

**MEMORANDUM  
COUNTY OF PLACER  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager *Bmw*

DATE: August 26, 2014

SUBJECT: Ice Control Sand and Hauling Services – Hansen Bros. Enterprises, Robinson Sand and Gravel, Cinderlite Trucking Corp., and Larry Newman Trucking

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**ACTION REQUESTED**

1. Approve the renewal of competitively awarded blanket purchase orders with Hansen Bros. Enterprises of Grass Valley, CA, Robinson Sand and Gravel of Auburn, CA, Cinderlite Trucking Corp. of Carson City, NV, and Larry Newman Trucking of Lincoln, CA for the purchase of ice control sand and hauling services on behalf of the Department of Public Works Road Maintenance Division in the maximum aggregate amount of \$240,400, funded by Highway User Tax Account revenues with no new net County cost, for the period of October 1, 2014 through September 30, 2015, and authorize the Purchasing Manager to sign the resulting blanket purchase orders and to transfer funds between blanket purchase orders as needed to meet the County's needs.

**BACKGROUND**

The Department of Public Works Road Maintenance Division (DPW) requires annual blanket purchase orders (BPOs) for the purchase and delivery of ice control sand throughout Placer County on an as-needed basis. On September 10, 2013 your Board approved the first renewal of competitive Bid No. 10204 with Hansen Bros. Enterprises, Robinson Sand and Gravel, Cinderlite Trucking Corp., and Larry Newman Trucking. The resulting BPOs expire on September 30, 2014.

DPW submitted requests to renew the BPOs for another one-year term. Hansen Bros. Enterprises, Cinderlite Trucking Corp., and Larry Newman Trucking agreed to renew at the same pricing and terms. Robinson Sand and Gravel agreed to renew for another one-year term with proposed price increases averaging 4.13% overall. These increases were determined to be consistent with current market conditions based on commodity data obtained from the US Bureau of Labor Statistics. Section 15 of the General Terms and Conditions of Bid No. 10204 allows for the renewal of the existing agreement on a year-to-year basis upon the successful negotiation of the renewal pricing and terms. Placer County Purchasing Policy Manual Section 1.3(o) also allows for the renewal of a contract based on the vendors' satisfactory contract performance.

**FISCAL IMPACT**

Upon your Board's approval BPOs will be awarded to Hansen Bros. Enterprises, Robinson Sand and Gravel, Cinderlite Trucking Corp., and Larry Newman Trucking in the maximum aggregate amount of \$240,400 and will be effective for the period of October 1, 2014 through September 30, 2015. The department's purchases are funded by Highway User Tax Account revenues with no new net County cost.

cc: Cynthia Taylor, Senior Administrative Services Officer – Public Works  
Kevin Taber, Manager-Road Maintenance – Public Works

