



City Council

Agenda Item

Subject: Authorization for the City Manager to sign a purchase order agreement with Lenco to build the armored car that is in the 2025 Police budget.

Meeting: City Council - Jan 16 2024

From: Amanda Mack, City Manager

SUGGESTED MOTION:

I move to approve the authorization for the City Manager to sign a purchase order agreement with Lenco to build the armored car that is in the 2025 Police budget.

STAFF REFERENCE(S):

Tim Toomey

ATTACHMENT(S):

[Armored Car](#)



Protecting Our Nation's Defenders™

10 Betnr Industrial Drive - Pittsfield, MA 01201

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

Quotation 101575

Customer Code: WALSD

Quotation Date: 11/30/23

Lenco Tax ID#: 04-2719777

Page #: 1 of 1

Bill To

Watertown Police Department
128 Maple St N
Watertown, SD 57201 USA

Ship To

Customer Pick-Up
10 Betnr Industrial Dr
Pittsfield, MA 01201 USA

Payment Terms	Shipping Terms	Ship Via
Payment Upon Pick-Up	FOB: Origin	Customer Pickup
Estimated Completion	Lenco Contact	Inspection & Acceptance
12+ months ARO (Est.)	Jim Massery	At Lenco's Facility, Pittsfield, MA

Item:	Product #	Qty	Unit Price	Total
Vehicle configuration	3064			
Lenco BearCat	BC55003-BASE	1	\$228,803.00	\$228,803.00
Options:				
LED Red and Blue	LED_RED_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
Back up Camera System with Monitor	BCBU	1	\$2,297.00	\$2,297.00
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
Gas Injector Unit	BCGIU	1	\$14,552.00	\$14,552.00
Roof Mounted Remote Control Spot Light - LED	BCSLLED	2	\$1,404.00	\$2,808.00
AC-DC Power Inverter w/ Auto Eject	BCINV2000	1	\$6,387.00	\$6,387.00
(2) Rear Area Electric Fans	BC2RELFAN	1	\$300.00	\$300.00
Interior Rubber Mats	BCRMF	1	\$455.00	\$455.00
Trauma Lighting (6) Overhead Dome White w/Hi/Low/Red	BCLTMED	1	\$4,996.00	\$4,996.00
In Line Diesel Fuel Heater	BCDFH	1	\$1,500.00	\$1,500.00
Large Capacity Fuel Cell (68 gallons)	BC68GFT	1	\$4,612.00	\$4,612.00
Height Adjustable Front Seat	BCHEIGHTSEAT	1	\$1,433.00	\$1,433.00
Configuration Subtotal:				\$352,406.00
Lenco BearCat	NEWCONFIG	1	\$352,406.00	\$352,406.00
Net Total				\$352,406.00

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 90 days.

ACCEPTANCE OF PROPOSAL

Authorized

Signature: _____
Please sign and return

Authorized

Signature: James Massery
Jim Massery

Thank you



Protecting Our Nation's Defenders™

SOLE SOURCE LETTER

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

DATE: October 16, 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 · e-mail: Info@LencoArmor.com



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SOLE SOURCE SPECIFICATIONS

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

DATE: October 16, 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 Treaty Organization (NATO) Reference Mobility Model (NRMM)

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- 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 3rd 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

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- 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.

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BEARCAT G3

OFF-ROAD TACTICAL APC

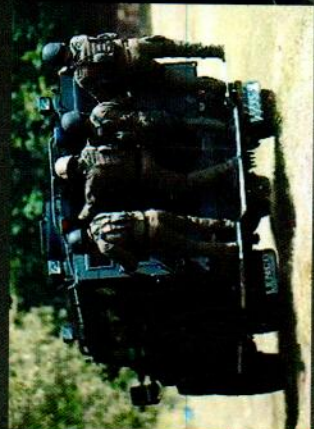
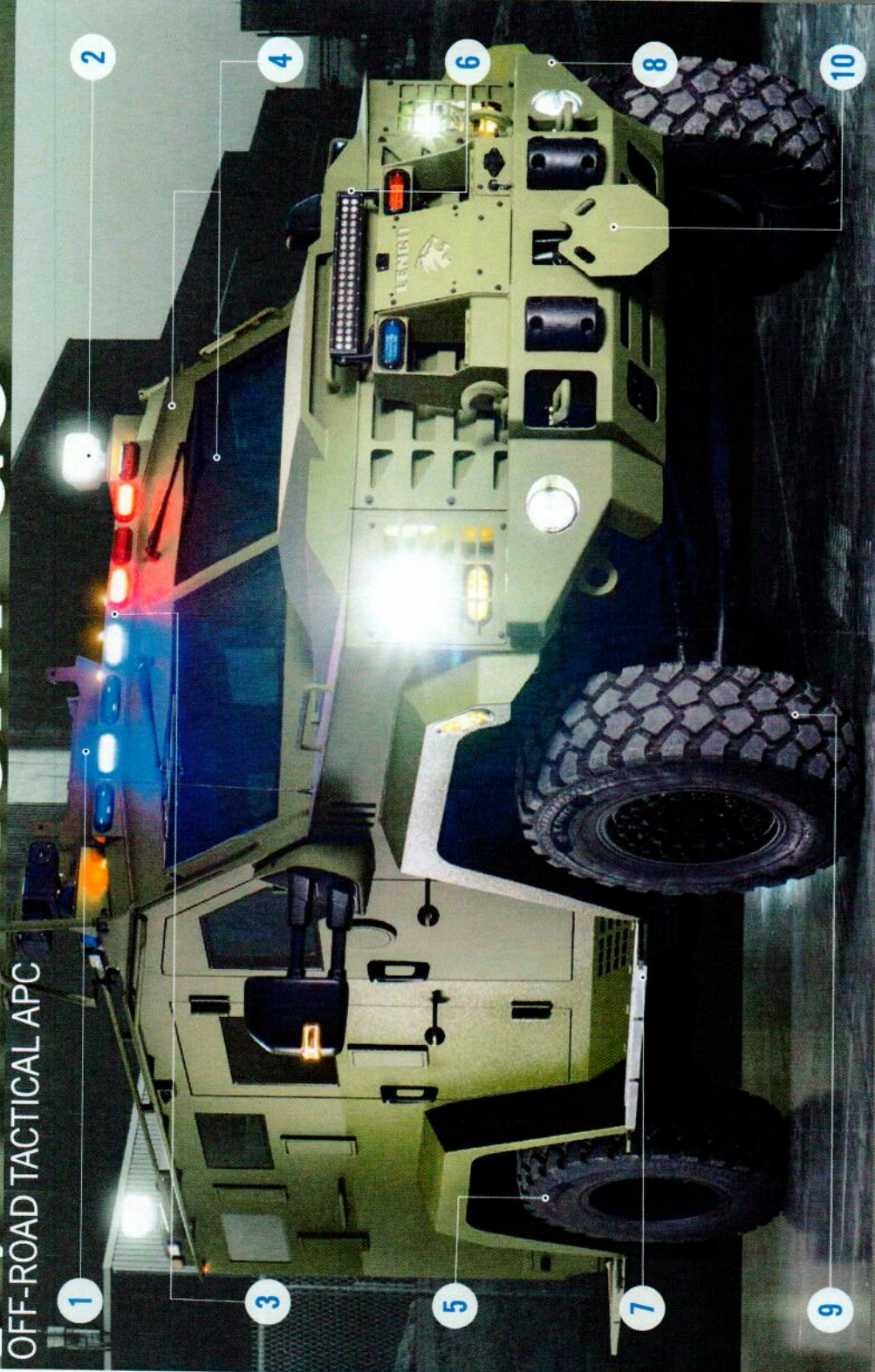
LENCO
ARMORED ★ VEHICLES

EXTERIOR FEATURES

- 1 Rotating Roof Hatch
- 2 LED Spot Lights*
- 3 Integrated Visor Lights*
- 4 .50 cal/NIJ IV Armor Protection
- 5 4WD Shift on the Fly
- 6 LED Take Down Light*
- 7 Wrap-Around Running Boards
- 8 Intercom (Inside to Out)*
- 9 Off-Road Tire Package
• w/ Run Flats
- 10 Hydraulic Ram *

FORD WARRANTY

Safety Restraint & Powertrain: 5 Years / 60,000 Miles
Bumper-to-Bumper: 3 Years / 36,000 Miles
Diesel Engine (Optional): 5 Years / 100,000 Miles
Lenco U.S. 3 Year Warranty Unlimited Mile

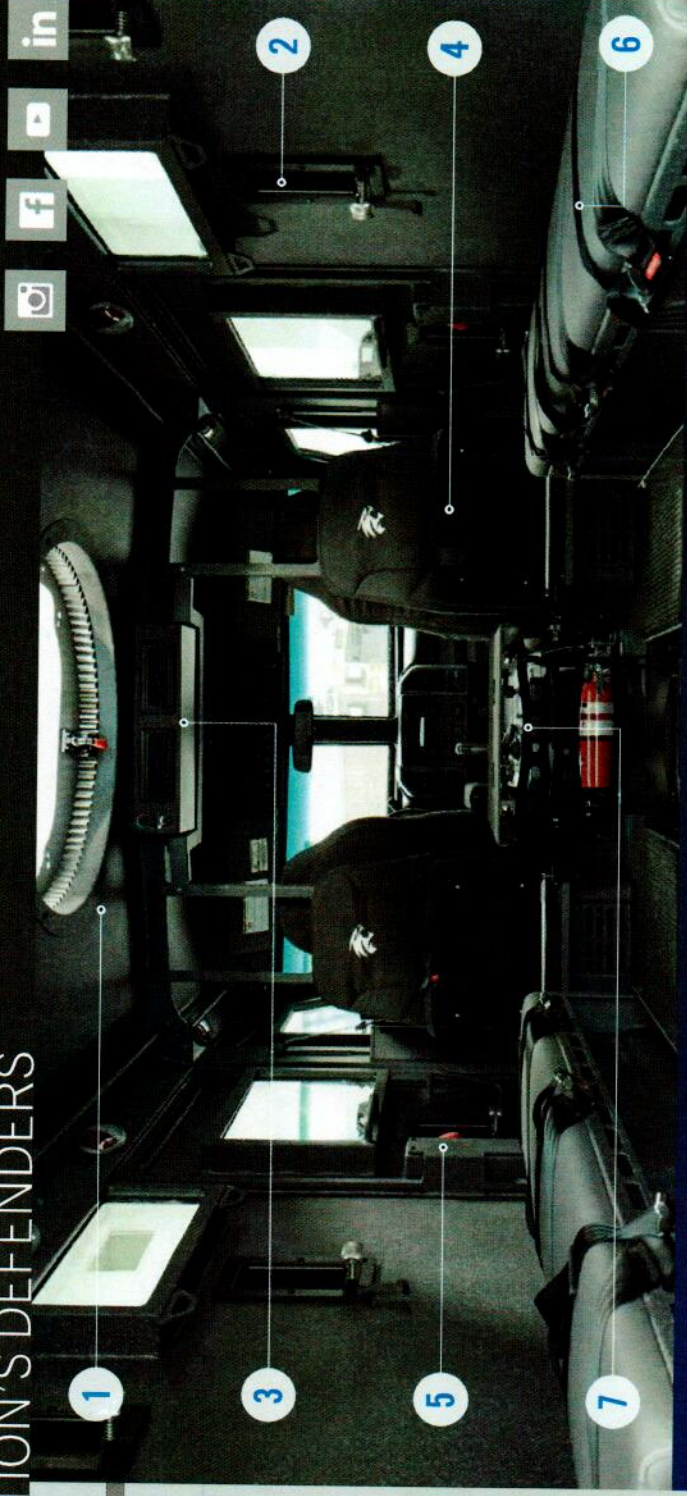


*optional equipment shown

PROTECTING OUR NATION'S DEFENDERS

INTERIOR FEATURES

- 1 Rotating Roof Hatch
 - Lockable Positions
- 2 Lockable Gunports
- 3 Rear A/C & Heat*
- 4 Rear Facing Flip Down Seats*
- 5 Battle Bolts
- 6 Bench Seating w/ Storage
- 7 Height Adjustable Gunner Stand
- 8 4-Panel Center Console w/ PA
- 9 Header Panel*
- 10 Red / White Interior Lighting



LENCO BEARCAT G3 FEATURES

POWERTRAIN (4x4)

7.3L V8 Gas	6.7L V8 Turbo Diesel (optional)
• 350 HP	• 330 HP
• 468 ft-lb Torque	• 825 ft-lb Torque
TorqShift 10 Speed Auto-Transmission w/ OD	
397-amp Dual Alternators	
(2) 750-CCA / 78 amp-hr 12V Batteries	

PERFORMANCE DATA

Fuel Capacity Upgrade - 68 gallons
Approach Angle: 45 Degrees
Ground Clearance: 11.5"
Side Slope: 38 Degrees
Gradient: > 60 Percent

PERFORMANCE DATA (cont.)

Forcing Depth: 30"
Speed: 75 MPH w/ bursts to 90 MPH
Turning Radius - 21 ft

BALLISTIC DEFEAT

Body & Glass - NIJ IV / .50 CAL BMG
Floor & Fuel Tank - Armored to Blast
Rotating Roof Hatch
Gunports: Sides; Rear; Hatch

TIRE & WHEELS

Std. - 335 / 80R20 Tires / 3 Piece Wheel
Runflats - Hutchison: VFI / CMRF

POWER

HVAC: Front Air Conditioning & Heating
(Optional) Dual - Front & Rear A/C & Heat
Strobe Lights (2) Front & (2) Rear
Interior Lights: (8) White / Red Lenses
Siren / PA System: Multi-Tone - 200 Watt Speaker
(Optional) AC / DC Power Inverter

INTERIOR

Seating - 2 Front / 8 - 12 Rear on Benches
Gear Storage Under Seats & Tie-offs
Height Adjustable Gunner Stand
4-Panel Center Console w/ PA
Insulation: Full Ceiling w/ Headliner

*optional equipment shown

DIMENSIONS (Inches)

Length: 259.75
Width: 101.75
Height: 111 / 123 Turret
Wheel Base: 131

OPTIONAL FEATURES

Winch	HD Ram Devices
CBRNE	Thermal Camera
4-Doors	Intercom System
RAM Camera	
Riot Control	
LRAD System	
Gas Injection	