

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

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager *Bmw*

DATE: October 9, 2012

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

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**ACTION REQUESTED**

1. Approve the award of competitive Bid No. 10204 to Hansen Bros. Enterprises of Grass Valley, Robinson Sand & Gravel of Auburn, Cinderlite Trucking Corporation of Carson City, NV, and Larry Newman Trucking of Lincoln for ice control sand and hauling services in the maximum aggregate amount of \$235,400, funded by HUTA revenue with no net county cost, for the period of October 9, 2012 through September 30, 2013, and authorize the Purchasing Manager to sign the resulting blanket purchase orders (BPOs) and to transfer funds between BPOs as needed.

**BACKGROUND**

The Department of Public Works (DPW) Road Maintenance Division requires annual BPOs for the purchase and delivery of ice control sand throughout Placer County on an as-needed basis. The department's most recent BPOs expired on June 30, 2012.

The Procurement Services Division developed Invitation for Bids (IFB) No. 10204 to solicit competitive bids for ice control sand and hauling services on behalf of DPW. The bid was distributed via the County's E-Bid system to 86 potential bidders and was also posted on the County's website. A total of 6 bids were received. For Western Placer County, Hansen Bros. Enterprises submitted the lowest priced responsive bid and Robinson Sand & Gravel submitted the next-lowest responsive bid. For Eastern Placer County, Cinderlite Trucking Corp. submitted the lowest priced responsive bid and Larry Newman Trucking submitted the next-lowest responsive bid. The Award Recommendation, Bidder Rankings, and Bid Pricing Evaluation are submitted as Attachment A.

**FISCAL IMPACT**

Upon your Board's approval, BPOs will be awarded to Hansen Bros. Enterprises, Robinson Sand & Gravel, Cinderlite Trucking Corp., and Larry Newman Trucking in the maximum aggregate amount of \$235,400 for the period of October 9, 2012, through September 30, 2013. DPW's Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A – Bid Pricing Evaluation, Bidder Rankings, and Award Recommendation  
B – DPW Fiscal Impact Statement

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

**AWARD RECOMMENDATION FOR BID NO. 10204 - ICE CONTROL SAND AND HAULING SERVICES**

**PRIMARY AWARD**

<i>Bidder</i>	<i>Category</i>	<i>Ref Price</i>	<i>*Factor</i>	<i>Revised Ref Price</i>	<i>**Regional Usage Factor</i>	<i>Aggregate Award Amount (Rounded Up)</i>
Hansen Bros.	1 - Western Placer County	\$ 49,881.98	80%	\$ 39,905.58	35%	\$ 14,000.00
Cinderlite Trucking Corp.	2 - Eastern Placer County	\$ 277,723.88	80%	\$ 222,179.10	65%	\$ 144,500.00

**SECONDARY AWARD**

<i>Bidder</i>	<i>Category</i>	<i>Ref Price</i>	<i>*Factor</i>	<i>Revised Ref Price</i>	<i>**Regional Usage Factor</i>	<i>Aggregate Award Amount (Rounded Up)</i>
Robinson Sand & Gravel	1 - Western Placer County	\$ 57,388.43	20%	\$ 11,477.69	35%	\$ 4,100.00
Newman Trucking	2 - Eastern Placer County	\$ 559,845.00	20%	\$ 111,969.00	65%	\$ 72,800.00

\* - BPO's shall be awarded to a primary and secondary service provider in the maximum aggregate amount of \$235,400.00. DPW Road Maintenance Division anticipates services to be split approximately 80% and 20% between the primary provider and secondary provider.

\*\* - DPW Road Maintenance Division anticipates that ice control sand and hauling will be split approximately 65% and 35% between Eastern Placer County and Western Placer County.

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# RANKINGS


## ICE CONTROL SAND FOR WESTERN PLACER COUNTY

Destinations: Roseville, Cavitt Stallman, Lincoln, Loomis, Auburn, Foresthill, Colfax

<u>Rank</u>	<u>Bidder</u>	<u>Mine ID Information</u>	<u>Name of Hauler</u>	<u>Combined Total Price</u>
1	Hansen Bros., Grass Valley	Hansen Bros. ID #91-29-0006	Hansen Bros., Grass Valley	\$ 49,881.98
2	Robinson Sand & Gravel, Auburn	Hansen Bros. ID #91-29-0006	Robinson Sand & Gravel, Auburn	\$ 57,388.43
3	Newman Trucking, Lincoln	Knife River Hallwood - ID #91-58-0002 and Triangle Rock Products - ID #91-34-0038	Newman Trucking, Lincoln	\$ 66,146.44
4	Blain Stumpf Trucking, Shingle Springs Cinderlite Trucking Corp., Carson City MMC Trucking, Truckee	SRI Supreme - ID #91-58-0022	Blain Stumpf Trucking, Shingle Springs	\$ 133,824.66 No Bid No Bid

## ICE CONTROL SAND FOR EASTERN PLACER COUNTY

Destinations: Kingvale, Northstar, and Tahoe City

<u>Rank</u>	<u>Bidder</u>	<u>Mine ID Information</u>	<u>Name of Hauler</u>	<u>Combined Total Price</u>
*	MMC Trucking, Truckee	Gopher Construction, Fernley, NV - Trico Pit	MMC Trucking, Truckee	
1	Cinderlite Trucking Corp., Carson City	022 - RT Donovan Pit	Cinderlite Trucking Corp., Carson City	\$ 277,723.88
2	Newman Trucking, Lincoln	019 - Granite Construction, 020 - Vulcan Triangle, and 022 - RT Donovan Pit	Newman Trucking, Lincoln	\$ 559,845.00
	Blain Stumpf Trucking, Shingle Springs			No Bid
	Robinson Sand & Gravel, Auburn			No Bid
	Hansen Bros., Grass Valley			No Bid

\* - Bid was determined to be non-responsive because the bidder did not submit complete test results as required in Bid Attribute No. 11.

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**ICE CONTROL SAND FOR WESTERN PLACER COUNTY**

<b>BIDDER: BLAIN STUMPF TRUCKING - SHINGLE SPRINGS, CA</b>			LVP: No		Invoice Terms: Net 30				
	Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price
<b>Destinations</b>									
Roseville	\$ 46.75	\$ 3.38938	\$ 10.00	\$ -	\$ -	\$ -	\$ 60.13938	150	\$ 9,020.91
Cavitt Stallman	\$ 46.75	\$ 3.38938	\$ 10.00	\$ -	\$ -	\$ -	\$ 60.13938	100	\$ 6,013.94
Lincoln	\$ 46.75	\$ 3.38938	\$ 10.00	\$ -	\$ -	\$ -	\$ 60.13938	300	\$ 18,041.81
Loomis	\$ 46.75	\$ 3.38938	\$ 11.00	\$ -	\$ -	\$ -	\$ 61.13938	100	\$ 6,113.94
Auburn	\$ 46.75	\$ 3.38938	\$ 12.00	\$ -	\$ -	\$ -	\$ 62.13938	500	\$ 31,069.69
Foresthill	\$ 46.75	\$ 3.38938	\$ 13.85	\$ -	\$ -	\$ -	\$ 63.98938	500	\$ 31,994.69
Colfax	\$ 46.75	\$ 3.38938	\$ 13.00	\$ -	\$ -	\$ -	\$ 63.13938	500	\$ 31,569.69
									\$ 133,824.66
<b>BIDDER: CINDERLITE TRUCKING CORP - CARSON CITY, NV</b>			LVP: No		Invoice Terms: Net 30				
NO BID									
<b>BIDDER: MMC TRUCKING - TRUCKEE, CA</b>			LVP: No		Invoice Terms: 1% 15 Days				
NO BID									
<b>BIDDER: NEWMAN TRUCKING - LINCOLN, CA</b>			LVP: No		Invoice Terms: Net 30				
	Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price
<b>Destinations</b>									
Roseville	\$ 14.00	\$ 1.01500	\$ 10.50	\$ 0.76125	\$ -	\$ -	\$ 26.27625	150	\$ 3,941.44
Cavitt Stallman	\$ 14.00	\$ 1.01500	\$ 11.00	\$ 0.79750	\$ -	\$ -	\$ 26.81250	100	\$ 2,681.25
Lincoln	\$ 14.00	\$ 1.01500	\$ 9.00	\$ 0.65250	\$ -	\$ -	\$ 24.66750	300	\$ 7,400.25
Loomis	\$ 14.00	\$ 1.01500	\$ 12.00	\$ 0.87000	\$ -	\$ -	\$ 27.88500	100	\$ 2,788.50
Auburn	\$ 14.00	\$ 1.01500	\$ 16.00	\$ 1.16000	\$ -	\$ -	\$ 32.17500	500	\$ 16,087.50
Foresthill	\$ 14.00	\$ 1.01500	\$ 17.00	\$ 1.23250	\$ -	\$ -	\$ 33.24750	500	\$ 16,623.75
Colfax	\$ 14.00	\$ 1.01500	\$ 17.00	\$ 1.23250	\$ -	\$ -	\$ 33.24750	500	\$ 16,623.75
									\$ 66,146.44
<b>BIDDER: ROBINSON SAND &amp; GRAVEL - AUBURN, CA</b>			LVP: Yes		Invoice Terms: 1% 10 Days				
	Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price
<b>Destinations</b>									
Roseville	\$ 16.04	\$ 1.16290	\$ 12.13	\$ 0.87943	\$ 1.51062	\$ 0.30212	\$ 28.39959	150	\$ 4,259.94
Cavitt Stallman	\$ 16.04	\$ 1.16290	\$ 12.13	\$ 0.87943	\$ 1.51062	\$ 0.30212	\$ 28.39959	100	\$ 2,839.96
Lincoln	\$ 16.04	\$ 1.16290	\$ 12.13	\$ 0.87943	\$ 1.51062	\$ 0.30212	\$ 28.39959	300	\$ 8,519.88
Loomis	\$ 16.04	\$ 1.16290	\$ 11.12	\$ 0.80620	\$ 1.45646	\$ 0.29129	\$ 27.38135	100	\$ 2,738.14
Auburn	\$ 16.04	\$ 1.16290	\$ 9.10	\$ 0.65975	\$ 1.34813	\$ 0.26963	\$ 25.34489	500	\$ 12,672.45
Foresthill	\$ 16.04	\$ 1.16290	\$ 14.15	\$ 1.02588	\$ 1.61894	\$ 0.32379	\$ 30.43605	500	\$ 15,218.02
Colfax	\$ 16.04	\$ 1.16290	\$ 6.06	\$ 0.43935	\$ 1.18511	\$ 0.23702	\$ 22.28012	500	\$ 11,140.06
									\$ 57,386.43
<b>BIDDER: HANSEN BROS. ENTERPRISES - GRASS VALLEY, CA</b>			LVP: No		Invoice Terms: Net 30				
	Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price
<b>Destinations</b>									
Roseville	\$ 13.50	\$ 0.97875	\$ 8.60	\$ 0.62350	\$ -	\$ -	\$ 23.70225	150	\$ 3,555.34
Cavitt Stallman	\$ 13.50	\$ 0.97875	\$ 10.75	\$ 0.77938	\$ -	\$ -	\$ 26.00813	100	\$ 2,600.81
Lincoln	\$ 13.50	\$ 0.97875	\$ 8.60	\$ 0.62350	\$ -	\$ -	\$ 23.70225	300	\$ 7,110.68
Loomis	\$ 13.50	\$ 0.97875	\$ 7.15	\$ 0.51838	\$ -	\$ -	\$ 22.14713	100	\$ 2,214.71
Auburn	\$ 13.50	\$ 0.97875	\$ 7.90	\$ 0.57275	\$ -	\$ -	\$ 22.95150	500	\$ 11,475.75
Foresthill	\$ 13.50	\$ 0.97875	\$ 9.30	\$ 0.67425	\$ -	\$ -	\$ 24.45300	500	\$ 12,226.50
Colfax	\$ 13.50	\$ 0.97875	\$ 6.45	\$ 0.46763	\$ -	\$ -	\$ 21.39638	500	\$ 10,698.19
									\$ 49,861.98

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**ICE CONTROL SAND FOR EASTERN PLACER COUNTY**

<b>BIDDER: BLAIN STUMPF TRUCKING - SHINGLE SPRINGS, CA</b>			LVP: No		Invoice Terms: Net 30				
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
NO BID									
<b>BIDDER: CINDERLITE TRUCKING CORP. - CARSON CITY, NV</b>			LVP: No		Invoice Terms: Net 30				
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
<u>Destinations</u>									
Kingvale	\$ 29.50	\$ 2.13875	\$ 15.75	\$ 1.14188	\$ -	\$ 48.53063	300	\$	14,559.19
Northstar	\$ 29.50	\$ 2.13875	\$ 15.75	\$ 1.14188	\$ -	\$ 48.53063	2000	\$	97,061.25
Tahoe City	\$ 29.50	\$ 2.13875	\$ 15.75	\$ 1.14188	\$ -	\$ 48.53063	1750	\$	84,928.59
Truckee	\$ 29.50	\$ 2.13875	\$ 13.75	\$ 0.99688	\$ -	\$ 46.38563	1750	\$	81,174.84
								\$	277,723.88
<b>BIDDER: MMC TRUCKING - TRUCKEE, CA</b>			LVP: No		Invoice Terms: 1% 15 Days				
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
<u>Destinations</u>									
Kingvale									
Northstar									
Tahoe City									
Truckee									
<b>BIDDER: NEWMAN TRUCKING - LINCOLN, CA</b>			LVP: No		Invoice Terms: Net 30				
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
<u>Destinations</u>									
Kingvale	\$ 49.00	\$ 3.55250	\$ 41.00	\$ 2.97250	\$ -	\$ 96.52500	300	\$	28,957.50
Northstar	\$ 49.00	\$ 3.55250	\$ 41.00	\$ 2.97250	\$ -	\$ 96.52500	2000	\$	193,050.00
Tahoe City	\$ 49.00	\$ 3.55250	\$ 41.00	\$ 2.97250	\$ -	\$ 96.52500	1750	\$	168,918.75
Truckee	\$ 49.00	\$ 3.55250	\$ 41.00	\$ 2.97250	\$ -	\$ 96.52500	1750	\$	168,918.75
								\$	559,845.00
<b>BIDDER: ROBINSON SAND &amp; GRAVEL - AUBURN, CA</b>			LVP: Yes		Invoice Terms: 1% 10 Days				
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
NO BID									
<b>BIDDER: HANSEN BROS. ENTERPRISES - GRASS VALLEY, CA</b>			LVP: No		Invoice Terms: Net 30				
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
NO BID									

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