

SS-5285-23-KH

**CITY OF GRAND JUNCTION**  
**SOLE SOURCE JUSTIFICATION FORM**

Date: July 14, 2023 Requested By: Gus Hendricks  
 Department: Fire Division: Administration  
 Vendor Name: Williams Direct Dryers Net Cost Delivered: \$ 27,191.97

Provide G/L Account where funds are budgeted: 107.520.185.010.7900\_07  
 Project code, if applicable \_\_\_\_\_

**SOLE SOURCE JUSTIFICATION**

(INITIAL ALL ENTRIES THAT APPLY)

Material/Service Description: Firefighter Protective Gear Dryer.

1. \_\_\_\_\_ - The vendor is the original equipment supplier/manufacture and there are no regional distributors;
2. XX - 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. XX - 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: Ken Watkins, July 27, 2023  
 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: Jay Valentine, 8/1/2023  
 Purchasing Manager Signature Date

**Final Authorization**

City Manager Approval Required (\$25K to \$50K)

yes / no

Signed: Greg Caton, 8/1/2023  
 City Manager Signature Date

City Council Approval Required (over \$50K)

yes / no



**To: Ken Watkins, Fire Chief**  
**From: Gus Hendricks**  
**Date: 13 July 2023**

**Subject: Sole Source Justification for Williams Direct Dryers**

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As you are aware, the Grand Junction Fire Department has purchased two Personal Protective Equipment gear dryers for two of the fire stations. The department budget originally was set to purchase a total of seven dryers spread out over four years. During the 2023-line-item review, it was budgeted to purchase the remaining five gear dryers in 2023 and not spread this out over such a long period of time.

Currently, the department has two of the seven dryers that were purchased in 2022. We already have two of these dryers and for consistency, we wish to keep the same product at each station. We will also purchase one gear dryer for fire station 7 when that build occurs.

For more information about this product, please visit their website at [www.directdryers.com](http://www.directdryers.com) or contact them by calling 866-258-0748.

**WILLIAMS  
DIRECT DRYERS**PO Box 3125 STN LCD1  
Langley BC  
Canada V3A 4R5

Building quality products since 1989

# Quotation

**B008058Q**Williams Boot & Glove Dryers Inc.  
dba Williams Direct DryersPhone: [Toll-Free] 1-866-534-4696 or 1-604-534-4696Fax: 1-604-574-0977Accounting: [wddaccounts@directdryers.com](mailto:wddaccounts@directdryers.com)Sales/Technical: [direct@directdryers.com](mailto:direct@directdryers.com)GST #894 744 879 RT  
PST #1000 3649 0001CAGE L4536  
DUNS 207351755FID/EIN: 98-0607399  
US Importer # 983004-01433Grand Junction Fire Department  
Deputy Chief Gus Hendricks  
625 Ute Avenue  
Grand Junction CO  
USA 81501Ship to:  
Grand Junction Fire  
Department  
Deputy Chief Gus Hendricks  
625 Ute Avenue  
Grand Junction CO  
USA 81501Date: Apr 25, 2023  
FOB: Destination  
Terms: Net/30-OAC  
  
Est.Ship: 4-5 weeks  
Ship Via: Ground Freight

Product	Description	Finish	V	Plug	Qty	MSRP	Extension
PS5	Portable 5 set turnout gear dryer	White	120	NA	5	\$5,849.00	\$29,245.00

Subtotal	\$29,245.00
Volume Discount	\$2,925.00
Shipping	\$871.97

**USD** Total \$27,191.97

• The protection of personal information is very important to us. This information may include: name, mailing address, e-mail address, telephone number, fax number, and product purchase information. Sales transaction

information may include: date of purchase, type of product, and possible credit information.

DocuSign Envelope ID: 8FF7A5C1-0198-4337-9378-DFDDFCBD1C3E

- The personal information collected is used for order processing and delivery, support, service & processing.
- We do not disclose personal information to any 3rd parties.
- Orders exceeding \$10,000.00 require a 25% deposit plus credit approval.
- Canadian Orders: GST and/or PST, HST or QST as required regionally.
- USA Orders: Prices are quoted net of local sales tax (if any). Remittance of local sales tax (if any) is the responsibility of the Purchaser.
- Equipment will be shipped un-assembled. Williams Direct Dryers product warranty shall be 5 years on the superstructure and 2 years on the electrical commencing from the ship date.
- We do not use personal information for any purpose other than to supply and service the product ordered
- We will retain the personal information for as long as needed to fulfill the purposes and as required by law.

**Phone:**

1.866.534.4696 Toll Free

**Websites:**

www.directdryers.com

www.ppedryers.com

www.bootdryer.com

**Email:**

direct@directdryers.com



Williams Boot & Glove  
Dryers Inc. dba  
Williams Direct Dryers  
17665 - 66A Ave # 206  
Surrey BC  
Canada V3S 2A7



**Free Your  
Experience**

## Product Factsheet

### Williams PS5

*Portable Dries 5 Sets of Gear (Coat, Bunkers, Boots & Gloves).*

- **Safe and Efficient Drying**

Direct Drying focuses a stream of air to the most difficult area of the Gear to dry. The warmed air is delivered at a safe temperature to save sensitive fabrics and prolong equipment life. Boots/Gloves are stored upside down to protect against debris from above.

- **Proven Health Benefits**

Williams Direct Drying has been proven under laboratory conditions to efficiently help eliminate harmful pathogens in personal protective equipment.\*

- **Controls “Locker Room” Odour**

Continuously dried personal protective equipment helps eliminate the bacteria associated with locker room odour.

- **Built-in Energy Management**

Depending on your drying requirements, air is either delivered at 10-15°F (6-8°C) above room temperature or at room temperature for more economical operation.

## Specifications

63” wide x 22” deep x 87” high (1600 x 560 x 2210) Nominal  
120V 12A; 220V 6A - 1550W Heat  
16ga welded steel construction - powder coated

\* Report available upon request