



Bid Waiver Request

Request # 05830671

Approved Bid Waiver Summary

Submission Details:

Request # 05830671

Purchase Description: FY26 Major Equipment Plan - Firearms

Vendor Name: AmChar Wholesale

Vendor Number: 117456

Type: Good

Total Commitment Cost: \$249,612.00

Fund, Org, Object Code: 13101002-553100

Grant Funded: No

One Time or On-Going Expense: One Time Expense

Exemption Type: 5. NC State Contract

Exemption Description: NCDOA Statewide Term Contract 4615A - Ammunition & Firearms *First year of two-year purchase plan **Over the course of two years, GCSO anticipates trading in 418 firearms with a trade-in value of \$115,855.00

Upload all quotes, proposals, or supporting documents: FY26 Weapons Purchase and Disposal (2).xlsx,DOC080625-08062025110857.pdf

Requestor's Full Name: Michael Guy

Requestor's Guilford County Email Address: mguy@guilfordcountync.gov

Requestor's Department: Law Enforcement

Signature Date: 08/06/2025

× M. Heath Guy

Signed By: M. Heath Guy - mguy@guilfordcountync.gov
Date Signed: 08/06/2025 11:05:14 AM -07:00 GMT
IP Address: 165.166.201.162

Is this Submission a Contract or Purchase Order?: Purchase Order

Review Details:

Purchasing Approval: Approve

Small Business and Entrepreneurship Approval: Approve

Small Business and Entrepreneurship Approver Comments: SBED received this on 08/11...reviewed within the SLA.

Small Business and Entrepreneurship Reviewer Full Name: Maria Miles

Small Business and Entrepreneurship Reviewer Guilford County Email: mmiles2@guilfordcountync.gov

Small Business and Entrepreneurship Signature Date: 08/15/2025

× Maria Miles

Signed By: Maria Miles - mmiles2@guilfordcountync.gov
Date Signed: 08/15/2025 6:33:51 AM -07:00 GMT
IP Address: 174.220.141.102

Purchasing Approval: Approve

Instructions for Requestor: Board Action Required – Goods (\$90K+) Contact Fran Cameron for BoCC Agenda Item Assignment

Purchasing Signer Full Name: Francesca Cameron

Purchasing Signer Guilford County Email: ncameron@guilfordcountync.gov

Purchasing Signature Date: 08/15/2025



Bid Waiver Request

Request # 05830671

× Francesca Cameron

Signed By: Francesca Cameron - ncameron@guilfordcountync.gov
Date Signed: 08/15/2025 6:43:43 AM -07:00 GMT
IP Address: 97.129.142.239



13101002-553100
V# 117456

Quotation

DATE 7/28/2025
Quotation # ROH1724

Corporate Address:

100 Airpark Drive
Rochester, NY 14624
Phone: 800-333-0695 EXT 144
Fax: 910-399-7373 ATTN: Ryan O. Hurst
Email: ryan.hurst@amchar.com

Quotation For: Guilford CO SO NC

Contact Name: Sgt C Obryan
Email: cobryan@guilfordcountync.gov
Phone: 336-641-3135
Fax: 336-641-3694

Prepared by: Ryan O. Hurst (ROH)

Number of days Quote is Valid: 30
Quotation valid until: 8/27/2025

Email: ryan.hurst@amchar.com

SALESPERSON	CUSTOMER ID	SHIP DATE	SHIP VIA	F.O.B. POINT	TERMS
ROH				Your Dept	N30

QUANTITY	DESCRIPTION	UNIT PRICE	DISCOUNT	AMOUNT
341	GLOGLAWUA475SB02MOS8A3- GLOCK 47 G47 GEN5 MOS8 HGA 9MM 4.5 IN BBL BOF/UCSR AIMPOINT COA BLACK 3 17RD MAGS	\$732.00		\$249,612.00
	Trades			
	TRADES - GLOCK 48 TRADES - Upon receipt of the used handguns the agency will receive a credit of \$180 each. The total credit will be determined by the amount of trades received AmChar Wholesale Inc.			
	TRADES - S&W Shield TRADES - Upon receipt of the used handguns the agency will receive a credit of \$100 each. The total credit will be determined by the amount of trades received AmChar Wholesale Inc.			
	TRADES - GLOCK 43 TRADES - Upon receipt of the used handguns the agency will receive a credit of \$135 each. The total credit will be determined by the amount of trades received AmChar Wholesale Inc.			

	TRADES - GLOCK 17/19 Gen 5 TRADES - Upon receipt of the used handguns the agency will receive a credit of \$295 each. The total credit will be determined by the amount of trades received AmChar Wholesale Inc.	
	TRADES - GLOCK 17/19 Gen 4 TRADES - Upon receipt of the used handguns the agency will receive a credit of \$283 each. The total credit will be determined by the amount of trades received AmChar Wholesale Inc.	
	All used weapons listed on the attached sheet	\$0.00
	All weapons must come with 3 magazines or there will be a \$10.00 charge per missing magazine. All weapons must be in factory working order and have no rust unless previously stated and agreed to by AmChar.	\$0.00
SUB TOTAL		\$249,612.00
SHIPPING		
TAX		\$16,848.81
TOTAL		\$266,460.81

All Quotes subject to factory price stability and may change without notice.

Amchar Law Enforcement Sales – Firearms Trade In Policy

Effective Date 5/13/15

As part of our continued effort to assist Law Enforcement Departments in managing their budgets, Amchar Law Enforcement is pleased to provide trade in credit on used firearms and accessories to be applied towards the purchase of new product. Terms and conditions of trade in goods are as follows:

- ☐ Department/Agency must specify make, model and age of firearms.
- ☐ Firearms must in good working order, free of any mechanical defect and in condition appropriate for its age. Firearms must include all magazines and other accessories as specified in the quote. Weapons must also be rust free unless previously agreed upon by Amchar.
- ☐ Trade ins will be valued at the amount in the official written Amchar quote. Amchar will not honor any verbal or side agreements.
- ☐ Department/Agency should call their sales representative to make arrangements for trade ins to be returned to Amchar.
- ☐ Department/Agency is responsible for paying difference between value of new purchases and value of trades per terms of the invoice – typically 30 days after receipt of goods.
- ☐ Department/Agency must arrange for trade in product to be delivered to Amchar within 60 days of receipt of new product. After 60 days, Department/Agency is responsible for payment in full less credit for trades already received.
- ☐ After 60 days Amchar will purchase the balance of the used guns at the agreed upon trade in price for up to 1 year after delivery of new guns. Payment for used guns may be done via check or in the form of credit on account, at the discretion of the Department/Agency.

Statewide Term Contract

4615A - Ammunition & Firearms

Bid Number	DPC-983753040										
Contract Title	Ammunition & Firearms										
Effective Dates	May 1, 2024, through April 30, 2029										
Awarded Vendor(s) and Contact(s)	<p>AmChar Wholesale Inc. William Hackett (585) 559-6270 Manufacturers: Glock</p> <p>Craig's Firearm Supply Inc. Tony Lardo (865) 388-6337 Manufacturers: Remington, Adam Arms, Angstadt Arms</p> <p>Dana Safety Supply James Panter (336) 897-4055 Manufacturers: Winchester</p> <p>Defender Ammunition Co. Krissy Jones (910) 479-1177 Manufacturers: Defender Authorized Distributors: Defender Distribution LLC</p> <p>FN America Joshua Taylor (803) 766-4181 Manufacturers: FN America Authorized Distributors:</p> <table border="0"> <tr> <td>Craig's Firearm Supply Inc.</td><td>Tony Lardo (865) 388-6337</td></tr> <tr> <td>Dana Safety Supply.</td><td>Neil Doss (336) 685-2595</td></tr> <tr> <td>Kiesler Police Supply Inc.</td><td>Brittany Girdler (812) 288-5740</td></tr> <tr> <td>Lawmen's Distribution</td><td>Korry Cole (919) 448-4673</td></tr> <tr> <td>Town Police Supply</td><td>Nick Horsley (276) 647-4161</td></tr> </table> <p>Gulf States Distributors Inc. Tommy Trammell (800) 223-7869 Manufacturers: Hornady, PMC, Force on Force</p> <p>Kiesler Police Supply Inc. Brittany Girdler (812) 288-5740 Manufacturers: Federal, Speer</p> <p>Lawmen's Distribution Korry Cole (919) 448-4673 Manufacturers: PMC, Baretta, Colt, LWRCI, Aimpoint, EoTech, Trijicon, Vortex, Surefire, Bianchi, Bulldog Cases & Vaults, Nighstick, Pelican, Pepperball, Safariland, Streamlight</p> <p>PAI Defense Justin Ross (260) 244-4570</p>	Craig's Firearm Supply Inc.	Tony Lardo (865) 388-6337	Dana Safety Supply.	Neil Doss (336) 685-2595	Kiesler Police Supply Inc.	Brittany Girdler (812) 288-5740	Lawmen's Distribution	Korry Cole (919) 448-4673	Town Police Supply	Nick Horsley (276) 647-4161
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Lawmen's Distribution	Korry Cole (919) 448-4673										
Town Police Supply	Nick Horsley (276) 647-4161										

	<p>Manufacturers: Bryna, Daniel Defense, Geissele, Heckler Koch, Shadow Systems, EoTech, B&T, KGM</p> <p>Sig Sauer <u>Katie Olivia</u> (603) 610-3826 Manufacturers: Sig Sauer Authorized Distributors: Dana Safety Supply. <u>Neil Doss</u> (336) 685-2595 Lawmen’s Distribution <u>Korry Cole</u> (919) 448-4673</p> <p>Town Gun Shop Inc. dba Town Police Supply <u>Mark Tosh</u> (800) 752-5580 Manufacturers: Mossburg, Ruger, S&W, RemArms, Benelli</p>																																													
Contract Covers	<p>This contract is intended to cover the state’s normal requirements for ammunition and firearms in the following categories:</p> <p>CATEGORY 1 AMMUNITION; PISTOL (HANDGUN) CATEGORY 2 AMMUNITION; RIFLE CATEGORY 3 AMMUNITION; SHOTGUN CATEGORY 4 AMMUNITION; TRAINING CATEGORY 5 FIREARMS; PISTOL (HANDGUN) CATEGORY 6 FIREARMS; RIFLE CATEGORY 7 FIRARMS; SHOTGUN CATEGORY 8 FIREARMS; OPTICS CATEGORY 9 FIREARMS; SUPPRESSORS CATEGORY 10 FIREARMS; PARTS & ACCESSORIES</p>																																													
Contract Type	<p>This is a mandatory statewide term contract for state agencies, departments, institutions, universities, and community colleges - unless exempted by North Carolina general statute. Non-mandatory entities, including schools and local governments, may use this contract as allowed by general statute.</p>																																													
Special Note	<p>Each firearm shall have an individual serial number engraved and easily readable. Each pistol serial number shall be 100% traceable per requirements by the Bureau of Alcohol, Tobacco, and Firearms and/or other applicable agencies.</p>																																													
Contract Items and Pricing	<table><tr><th>VENDOR</th><th>CATEGORY</th><th>MANUFACTURER</th><th>DISCOUNT</th><th>DELIVERY DAYS</th></tr><tr><td>AmChar Wholesale Inc.</td><td>5</td><td>Glock</td><td>8.9%</td><td>90</td></tr><tr><td>AmChar Wholesale Inc.</td><td>10</td><td>Glock</td><td>23.0%</td><td>90</td></tr><tr><td>Craig’s Firearm Supply</td><td>1, 2, 3</td><td>Remington</td><td>10.0%</td><td>180</td></tr><tr><td>Craig’s Firearm Supply</td><td>6</td><td>Adams Arms</td><td>15.0%</td><td>90</td></tr><tr><td>Craig’s Firearm Supply</td><td>6</td><td>Angstadt Arms</td><td>20.0%</td><td>90</td></tr><tr><td>Dana Safety Supply</td><td>1, 2, 3</td><td>Winchester</td><td>44.0%</td><td>30-120</td></tr><tr><td>Defender Ammunition Co.</td><td>1, 2</td><td>Defender</td><td>30.0-45.0%</td><td>30</td></tr><tr><td>FN America</td><td>5, 6</td><td>FN America</td><td>25.0%</td><td>30-120</td></tr></table>	VENDOR	CATEGORY	MANUFACTURER	DISCOUNT	DELIVERY DAYS	AmChar Wholesale Inc.	5	Glock	8.9%	90	AmChar Wholesale Inc.	10	Glock	23.0%	90	Craig’s Firearm Supply	1, 2, 3	Remington	10.0%	180	Craig’s Firearm Supply	6	Adams Arms	15.0%	90	Craig’s Firearm Supply	6	Angstadt Arms	20.0%	90	Dana Safety Supply	1, 2, 3	Winchester	44.0%	30-120	Defender Ammunition Co.	1, 2	Defender	30.0-45.0%	30	FN America	5, 6	FN America	25.0%	30-120
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FN America	10	FN America	15.0%	30-120
Gulf States Distributors	1, 2	Force on Force	17.0%	180
Gulf States Distributors	1, 2	PMC	35.0%	180
Gulf States Distributors	1, 2, 3	Hornady	44.0%	180
Kiesler Police Supply	1, 2, 3	Federal	38.0%	30-365
Kiesler Police Supply	1, 2, 3	Speer	38.0%	30-365
Lawmen's Distribution	3, 4	PMC	0.5%	365
Lawmen's Distribution	5, 6, 7, 10	Baretta	22.6%	180
Lawmen's Distribution	6, 10	Colt	2.6%	180
Lawmen's Distribution	6, 10	LWRCI	2.6%	180
Lawmen's Distribution	8	Aimpoint	23.2%	180
Lawmen's Distribution	8	EoTech	16.1%	180
Lawmen's Distribution	8	Vortex	32.5%	180
Lawmen's Distribution	8, 10	Trijicon	19.6%	180
Lawmen's Distribution	9, 10	Surefire	9.4%	180
Lawmen's Distribution	10	Bianchi	37.0%	180
Lawmen's Distribution	10	Bulldog Cases & Vaults	4.6%	180
Lawmen's Distribution	10	Nightstick	32.2%	180
Lawmen's Distribution	10	Pelican	4.8%	180
Lawmen's Distribution	10	Pepperball	5.1%	180
Lawmen's Distribution	10	Safariland	37.0%	180
Lawmen's Distribution	10	Streamlight	42.0%	180
PAI Defense	4, 10	Bryna	5.0%	120
PAI Defense	5, 6	Daniel Defense	12.0-22.0%	90
PAI Defense	9, 10	Daniel Defense	15.0%	90
PAI Defense	5, 6	Geissele	16.0%	120
PAI Defense	10	Geissele	18.0%	120
PAI Defense	5	Heckler & Koch	25.0%	120
PAI Defense	6	Heckler & Koch	27.0%	120
PAI Defense	10	Heckler & Koch	10.0%	120
PAI Defense	5	Shadow Systems	32.0%	90
PAI Defense	10	EoTech	16.0%	120
PAI Defense	6, 9, 10	B&T	15.0%	120
PAI Defense	9	KGM	15.0%	90
PAI Defense	10	KGM	25.0%	90
Sig Sauer	1	Sig Sauer	5.0%	30
Sig Sauer	5, 6, 8, 9	Sig Sauer	5.0%	90-120
Town Police Supply	5, 6, 10	Mossburg	30.2%	60-100
Town Police Supply	5, 6, 7, 10	Ruger	38.1%	60-100
Town Police Supply	5, 6, 7, 10	S&W	32.3%	60-100
Town Police Supply	6, 7, 10	RemArms	35.1%	60-100

	Town Police Supply	6, 7, 10	Benelli	29.6%	60-100
Delivery Information	<p>The vendor shall deliver Free-On-Board (FOB) destination to all 100 North Carolina counties. All pricing for individual orders of ammunition or firearms should be inclusive of all applicable charges. FOB destination statewide does not include lift-gate or inside delivery. These additional charges will be paid by the agency and added as a separate line on the invoice.</p> <p>For NC Community College Basic Law Enforcement Training (BLET) academies, Bureau of Alcohol, Tobacco, Firearms and Explosives (BATFE) guidance, and the 1968 Gun Control Act require that an eligible college representative complete firearm transfers via form 4473 in person at the Federal Firearms License (FFL) site. Firearms cannot be shipped or delivered directly to your sites. Contact the distributor for specific guidance regarding firearms transfer process requirements for NC CC BLETs.</p> <p>The vendor shall notify the buyer when one or more items in an order cannot be delivered within the time specified. After notification to buyer by vendor of a fulfillment delay of one or more items in the order, the buyer may cancel undelivered items within an order, or an order in its entirety, without penalty or charge, to the extent that the notice of cancellation occurs before buyer is notified that the delayed item or other cancelled items in the order have shipped.</p>				
Return Policy	<p>Vendors shall accept merchandise returns from buyers for a period of thirty (30) business days after delivery. Vendors shall provide full credit or full refund to buyers, whichever a buyer requests, within thirty (30) business days on all returns of an ordered product that is:</p> <ul style="list-style-type: none">• A stock item in original packaging and in re-sellable condition• Not a specialty or customized item• Defective or damaged• A return of an incorrectly shipped product• A result of a vendor order entry error <p>Non-conforming due to any other cause is reasonably assumed to be the fault of the vendor. In the event a product is found to be defective, vendors agree to replace the item immediately, within the same delivery time frame, at no additional charge to the state.</p>				
Taxes	Prices do not include North Carolina sales or use tax.				
Instruction and Training	<p>If needed, training shall be coordinated between the buying entity and the awarded vendor. The buying entity shall contact the vendor to arrange training as needed. Vendors may need to provide the following training upon request from the ordering agency.</p> <ul style="list-style-type: none">• Basic operator training program for instructor-level staff• Armor-level training, certifying armorers per the awarded manufacturer's requirements for certification• On-going recertification of the previously trained armorers as per the awarded manufacturer's requirements <p>All training shall be provided by an authorized factory trained manufacturer's representative. The manufacturer shall provide all literature and training material required.</p>				
eProcurement	eProcurement				
eProcurement Help Desk	(888) 211-7440				

Contract Manager	<u>Jonathan Davis</u> (984) 236-0225
Contract Attachments	<u>AmChar Wholesale Inc.</u> <u>Craig's Firearm Supply Inc.</u> <u>Dana Safety Supply</u> Defender Ammunition Co. <u>FN America</u> <u>Gulf States Distributors Inc.</u> <u>Kiesler Police Supply Co.</u> <u>Lawmen's Distribution</u> <u>PAI Defense</u> <u>Sig Sauer</u> <u>Town Gun Shop Inc. dba Town Police Supply</u>
Contract Addenda	06/05/2024: Contract Manager changed from Kayla Glenn to Evan Roe 08/07/2024: Defender Ammunition Co. added to contract 08/15/2024: Contract Manager changed to Jonathan Davis