



Vista Outdoor
Shooting Sports
Law Enforcement Sales
2299 Snake River Avenue
Lewiston, ID 83501

www.le.vistaoutdoor.com

January 15, 2021

To Whom It May Concern:

In reference to Vista Outdoor, Law Enforcement distributors in the State of Florida, Florida Bullet in Clearwater, FL, at this time is the only factory authorized Law Enforcement Distributor in the State of for CCI-Speer, Federal Cartridge and Remington Ammunition, which are owned by Vista Outdoor.

Presently, Florida Bullet is the only Law Enforcement Distributor authorized for drop shipments directly from the factory within Florida.

Thank you for your business and interest in our products.


Hal Price
Sr. Director of Ammunition and Tactical LE Sales
US and Canada

Sole-Source Justification

Request Information	
Date of Request:(05/03/2021)	
Procurement Department Information	
Procurement Agent:	
Procurement Agent E-Mail Address:	Telephone:
Request Submitted By	
Name: Erik Wilson	
Department and Title: Sergeant, Police	
e-Mail Address: ewilson@cityofpsl.com	
Request Details	
Sole-Source – A purchasing situation in which the procurement is available from only one source. Identify efforts made to locate other possible sources.	
Contractor Name: Florida Bullet, Inc.	Telephone: (727) 216-3548
Contractor Contact: Tom Falone	
Scope of Work	
Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated value of the open contract to include the estimated quantity X unit price (if the exact quantities are not known). Florida Bullet, Inc. is a sole source distributor for the State of Florida. They are no longer an active vendor with the State of Florida contract. For the past few years, Florida Bullet, Inc., was used for ammunition purchases as they supply Federal/Speer ammunition. This change was made after the Training Division conducted ballistic gelatin tests to compare our previous ammunition to the current ammunition. The results confirmed our current ammunition performs better for the capacity of penetration through barriers, weight retention, and expansion. Please see the attached quote for specific pricing and quantity. Lawmen's and Shooter's Supply, Inc., is a state contract provider. A quote was requested from them and they provided a written response that they're unable to provide assistance with our request.	

Complete the Following: (For justifying a Sole Source/Sole Brand)

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the state entity needs).

The particular type of ammunition we need is based on ballistic gelatin tests, which showed the ammunition performs better for the capacity of penetration through barriers, weight retention, and expansion. In addition, a quote request was submitted to Lawmen's and Shooter's Supply, Inc., who is a State of Florida contract provider. They later provided an e-mail response that they're not able to assist with this purchase. Therefore, I'm respectfully requesting authorization be provided to complete this purchase using Florida

Sole-Source Justification

Bullet, Inc.
Letter from Original Equipment Manufacturer (required): See Attached
Exclusive Capability Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source. Based on the previously provided information in this document, Florida Bullet, Inc., is the only provider that can provide the specific ammunition needed by our agency. This was confirmed by requesting a quote from a state contract provider, who confirmed in writing they're unable to assist with the request.

To Be Used for Procurement Records Only
CONTRACT #:
REQUISITION ID #:
If Publicly Solicited, Number of Protests:
Outcome: <input type="checkbox"/> Awarded Sole-Source <input type="checkbox"/> Issued PO / Contract <input type="checkbox"/> Not Awarded / Competitively Bid Bid #: