



## JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

**Sole Source Purchases** are defined clearly, based upon a legitimate need, and are limited to a single supplier. Sole source purchases are normally not allowed except when based upon strong technological grounds such as operational compatibility with existing equipment and related parts or upon a clearly unique and/or cost effective feature requirement. The use of sole source purchases must be justified and shall be limited only to those specific instances in which compatibility or technical performance needs are being satisfied.

**Sole Source Services** are defined as a service provider providing technical expertise of such a unique nature that the service provider is clearly and justifiably the only practicable source available to provide the service. The justification shall be based on the uniqueness of the service, sole availability at the location required, or warranty or defect correction service obligations of the service provider.

This form must be filled out for the request to purchase any good or non-professional service that requires a competitive procurement process (informal quotes (\$1001-\$10,000), formal quotes (\$10,001 - \$19,999.99), or formal bid (\$20,000 or more) as defined in the LFUCG's Purchasing Manual. This form must be completed in its entirety and attached to the purchase requisition.

**Note: Sole Source Purchase requests for goods exceeding \$20,000 will require approval by the Urban County Council by submitting an Administrative Review Form. A copy of this form must be signed off by Central Purchasing and attached to the Administrative Review Form.**

### Requesting Division

Name Pat Murray

Division/Dept.: Police/Public Safety

Phone 859-258-3676

Email [pjmurray@lexingtonpolice.ky.gov](mailto:pjmurray@lexingtonpolice.ky.gov)

Type of Purchase: (X) Goods/Materials/Equipment (X) Services

Cost: ongoing/reoccurring

Sole Source Request for Professional Service and parts

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One Time Purchase

To Establish Sole Source Provider Contract  
(subject to annual review and approval by Central Purchasing and/or Urban County Council)

### Vendor Information

Business Name: Thoroughbred Aviation Maintenance

Contact Name Joe Otte: GM

Address 6204 Paris Pike Georgetown, Ky. 40324

Phone 502-863-9799 email [joe@tbamky.com](mailto:joe@tbamky.com)

**STATEMENT OF NEED:** SEE ATTACHMENT



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My division/department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the LFUCG. I know of no conflict of interest on my part, and I have no personal involvement in any way with this request. No gratuities, favors, or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, persons or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

**1. Describe the product or service and list the necessary features this product provides that are not available from any other option.**

**2. Below are eligible reasons for sole source. Check one and describe.**

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations to the consultant. Describe why it is mandatory to use this licensed or patented product or service.

Existing LFUCG equipment, inventory, custom-built information system, custom-built data inventory system, or similar products or programs. Describe. If product is off-the-shelf, list efforts to find other vendors (i.e. web site search, contacting the manufacturer to see if other dealers are available to service this region, etc.)

Uniqueness of the service.

The LFUCG has established a standard for this manufacturer, supplier, or provider and there is only one vendor. Attach documentation from manufacturer to confirm that only one dealer provides the product.

Factory authorized warranty service available only from this single dealer. Sole availability at the location required. Describe.

Used item with bargain price (describe what a new item would cost). Describe.

Other – The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please describe:

This is a unique service that requires special aircraft maintenance. There are plenty of airplane maintenance facilities, but helicopter maintenance facilities are few and far between in this area.



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3. Describe efforts to find other vendors or consultants (i.e. phone inquires, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).

The Bell helicopter website was accessed and service centers were contacted via phone and email. The nearest service center other than Thoroughbred Aviation is located in Piney Flats, Tn. which is 170 miles by air. Contact was made with Chuck Buchanan, Regional Sales Mgr. who advised me that the prices from the last quote were going to be higher. I requested new quote for our agency, but hasn't given me the new quotes after multiple enquires. I mentioned that I had contacted other service centers including Thoroughbred Aviation and he indicated that his prices were most likely going to be higher.

4. How was the price offered determined to be fair and reasonable?  
(Explain what the basis was for comparison and include cost analyses as applicable.)

See attached cost analysis sheet.

5. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.

The Police /Govt. will have savings when using Thoroughbred Aviation over other Bell helicopter service centers. We also avoid costs of flying our aircraft over long distances for service.

The round trip to Piney Flats, Tn. is 340 miles round trip.

The round trip to A & S Helicopters is 640 miles round trip.

The round trip to Thoroughbred Aviation (Georgetown, Ky.) is 33 miles.

When you factor in ferrying the helicopter to maintenance, Thoroughbred Aviation is going to be the cheapest solution.

**Statement of Need**



## **JUSTIFICATION FOR SOLE SOURCE CERTIFICATION**

In order for the police helicopter to operate safely, effectively, & at the lowest possible cost, a sole vendor must be established. Thoroughbred Aviation Maintenance in Georgetown, Ky. provides the police service in rapid manner within minutes of being called. Their costs are competitive & comparable to the centers that I've contacted in the region. Maintenance is paramount and on a regular schedule.

Even though the prices may be lower, it's impractical to fly to Piney Flats, Tn. or Cahokia, Ill. for aircraft maintenance. The aircraft would have unnecessary time put on its components which would result in tripling the costs. Thoroughbred is a 15 minute flight time from Bluegrass Airport, where the police aircraft are hangered.



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### Mast Overhaul

Thoroughbred (Georgetown, Ky.)	\$4800
A & S Helicopters (Cahokia, Ill.)	\$2500 + parts
Bell Helicopter (Piney Flats, Tn.)	\$2000 + parts (2016 prices)

### 100 Hour Inspection

Thoroughbred	\$4750
A & S Helicopters	\$2250 + parts
Bell Helicopter	\$4000 + parts (2016 prices)

### 300 Hour Inspection

Thoroughbred	\$6175
A & S Helicopters	\$2450 + parts
Bell Helicopters	\$6300 + parts (2016 prices)

### Hourly Rate

Thoroughbred	\$95.00
A & S Helicopters	\$90.00
Bell Helicopters	\$ 90.00 (2016 prices)

Thoroughbred charges cost plus 10% on parts. The other centers would most likely match the parts costs, but the aircraft would have be flown had a great distance costing additional money every time it gets regular maintenance.