

EXCELLANCE, INC.

453 Lanier Road, Madison, Alabama 35758, Phone (256) 772-9321

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February 22, 2019

EMS Chief Todd Traylor and Chief Todd Reece
Lexington-Fayette Urban County Government
219 East Third Street
Lexington, Ky. 40508
FER: Lexington Remount/Refurbishment Project

Dear Reece and Traylor,

Regarding your pending remount projects of the originally built Excellance ambulances currently mounted onto Freightliner and International Chassis.

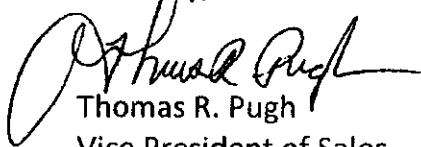
We are requesting that you grant "Sole Source" status for the following reasons.

- 1) We are the original manufacturer of the ambulances to be remounted.
- 2) We have reviewed the trucks in person to help determine the minimum amount of work needed to perform the remount project.
- 3) We are the only company that can and will renew the structural warranties after the trucks have been remounted onto new chassis by Excellance Inc.
- 4) We will provide the chassis to you at our cost with no hidden fees.
- 5) All structural, electrical and paint modifications will be performed consistent with the methods and materials used when the ambulances were originally built.

We hope that you will consider our request for Sole Sourcing the ambulance remounts. Sole Sourcing will help your department get your 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
Vice President of Sales
256.468.6007 (cell)