

MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager *BW*

DATE: October 9, 2012

SUBJECT: Snow Chains, Parts, and Services – Quality Chain Corporation

ACTION REQUESTED

1. Approve the award of competitive Bid No. 10189 to Quality Chain Corporation of Hillsboro, OR for snow chains, parts, and services in the maximum aggregate amount of \$93,000, funded by Highway Users Tax Apportionments (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).

BACKGROUND

The Department of Public Works (DPW) Road Maintenance Division and Fleet Services Division require annual BPOs for the as-needed purchase of snow chains, parts, and services for use on the County's vehicles including light trucks and snow removal equipment. The department's most recent BPOs expired on March 31, 2012.

The Procurement Services Division developed Invitation for Bids No. 10189 to solicit competitive bids for snow chains, parts, and services on behalf of DPW. The bid was distributed via the County's E-Bid system to 63 potential bidders and was also posted on the County's website. A total of 5 bids were received. Quality Chain Corporation submitted the lowest priced responsive bid. A complete bid evaluation summary is submitted as Attachment A.

FISCAL IMPACT

Upon your Board's approval, BPOs will be awarded to Quality Chain Corporation in the maximum aggregate amount of \$93,000 for the period of October 9, 2012, through September 30, 2013. A BPO for the Road Maintenance Division will be awarded in the maximum amount of \$90,000 and the BPO for the Fleet Services Division will be awarded in the maximum amount of \$3,000. DPW's Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A – Bid 10189 Evaluation Spreadsheet and Award Recommendation
B – DPW Fiscal Impact Statement

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



COUNTY OF PLACER, AUBURN, CA
BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10189
Title: Snow Chains, Parts, and Services
Due Date: 9/19/12 @ 2:30 PM

Buyer Name/Phone: Jon Manning, 530-889-4290

(Recommended award is highlighted)

		Name of Firm City/State	Acme Rigging & Supply Sacramento, CA	NC Auto Parts Reno, NV	Pewag Inc. Rocklin, CA	Quality Chain Corp. Hillsboro, OR	Silver State International Sparks, NV					
		Contact Person Telephone	Tom Loker 916-443-3355	Brett Clampitt 775-284-3417	Nathan R. Thomas 800-445-2895	Brian Dean Langua 503-614-9664	Matt McManus 775-685-6000					
		FOB Delivery Time	Destination 2-3 Days	Destination 10 Days	Destination 2-3 Days	Destination 2-3 Days	Destination 7 Days					
		LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾	No Net 30	No Net 10	Yes Net 30	No Net 30	No Net 30					
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension		
Package 1 - Snow Chains Auburn Area												
1.1	Heavy Truck Square Link, 7mm Single Link, Tire Size 315/80x22.5	20	227.38	4,547.60	212.52	4,250.40	241.59	4,831.80	182.44	3,648.80	211.65	4,233.00
1.2	Heavy Equipment Square Link, 10mm Double Space, Tire Size Heavy Duty 14.00x20	5	1,186.45	5,932.25	1039.67	5,198.35	1,260.60	6,303.00	626.96	3,134.80	1,030.83	5,154.15
1.3	Heavy Equipment Square Link, 10mm Double Space, Tire Size 14.00x24	50	1,154.49	57,724.50	1190.21	59,510.50	1,443.12	72,156.00	669.98	33,499.00	1,185.36	59,268.00
1.4	Light Truck Square Link, 5.6mm w/Cams, Tire Size 235/85R16	15	185.39	2,480.85	144.92	2,173.80	175.72	2,635.80	59.22	888.30	144.34	2,165.10
1.5	Light Truck Square Link, 5.6mm w/Cams, Tire Size 245/75R16	15	185.39	2,480.85	144.92	2,173.80	175.72	2,635.80	59.22	888.30	144.34	2,165.10
1.6	Light Truck Square Link, 5.6mm w/Cams, Tire Size LT245/70R17	5	163.34	816.70	143.13	715.65	173.55	867.75	57.07	285.35	142.54	712.70
1.7	Light Truck Square Link, 5.6mm w/Cams, Tire Size LT275/70R18	5	190.67	953.35	167.08	835.40	202.59	1,012.95	89.82	449.10	166.40	832.00
1.8	Cross Chain Replacement, 7mm 11 Links	1	6.73	6.73	5.90	5.90	7.15	7.15	3.91	3.91	5.87	5.87
1.9	Cross Chain Replacement, 7mm 9 Links	1	6.00	6.00	5.26	5.26	6.38	6.38	3.49	3.49	5.23	5.23
1.10	Cross Chain Hooks, 82-5 Heavy Truck	1	0.79	0.79	0.69	0.69	0.84	0.84	0.29	0.29	0.69	0.69
1.11	Outside Fastener, 82-5 Heavy Truck	1	7.24	7.24	6.34	6.34	7.69	7.69	6.27	6.27	6.31	6.31
1.12	Swivel Hook 11/0 for 8.2mm and 10mm	1	4.42	4.42	3.77	3.77	4.71	4.71	1.96	1.96	3.86	3.86
1.13	Side Chain 9/0 - 3/8" BP (Price Per Foot)	1	2.80	2.80	2.86	2.86	2.97	2.97	1.58	1.58	3.59	3.59
1.14	Cross Chain Square Link 10mm - 3/8"BP (Price Per Foot)	1	8.46	8.46	7.41	7.41	8.99	8.99	3.53	3.53	7.38	7.38
1.15	Cross Chain Hooks, 11/0, 9/16"	1	1.58	1.58	1.39	1.39	1.69	1.69	0.67	0.67	1.39	1.39
1.16	Hourly Shop Labor Rate for Snow Chain Repairs and Custom Snow Chain Work	5	75.00	375.00	No Bid	-	75.00	375.00	50.00	250.00	120.00	600.00
Subtotal			75,349.12		74,891.52		90,858.52		43,065.35		75,164.37	
7.25% Sales Tax (W/o Line Item 1.16)			5,435.62		7.25% Sales Tax (W/o Line Item 1.16)		6,560.06		7.25% Sales Tax (W/o Line Item 1.16)		5,405.92	
Bid Total			80,784.74		80,321.18		97,418.58		46,169.46		80,570.29	
LVP			0.00		0.00		2,500.00		0.00		0.00	
Net Price			\$80,784.74		\$80,321.18		\$94,918.58		\$46,169.46		\$80,570.29	
Package 2 - Snow Chains Truckee Area												
2.1	Heavy Truck Square Link, 7mm Single Link, Tire Size 315/80x22.5	20	227.38	4,547.60	212.52	4,250.40	241.59	4,831.80	182.44	3,648.80	211.31	4,226.20
2.2	Heavy Equipment Square Link, 10mm Double Space, Tire Size Heavy Duty 14.00x20	5	1,186.45	5,932.25	1039.67	5,198.35	1,260.60	6,303.00	626.96	3,134.80	1,030.83	5,154.15
2.3	Heavy Equipment Square Link, 10mm Double Space, Tire Size 14.00x24	50	1,358.22	67,911.00	1190.21	59,510.50	1,443.12	72,156.00	669.98	33,499.00	1,185.36	59,268.00
2.4	Light Truck Square Link, 5.6mm w/Cams, Tire Size 235/85R16	15	185.39	2,480.85	144.92	2,173.80	175.72	2,635.80	59.22	888.30	144.34	2,165.10
2.5	Light Truck Square Link, 5.6mm w/Cams, Tire Size 245/75R16	15	185.39	2,480.85	144.92	2,173.80	175.72	2,635.80	59.22	888.30	144.34	2,165.10
2.6	Light Truck Square Link, 5.6mm w/Cams, Tire Size LT245/70R17	5	163.34	816.70	143.13	715.65	173.55	867.75	57.07	285.35	142.54	712.70
2.7	Light Truck Square Link, 5.6mm w/Cams, Tire Size LT275/70R18	5	190.67	953.35	167.08	835.40	202.59	1,012.95	89.82	449.10	166.40	832.00
2.8	Cross Chain Replacement, 7mm 11 Links	1	6.73	6.73	5.90	5.90	7.15	7.15	3.91	3.91	5.87	5.87
2.9	Cross Chain Replacement, 7mm 9 Links	1	6.00	6.00	5.26	5.26	6.38	6.38	3.49	3.49	5.23	5.23
2.10	Cross Chain Hooks, 82-5 Heavy Truck	1	0.79	0.79	0.69	0.69	0.84	0.84	0.29	0.29	0.69	0.69
2.11	Outside Fastener, 82-5 Heavy Truck	1	7.24	7.24	6.34	6.34	7.69	7.69	6.27	6.27	6.31	6.31
2.12	Swivel Hook 11/0 for 8.2mm and 10mm	1	4.42	4.42	3.77	3.77	4.71	4.71	1.96	1.96	3.86	3.86
2.13	Side Chain 9/0 - 3/8" BP (Price Per Foot)	1	2.80	2.80	2.86	2.86	2.97	2.97	1.58	1.58	3.59	3.59
2.14	Cross Chain Square Link 10mm - 3/8"BP (Price Per Foot)	1	8.46	8.46	7.41	7.41	8.99	8.99	3.53	3.53	7.38	7.38
2.15	Cross Chain Hooks, 11/0, 9/16"	1	1.58	1.58	1.39	1.39	1.69	1.69	0.67	0.67	1.39	1.39
2.16	Hourly Shop Labor Rate for Snow Chain Repairs and Custom Snow Chain Work	5	75.00	375.00	No Bid	-	75.00	375.00	50.00	250.00	120.00	600.00
Subtotal			85,535.62		74,891.52		90,858.52		43,065.35		75,157.57	
7.25% Sales Tax (W/o Line Item 2.16)			6,174.14		7.25% Sales Tax (W/o Line Item 2.16)		6,560.06		7.25% Sales Tax (W/o Line Item 2.16)		5,405.42	
Bid Total			91,709.76		80,321.18		97,418.58		46,169.46		80,562.99	
LVP			0.00		0.00		4,870.93		0.00		0.00	
Net Price			\$91,709.76		\$80,321.18		\$92,289.51		\$46,169.46		\$80,562.99	

162



**COUNTY OF PLACER, AUBURN, CA
 BID EVALUATION & AWARD RECOMMENDATION**

Bid No. 10189
Title: Snow Chains, Parts, and Services
Due Date: 9/19/12 @ 2:30 PM

Buyer Name/Phone: Jon Manning, 530-889-4290

(Recommended award is highlighted)

Item No.	Item Description	Qty	Unit Price	Extension								
3.1	Package 3 - Discounts for Related Purchases	500	40.00%	300.00	57.00%	215.00	50.00%	250.00	56.65%	216.75	27.00%	365.00
3.2	Percent Discount Off of Retail Pricing for Other Brands of Snow Chains	500	15.00%	425.00	57.00%	215.00	50.00%	250.00	56.65%	216.75	27.00%	365.00
3.2	Percent Discount Off of Retail Pricing for Other Snow Chain Parts and Supplies	500	15.00%	425.00	57.00%	215.00	50.00%	250.00	56.65%	216.75	27.00%	365.00

ALL-OR-NONE TABULATION

(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid. LVP Credit cannot exceed \$5,000.00 in accordance with Purchasing Policy Manual Section 1.2(f).	Subtotal Pckgs 1-3	161,609.74	Subtotal Pckgs 1-3	150,213.04	Subtotal Pckgs 1-3	182,217.04	Subtotal Pckgs 1-3	86,564.20	Subtotal Pckgs 1-3	151,051.94
	7.25% Sales Tax (W/o Line Items 1.16 and 2.16)	11,662.33	7.25% Sales Tax (W/o Line Items 1.16 and 2.16)	10,890.45	7.25% Sales Tax (W/o Line Items 1.16 and 2.16)	13,156.36	7.25% Sales Tax (W/o Line Items 1.16 and 2.16)	6,239.65	7.25% Sales Tax (W/o Line Items 1.16 and 2.16)	10,864.27
(2) Invoice Terms of less than 10 days were not considered in this evaluation.	Bid Total	173,272.07	Bid Total	161,103.49	Bid Total	195,373.40	Bid Total	92,803.85	Bid Total	161,916.21
	LVP	0.00	LVP	0.00	LVP	5,000.00	LVP	0.00	LVP	0.00
	Ref. Price	\$173,272.07	Ref. Price	\$161,103.49	Ref. Price	\$190,373.40	Ref. Price	\$92,803.85	Ref. Price	\$161,916.21

EVALUATION NOTES:

Quality Chain Corp., the apparent low bidder, is offering Quality Chain Corp. brand products for all line items except 1.11 and 2.11 for which they are offering Pewag Inc. product. Pewag Inc. is a registered local vendor and received their 5% Local Vendor Preference (LVP) Credit however the LVP Credit cannot exceed \$5,000.00 in accordance with Purchasing Policy Manual Section 1.2(f). Their Total LVP Credit for Package 1 is \$4,870.93 however it did not affect their bidder ranking. As the result their LVP credit is shown as a 50/50 split.

EVALUATION SUMMARY - LISTED BY LOW BIDDER:

1-	Quality Chain Corp.	\$92,803.85
2-	NC Auto Parts	\$161,103.49
3-	Silver State International	\$161,916.21
4-	Acme Rigging & Supply	\$173,272.07
5-	Pewag Inc.	\$190,373.40

COST SAVINGS CALCULATION: \$161,103.49 - \$92,803.85 = \$68,299.64
 \$68,299.64 / \$161,103.49 = 4239
 4239 x \$93,000.00 = **\$39,427.24**

163

