



Lexington-Fayette Urban County Government
DIVISION OF FIRE & EMERGENCY SERVICES

Jim Gray
Mayor

Kristin Chilton
Fire Chief

Lexington Fire Department Ambulance Remount Program

To Whom It May Concern:

The Lexington Fire Department over the past nine years has purchased Excellence ambulances in order provide uniformity to their fleet. Excellence was chosen after a competitive bidding process and has continued to maintain an industry competitive rate. Uniformity of the fleet generates better familiarity for the crews for their equipment and a cost savings when it comes to maintenance. Another reason for having a fleet that is all the same is to remount the patient compartments. The ambulance chassis wears out much faster that the patient compartment. At present the Lexington Fire Department has two Excellence ambulances in reserve status. By having the patient compartment removed, revamped and remounted on a new chassis the saving is approximately \$60,000.00. At this point you basically have a new truck that will be put back into frontline service. The unit it replaces will go into reserve status and the process continues. The saving can be used when new units are necessary or leveraged against remounting.

Battalion Chief Brian Wood
Lexington Fire Department
Emergency Medical Services Division
859-231-5644



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 Brian Wood Division/Dept Fire/EMS

Phone 859-231-5644 Email woodb@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: \$159,190.66

Sole Source Request for the Purchase of: Excellance Ambulance Patient Compartment

Remount on New Chassis.

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 Excellance Inc.

Contact Name Thomas Pugh

Address 453 Lanier Road Madison, Alabama 35758

Phone 256-468-6007/800-882-9799 Email tommy@excellance.com

STATEMENT OF NEED: (Add additional pages as needed)



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

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.

Excellance is the original manufacturer of the ambulance and the only one that will renew the 25 year structural warranty on the ambulance box.

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. Describe.

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:

All of the Lexington Fire Departments front line ambulances are Excellance. They will remount the patient compartment on a new chassis with no hidden chassis cost. They are familiar with this since it is their own product. Remounting saves about \$60,000.00 per unit. They will issue another 25 year warranty on patient compartment.



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

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 price is comparable to others from previous inquires and this is their own product.

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.)

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

By using Excellance and remounting the existing patient compartment onto a new chassis the savings compared to a new unit is approximately \$60,000.00. Also by issuing a new 25 year warranty there will cost savings.

EXCELLANCE, INC.

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

Toll Free 1-800-882-9799 Fax # (256) 772-8792

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.

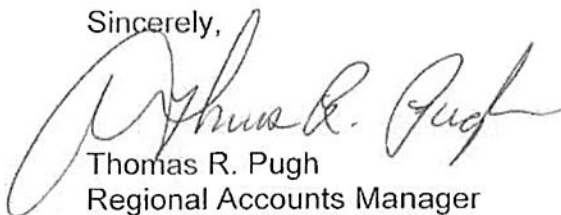
We are requesting that you grant Excellance "Sole Source" status for the following reasons.

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)