

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

Date: 1/11/2024 Requested By: Tim Barker  
 Department: General Services Division: Fleet  
 Vendor Name: Riverbend Sales Net Cost Delivered: \$ 52,980.00

Provide G/L Account where funds are budgeted: 301-610-010-8100-04  
 Project code, if applicable F2413

**SOLE SOURCE JUSTIFICATION**

*(INITIAL ALL ENTRIES THAT APPLY)*

Material/Service Description: Link Belt Excavator

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.  - 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:  2/12/2024  
DocuSigned by: Jay Valentine  
09BA36D53ED04B7... 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:  2/12/2024  
DocuSigned by: Jay Valentine  
09BA36D53ED04B7... Purchasing Manager Signature Date

**Final Authorization**

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

Signed:  2/12/2024  
DocuSigned by: Greg Laton  
2F1EE1D55758482 City Manager Signature Date

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

\*February 7, 2024



Fleet Services

Memorandum

TO: Jay Valentine, Director of General Services
CC: Greg Caton, City Manager
FROM: Tim Barker, Automotive and Equipment Manager
DATE: 1/11/2024
SUBJECT: Sole Source Link Belt Excavator

The Fleet services division is requesting sole source approval for the purchase of one (1) Link Belt 210 X4 excavator from Riverbend sales in Grand Junction for the Water services division.

The city water services division has been renting this unit for 19 months to complete a large, long running flow line project at the city watershed on Grand Mesa at the cost of \$6,975.00 per month. The rental company has offered to credit the rental paid, minus rental interest toward the purchase of this unit for \$52,980.00.

Table with 2 columns: Description and Amount. Rows include Equipment cost when new (\$159,000), 19 Months Rental @ \$6,975.00 (\$132,525), Rental interest Paid (26,505.00), Equity in Machine (\$106,020.00), and Purchase price (new cost - equity) (\$52,980.00).

The funds to purchase are in the 2024 capital equipment plan.

JDI- BID CID. 0100-04 F2413

Link-Belt®

YANMAR

**BELL**  
TRUCKS AMERICA, INC.

**R RIVERBEND**  
SALES . RENTALS . PARTS

**R RIVERBEND**  
SALES . RENTALS . PARTS . SERVICE  
2301 Grand Park Drive, Grand Junction, CO 81505

**Dave Tindall**  
Sales Manager  
(970) 245-1250 Cell (970) 260-8898  
Fax (970) 245-1251 davidt@riverbendmachinery.com  
www.riverbendmachinery.com

Customer's Name			Deliver To:		
City of Grand Junction			Address		
Address			Address		
333 West Ave. Bldg. A					
City	State	Zip	Mike		
Grand Junction	Co.	81501			
Date	Delivery Date	Email Address	Cell #	Phone #	Fax #
1/10/24			970-812-7872		

Link-Belt® BELL YANMAR® HITACHI

QUANTITY	DESCRIPTION OF GOODS	PRICE
1	Link Belt 210 X4 Excavator	\$159,000.00
	S/N EHEK6-2256	
	Multi function auxilliary hydraulics 2,705 hours	
	Hydraulic progressive link thumb installed	
	19 months rent paid @ \$6,975.00 per month = \$132,525.00	
	Less interest = \$26,505.00	
	Equity in machine = \$106,020.00	

SUBJECT TO CREDIT AND MANAGEMENT APPROVAL

**TRADE-IN OF EQUIPMENT**

None	S/N	
------	-----	--

	Total Trade-in Value	
	Less Amount Owing	
	Net Trade-in Allowance	
	<b>TOTAL AMOUNT</b>	\$159,000.00
	Deduct Trade-in or Lease Credit	\$106,020.00
<b>READ PAGE 2 BEFORE SIGNING</b>	Cash Difference	\$52,980.00
	Sales Tax	\$0.00
Signature of Purchaser or Agent	Date	Other \$0.00
		Total Cash Price \$52,980.00
Signature of Purchaser	Date	Less Cash Received \$0.00
<i>Dave Tindall</i>	<i>1-10-24</i>	<b>BALANCE DUE ON DELIVERY</b> \$52,980.00
Witnessing Sales Representative	Date	

Order Accepted by: \_\_\_\_\_ Date \_\_\_\_\_



**Grand Junction City Council**

**Regular Session**

**Item #3.a.**

---

**Meeting Date:** February 7, 2024  
**Presented By:** Jay Valentine, General Services Director  
**Department:** General Services  
**Submitted By:** Tim Barker

---

**Information**

**SUBJECT:**

Purchase Link Belt 210 X4 Excavator

**RECOMMENDATION:**

Staff recommends a sole source approval for the purchase of a 2022 Link Belt excavator from Riverbend Sales in Grand Junction for the amount of \$52,980.00

**EXECUTIVE SUMMARY:**

Staff recommends a sole source approval for the purchase of a Link Belt excavator. Adding this unit to our fleet will negate the ongoing necessity of renting such equipment in the future.

**BACKGROUND OR DETAILED INFORMATION:**

The Utilities Department currently rents a long-reach track excavator to maintain reservoir dams, irrigation ditches, and water supply lines in the City's watershed.

Since ongoing annual maintenance of ditches, reservoirs, and water supply lines, as well as repair of deep water and sewer lines, requires this type of excavator, purchasing this equipment will eliminate the need for recurring rental costs.

The Utilities Department currently rents this type of equipment several times per year for extended lengths of time. This LinkBelt 210 X4 Excavator has been on a rental contract with the City for the past 19 months at a cost of \$6,975 per month. Riverbend Equipment is offering to credit the rental cost paid, minus rental interest, towards purchasing this unit. The Sourcewell selling price of this unit is \$159,000 less city equity of \$106,020, resulting in purchase price of \$52,980.

Souurcewell selling price	\$159,000.00
19 Months Rental @ \$6,975.00:	\$132,525.00
Rental interest Paid:	(\$26,505.00)
City Equity in Machine:	\$106,020.00
Purchase price (new cost – equity):	\$52,980.00

**FISCAL IMPACT:**

Funding is included in the 2024 Adopted Budget.

**SUGGESTED MOTION:**

I move to (authorize/not authorize) the city purchasing division to issue a purchase order to Riverbend Equipment for the sole source purchase of a Link Belt excavator in the amount of \$52,980.

**Attachments**

None