

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

TO: Honorable Board of Supervisors  
FROM: Brett Wood, Purchasing Manager  
DATE: October 20, 2015  
SUBJECT: Ice Control Sand and Hauling Services – Multiple Vendors

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**ACTION REQUESTED**

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 in the maximum aggregate amount of \$270,400 for the period of October 20, 2015 through September 30, 2016. Funding is provided by the Department of Public Works and Facilities FY 2015-16 Final Budget.

**BACKGROUND**

The Department of Public Works and Facilities (DPWF) Road Maintenance Division requires annual blanket purchase orders (BPOs) for the purchase and delivery of ice control sand throughout Placer County for the winter season. DPWF utilizes ice control sand to support the department's winter weather road maintenance operations and maintains stockpiles of sand in various locations throughout Eastern and Western Placer County regions so that Road Maintenance staff can quickly spread ice control sand if needed. On August 26, 2014 your Board approved the second renewal of competitive Bid No. 10204 with Hansen Bros. Enterprises, Robinson Sand and Gravel, Cinderlite Trucking Corp., and Larry Newman Trucking. The resulting BPOs expired on September 30, 2015.

DPWF submitted requests to renew the BPOs for another one-year term. Cinderlite Trucking Corp. and Larry Newman Trucking agreed to renew at the same pricing and terms. Hansen Bros. Enterprises and Robinson Sand and Gravel agreed to renew for another one-year term with proposed price increases averaging 5.55% 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 agreements on a year-to-year basis upon the successful negotiation of the renewal pricing and terms. Purchasing Policy Manual Section 1.3(o) also allows for the renewal of a contract based on the vendors' satisfactory contract performance.

Therefore your Board's approval is required to award new BPOs in the department's requested maximum aggregate amount of \$270,400 for the period of October 20, 2015 through September 30, 2016.

**FISCAL IMPACT**

Funding for ice control sand and hauling services is provided by Highway User Tax Account revenues at no cost to the County, and is in the Department of Public Works and Facilities FY 2015-16 Final Budget and will be in their FY 2016-17 Requested Budget.

cc: Cynthia Taylor, Senior Administrative Services Officer – Public Works and Facilities  
Kevin Taber, Engineering Manager Roads Maintenance Division - Public Works and Facilities

