

CITY OF GRAND JUNCTION
SOLE SOURCE JUSTIFICATION FORM

Date: 9/2/2025 Requested By: Mark Ritterbush
 Department: Water Services Division: Utilities
 Vendor Name: Flexi-Liner Net Cost Delivered: \$ 64,300

Provide G/L Account where funds are budgeted: 301-630-790-7204
 Project code, if applicable _____

SOLE SOURCE JUSTIFICATION
(INITIAL ALL ENTRIES THAT APPLY)

Material/Service Description: _____

1. MR - Uniqueness: Is unique and unavailable from any other source due to proprietary rights, patents, copyrights, secret processes, or monopoly control;
2. MR - Compatibility: There is a need for compatibility with existing equipment, technologies, or processes, and only a specific product or service can satisfy that need;
3. _____ - Urgency: Delay would lead to serious injury, death, or significant financial loss;
4. _____ - Expertise: The vendor has unique experience, expertise, or capabilities unavailable elsewhere;
5. _____ - Standardization: There is a need to standardize specific equipment or supplies to reduce training, inventory, or maintenance costs, and only one vendor can meet this need;
6. MR - Written demonstration and justification is available which reasonably and practicably establishes that the selection of a sole source vendor is in the best interest of the City.

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: _____, 9/2/25
 Department Head Signature RANDI KIM 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 by: _____, 10/2/2025
 Signed: Jay Valentine, _____
 Purchasing Manager Signature Date

Final Authorization

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

yes / no

Signed by: _____, 10/3/2025
 Signed: [Signature], _____
 City Manager Signature Date

City Council Approval Required (over \$50K)

YES Approved 10/1/25

yes / no



Memorandum

TO: Randi Kim, Utilities Director

From: Mark Ritterbush, Water Services Manager

DATE: September 2, 2025

SUBJECT: Sole Source Justification for Flexi-Liner's Proposal to line WTP's Sodium Hypochlorite Storage Tanks

This memorandum is a request for approval to enter into a contract with Flexi-Liner Corporation from Chino, CA for \$64,300 to install a PVC liner system in both of the Sodium Hypochlorite Storage Tanks at the Water Treatment Plant.

Background: Since the system was installed in 2013, both 9,100 gallon storage tanks for sodium hypochlorite (bleach) have proven to be prone to developing leaks. The east tank first developed a leak in 2016, which was repaired under warranty and ultimately replaced in 2017. The west tank developed a split in the side of the tank late in 2018, which was out of warranty and replaced at the City's cost. In hopes of better performance, these replacement tanks were sourced from a different manufacturer and also installed on a support pad; XLPE is considered the gold standard for chemical resistance, so both these replacement tanks were spec'ed using the same material. A leak in the bottom of the East Tank has been recently discovered, and through working with our sales representative from Tank Equipment in Frederick, CO and gathering troubleshooting information from other bleach storage tank users over time, it appears as if these storage tanks are beginning to be considered a consumable part of the onsite hypochlorite generation process. This is most likely due to the heat generated from the process plus the caustic nature of bleach; our issue here is not unique. We have come up with the following options to consider going forward:

1. Simply do a like for like replacement and hope for better luck with this tank. Quoted price for one identical XLPE replacement tank was \$49,715.00.
2. Given the short life expectancy of these tanks, use a cheaper tank. The quoted price for a HDPE tank with similar dimensions is \$24,053.78. Issues here are the lower Specific Gravity rating of the tank, 1.7, while the XLPE tank is 2.4. Also, these tanks do not come with the tank openings factory-installed, which we have learned from experience is problematic.
3. We had talked with a utility using fiberglass-reinforced plastic tanks (FRP). They even installed a cooling system in front of their tanks but were still relining the FRP tanks every 3 years and replacing their XLPE tanks every 5 years.
4. Use smaller tanks. Poly Processing's warranty period of 5 years now only applies to sodium hypochlorite tanks with less than a 4,000 gallon volume. This is probably why the Town of Palisade has not had the issues we have had. This would require us to use a total of 4 tanks, and we would need to expand the building size to accommodate the extra tanks.
5. Lining our existing tanks. Flexi-Liner custom builds PVC liners that are NSF certified. Reference checks have shown that these liners have held up for 10 years at several places and even up to 20



years. The attached quote for \$64,300 to line both of our tanks is a cheaper alternative to doing a like replacement for a tank that has proven to have a 5-6 year lifespan is an out of the box solution to extending the life of our equipment.

This a niche market, while it's easy to find a company that fabricates PVC tank liners, Flexi-Liner actually serves as a subcontractor to other PVC lining companies when their specification calls for a potable-grade liner for a caustic chemical tank. The liner we are needing is thicker (100 mil) than what is generally offered, and cannot be a coated fabric in order to be chemically resistant. Flexi-Liner utilizes a special seam welding technology does not utilize an adhesive or glue thus making this chemically resistant as well as potable water compliant. Given how our building configuration and the locations on the tank need to match where our lines are plumbed to, having a liner that can also be custom built to the existing tank, which Flexi-Liner is able to do, makes this a workable solution.

Sincerely,

A handwritten signature in dark ink, appearing to read "Mark Ritterbush".

Mark Ritterbush
Water Services Manager



*Tank Liners
Containment Products
Custom Manufacturing*

Reliability and Product Quality Since 1953

Tuesday, August 19, 2025

Andy Thatcher
Water Operations Supervisor
City of Grand Junction
(970)255-2312
andyt@gjcity.org

Dear Andy:

Thank you for contacting Flexi-Liner™ regarding your **City of Grand Junction East and West Tanks** lining project. As you may know, Flexi-Liner™ has provided innovative solutions to its customers since 1953. We have extensive experience in providing tank-lining solutions and we believe our solution will give you the return on your investment that you expect.

For containment of 0.8% Sodium Hypochlorite in a XLPE tank of 11'11" diameter x 11'4" high, we would fabricate a tank liner using our NSF-61 certified F-1 material formulation of flexible, modified polyvinyl chloride with a thickness of 0.100" on the sidewalls and on the floor, with 0.065" thickness lining the tank ceiling. We will attach the liner to the sidewalls using our proven method of attachment. I have attached a drawing that illustrates this method. To help you better understand our company and products, I have provided the following information:

Schedule A:	Budgetary Estimate & Payment Terms
Schedule B:	Manufacturing System
Schedule C:	Description of Installation
Schedule D:	Manufacturing and Installation Time Line
Schedule E:	Warranty

I hope this information is valuable to you in your evaluation process. If you have any questions or would like to discuss any aspect of this information, please contact me at (800) 423-4909 or kyle@flexi-liner.com. I would be happy to discuss it with you. Thanks again for the opportunity to earn your business.

Best Regards,

Kyle Foutz

Schedule A
Budgetary Estimate & Payment Terms

The following budgetary estimate includes the cost of all materials, fabrication, shipping and installation for a cylindrical hypo tank liner using 0.100”/0.065” F-1.

2 Flexi-Liner™ System 11’11” dia x 11’4”H,	\$13.900 ea	\$27,800.00
Includes titanium attachment hardware		
Installation Non-Prevailing Wage		<u>\$36,500.00</u>
Includes Travel, Labor, Equipment, Insurance		
TOTAL		\$64,300.00

We require a 30% advance payment to be remitted with your purchase order. The balance of the invoice amount will be due net 30 from the date of satisfactory completion. Pricing does not include any bonds of any kind.

Schedule B
Manufacturing System

All raw materials shall be inspected and examined and will conform to specified requirements to ensure appropriate levels of consistency, quality and value. We will fabricate the lining to your specifications at our facility in Chino, California. All plant welds will be made using an RF dielectric weld and will be inspected and tested prior to shipment. All plant-welds will be lap-weld, with a minimum 1/2" overlap. Thickness of the finished weld shall not be more than 0.010" more than the thickness of the un-welded original material.

Each lining will be fabricated in one piece and thereby limit the hot air field welded seams. This is a substantial advantage over systems that install sheets that must be glued or hot air field welded on site. I have included a sample of a dielectric factory weld. Any nozzles will be manufactured at our facility and field welded into the tank lining on site.

Schedule C

Description of Installation

The liner is rolled at the plant to fit through the manhole. Access to the manhole will be necessary to transport the liner into the tank. Holes are drilled in the roof around the perimeter of the tank 2" from the edge approximately every 3 feet. The liner is then correctly positioned and unrolled on floor of the tank to ensure ease of attachment. Polyethylene tubing is inserted into a perimeter sleeve at the top of the liner and connected at its ends to form a retention hoop. Wire is then dropped into the tank through the holes in the roof. Each wire is tied to a titanium J bolt and each J bolt is snapped onto the retention hoop. The liner is then elevated to the top of tank by pulling up the hanging wires. The J bolts are brought through the holes and secured with washer and nut. Caulking is then placed around the washer and nut holding the J bolt.

All nozzles will be plant welded and attached to the liner using hot air field welds. Field welds shall be lap-welded, with minimum of 3" overlap. Field welds shall be made by the use of a portable hot air fusion-welding device. All field welds will be vacuum tested. Upon completion of installation, the membrane will be ready for water testing.

Once the Flexi-Liner is in place and all field-welding is finished, the liner must be hydrostatically tested by the customer before installation is complete. The liner must be filled with water to within 12"-24" of the overflow. (If the tank has no overflow, the liner must be filled to within 24" of the top of the liner.) The water level must be monitored as well as any available leak detection measures or known leak locations. If no leaks are evident after 48 hours, then the installation is complete and the liner is ready to be put into service. If a leak is evident via known leak locations or available leak detection means, then the liner has failed the test. The liner must be drained and additional Flexi-liner crew time scheduled. These additional Flexi-Liner installation crew hours are at no additional cost. The problem locations must be identified and repaired by Flexi-Liner's installation crew. Upon a thorough inspection of the liner, seams and connections for any additional potential leaks, the liner is ready to be tested again.

Flexi-Liner pricing does not include the water necessary to perform the hydrostatic test. Any additional costs for subsequent testing necessary to finalize and complete installation of the liner, including loss of income or productivity are not the responsibility of Flexi-liner.

Schedule D
Manufacturing and Installation Time Line

Action	Time
Scheduling, Fabrication, testing, QA (from receipt of PO)	4-8 weeks
Installation including onsite QA	4-5 days

Schedule E
Flexi-Liner Limited Warranty

Flexi-liner™ warrants Flexi-liner™ material to be free of defects, at the time of installation, from this time for one (1) year under the normal uses and service for which it is designed and manufactured. Flexi-liner™ also warrants its workmanship and installation services to be free of defects for a period of one (1) year. Should defects or premature loss of use within the scope of the above warranty occur, Flexi-liner™ will supply repair or replacement materials at no charge to the customer for that portion of the warranted useful life, which has elapsed since the material was purchased. Normal uses and service does not include accidental damage that may occur outside of the control of Flexi-Liner. To enable Flexi-liner™'s technical staff to properly determine the cause of any alleged defect and to take appropriate steps to effect timely corrective measures if such defect is within the warranty, any claim for alleged breach of warranty must be made and presented to Flexi-liner™ within thirty (30) days after the alleged defect was first brought to the attention of the representative of the owner or all warranties will be deemed to have been waived by the purchaser. In addition, Flexi-liner™ warrants that the product conforms to the applicable drawings and specifications and is free of defects in materials and workmanship within the control of Flexi-liner™.

All warranty obligations of Flexi-liner, express or implied, and all remedies, relief and measure of damages against Flexi-liner™ are limited exclusively to repair or replacement of any defect or refund of purchase price (at Flexi-liner™'s option); and all consequential, incidental or special damages (including without limitation, labor, transportation, loss of use, increased expenses of operation, loss of profits, or damage to persons or property) resulting from the breach of any warranty obligation of Flexi-liner™ are excluded. The foregoing limited warranty is in lieu of and Flexi-liner™ disclaims any and all other warranties, to purchaser or otherwise, express or implied, oral or written, arising by law, course of dealing, course of performance, usage of trade or otherwise, including without limitation all warranties as to condition, use, operation, design, quality, capacity, workmanship, installation, servicing, latent defects, compliance with any law, ordinance, regulation, rule, contract or specification, "merchantability", fitness for any particular purpose, and all other qualities and characteristics whatsoever.