

RESOLUTION NO. \_\_\_\_\_

**A RESOLUTION WAIVING FORMAL BIDDING REQUIREMENTS AND AUTHORIZING PAYMENT TO Lenco INDUSTRIES, INC. FOR A Lenco BEARCAT FOR THE NORTH LITTLE ROCK POLICE DEPARTMENT; AND FOR OTHER PURPOSES.**

WHEREAS, Ark. Code Ann. § 14-58-303 requires City purchases exceeding the amount of \$35,000 to follow statutory procedures of local advertisement and opening of sealed bids which may only be waived in exceptional situations where bidding is deemed not feasible or practical; and

WHEREAS, the North Little Rock Police Department (NLRPD) has one Lenco BearCat (“BearCat”), an armored vehicle often used by the SWAT team in high-risk situations, such as suspect surrender and search warrant issuance on behalf of multiple agencies including the DEA and Attorney General’s Office; and

WHEREAS, after the March 2023 tornado, the BearCat was an invaluable asset to immediately clear roadways to the most damaged areas; and

WHEREAS, the BearCat only seats half of the SWAT team, and NLRPD wishes to purchase another BearCat in order to provide the remainder of the team armored protection during critical incidents; and

WHEREAS, Lenco Industries, Inc., 10 Betnr Industrial Drive, Pittsfield, Massachusetts 01201, is a sole source provider of Lenco BearCats (see Sole Source letters attached hereto as Exhibit A.)

WHEREAS, the cost of the BearCat is Three Hundred Ninety Two Thousand Six Hundred Forty Nine and 00/100 Dollars (\$392,649.00) (see Quote attached hereto as Exhibit B.)

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF NORTH LITTLE ROCK, ARKANSAS:

SECTION 1: That formal bidding is hereby waived in connection with the purchase of the Lenco BearCat from Lenco Industries, Inc. for a total amount of Three Hundred Ninety Two Thousand Six Hundred Forty Nine and 00/100 Dollars (\$392,649.00).

SECTION 2: That the cost of the BearCat shall be paid from the 2024 Police Department Budget.

SECTION 3: That the provisions of this Resolution are hereby declared to be severable, and if any section, phrase or provision shall be declared or held invalid, such invalidity shall not affect the remainder of the sections, phrases or provisions.

SECTION 4: That this Resolution shall be in full force and effect from and after its passage and approval.

PASSED:

\_\_\_\_\_

APPROVED:

\_\_\_\_\_  
Mayor Terry C. Hartwick

SPONSOR:

TERRY C. Hartwick  
Mayor Terry C. Hartwick *3 AT*

ATTEST:

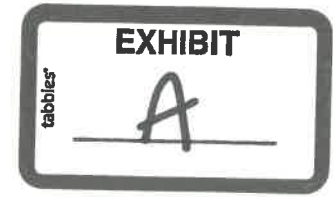
\_\_\_\_\_  
Diane Whitbey, City Clerk

APPROVED AS TO FORM:

*Amy Beckman Fields*  
Amy Beckman Fields, City Attorney

PREPARED BY THE OFFICE OF THE CITY ATTORNEY/kt

FILED <u>10:43</u> A.M. _____ P.M.
By <u><i>A. Fields, City Atty</i></u>
DATE <u><i>2/20/11</i></u>
<b>Diane Whitbey, City Clerk and Collector</b> <b>North Little Rock, Arkansas</b>
RECEIVED BY <u><i>B. Toy</i></u>



**SOLE SOURCE LETTER**

Lenco Industries, Inc.  
10 Betnr Industrial Drive  
Pittsfield, MA, 01201  
E-mail: [Contracting@LencoArmor.com](mailto:Contracting@LencoArmor.com)  
Phone: 413-443-7359

**DATE:** April 20, 2023

**RE:** Sole Source Letter for the Lenco BearCat

To Whom It May Concern:

This letter confirms that Lenco Industries Inc. (d/b/a Lenco Armored Vehicles), as designer and manufacturer, is the **Sole Source** provider of the following products in the United States and internationally:

- **Lenco BEAR®**
- **Lenco BearCat®**
- **Lenco BombCat®**
- **Lenco MedCat™**
- **Lenco FireCat™**

Additionally, these Lenco products, their specifications, manufacturing techniques and marketing materials are proprietary and are protected by copyrights, trademarks, service marks, patents, nondisclosure agreements, noncompete agreements and exclusive supply agreements; in whole or in part.

There are no other items or products available that offer identical functionality or performance characteristics, and Lenco determines the prices for the above-named products to be fair and reasonable because of pre-competed federal and state supply schedules controlled by exclusive distribution.

Federal Acquisition Regulation (FAR) Part 6.302-1 – “Only one responsible source and no other supplies or services will satisfy agency requirements” is the statutory authority permitting this Sole Source government procurement.

Further, the Code of Federal Regulations (CFR) Title 2, Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards establishes government-wide requirements for federal grants and cooperative agreements. Under the Uniform Guidance, a non-Federal entity that receives a federal award must “provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States.” *See* 2 C.F.R. § 200.322. If the non-Federal entity fails to do so, the federal awarding agency or pass-through entity may sanction a non-compliant recipient of funds.

In summary, Lenco Armored Vehicles, based in the United States, is the only manufacturer or authorized dealer of the Lenco BearCat, its variants or its equivalent.

**Designer and Manufacturer of Tactical Armored Security Vehicles**

10 Betnr Industrial Drive · Pittsfield, MA 01201 · Tel (413) 443-7359 · Fax (413) 445-7865  
[www.LencoArmor.com](http://www.LencoArmor.com) · e-mail: [Info@LencoArmor.com](mailto:Info@LencoArmor.com)



Protecting Our Nation's Defenders™

#### SOLE SOURCE SPECIFICATIONS

Lenco Industries, Inc.  
10 Betnr Industrial Drive  
Pittsfield, MA, 01201  
E-mail: [Contracting@LencoArmor.com](mailto:Contracting@LencoArmor.com)  
Phone: 413-443-7359

**DATE:** April 20, 2023

**RE:** Sole Source Specifications for the Lenco BearCat

#### Lenco BearCat Key Features, Testing and Certifications

##### Armor Protection

- Armor Panels constructed of Certified Mil-Spec Steel
- Vertical Armor Panels are .50 inch thick, one-piece solid construction from the front of the vehicle to the rear of the vehicle
- Gunports and all surrounding armor protection, including backup armor, is .50 inch thick.
- Proprietary welding technique utilized in sidewall, floor and roof construction
- Armored hood, radiator protection, fuel tank, exterior lighting armor backup, inner fender armor, door and window pocket armor backup
- Department of the Army, U.S. Army Aberdeen Test Center – Ballistic Certification for armor plate used in **every** BearCat manufactured
- Independent Third-Party Testing to the following threats / ballistic standards: EN 1063 BR7, NIJ IV, STANAG 4569 Level 2, .50 CAL M2 Multi-Hit, .50 CAL M33 Multi-Hit, DM51x2 Hand Grenades, DM31 Anti-Personnel Mine, M67x2 Hand Grenades, 20mm FSP, V50 (BL) P Ballistic Test

##### Mobility & Automotive Safety

- 126" – 131.5" Wheelbase
- Custom-tuned suspension, including shocks, springs, bump stops, front and rear sway bars, track bar and radius arms
- Proprietary OEM Frame-to-Body construction
- Department of the Army, U.S. Army Aberdeen Test Center, Aberdeen Proving Grounds – Automotive Performance Testing to the following standards:
  - Test Operating Procedures (TOP)
  - North Atlantic Treating Organization (NATO) Reference Mobility Model (NRMM)

#### Designer and Manufacturer of Tactical Armored Security Vehicles

10 Betnr Industrial Drive · Pittsfield, MA 01201 · Tel (413) 443-7359 · Fax (413) 445-7865

[www.LencoArmor.com](http://www.LencoArmor.com) · e-mail: [Info@LencoArmor.com](mailto:Info@LencoArmor.com)

- NATO Allied Vehicle Testing Publication (AVTP)
- Society of Automotive Engineers (SAE)
- Human Factors Integration - Safety Assessment Review (SAR)
  - Fort Knox, KY
  - Fort Belvoir, VA
- National Highway Transportation Safety Administration (NHTSA), Office of Vehicle Safety Compliance (OVSC), Federal Motor Vehicle Safety Standards (FMVSS) Compliance Testing
  - Center of Gravity Test
  - FMVSS 105 – Hydraulic Brake Test
  - FMVSS 206 – Door Locks and Door Retention Test
  - FMVSS 207 – Seating Systems
  - FMVSS 210 – Seat Belt Anchorages
  - FMVSS 302 – Flammability of Interior Components
- National Tactical Officers Association (NTOA), Member Tested and Recommended Certification
  - 2003 Certification
  - 2020 Re-Certification
- U.S. Air Force Air Transportability Test Loading Activity (ATTLA) – Air Transportation Certification
  - Lockheed C-5 Galaxy
  - Boeing C-17 Globemaster III
  - Lockheed C-130 Hercules

### **Tactical Features**

- Patented, zero gravity counter balanced & rotating roof hatch system
- Height-adjustable gunner stand with removable / serviceable design - *US Patent No. 11,561,060 B1*, granted to Lenco on 01/24/2023
- Automatic Door Lock-Out (side doors) with single tap release
- Welded Running Boards rated to hold 3,000 lbs. at each side & 2,500 lbs. on rear
- Occupant situational awareness
- 390 square feet of interior space
- 2-Piece Bumper-integrated hydraulic entry bars with attachments for Audio / Video, Chemical Deployment, and Water Deployment
- Roof Mounted Water Nozzle with internal joystick controls
- Bumper Mounted Water Nozzle with internal joystick controls
- Vehicle-Integrated On-Board SCBA System
- Tactical EMS interior layout, workstation, medical cabinet, oxygen storage and trauma lighting
- 68 Gallon Single Fuel Cell
- 40" Water Fording Package with Independent 3<sup>rd</sup> Party Testing

### **Service, Reliability & Interoperability**

- Commercial Chassis common to government fleet
- Commercial Chassis Warranty and Service history at nearly 130 Authorized Ford Service Centers across the United States

### **Designer and Manufacturer of Tactical Armored Security Vehicles**

10 Betnr Industrial Drive · Pittsfield, MA 01201 · Tel (413) 443-7359 · Fax (413) 445-7865

[www.LencoArmor.com](http://www.LencoArmor.com) · e-mail: [Info@LencoArmor.com](mailto:Info@LencoArmor.com)

- Ford OEM Warranty
- 3 Year Lenco Warranty
- Operational and Support Cost: Average cost of \$558 USD per 10,000 miles of operation
- Reliability, Availability and Maintainability (RAM): 24,906 mean miles between repair, 1.3 hours mean time to repair and 98% operational readiness
- Interoperability with hundreds of federal, state and local law enforcement agencies across the United States; reduces training cost and limits response time in joint operations
- Lenco Refurbishment Program – (4) individual ‘Schedules’ of refurbishment work that address Ford chassis components, Lenco components, paint and upgrades.
- Lenco Trade-In Program – End-of-Life vehicles can be traded-in to Lenco for value against the acquisition of a new or used model vehicle.

**Designer and Manufacturer of Tactical Armored Security Vehicles**

10 Betnr Industrial Drive · Pittsfield, MA 01201 · Tel (413) 443-7359 · Fax (413) 445-7865

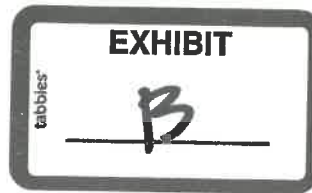
[www.LencoArmor.com](http://www.LencoArmor.com) · e-mail: [Info@LencoArmor.com](mailto:Info@LencoArmor.com)



Protecting Our Nation's Defenders™

10 Betnr Industrial Drive - Pittsfield, MA 01201

PH: 413-443-7359 - FAX: 413-445-7865



## Quotation 101997

Customer Code: NOLAR

Quotation Date: 01/24/24

Lenco Tax ID#: 04-2719777

Page #: 1 of 2

<b>Bill To</b>
North Little Rock Police Department 200 Pershing Blvd North Little Rock, AR 72114 USA

<b>Ship To</b>
Customer Pick-Up 10 Betnr Industrial Dr Pittsfield, MA 01201 USA

<b>Payment Terms</b>	<b>Shipping Terms</b>	<b>Ship Via</b>
Payment Upon Pick-Up	FOB: Origin	Customer Pickup
<b>Estimated Completion</b>	<b>Lenco Contact</b>	<b>Inspection &amp; Acceptance</b>
14+ months ARO (Est.)	Daniel Besemer	At Lenco's Facility, Pittsfield, MA

Item:	Product #	Qty	Unit Price	Total
Vehicle configuration	3374			
Lenco BearCat	BC55003-BASE	1	\$228,803.00	\$228,803.00
Options:				
LED All Blue	LED_BLUE	1		
Lusterless Urban Green	LUSTERLESS_URBAN_GREEN	1		
Diesel Engine, 6.7L Turbo	BCDLEN	1	\$9,995.00	\$9,995.00
BearCat G3 4-Wheel Off-Road Upgrade Pkg w/Run-Flats	BC3WOFFRD	1	\$38,454.00	\$38,454.00
4-Door Configuration	BC4DR	1	\$9,823.00	\$9,823.00
(1) 7" Vertical GunPort Upgrade	BCGP7	8	\$228.00	\$1,824.00
Electric Power Mirrors	BCMIR	1	\$1,508.00	\$1,508.00
360 Camera System	BC360DEG	1	\$4,422.00	\$4,422.00
Radio Prep Package, (1) Max (2)	BCINSRA	1	\$502.00	\$502.00
Rear A/C - Heating Systems: High Capacity Upgrade	BCHACUP	1	\$7,182.00	\$7,182.00
Hydraulic Ram Upgrade w/Front Mounted Receiver with Ram Post and Plate	BCHYDRAM	1	\$14,975.00	\$14,975.00
Draco Prep Package	BCDRACOPREP	1	\$1,896.00	\$1,896.00
VSP Style Low Profile & Scene Lighting Pkg	BCVSPL	1	\$6,102.00	\$6,102.00
Roof Mounted Remote Control Spot Light - LED	BCSLLED	2	\$1,404.00	\$2,808.00
IR Remote Control Spot Light	BCSLIR	1	\$1,805.00	\$1,805.00
High Intensity Driving Lights in Front Bumper	BCHIDL	1	\$1,340.00	\$1,340.00
Police Cupola w/Glass & Barn Doors	BCPCUPOLA	1	\$31,585.00	\$31,585.00
Rear Tow Hitch Receiver w/ Winch Power	BCRTOWRWP	1	\$1,886.00	\$1,886.00
Armored Oil Pan Guard	BCAOPG	1	\$1,936.00	\$1,936.00
Front Skid Pan	BCFSP	1	\$1,713.00	\$1,713.00
DEF Tank Guard - Diesel Engine Only	BCDEFG	1	\$1,536.00	\$1,536.00
Interior Crew Compartment Exhaust Fan	BCICEF	1	\$2,376.00	\$2,376.00
Intercom System Inside to Outside	BCINT	1	\$2,871.00	\$2,871.00
Weapon Mount	BCWMT	6	\$300.00	\$1,800.00
LRAD Wiring Kit (For Internal controls)	BCLWP	1	\$7,100.00	\$7,100.00
Bedrock Paint	BCPJ	1	\$4,363.00	\$4,363.00
Extreme Heat Reducing Insulation & Sound Reduction Pkg	BCEXHT	1	\$4,044.00	\$4,044.00
<b>Configuration Subtotal:</b>				<b>\$392,649.00</b>
Lenco BearCat	NEWCONFIG	1	\$392,649.00	\$392,649.00
<b>Net Total</b>				<b>\$392,649.00</b>



Protecting Our Nation's Defenders™

10 Betnr Industrial Drive - Pittsfield, MA 01201

PH: 413-443-7359 - FAX: 413-445-7865

### Quotation 101997

Customer Code: NOLAR

Quotation Date: 01/24/24

Lenco Tax ID#: 04-2719777

Page #: 2 of 2

**Notes:**

**WARNING: Information Subject to Export Control Laws**

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 ITAR 123.9(A).

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. This quote will be valid for 60 days.

**ACCEPTANCE OF PROPOSAL**

**Authorized**

**Signature:** \_\_\_\_\_

**Please sign and return**

**Authorized**

**Signature:** Daniel Besemer

**Daniel Besemer**

*Thank you*