Posting Notice/Posted kc 11.10.25

CITY AND BOROUGH OF JUNEAU
ALASKA'S CAPITAL CITY

MR# 26-186
Assigned by Purchasing Div.

MODIFICATION (WAIVER) REQUEST

Requesting Department & Division	Contact Name		Telephone #
Eaglecrest	Craig Cimmons		907-790-2000
Department Head Signature	**Date**	**Original RQ #**	**Estimated Cost**
Craig Cimmons	11/6/25		$ 414,000.00
Is this Procurement State or Federally funded?	○ YES	◉ NO	

Reason for Modification Request:

Please complete this form and attach all supporting documents.
Give complete, accurate, detailed explanation of your request. Please be specific.

Eaglecrest requests a waiver to bidding and to sole source gondola cab refurbishment to the Gondola Shop, the only known company that has capacity to complete the services that match the construction schedule for the Gondola construciton project. See attached memo from Craig Dahl. Estimate is based on the refurbishment of twelve (12) cabs at $34,500 each.

◉ **Sole Source:** The purchase of a commodity or service from the only known single source. *Attach verification.*
Code Provision: 53.50.090 (c)

○ **Class 2 Emergency:** A circumstance that poses a threat to the health, welfare or safety of the public.
Code Provision: 53.50.090 (L)

○ **Rider to Another Contract:** A vendor may extend another government agency's bid or contract pricing to CBJ. The proposed purchase must meet CBJ purchasing requirements and must have been competitively bid.
Code Provision: 53.50.090 (f) **Agency:** _____ **Contract #:** _____

○ **No Substitute:** A request for a specific brand name and model number of a particular item to be purchased. The item must be available from more than one supplier.

○ **Other:** Clear explanation is required. **Code Provision**: (if applicable) _____
Explanation:

Approved By:

Renee Loree — 11/10/2025
Purchasing Officer — **Date**

Nov 10, 2025
City Manager — **Date**

FY	RQ	$ Amount	PO #	Purchasing Approval

Purchasing Officer Comments:

Expiration Date: _____

THE GONDOLA SHOP by SUNSHINE POLISHING

EAGLE CREST, JUNEAU, ALASKA / CWA OMEGA SSG – 15 pas / COMPLETE RESTORATION

SHORT DESCRIPTION: Disassembly, sandblasting, prep work, aluminum repair, polyurethane paint (1 color; non-metallic could choose up to 4 colors for the line), all new windows, complete new floor, all black parts restored, all new seat frame backrest, and benches, new wood + new upholstery, door mechanism inspection and preliminary adjustment, and final assembly. All new velvet doors (sliding windows), new logos, and all safety stickers are included—new hardware for all assembly.

$ 34 500 *per gondola*

WHAT IS INCLUDED

- Sandblast + new paint on structure + doors
- Seat reconstruction: All 3 backrests (new custom wood + marine grade carpet) + one removable seat per cabin – sandblast metal frame, new upholstery (marine grade carpet), + seat brackets restoration (new powder coating on all parts).
- All new Plexiglass panels (windows). (all 9 pieces) (thickness, according to the manufacturer's specification.)
- New custom wood floor + rubber top
- Door arms / Suspension rods + door parts restoration and powder coating
- 3M Scotch Guard transparent paint protection film, 12mil thick vinyl, customized cut for your cabin. Top of the doors + 4 posts. Installed inside to protect from skis, etc.
- New tower side aluminum panel + install
- New logos (on 2 sides) + all warning stickers
- Door mechanism restoration (testing, cleaning, greasing, etc.) - New parts not included (if needed).
- Removal of old solar panel system, radio, aeration hole + covering roof holes
- New front step aluminum cover
- Removal of the steel structure on the roof (suspension rods) before shipping – NDT inspection

MANDATORY but NOT INCLUDED

- Gondola transport (Fruita to Juneau round trip)

OPTIONS – NOT INCLUDED

- Anti-scratch film inside (replaceable when needed) helps with minor
- Scratches, but will not prevent a knife carving, etc.
- Mirror film outside for more comfort in the summer.
- Extra logo/designs or vinyl coverage on any part of the gondola
- Extra parts (either missing or broken)

- Suspension rods inspection (strongly recommended)

BRIEF SCOPE OF WORK

Once you choose the color from our color chart (that will be sent to you), we will perform the following:

Disassembly of all required components.

Disassembly of all parts

All reusable parts (ski racks, rubber, etc.) and new parts will be stored and well-marked according to their cabin #, in a dry and secure space.

Inspection and measurement of repairs needing attention.

Aluminum will be repaired by either dent removal or filling, depending on the severity of body damage, structural NDT inspections (if wanted).

Bodywork paint preparation.

Light sandblast to remove all paint, rust, and caulking residue on all surfaces. Mechanical sanding will also be used to prep all surfaces after sandblasting. Not all dents will be removed as the aluminum panels are very thin and can't be repaired all the time. Minor work in included in the quote. Tower side panel will be replaced on all gondolas

Painting inside and outside surfaces + doors and misc. Parts.

The paint suggested for this work is polyurethane with a high-gloss clear coat, Why we use this paint: high gloss and color retention, impact resistance, UV resistance, corrosion control, etc. Our detailed paint technique is available upon request.

Floor rebuilt.

New custom wood floor panel + rubber material on top

Seat frame restoration.

All-new custom wood backrest and new marine-grade upholstery. Removable seat – sandblast and paint the metal structure. New wood + marine-grade upholstery.

Rubber restoration

Gentle cleaning of all rubber (windows, doors), removing all grime, grease, etc.

Door mechanism and suspension rod inspection

Door mechanism will be inspected, disassembled, and reassembled. Some parts need to be installed once the full lift is installed.

Inside steel bars

Steel bars inside will be sandblasted and powder-coated.

Assembly.

Assembly of ALL new/old parts and refurbished parts required according to manufacturer standards. All new stainless steel hardware will be used. Install all necessary warning

stickers and logos (both inside and outside). Install new grip tape on the roof (if previously there).

Final inspection and Quality control.

Every step and procedure of this project will be documented with proper "quality control" form for further inspections or auditing. Every document will be available at any time thru a "google drive" link if needed. We will keep a record of every found damage and repair done to every unit, incidents (if any), parts, and inventory control.

SPECIFIC RESPONSIBILITIES OF EAGLE CREST, JUNEAU

- Acquire all permits and approvals submittals for the project
- Provide the machinery (forklift or other) for manipulating the cabins (loading/unloading) in the Juneau loading area. (expenses to be assumed by JUNEAU).
- Sign the service agreement.

Provide labor to perform the following:

- Dismantle the grip and transport to the loading location.
- Load the gondola in containers.
- Provide the number of cabins needed following the predetermined schedule, upon which THE GONDOLA SHOP is not required to follow the delivery schedule.
- Install and adjust the door mechanism before using the restored cabins. Install the steel roof frame with appropriate hardware, + install the cabin on the line.
- Get final inspection for online use – The Gondola Shop is not liable for any components that are incompatible with the new installation.

PAYMENT SCHEDULE and REFUND POLICY

The Gondola Shop requires a 60% deposit for the service part of this quote 60 days before the start date. A final invoice will be sent once the work is completed. Final payment is needed to realease all customized project.

CANCELATION TERMS: see the service agreement

WARRANTY: see the service agreement

QUOTE VALIDITY

All prices are in US dollars. Price is for 12 cabins minimum. This quote is valid until Nov 30th, 2025, for work to be done in 2026/27 only.

IMPORTANT INFORMATION FOR WORK TO BE DONE IN 2026:

AGREEMENT SHOULD BE SIGNED BY: November 30th 2025.

ALL 12 GONDOLAS HAVE TO BE IN FRUITA, COLORADO BY: December 31st 2025.

AMOUNT OF GONDOLAS FOR 2026: (12) Turnaround max 16 months starting Jan 1st if gondolas are received on time.

*60% DEPOSIT should be received (before Jan 15th, 2025)

CHOICES

WINDOW COLOR: 60 days before the start of the contract
UPHOLSTERY: 60 days before the start of the contract
PAINT CHOICES: 60 days before the start of the contract
LOGO DESIGN: 4 months in gondola restoration project












3.1
Gondel durchlüften &
Fenster öffnen
Air the cable cars and
open the windows

Memorandum

To: Greg Smith

cc: Alan Sterffert, Robert Barr

From: Craig E. Dahl

Subject: Sole Source Contract with "The Gondola Shop"

Date: October 6, 2025

This memo is to serve as a starting point for working through the CBJ process to waive the bidding process and request approval for a Sole-Source contract with "The Gondola Shop" located in Fruita, Colorado.

Background:

As the Eaglecrest Gondola Project moves forward, the details of what will be required to deliver a marketable experience to the visitor industry come into focus. The high-level budget originally crafted did not, in many cases, drill down to execution, accessibility and direct costs. The refurbishment of the gondola cars is the current example.

The original inspection report, performed by SCJ-Alliance prior to purchase, established that the gondola cars were in good condition but would require the replacement of all glass (given the intended purpose), and repainted. The recommendation was that the gondola cars have this work done in Austria before being shipped to the U.S. This was not done, and the cars were shipped to Juneau.

In speaking with the former general manager of the Eaglecrest, the conceptual plan was to order glass from the gondola manufacturer, contract with a local glass company for installation, and contract with a local body shop to do the painting. Using vinyl wrap for the car frames was also a consideration, although no research was done as to who could do this work locally or the practicality of using this product in the harsh environment of a ski area. None of these concepts were vetted with local businesses to determine if this was a practical approach.

The Gondola Shop:

In one of the weekly design team meetings, Dana Johnson with DOWL raised several timing issues that needed to be explored: parts availability, specialized contractors' availability for installation, and any other specialized component of the project. Steve Bauro, with SCJ Alliance anecdotally mentioned that any refurbishing work would probably have to be done by the Gondola Shop and they're usually booked out "a couple of years".

I reached out directly to Steve Bauro to get the exact reference for the Gondola Shop and then contacted the company. I spoke directly to the owner who said they were currently booking work out into 2029 – far beyond our May 2028 contractual deliver date for a

finished project. After several phone calls and emails, the owner agreed that if we could have the gondola cars in their shop by the end of December, she could schedule us in for the first project of 2026 in January. But if we can't do that, then it is 2029.

Part of their requirement before giving us a final price was to fly to Juneau to inspect each individual car, so they had a clear picture of work to be done. We agreed and the owner of the Gondola Shop "and" a representative from the gondola manufacturer, flew to Juneau on September 27th and did an onsite inspection. They agreed the cars are in good condition overall and provided a detailed list of work that would need to be done along with optional work if requested.

This work is very specialized with few companies competing for services of this nature. The only other known company on the West Coast (British Columbia, Canada – Steelhead Systems) is not a practical option due to tariff policies that could arbitrarily affect the cost of service and the critically important schedule.

Local Alternatives

I reached out to the owners of Doug's Auto Body to discuss the practicality of them (or another shop) performing the work to order and install glass and repaint the gondola cars. I selected them because they have the largest facility in terms of large building space and outdoor storage yard. However, after two attempts to follow up they were non-responsive to the idea.

As to vinyl cladding – the local equipment that was in operation at the time it may have been considered has since been purchased and stored away – not in production. The longevity of this product applied to smooth surfaces is 5-7 years in good weather conditions.

Gondola Team Recommendation

The "gondola" cars are the centerpiece of this project. We purchased a system manufactured in 1989 -36 years old, but we believe that cruise ship and independent travelers need to feel like they are riding on a well-maintained modern gondola. Visitor experience and visitor "**safety**" are paramount to the project. We believe that the level of detail and knowledge of gondola cars and related systems that come with the work of the Gondola Shop, is in the best interest of this project. They have already provided suggestions from their industry experience; experience that is simply "not" available with any local vendor, even if there was interest in the work.

The current estimate is $390,000 for work at the gondola shop plus shipping, which we are still working with Alaska Marine Lines to get an estimate. It is likely that after we review some of the recommendations that this price could go up slightly, but this is the amount we're looking at now.

Thank you for your assistance.

MR 26-186 - Gondola Shop

Final Audit Report 2025-11-10

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