



The Trane Company
Kansas City District
8014 Flint St
Lenexa KS 66214

Chris Smith
Account Executive
913 307 8623 phone
913 599 4669 fax

May 22, 2006

Tammy Shaw
Lee's Summit Police Department
10 N.E. Tudor Road
Lee's Summit, Missouri 64086

RE: Sole Source Justification

Tammy,

We are pleased to present the following justification regarding the importance of a sole source provider.

There are many benefits to receiving service from a sole source provider. The first benefit is having factory direct access for trouble-shooting for equipment and building automation systems. Other servicing companies cannot directly call the plant engineers when experiencing difficulties with Trane HVAC systems. Only the manufacture has this capability.

Trane's technicians are also factory trained on the equipment and automation components. Competitors are not granted factory direct instruction on Trane systems.

Trane contract customers not only get priority response in emergency calls, they can receive consultation via the phone, as well as direct dial-up into their building automation system. This eliminates the need of a chargeable service call to the customer site. Not to mention the access to factory trained personnel correcting any and all problems.

Trane's software is licensed for the automation systems. No other company has the programming guide or capability to write sequencing for the Trane systems. This means one must obtain a license in order to use the automation software. Contract customers also have the benefit of having access to up-to-date revisions of the software, which keeps the system current.

In summary Trane is the only company that can provide their customers with this prospect. These benefits allow Trane to stand apart from all others. Thank you for the chance to provide this information. Trane appreciates the opportunity to continue to provide Lee's Summit Police Department with service over the years and hope to continue the relationship in the future.

Sincerely,

Chris Smith