

SS-5936-26-KN

CITY OF GRAND JUNCTION
SOLE SOURCE JUSTIFICATION FORM

Date: 5/6/2026 Requested By: Jim Stavast
 Department: General Services Division: Facilities
 Vendor Name: Long Building Environments Net Cost Delivered: \$ 230,500

Provide G/L Account where funds are budgeted: 406-309-975-8003
 Project code, if applicable C1157

SOLE SOURCE JUSTIFICATION

(INITIAL ALL ENTRIES THAT APPLY)

Material/Service Description: Public Safety 911 - Redundant Multistack Air Cooled 30 ton Chiller.

1. - Uniqueness: Is unique and unavailable from any other source due to proprietary rights, patents, copyrights, secret processes, or monopoly control;
2. - 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. X - 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.

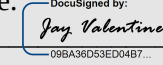
Department Director Approval:

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

Signed: , 6/22/2026
DocuSigned by: Jerod Timothy B8ECF38F53D24B8 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: , 6/22/2026
DocuSigned by: Jay Valentine 09BA36D53ED04B7 Purchasing Manager Signature Date

Final Authorization

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

Signed: , 6/22/2026
DocuSigned by: 7249B2BCAB8F4F3 City Manager Signature Date

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



GENERAL SERVICES DEPARTMENT

Facilities Division

Memorandum

TO: Jerod Timothy
FROM: Jim Stavast
DATE: 5/6/2026
SUBJECT: Public Safety Chiller Replacement Sole Source Justification

Jerod,

The Facilities Division believes that it is in the best interest of the City to pursue a sole source purchase of the replacement chiller for the Public Safety/911 building from Long Building Environments. The Multistack Air Cooled Modular Scroll System Chiller we would like to purchase is a direct replacement for the existing chiller equipment that is reaching the end of its useful life. Repair components for the existing unit are also difficult to find due to its age. Purchasing this direct replacement Chiller will make the installation of the new unit much simpler and would help keep the project within budget. Long Building Environments is the local provider of this equipment. Cost of the equipment from Long is \$230,500. Our budget for the equipment and installation is \$285,000.

We did price a replacement chiller from Trane that came in at \$250,000 with an installation price of \$250,000 due to the equipment being custom-built and not fitting directly on the roof curb and other modifications needed to make it work. That total of \$500,000 well exceeded our capital budget for this project.

Thank you,

Jim Stavast
Facilities Supervisor

388 Indian Road
Grand Junction, CO 81501
970-434-5664 tel
970-434-4600 fax
www.long.com



BUILDING ENVIRONMENTS

to:

March 25, 2026

company:

delivery terms:

FOB Factory. Freight allowed to first destination.

from:

Mike Tsoflias

payment terms:

Net 30 days (with credit approval). Otherwise cash.

regarding:

GJ 911 Chiller Replace

order acceptance:

Conditional on the terms and conditions attached.
If you do not have them, please request a copy.

Per Plans & Specs Dated: Number of Addendums Acknowledged: **0**
Quote#

Total Net Price Base Bid **\$230,500.00**

Qty	Description
01	<u>Multistack Air Cooled Modular Scroll System</u> ✓ Model: (2) ASP030K ✓ Free Cool Module FCP3 ✓ Glycol Feeder Module with Expansion Tank ✓ Low Level Alarm Contacts ✓ Primary Pump Module ✓ Tank Module ✓ 5 Year Compressor Warranty ✓ 1 Year All Parts Warranty ✓ Power Phase Monitor Per Module ✓ Closed Cell Foam Insul on Evap ✓ Single Point Power Connection ✓ Manual Isolation Valves Free Cool ✓ Air Separator In Tank ✓ Pressure Guages ✓ Pressure Taps ✓ Service Isolation Valves ✓ Discharge Check Valve per Pump ✓ Evap Flow Switch ✓ Expansion I/O Options ✓ Low Ambient ✓ Startup Included

Notes:

- **Pricing includes freight but NOT taxes**

“In the event of a significant increase in the cost of raw materials, labor, or other production expenses or government changes, such as tariff increases, the Seller shall have the right to adjust the price of the goods or services by an amount directly corresponding to such cost increase, provided that the Seller provides written notification to the Buyer with supporting documentation prior to implementing any price adjustment.”



BUILDING ENVIRONMENTS

Please call with any questions.
Your building technology partner,

LONG Building Environments



BUILDING ENVIRONMENTS

TERMS AND CONDITIONS OF SALE - EQUIPMENT & PARTS

1. **OFFER AND ACCEPTANCE:** LONG BUILDING ENVIRONMENTS (LONG) is a manufacturer's agent representing the various suppliers quoted in this proposal. Acceptance of this proposal is deemed to be acceptance of the terms and conditions set forth by the various suppliers represented herein. All orders accepted by LONG and its suppliers are with the express condition that the purchaser agrees with the terms and conditions appearing in this proposal. LONG and its supplier's failure to object to the provisions contained in the Buyer's purchase order or other communications shall not be deemed a waiver of the terms and conditions hereof or acceptance of such provisions. No representations or guarantees other than those contained herein shall be binding upon LONG and its suppliers unless made in writing and signed by an Officer of LONG and its suppliers
2. **PRICE POLICY:** Quotations are subject to acceptance within fifteen (15) days from the date of quotation. Prices on accepted orders are firm for a period of 30 days from date of order acceptance and are subject to future additional, documented, supplier price increases. Any price increases will be negotiated between LONG and customer prior to purchase order release for production.
3. **TAXES:** Taxes are not included in the prices quoted on this proposal. The amount of any present or future taxes applicable to the product shall be added to the price contained herein and paid by the Buyer in the same manner and with the same effect as if originally added thereto.
4. **INSTALLATION:** This proposal does not include installation labor, supplies or rigging unless otherwise noted in the proposal.
5. **PRODUCT CHANGES:** In the interest of continuous product improvement, LONG and its suppliers reserve the right to change specifications and/or design without incurring obligation.
6. **TERMS:** Terms of payment are "Net 30 days" and are subject at all times to the approval of LONG and its suppliers' Credit Departments. LONG reserves the right to charge interest in the amount of one and one-half percent (1 ½%) per month on any outstanding balance.
7. **DELIVERY:** Supplier shipment dates are an approximation and shall not be binding on LONG or its suppliers unless specifically agreed to in writing by an officer of LONG. Shipment shall be F.O.B. Factory with title passing to Buyer upon delivery to the carrier by LONG or its suppliers.
8. **CLAIMS:** The responsibility of LONG and their suppliers ceases upon delivery of goods in good order to the carrier. Claims for factory shortages will not be considered unless made in writing to LONG within ten (10) days after receipt of the goods and accompanied by reference to our bill of lading and factory order numbers. As all goods are shipped at Buyer's risk, damage must be so noted on signed delivery receipt and any claims for damage or shortage in transit must be filed by Buyer against the transportation company.
9. **CANCELLATION:** LONG reserves the right to collect cancellation charges including, but not limited to all costs, expenses and reasonable overhead and profit.
10. **DELAYS:** LONG and its suppliers shall not be liable for any delays caused by riots, strikes, fires, floods, lack of transportation, accidents or due to disapproval of credit by LONG or its suppliers, or any other contingency beyond its control. In the event of disapproval of credit, LONG may, at its sole option, cancel Buyer's Purchase Order without any liability on the part of LONG or its suppliers.
11. **O&M DATA:** LONG shall deliver operation and maintenance data after delivery of product, provided Buyer is current with its financial obligations to LONG.
12. **RETURNED GOODS:** Goods may not be returned except by permission of an authorized Officer of LONG and when so returned will be subject to a handling charge and transportation costs. Authorized return goods should be returned to suppliers as directed by LONG depending on point of origin. Return shipments should not be directed to LONG.
13. **WARRANTY:** LONG and its suppliers warrant to the original purchaser that the products manufactured or supplied by them are free of defects in material and workmanship if properly installed, maintained, and used under normal conditions with competent supervision. The obligation of LONG and its suppliers is limited to, at their option, repairing or replacing, F.O.B. point of manufacture or main office of LONG, any part or parts under this warranty which shall thus prove defective within *one year after* shipment to the original purchaser (some suppliers may extend the warranty to one year after startup, or eighteen months after shipment, whichever occurs first). LONG and suppliers' examination shall disclose to their satisfaction the warranty status of parts claimed to be thus defective; warranty shall be valid provided such part or parts are returned to the supplier's manufacturing point or LONG main office with transportation charges prepaid and provided that LONG and its suppliers receive written notice of such defect within 15 days of the failure of the product and provided product has been paid in full. The term "original purchaser", as used in this warranty shall mean that person to whom the product was originally supplied.

This warranty shall not apply to, and neither LONG nor its suppliers shall be liable for, any part which has been damaged by or subjected to misuse, abuse, overload, misapplication neglect, accident, improper installation, modification, adjustment, alteration, or repair.

This warranty is expressly in lieu of all other warranties, express or implied, including all warranties of merchantability and fitness for purpose or use and of all other obligations or liabilities of LONG or its suppliers; LONG and its suppliers neither assume nor authorize any other person to give or assume for them any other warranty or liability in connection with these products.
14. **LIMITATION OF LIABILITY:** LONG and its suppliers shall not in any event be liable for loss, damage or expense directly or indirectly arising from the use of said products nor from any other cause, nor for penalties, nor for indirect, special, consequential, incidental, or liquidated damages and neither LONG nor its suppliers shall incur any liability whatsoever until full payment for products has been received. In no event shall LONG's liability for direct or compensatory damages exceed the payments received by LONG from Buyer under Purchase Order.



Grand Junction City Council

Regular Session

Item #3.a.

Meeting Date: June 17, 2026
Presented By: Jerod Timothy, Project Engineer
Department: General Services
Submitted By: Kyle Coltrinari

Information

SUBJECT:

Police Department Replacement Chiller (HVAC)

RECOMMENDATION:

Approve the sole-source purchase from Long Building Environments for a replacement chiller serving the Public Safety Building.

EXECUTIVE SUMMARY:

The Facilities Division requests approval of a sole-source purchase from Long Building Environments for a replacement chiller serving the Public Safety/911 Building. This will be for the unit only. Installation will be bid out. The existing chiller has reached the end of its useful life, and replacement parts are increasingly difficult to obtain, creating a risk to the reliable operation of critical public safety facilities.

The proposed Multistack Air-Cooled Modular Scroll System Chiller is a direct replacement for the existing equipment, minimizing installation complexity and reducing project costs. The equipment cost is \$230,500, and the total project cost, including installation, is expected to remain within the approved project budget of \$285,000.

Alternative equipment options were evaluated; however, due to significant modifications required for installation, the total cost of those alternatives substantially exceeded the available budget. The proposed sole-source purchase provides the most cost-effective and practical solution while ensuring continued reliable HVAC service to the Public Safety/911 Building.

BACKGROUND OR DETAILED INFORMATION:

The Facilities Division is requesting approval of a sole-source purchase for a replacement chiller serving the Public Safety/911 Building. This will be for the unit only.

Installation will be bid out. The existing chiller has reached the end of its useful life, and replacement parts have become increasingly difficult to obtain due to the age of the equipment. Replacement of the unit is necessary to ensure continued reliable operation of the building's HVAC system and to support uninterrupted public safety and emergency communications services.

The proposed replacement is a Multistack Air-Cooled Modular Scroll System Chiller supplied by Long Building Environments, the local authorized provider of this equipment. The proposed unit is a direct replacement for the existing chiller, allowing it to utilize the existing roof curb and requiring minimal system modifications. This approach simplifies installation, reduces project risk, and helps maintain the project within the approved capital budget.

The equipment cost from Long Building Environments is \$230,500. The total project budget, including installation, is \$285,000.

As part of the evaluation process, Facilities obtained pricing for an alternative replacement chiller from Trane. While the equipment cost was approximately \$250,000, the unit would require significant modifications to the existing installation, including roof curb and system changes, resulting in an estimated installation cost of \$250,000. The total project cost of approximately \$500,000 substantially exceeds the available capital budget.

Based on compatibility with existing infrastructure, reduced installation complexity, overall cost savings, and the ability to complete the project within budget, the Facilities Division recommends a sole-source purchase from Long Building Environments.

FISCAL IMPACT:

Funding for the \$230,500 purchase of the replacement chiller is included in the 2026 adopted Facilities Capital replacement budget.

SUGGESTED MOTION:

Move to approve the sole-source purchase of a replacement chiller (unit only) from Long Building Environments for the Public Safety/911 Building in the amount of \$230,500.

Attachments

None