



Mayor Jim Gray

LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT

Division of Fire and Emergency Services  
Special Operations / Homeland Security

Kristin Chilton, Fire Chief

Gregg M. Bayer, Battalion Chief

September 23, 2016

RE: Bullard Thermal Imaging Camera Sole Source Price Contract

To Whom It May Concern:

The Lexington Fire Department has established the use of Bullard Thermal Imaging Cameras for a variety of uses to support fire suppression, hazardous materials and other activities. The division has utilized these cameras since inception of the program, over a decade, and all line personnel are familiar with functionality, use and sustainment. Maintaining the same cache of cameras is essential to the operational efficiency and the interoperability amongst our crews. The logistical concerns of maintaining one type of battery, charger and maintenance equipment is also realized by utilizing one manufacture, as well as maintaining trained personnel to trouble shoot problems. Because the close proximity to Bullard, Cynthiana, and the fact that Lexington is a major metropolitan fire department, we are afforded pricing direct from the factory, realizing a significant cost savings to LFUCG. As part of the division's sustainment program, several cameras, batteries and chargers will be replaced on a rotating cycle based on wear and life span of the camera. It is the desire of the division to establish a sole source price contract with Bullard to facilitate the purchase of thermal imaging cameras, batteries, and accessories to support life safety operations. Attached is the sole source documentation form, letter from Bullard explaining the unique relationship between Lexington Fire and Bullard, and the pricing list for the commodities which we would purchase. Please feel free to call or email if you have any questions or if I can be of further assistance.

Sincerely,

Battalion Chief Gregg M. Bayer  
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Division of Fire and Emergency Services  
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