESTED IS RESTRICTED TO ONE SUPPLIER FOR THE REASONS STATED BELOW:**

**1. Why is the acquisition restricted to this goods/services/supplier?**

(Explain why the acquisition cannot be competitively bid.)

The Huntington Beach Police Department requires ammunition in different calibers to train and equip its officers in the use of firearms throughout each calendar year. Winchester ammunition meets the needs of law enforcement based on ballistic and performance capabilities. Dooley Enterprises is the only California authorized distributor for Winchester ammunition.

**2. Provide the background of events leading to this acquisition.**

The Huntington Beach Police Department currently uses Winchester "SXT" and "T" series pistol ammunition for operational duties. Dooley Enterprises maintains a reliable stock of these types of ammunition, along with the training versions. Additionally, the Winchester rifle training ammunition that Dooley Enterprises provides closely resembles the performance characteristics of the Duty ammunition used by the SWAT and Rifle Teams. As with pistol ammunition, Dooley Enterprises maintains a reliable stock of the training rifle ammunition.

**3. Describe the uniqueness of the acquisition (why was the good/service/supplier chosen?).**

Dooley Enterprises is the only authorized distributor of Winchester ammunition in California. They have all the training and duty ammunition types in stock. Dooley Enterprises is located in the City of Anaheim, therefore shipping costs are saved, as Police personnel can pick up the ammunition purchases at their location. All but two Orange County police agencies use Dooley Enterprises as their ammunition supplier.

**4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?**

If Dooley Enterprises is not chosen as the ammunition supplier, the Huntington Beach Police Department would have to rely on local retail stores to supply Winchester ammunition for duty and training purposes. This would be problematic, since it is unrealistic to rely on these stores to have the necessary stock to meet the department's needs.

**5. What market research was conducted to substantiate no competition, including evaluation of other items considered?**

(Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The names and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

San Diego Police Equipment does supply Winchester ammunition; however there is a 4-6 month wait on delivery depending on the caliber of ammunition, as well as additional cost in shipping. Delivery of the ammunition would be on-going throughout the year, which could cause shortages in any one of the different calibers. This fact alone would negatively affect the department's firearms training. Dooley Enterprises was determined to be the best option due to its location and reliable stock of training and duty ammunition.

## **B. PRICE ANALYSIS**

**1. How was the price offered determined to be fair and reasonable?**

(Explain what the basis was for comparison and include cost analyses as applicable.)

**Dooley Enterprises is the authorized law enforcement distributor for Winchester Ammunition and the sole source for Winchester Ammunition in California, see attached letter. The Huntington Beach Police Department currently uses Winchester "SXT and "T" series ammunition for operational duties. Dooley Enterprises maintains a reliable stock of Winchester Ammunition for both training and duty purposes. Currently in Southern California there is only one other possible supplier for the caliber and quantities of ammunition the Huntington Beach Police Department requires, San Diego Police Equipment and their supplies have a 4 to 6 month wait for delivery and would include a significant shipping cost.**

**2. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.**

**Dooley Enterprises is located in Anaheim California, which allows the department the ability to pick up the ammunition, saving on shipping costs. Dooley Enterprises currently provides the department ammunition at approximately half the cost for ammunition sold at local retail stores. Dooley Enterprises is the only local distributor who can provide the Huntington Beach Police Department a reliable supply of ammunition, which will be purchased throughout the year.**

Remit completed form to:

City of Huntington Beach – Purchasing Division  
2000 Main Street, Huntington Beach, CA 92648-2702



July 2, 2021

Jerry Thomas – Training Officer  
Huntington Beach Police Department  
200 Main Street  
Huntington Beach, CA 92648

Officer Thomas,

Dooley Enterprises, Inc. is the authorized law enforcement distributor for Winchester Ammunition and is the sole source for Winchester Ammunition in California.

Sincerely,

A handwritten signature in black ink, appearing to be "GB", with a stylized flourish.

George Brennan  
National LE Sales Manager  
Winchester LE

mlp  
gb21-188

cc: E. Ramia