



SOLE SOURCE LETTER – VALDOSTA POLICE DEPARTMENT

Lenco Industries, Inc.
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DATE: June 19, 2026

RE: Sole Source Letter for the Lenco BearCat® G3 Core

TO: Teresa Davis, Purchasing Agent – Finance Department:

This letter confirms that Lenco Industries, Inc. (d/b/a Lenco Armored Vehicles), as designer and manufacturer, is the **Sole Source** provider in the United States and internationally of the **Lenco BearCat® G3 Core** vehicle which includes many Lenco proprietary options. These options include but are not limited to: 4-Wheel Off-Road Upgrade Package with Run-Flat tires, Rear A/C – Heating System High Capacity Upgrade, and Hydraulic Front Mounted Receiver with Ram Post and Plate. Additionally, other Lenco proprietary options included on your quote such as the Break and Rake, Door Pivoting Ram Head, and Police Cupola w/ Glass & Barn Doors are options that Lenco is the **Sole Source** provider of as products available from another source may not meet Lenco's original specifications or fit properly.

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 product 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.

Designer and Manufacturer of Tactical Armored Security Vehicles

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Further, the Code of Federal Regulations (CFR) Title 2, Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards establish 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.

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