



Purchasing Department
 160 N. Main, Suite 900 (901) 222-2250
 Memphis, TN 38103 Fax: 901) 222-2064

RECORDED
 OFFICE OF THE CLERK
 2018 DEC -7 AM 10:43

Shelby County Tennessee

Lee Harris, Mayor

Memo

To: Honorable Lee Harris
 Shelby County Mayor

From: Janice A. Holmes, Administrator

Date: December 7, 2018

Re: Single Source – Lenco Armored Vehicles \$261,384.00

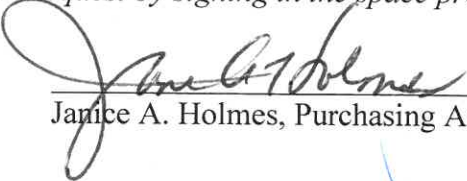
Shelby County Sheriff’s Office is seeking Single Source approval for the purchase of Lenco BearCat, a tactical response unit from Lenco Armored Vehicles, in the amount, of \$261,384.00.

On Monday, December 3, 2018 the Sheriff’s Office presented the justification and needs of their Department to warrant the purchase of a Lenco BearCat. The County Commission approved the grant from the Federal Emergency Management Agency for the Sheriff’s Office to purchase Port Security equipment.

Attached is a detailed quote (#16018A) from Lenco Armored Vehicles, Single Source justification outline and Purchasing Administrator approval memo.

Please approve (or disapprove) this Single Source request by signing in the space provided below:

DATE: Dec 7, 2018



 Janice A. Holmes, Purchasing Administrator

APPROVED: _____

APPROVED WITH CHANGES: _____

DISAPPROVED: _____

DATE: _____


 Lee Harris Mayor

Mayfield, Charlotte

From: Holmes, Janice
Sent: Tuesday, December 4, 2018 4:23 PM
To: Curtis, Shirley; Mayfield, Charlotte
Cc: Mack, Katy; Maxwell, Judson
Subject: Single Source Approval - \$261,384.00 - Lenco Armored Vehicles - Sheriff
Attachments: ScaNovaCopy18120415360.pdf; 16018A Shelby Co SO TN BC G2 2DR.PDF; ScaNovaCopy18120415480.pdf

Good afternoon,

This meets the Single Source criteria = the best source, per department parameters/needs = **Approved**.

Vendor:	Lenco Armored Vehicles
Amount:	\$261,384.00
Service:	To purchase a bearcat armored vehicle

Per Purchasing Policy, we will need the Mayor's approval and the approval of the Board of Commissioner's when \$50k or more. Charlotte will prepare a memo for the Mayor's signature. Upon receipt of the signed Mayor's memo, please prepare a resolution (in SIRE) and get on the Commission's agenda. You will need a signed resolution before Purchasing can process/sign your PO.

Please route to Purchasing your paper requisition, attaching this Purchasing approval email and your supporting documents, signed Mayor's memo, and finally, signed resolution.

As a reminder, please be sure that you confirm that the vendor is registered; has an active vendor number, and current EOC number (M/WBE, LOSB if applicable).

Thanks,

Janice A. Holmes, MSA, PHR, SHRM-CP
Administrator of Purchasing
160 North Main Suite 900
Memphis, TN 38103
(901)222-2252 – office (901) 222-2064 – fax
Janice.Holmes2@shelbycountytn.gov

From: Curtis, Shirley <Shirley.Curtis@shelby-sheriff.org>
Sent: Tuesday, December 4, 2018 4:01 PM
To: Holmes, Janice <Janice.Holmes2@shelbycountytn.gov>
Cc: Mack, Katy <Katy.Mack@shelby-sheriff.org>; Maxwell, Judson <Judson.Maxwell@shelby-sheriff.org>
Subject: Request for Single Source Approval - BearCat Armored Vehicle

Good afternoon Janice,

On Monday, December 3, 2018 the County Commission approved a grant from the Federal Emergency Management Agency for the Sheriff's Office to purchase Port Security Equipment. The Sheriff's Office is requesting a "Single Source" approval to purchase a Bearcat from Lenco Armored Vehicles. Lenco is the sole Source for the Lenco BearCat or equal as stated in their attached e-mail. Also, please see the attached Justification and comparison showing why the Lenco

BearCat best meets the needs of the SCSO (i.e. Warranty, Armor Thickness, Turning Radius, Brake Performance System Testing and Turrent Hatch Lifting System). Your "Single Source" approval to purchase the BearCat from Lenco Armored Vehicles in the amount of \$261,384.00 per attached quote is very much needed and will be appreciated.

Thanks.

Shirley Curtis, Purchasing Manager
Shelby County Sheriff's Office
201 Poplar Avenue – Room 9-16
Memphis, TN 38103
Office: (901) 222-5586



Protecting Our Nation's Defenders™

10 Betnr Industrial Drive – Pittsfield, MA 01201
PH (413) 443-7359 – FAX (413) 445-7865

Quotation 16018A

Quotation Date: December 4, 2018
Lenco Tax ID#: 04-2719777

Cust #: SHLTN Shelby County Sheriff's Office 999 Dovecrest Rd. Memphis, TN 38134	F.O.B.: Memphis, TN
	Ship Via: Common Carrier
	Payment Terms: Net 30 Days
	Estimated Completion: 52 weeks ARO (Est.)
Inspection & Acceptance: At Lenco's Facility, Pittsfield, MA	

Terms and Conditions: 1) Transfer of Vehicle Certificate of Origin to New Owner Done Upon Receipt of Payment in Full. 2) Lenco Does Not Collect Tax or Register Vehicles with DMV. 3) Cooperative Purchasing available under Lenco's GSA Contract# GS-07F-169DA (Schedule 84) or the 1122 Program. 4) Acceptance of this Quotation or entering into a purchase agreement with Lenco, the purchaser agrees to Lenco's full Terms and Conditions of Sale, available upon request.

Item:	Product #	Commercial	Net Price
Lenco BearCat (4WD, Rotating Hatch; Counter Balanced)	BC55003	\$209,255.79	\$198,793.00
V10 Gasoline Engine is Standard			
NIJ IV & Multi-hit .50 CAL BMG Armor Protection			
Options:			
22.5" Tire and Wheel Upgrade (G2 only)	BCTWU	9,263.16	8,800.00
Radiation Detection Package	BCRAD	5,289.47	5,025.00
Explosive Gas Detection System	BCDRG	5,289.47	5,025.00
Back up Camera System with Monitor	BCBU	2,417.89	2,297.00
Intercom System; (For Monitoring Outside Ambient Noise)	BCINT	3,022.11	2,871.00
AC-DC Power Inverter 2,000 Watt with Battery Charge Feature	BCINV2000	5,728.42	5,442.00
Rear A/C-Heating System: Auxiliary High Capacity (Ceiling Mounted)	BCHAC	3,128.42	2,972.00
Rear A/C High Capacity Upgrade (requires BCHAC adds evaporator and compressor)	BCHACUP	4,029.47	3,828.00
Hydraulic Ram Upgrade wFront Mounted Receiver with Ram Post and Plate	BCHYDRAM	13,135.79	12,479.00
Rear Tow Hitch Receiver	BCRTOWR	1,057.89	1,005.00
Electric Power Winch (Bumper or Modular)	BCWNCH	5,940.00	5,643.00
Roof Mounted Remote Control Spot Light LED (1)	BCSLED	1,477.89	1,404.00
Net Savings		\$13,451.77	\$255,584.00
		Shipping and Handling, FOB Memphis, TN	\$5,800.00
		Total Cost of (1) Lenco BearCat FOB Memphis, TN	\$261,384.00

Specifications Subject to Change **PROPRIETARY**

WARNING: Information Subject to Export Control Laws
The technical data in this document is restricted by the Arms Export Control Act (Title 22, U.S.C., Sec 2751, et seq.) or the Export Administration Act of 1979, as amended, Title 50, U.S.C., App. 2401 et seq. and which may not be exported, released or disclosed to non-U.S. persons (i.e. persons who are not U.S. citizens or lawful permanent residents ["green card" holders]) inside or outside the United States, without first obtaining an export license. Violations of these export laws are subject to severe civil, criminal and administrative penalties.
THE WRITTEN APPROVAL OF THE DIRECTORATE OF US DEFENSE TRADE CONTROLS AND LENCO INDUSTRIES, INC. MUST BE OBTAINED BEFORE RESELLING, TRANSFERRING, TRANSSHIPPING, OR DISPOSING OF A DEFENSE ARTICLE TO ANY END USER, END USE OR DESTINATION OTHER THAN AS STATED ON THIS LENCO QUOTE OR THE SHIPPER'S EXPORT DECLARATION IN CASES WHERE AN EXEMPTION IS CLAIMED UNDER THIS SUBCHAPTER 123.9(A).

WE ARE PLEASED TO SUBMIT THE ABOVE QUOTATION FOR YOUR CONSIDERATION. SHOULD YOU PLACE AN ORDER, BE ASSURED IT WILL RECEIVE OUR PROMPT ATTENTION. THIS QUOTATION IS VALID FOR 30 DAYS. THEREAFTER, IT IS SUBJECT TO CHANGE WITHOUT NOTICE.

ACCEPTANCE OF PROPOSAL – The above prices are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

LENCO INDUSTRIES, INC.

Authorized Signature: _____ Authorized Signature: *James J. Massery*
Please sign and return James J. Massery

Thank You

Single Source Justification: Lenco Armored Vehicles

The Shelby County Sheriff's Office (SCSO) is requesting a single source justification for Lenco Armored Vehicles (LENCO) so that a BearCat can be purchased.

- 1.) Vehicle Warranty.** LENCO offers a 3 year, 36,000 mile warranty. As an agency with a large fleet, a long warranty is critical because it not only offers a potential cost savings should the warranty need to be used, it always the SCSO time to re-allocate funds for maintenance and upkeep to accommodate the increase to the overall fleet.

One other vendor, The Armored Group BATT, also offers 3 year, 36,000 mile warranty. A third vendor, IAG Sentinel, only offers a 2 year, 20,000 mile warranty.

- 2.) Armor Warranty.** LENCO is the only vendor to offer a 3 year warranty. The armor is the most important component of an armored vehicle; it is what protects officers when they are entering or evacuating citizens in a high-risk situation that could consist of multiple high-powered weapons or possibly explosives.

The second vendor, IAG Sentinel, offers a 2 year, 20,000 mile warranty. The last final vendor, The Armored Group BATT only offers a 2 year warranty.

- 3.) Armor Thickness.** LENCO exceeds the National Institute of Justice (NIJ) level IV testing standards by utilizing a single, solid sheet of .5" Mil Spec Steel for the walls, roof and floor of the vehicle. Per NIJ testing, the vehicle can withstand 10 repeated shots from a +50 caliber weapon (LENCO can also provide a 3rd party verification document). The single sheet of .5" mil spec steel is important because in a real world situation, it is quite probable that a single spot on the vehicle will be shot at multiple times, so the thickest steel on the exterior of the vehicle will provide the greatest protection to officers inside.

A second vendor, IAG Sentinel, exceeds the NIJ level IV/CEN B7 testing standards. *However*, IAG Sentinel's .5" Mil Spec Steel is composed of two ¼" thick pieces of steel (one exterior, one interior), that, when combined, offer a .5" steel armor design. This design can only withstand a single shot from a + 50 caliber weapon.

The third vendor, The Armored Group BATT, exceeds the NIJ level IV testing standards. *However*, The Armored Group BATT's .5" Mil Spec Steel is also composed of two ¼" thick pieces of steel (one exterior, one interior), that, when combined, offer a .5" steel armor design. This design can only withstand 3 shots from + 50 caliber weapon using Ball Ammunition.

In addition to decreasing the level of protection given to officers, the two piece armor design used by vendors two and three increases the number of vulnerable areas through the excessive use of seams, welds and overlaps which also makes these vehicles heavier.

- 4.) Turning Radius.** LENCO offers a 17.8 foot turning radius. Being able to turn the vehicle around in a city street with one quick revolution, without having to make a three point turn is critical in a tactical response.

Another vendor, IAG Sentinel, can only offer a 21.5 foot turning radius.
A third vendor, The Armored Group BATT, offers only a 21 foot turning radius.

- 5.) **Brake Performance System Testing.** Lenco brakes have undergone and passed U.S. Army Aberdeen Performance Testing at the Aberdeen Proving Grounds. Vehicle responsiveness in a tactical situation is paramount for both officer and citizen safety.

Two other vendors, IAG Sentinel and The Armored Group BATT, have not gone through any testing outside of their company standards.

- 6.) **Turret Hatch Lifting System.** Lenco's turret hatch is built using a counter balanced lifting system. Counterbalance is a torsion spring system specifically designed to take the effort out of lifting and supporting, in this case, a turret hatch. The torsion spring counteracts the weight of the hatch to provide precise balance and easy user control which increases officer safety.

A second vendor, The Armored Group BATT, also uses a counter balanced lifting system.

The last vendor, IAG Sentinel, uses gas powered shocks. Gas rods resist closure up until the 50% aperture, then completely release all pressure, commonly causing head and/or facial injuries.

Curtis, Shirley

From: Maxwell, Judson
Sent: Tuesday, December 04, 2018 1:59 PM
To: Curtis, Shirley
Cc: Mack, Katy
Subject: Fwd: Shelby County SO TN 16018A G2 2 DR
Attachments: image001.jpg; ATT00001.htm; 16018A Shelby Co SO TN BC G2 2DR.pdf; ATT00002.htm

Updated quote

Judson Maxwell-Sergeant
Shelby County Sheriff's Office
Bomb Squad Commander
S.W.A.T. Team Asst. Commander
Cell [REDACTED]
Office 901-222-6692

Sent from my iPhone. Please excuse any typos.

Begin forwarded message:

From: Jim Massery <jmassery@lencoarmor.com>
Date: December 4, 2018 at 1:19:44 PM CST
To: "Maxwell, Judson" <Judson.Maxwell@shelby-sheriff.org>
Subject: Shelby County SO TN 16018A G2 2 DR

Judson,

Here's your official Lenco BearCat quotation.

We're excited about the prospect of building you a new tactical response unit.

I promise the vehicle will exceed expectations.

All we need is a Purchase Order on Agency Letter Head referencing Quote Number 16018A and the Dollar Value of the Quote.

Upon receipt of an approved P.O. your Truck will be added to our Build Schedule.

NO DEPOSIT required and payment **NOT** due until **AFTER** inspection and acceptance.

Your vehicle will include the following courtesy items.

- (1) Roof Mounted Remote Control Spot Light LED (\$1,404)
- Gun Port Upgrade to 7" vertical (6) (\$912)
- Radio Prep Pkg. (\$502)
- Seat Belts on Rear Bench Seats (\$1,244)
- Electric Power Heated Mirrors (\$1,508)
- LED Head Light Upgrade (\$1,800)

Value of courtesy items: \$7,370.00

Give me a call if you have questions.

Thank you again for this opportunity to assist.

NOTE: Price adjustments for this vehicle offered through GSA Schedule 84 Cooperative Purchasing Agreement—or--your State's 1122 Counter Drug Procurement Program.

NOTE: Lenco Armored Vehicles is the Sole Source for the Lenco BearCat or equal; a notarized sworn affidavit is available upon request.

Jim Massery
Government Sales Manager