



**Mayor Jim Gray**

**LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT**  
Division of Fire and Emergency Services

Kristin Chilton, Fire Chief

Michael Todd Reece, Asst. Chief

To: Todd Slatin, Director Division of Purchasing

From: Michael Todd Reece, Division of Fire

Subject: Sole Source Justification, Bullard Manufacturing Company

Director Slatin,

This letter is to request a resolution supporting Bullard Manufacturing Company as our Division's sole source provider for thermal imaging cameras. The original resolution was adopted in May 2006 in support of this action. Since 2006, the division has made several sporadic purchases, primarily due to budgetary constraints. Through proactive measures, a sustainment program was put in place, and supported in the last two budget cycles.

Currently the division maintains nearly 20 Bullard cameras of varying age, wear and models. This equipment is typically used on emergency scenes where visibility is extremely limited therefore necessitating operational familiarity that can only be provided by using the same brand as our existing cameras. All of our rescue, truck and ARFF companies currently utilize Bullard cameras. The sole source price contract is in alignment with the division's sustainment program, and does not disrupt continuity of operations in that crews are already trained and familiar with operational components of the camera. Further, logistical support in terms of chargers, truck mounts, batteries and a cache of basic maintenance items are already stocked in our Breathing Air Division, responsible for maintaining the cameras.

Bullard is a fifth generation family business located in Cynthiana, Kentucky employing over three hundred local residents. With their close proximity to Lexington, a major national fire department, they have a proven history of immediate service, whether it is warranty work, repair or in some cases provide a loaner camera. Bullard affords Lexington Fire direct factory purchase (see support letter) at a significant cost savings to LFUCG.

For the reasons listed above and the attached documentation I respectfully request that a sole source contract be provided with Bullard Manufacturing to continue the purchase of thermal imaging cameras and accessories.

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