TO: Board of Supervisors  
FROM: Brett Wood, Purchasing Manager  
DATE: December 6, 2016  
SUBJECT: Ice Control Sand and Hauling Services – Hansen Bros. Enterprises, Blain Stumpf Trucking, Cinderlite Trucking Corp., and Reno Rock, LLC

ACTION REQUESTED
Approve the award of competitive Bid No. 10585 to Hansen Bros. Enterprises of Grass Valley, CA, Blain Stumpf Trucking of Shingle Springs, CA, Cinderlite Trucking Corp. of Carson City, NV, and Reno Rock, LLC of Reno, NV for the purchase and delivery of ice control sand in the maximum amount of $225,000 for the period of December 6, 2016 through September 30, 2017, funded by the Department of Public Works and Facilities’ FY 2016-17 Final Budget and will be included in the FY 2017-18 Requested Budget, with no additional net County cost.

Approve the option to renew the resulting award for two (2) additional one-year periods in the amount of $225,000.

Authorize the Purchasing Manager to sign all required documents.

BACKGROUND
The Department of Public Works and Facilities’ Road Maintenance Division (DPWF) requires annual blanket purchase orders with primary and secondary vendors for the purchase and delivery of ice control sand to various locations 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.

DPWF and the Procurement Services Division developed Invitation for Bids No. 10585 to solicit bids for the purchase and delivery of ice control sand throughout Placer County. The bid was distributed via the County’s Public Purchase system to forty potential bidders and was advertised on the County’s website. Twenty-six companies viewed the bid online and a total of six (6) responsive bids were received. The bids were evaluated based on the product costs for each bid category, applicable sales tax and compliance with the bid specifications, terms and conditions. Local vendor preference was also considered in the bid evaluation but it did not affect the outcome of the bid results. Cinderlite Trucking Corp. offered a prompt pay discount which was considered in the bid evaluation and did affect the outcome of the bid results. For Western Placer County, the bid results show that Hansen Bros. Enterprises was the lowest responsive and responsible bidder (primary supplier) and Blain Stumpf Trucking was the second lowest responsive and responsible bidder (secondary supplier). For Eastern Placer County, the bid results show that Cinderlite Trucking Corp. was the lowest responsive and responsible bidder (primary supplier) and Reno Rock, LLC was the second lowest responsive and responsible bidder (secondary supplier).

DPWF has reviewed the responses from the lowest and second-lowest bidders and concurs with the award recommendation. One (1) bid protest was received regarding the award recommendation, however, after review and consultation with County Counsel, the protest was deemed without merit and denied.

Therefore, your Board’s approval is required to proceed with the award of blanket purchase orders to Cinderlite Trucking Corp., Reno Rock LLC, Hansen Bros. Enterprises, and Blain Stumpf Trucking in the maximum aggregate amount of $225,000.
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 2016-17 Final Budget
and will be included in the FY 2017-18 Requested Budget.

Funds are not encumbered until purchases are rendered against the resulting BPOs.

cc: Ken Grehm, Director of Public Works and Facilities
    Cynthia Taylor, Senior Administrative Services Officer
    Kevin Taber, Engineering Manager