




The City of
OKLAHOMA CITY

POLICE DEPARTMENT
Wade Gourley
Chief of Police

MEMORANDUM

TO: Sharmanlyne Vickers, Purchasing Agent
Procurement Services Division, Finance Department

FROM: Wade Gourley, Chief of Police 
Oklahoma City Police Department

DATE: July 21, 2022

SUBJECT: Sole Source – Ultimate Training Munitions

It has been requested that all sworn personnel take part in Active Shooter Training. The most effective and beneficial type of training for this topic is one that can be as realistically as possible to simulate real world situations that officers may encounter. The best way to accomplish this is through force-on-force scenario training utilizing a combination of role players and monitoring instructors that place student officers in various scenarios. During these scenarios both Role Players and Student Officers can deploy training rounds (UTM Rounds) from an assortment of weapons platforms. These UTM rounds are non-lethal marking rounds that are used in weapons platforms that have been modified to only accept these types of rounds and prevents the loading or firing of a live round, ensuring a safe training environment for student officers, role players, and instructors. The various weapon platforms will as closely as possible match what the officers carry on duty. This provides a better training result because the officers become more familiar with their weapons while actually firing “rounds” at the role players. Forcing them to be very conscious of round placement and round accountability while maintaining awareness of their surroundings. If the officers experience a weapon malfunction, they are able to work through the problem. Having the role players fire rounds at the student officers further adds to the realism of the training and helps highlight the need to always seek cover in any confrontation involving a firearm, if possible. All of this can be done in a safe environment due to the use of the UTM man marking rounds.

Ultimate Training Munion (UTM) is the sole manufacture. GT Distributors is an authorized dealer in our area according to UTM, however GT Distributors stated they are not authorized to sell UTM products in the state of Oklahoma.

In addition to marking rounds, we require the cartridges, conversion kits, and safety accessories that are solely manufactured by UTM. The amount estimated for the fiscal year is \$100,000.00

Funding:

Police-Police Sales Tax-RSTR-Police Training-Educational & Training
(020-0100-4200841-53100001-11056)



55 Readington Road
North Branch,
New Jersey 08876
Tel: 908-725-9000
Fax: 908-725-0457

June 24, 2022

Via e-mail only to: Jeffrey.yust@okc.gov
Oklahoma City Police Department
800 North Portland
Oklahoma City, OK 73107

Dear Jeffrey;

This letter shall serve to confirm that the following item is a sole source product, manufactured, sold, and distributed exclusively by Ultimate Training Munitions, Inc. ("UTM") and its authorized dealers:

- **UTM 5.56mm MMR Blue -01-0972**
- **UTM 9mm MMR Blue – 01-0977**
- **UTM 5.56 mm LBBR – 01-3266**
- **UTM 9 mm LBBR – 01-3130**
- **UTM AR-15 5.56 MMR/Blank Kit -01-3900**

Neither any division of UTM, nor any other company, makes a similar or competing product.

There are no other like items or products available for purchase that would serve the same purpose or function, and because of exclusive distribution or marketing rights, there is only one price for the above-named item or product.

If you have any questions, or if need any additional information, please feel free to contact us, toll-free, at (877) 886-7233, or visit our website at www.utmworldwide.com.

Thank you for your interest in our products.

Mulvany, Lloyd T III

From: Rivera, Maribel <Mrivera@utmusa.com>
Sent: Wednesday, July 20, 2022 9:35 AM
To: Mulvany, Lloyd T III
Subject: UTM Dealer

Good Morning Tom

As per our conversation, here is the Dealer that is located in Texas.

GT Distributors, Inc.
2545 Brockton Drive, Suite 100
Austin, TX 78758
512-451-8298

If you contact tell them to contact me since I originally worked on your quote.

Thanks,

Maribel Rivera
Customer Service/Inside Sales Representative
Ultimate Training Munitions
55 Readington Rd.
North Branch, NJ 08876
T. 908-725-9000 ext. 632



Ultimate Training Munitions

www.utmworldwide.com

GSA Contract Number # 47QSWA19D00AS

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Mulvany, Lloyd T III

From: Robert Arbuckle <robert@gtdist.com>
Sent: Wednesday, July 20, 2022 1:57 PM
To: Cochran, Kent M
Subject: RE: UTM munitions // Okl. City PD

Yes sir, that is correct that we cannot sell UTM products in the State of Oklahoma unfortunately.

If anybody has questions, please have them contact me.

Thanks so much,

Robert Arbuckle
Outside Sales - Okl./La./Ark./N.E. Tx
G T Distributors, Inc.
PO Box 16080
Austin TX, 78761
Ph:512-451-8298
Fax:512-453-6149
robert@gtdist.com
www.gtdist.com

From: Cochran, Kent M [mailto:kent.cochran@okc.gov]
Sent: Wednesday, July 20, 2022 10:22 AM
To: Robert Arbuckle <robert@gtdist.com>
Subject: UTM munitions

You have answered this in the recent past, but I am needing to verify again. Are you able to sell UTM munitions in Oklahoma?

MSgt. Kent Cochran
Oklahoma City Police Dept.
Training Center / Tactical Team
Reality Based Training Unit
Office : (405) 992-1115

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Order Quotation

Ultimate Training Munitions
55 Readington Road
North Branch, NJ 08876
Phone: (908)725-9000
Fax: (908)725-0457

Quote#: 12010

Quote Date: 2022-07-01

Customer		Service to		
OKLAHOMA CITY POLICE DEPARTMENT		OKLAHOMA CITY POLICE DEPARTMENT 800 NORTH PORTLAND OKLAHOMA CITY, OK, 73107, US		
Contact	Phone Number	Email	Account#	
YUST, JEFFREY	405-965-6124	Jeffrey.yust@okc.gov	9168	
Quote Name	Quote Expiration Date	ARO Days	Terms	
	2022-08-01		30 NET	
Entered By	Sales Rep.	Currency	Freight Terms	
GGARZA	House account	USD	FCA TX	

Note:

Line	UTM PART# / Description / Note	Quantity	UOM	Unit Price	Total Net	Sales Tax	FET
1	01-0972 5.56MM MMR BLUE ESTIMATED 120 DAYS LEAD TIME	8100	Ea	0.84000	6,804.00000	0.00000	0.00000
2	01-0977 9MM MMR BLUE ESTIMATED 120 DAYS LEAD TIME	12000	Ea	0.60000	7,200.00000	0.00000	0.00000
3	01-3268 5.56MM LBBR ESTIMATED 120 DAYS LEAD TIME	4500	Ea	0.90000	4,050.00000	0.00000	0.00000

Customer will not sell or ship any Products purchased from Ultimate Training Munitions, Inc. outside of the contiguous United States, Alaska and Hawaii unless Customer has the appropriate authorization and complies with all applicable laws, rules and regulations including but not limited to a) International Traffic in Arms Regulations (ITAR) and b) for Products that originate in United Kingdom, an authorization from UK Department of International Trade which among other things require a completed End User Certificate (EUC) per <https://www.gov.uk/government/publications/end-user-under-taking-euu-form>.
GSA pricing available on contract items: Contract # 47QSWA19D00AS



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Quote Name	Quote Expiration Date	ARO Days	Terms	
	2022-08-01		30 NET	
Entered By	Sales Rep.	Currency	Freight Terms	
GGARZA	House account	USD	FCA TX	

Note:

Line	UTM PART# / Description / Note	Quantity	UOM	Unit Price	Total Net	Sales Tax	FET
4	01-3130 9MM LBBR ESTIMATED 120 DAYS LEAD TIME	3000	Ea	0.61000	1,830.00000	0.00000	0.00000
5	01-3900 AR-15 5.56 MMR/BLANK KIT ESTIMATED 120 DAYS LEAD TIME	25	Ea	357.00000	8,925.00000	0.00000	0.00000
6	FREIGHT CHARGE FREIGHT CHARGES ADDED UPS GROUND	1	Ea	443.15000	443.15000	0.00000	0.00000

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For your convenience we also accept all major Credit Cards.
A 3% convenience charge will be added to the payment.

Total w/o Sales Tax or FET:	29,252.15
Sales Tax Total:	0.00
FET Total:	0.00
Quotation Total:	29,252.15

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