

CITY OF GRAND JUNCTION
SOLE SOURCE JUSTIFICATION FORM

Date: 2/23/22 Requested By: Eric Mocko
Department: Public Works Division: Transportation Engineering
Vendor Name: Econolite Net Cost Delivered: \$ 133,873.01

Provide G/L Account where funds are budgeted: 201-360-610-340.8370
Project code, if applicable F0021

SOLE SOURCE JUSTIFICATION

(INITIAL ALL ENTRIES THAT APPLY)

Material/Service Description: Econolite Controllers, Cabinets, MMUs, Back Up Batteries, and associated components.

1. ☒ - The vendor is the original equipment supplier/manufacturer and there are no regional distributors;
2. ☐ - The product, equipment or service requested is clearly superior functionally to all other similar products, equipment or service available from another manufacturer or vendor;
3. ☒ - The over-riding consideration for purchase is compatibility or conformity with City-owned equipment in which non-conformance would require the expenditure of additional funds;
4. ☐ - No other equipment is available that shall meet the specialized needs of the department or perform the intended function;
5. ☒ - Detailed justification is available which establishes beyond doubt that the Vendor is the only source practicably available to provide the item or service required;
6. ☐ - Detailed justification is available which proves it is economically advantageous to use the product, equipment or service.

Attach Justification Memo and Pricing Documentation, then proceed with signatures below.
After Dept Head approval, forward to Purchasing.

Department Director Approval:

I recommend that competitive procurement be waived and that the service or material described herein be purchased as a sole source.

Signed: _____, _____
Department Head Signature Date

Purchasing Approval:

Based on the above and attached documents, I have determined this to be a sole source with no other vendor practicably available.

Signed: _____, _____
Purchasing Manager Signature Date

Final Authorization

City Manager Approval Required (\$25K to \$50K) yes / no

Signed: _____, _____
City Manager Signature Date

City Council Approval Required (over \$50K) yes / no

APPROVED BY CITY COUNCIL AT MARCH 2, 2022 MEETING.



Grand Junction City Council

Regular Session

Item #3.b.

Meeting Date: March 2, 2022

Presented By: Jay Valentine, General Services Director, Trenton Prall, Public Works Director

Department: Public Works - Streets

Submitted By: Trent Prall

Information

SUBJECT:

Purchase Traffic Signal Cabinets and Components

RECOMMENDATION:

Staff recommends the sole source purchase of traffic signal cabinets and components from Econolite for \$133,873.01.

EXECUTIVE SUMMARY:

The City has utilized Econolite controllers, cabinets, and transportation management system software exclusively for decades, and has experienced a high level of performance from their products and technical support staff. The compatibility and reliability of this equipment is critical to the traffic signal network and ultimately impacts the safety and flow of traffic throughout the City. This request is to purchase traffic cabinets and components from Econolite for \$133,873.01.

BACKGROUND OR DETAILED INFORMATION:

The primary justification for the sole source request to purchase Econolite products for our traffic signal system is based on compatibility with other existing City-owned equipment. The City has utilized Econolite products within its traffic signal network for decades, and has experienced a high level of performance from their products and technical support staff. As older equipment is replaced throughout the existing network, Econolite products have been utilized almost exclusively as an upgrade. Due to ever-improving technology, this equipment and associated components are quickly replaced within any given vendor's product line. Long-term support becomes difficult in this situation as previous versions quickly become obsolete, and ensuring that new and existing equipment is cross-compatible becomes absolutely critical to the system's

functionality. "Mixing" different brands of components has proven problematic within the industry, especially with regard to automated and remote control of the equipment. We do not consider mixing of signal control manufacturers to be a viable option for the City of Grand Junction. This purchase will include: TS2 Cabinets, Pole Mounted Cabinets, Backup Battery Systems, and the associated components for the replacement of existing equipment within the system. The replacements will occur both immediately and to replenish an inventory of these materials for emergency replacements.

Per Section 10.10 of the Purchasing Manual, all solicitation documents shall remain confidential until the Purchasing Division awards the contract.

FISCAL IMPACT:

Funding for this purchase is included in the 2022 Adopted Budget.

SUGGESTED MOTION:

I move to (authorize/not authorize) the City Purchasing Division to execute a purchase order with Econolite for the purchase of traffic signal cabinets and components for \$133,873.01.

Attachments

1. Sole Source Econolite Products Memo



Quotation

1/31/2022

To:	Tom Lanam Grand Junction, CO; City of 333 West Ave. BLDG D Grand Junction, CO 81505 USA	Quote Name: P65 Cabinet & Controllers Project Reference: Econolite Reference: Q-07377-Q3M2
-----	---	--

Item #	Part	Qty	Description	Tariff	Price per	Extended
1	CAB17752	4	TS2-1 PNG P65 BM 16 VERT CAB GRAND JUNCTION, CO IN/OUT BARE	\$93.65	\$11,395.00	\$45,580.00
2	COBS22100120 000	4	COBALT C-SERIES, TS1, NO RECEPTACLE NO DATAKEY, NO COMM CARD	\$25.21	\$2,200.00	\$8,800.00

SubTotal	\$54,380.00
Shipping & Handling*	
Taxes**	\$0.00
Tariffs**	\$475.44
TOTAL	\$54,855.44

Unless specifically requested or noted on this quotation, the product(s) quoted herein may or may not comply with any Buy America requirements.

Cabinet designs are considered final at time of order. Changes requested after date of order may result in additional fees and extended shipping lead times.

The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential and/or legally privileged material. Any review, retransmission, dissemination, or other use of, or taking of any action in reliance upon, this information by persons or entities other than the intended recipient is prohibited except as required by law.

Quote Valid For Days: 60

FOB: Econolite Factory

Terms: NET30

*Ship Terms: PPD

**Taxes and Tariffs Estimated (if included)

Tracy Brookham

Tracy Brookham, Account Manager

Mobile: +1 7192162493

TBrookham@econolite.com

Shipping Date: To be determined at time of receipt of order

5755 Mark Dabling Blvd., Ste. 300 Colorado Springs, CO 80919

econolite.com/feedback



Quotation

1/31/2022

To:	Tom Lanam Grand Junction, CO; City of 333 West Ave. BLDG D Grand Junction, CO 81505 USA	Quote Name: Pole Mount "M" Cabinets Project Reference: Econolite Reference: Q-07376-R7M7
-----	---	--

Item #	Part	Qty	Description	Tariff	Price per	Extended
1	CAB18588	2	TS2-1 PNG M49 PM 8 POLE MOUNT CAB	\$35.45	\$9,500.00	\$19,000.00
2	COBS22100120000	2	COBALT C-SERIES, TS1, NO RECEPTACLE NO DATAKEY, NO COMM CARD	\$25.21	\$2,200.00	\$4,400.00

SubTotal	\$23,400.00
Shipping & Handling*	
Taxes**	\$0.00
Tariffs**	\$121.32
TOTAL	\$23,521.32

Unless specifically requested or noted on this quotation, the product(s) quoted herein may or may not comply with any Buy America requirements.

Cabinet designs are considered final at time of order. Changes requested after date of order may result in additional fees and extended shipping lead times.

The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential and/or legally privileged material. Any review, retransmission, dissemination, or other use of, or taking of any action in reliance upon, this information by persons or entities other than the intended recipient is prohibited except as required by law.

Quote Valid For Days: 60

FOB: Econolite Factory

Terms: NET30

*Ship Terms: PPD

**Taxes and Tariffs Estimated (if included)

Tracy Brookham

Tracy Brookham, Account Manager

Mobile: +1 7192162493

TBrookham@econolite.com

Shipping Date: To be determined at time of receipt of order

5755 Mark Dabling Blvd., Ste. 300 Colorado Springs, CO 80919

econolite.com/feedback



Quotation

1/31/2022

To:	Tom Lanam Grand Junction, CO; City of 333 West Ave. BLDG D Grand Junction, CO 81505 USA	Quote Name: ZincBlue UPS Project Reference: Econolite Reference: Q-07375-H1T7
-----	---	---

Item #	Part	Qty	Description	Tariff	Price per	Extended
1	1089-201	9	ZINCBUE2 UPS INVERTER, 1000W, 120VAC IN, 120VAC OUT		\$2,606.25	\$23,456.25
2	1089-204	9	ZINCBUE2 500W BATTERY MODULE, 500W		\$2,736.00	\$24,624.00
3	UPS-3133	9	AC INPUT CONNECTOR ZINCFIVE		\$12.00	\$108.00
4	UPS-3134	9	AC OUTPUT CONNECTOR ZINCFIVE		\$12.00	\$108.00
5	HSU-DUAL	9	BYPASS SWITCH W/ GENERATOR OPTION		\$650.00	\$5,850.00
6	06-4516-005	9	CABLE BETWEEN UPS & BYPASS see AC/120/14/6/AA instead TECH POWER		\$150.00	\$1,350.00

SubTotal	\$55,496.25
Shipping & Handling*	
Taxes**	\$0.00
Tariffs**	\$0.00
TOTAL	\$55,496.25

5755 Mark Dabbling Blvd., Ste. 300 Colorado Springs, CO 80919

econolite.com/feedback



Quotation

Unless specifically requested or noted on this quotation, the product(s) quoted herein may or may not comply with any Buy America requirements.

Cabinet designs are considered final at time of order. Changes requested after date of order may result in additional fees and extended shipping lead times.

The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential and/or legally privileged material. Any review, retransmission, dissemination, or other use of, or taking of any action in reliance upon, this information by persons or entities other than the intended recipient is prohibited except as required by law.

Quote Valid For Days: 60

FOB: Econolite Factory

Terms: NET30

*Ship Terms: PPD

**Taxes and Tariffs Estimated (if included)

Tracy Brookham

Tracy Brookham, Account Manager

Mobile: +1 7192162493

TBrookham@econolite.com

Shipping Date: 10 weeks ARO, approved credit terms and submittal approval when applicable

5755 Mark Dabbling Blvd., Ste. 300 Colorado Springs, CO 80919

econolite.com/feedback