

EXCELLANCE, INC.

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July 17, 2017

EMS Chief Brian Wood
Lexington-Fayette Urban County Government
219 E. Third Street
Lexington, Ky. 40508
REF: Lexington Remount/Refurbishment Project

Chief Wood,

Regarding your pending remount projects of the originally built Excellance ambulances currently mounted onto International Durastar chassis.

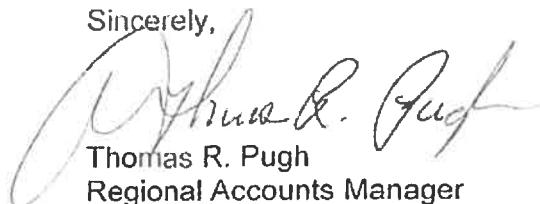
We are requesting that you grant Excellance "Sole Source" status for the following reasons.

1. We are the original manufacturer of the ambulances to be remounted.
2. We have reviewed the trucks in person and helped to determine the minimum amount of work needed to perform the remount projects.
3. We are the only company that can and will renew (upon remounting the trucks) the 25 year structural warranty.
4. We will provide the chassis to you at our cost with no hidden fees.
5. All structural modifications will be performed consistent with the methods and materials used when the ambulances were originally built. No other manufacturer follows the exact same procedures or uses the exact same materials.

We hope that you will consider our request for Sole Sourcing the ambulance remounts. Sole Sourcing will help your department get the ambulances back into service much faster than following a traditional bid process.

As always, Excellance extends best pricing to Lexington Fire/EMS Department for this and all future projects that we have the pleasure to provide.

Sincerely,



Thomas R. Pugh
Regional Accounts Manager
256-468-6007 (Cell)