

Federal Signal Environmental Solutions Group

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April 4, 2014

Mr. Mike Lett, General Manager
Jack Doheny Companies, Inc.
4937A Fieldstone Drive
Whitestown, IN 46075

ELGIN
VACTOR
GUZZLER
JETSTREAM

Subject: IN and KY Elgin and Vactor Dealer Coverage

Dear Mike,

This letter will confirm that Jack Doheny Companies, Inc. at the above address is the authorized dealer for Elgin and Vactor for products as outlined in our dealer agreement(s) in the following areas.

Indiana: For Elgin products all Indiana counties with the exception of Lake, Harrison, Ford and Clark counties. For Vactor products the coverage area includes all Indiana counties with the exception of Lake County.

Kentucky: For Elgin products the counties of Boone, Campbell and Kenton. For Vactor products the coverage area includes all counties in Kentucky.

Please advise if you have any questions.

Sincerely,



Roger Himrod
ESG Regional Manager





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 Frank Mabson Division/Dept DWQ-Claims

Phone (859) 367-4942 Email fmabson@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: \$48,496.08

Sole Source Request for the Purchase of: (1) 09-07V-11821HR HOSE REEL ASSYMBLY

LABOR CHARGE TO INSTALL (82 HRS @ 89.50 PER HR), & MISC.PAINT, SUPPLIES & TOW

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 Jack Doheny Companies, Inc.

Contact Name Mike Lett - General Manager

Address 4937A Fieldstone Drive, Whitestown, Indiana 46075

Phone (800) 841-4028 Email mikelett@dohenycompanies.co

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.

The Division of Water Quality operates the LFUCG owned Vehicle No. 8295 - 2008 International, Straight Truck - Vactor Unit to help maintain storm/sewer lines within the service area. As a result of an automobile accident which occurred on April 2, 2014, Unit #8295 suffered major damages which will cost nearly \$50,000. At this time Federal Signal Environmental Solutions Group - the original manufacturer of these units indicates that Jack Doheny, Inc. is the sole representative for replacement products on the International - Vactor Units.

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:

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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.).

Unfortunately, no other vendor can be considered at this time since Jack Doheny is the the sole representative for replacement products on the International - Vactor Units.

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.)

After checking with other dealers in other areas as well as checking prices listed on the internet for similar needs the price offered by Jack Doheny is deemed to be fair and reasonable.

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

At this time no other equipment, parts or components would be compatible with the currently owned 2008 International, Straight Truck - Vactor. Therefore, to avoid thousands of dollars in additional cost of replacing the entire unit It is in the best interest of the LFUCG to obtain the services of Jack Doheny for the repairs to Unit No.8295.