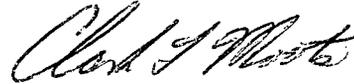


**MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: Clark Moots, Director of Administrative Services



DATE: August 9, 2011

SUBJECT: Approve the Award of Competitive Bid No. 10093 to Hansen Bros. Enterprises, Robinson Sand & Gravel, and Cinderlite Trucking Corp. for Ice Control Sand and Hauling Services in the Total Aggregate Amount of \$100,000.00

ACTION REQUESTED

Approve the award of competitive Bid No. 10093 to Hansen Bros. Enterprises of Grass Valley, Robinson Sand & Gravel of Auburn, and Cinderlite Trucking Corp. of Carson City, NV, for ice control sand and hauling services in the total aggregate amount of \$100,000.00, 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 blanket purchase orders for the purchase and delivery of ice control sand throughout Placer County on an as-needed basis. The department's current BPOs expired on June 30, 2011.

The Procurement Services Division solicited competitive bids for ice control sand on behalf of DPW. Fifty-one bidders were notified of Invitation for Bid No. 10093 which was also posted on the County's website. A total of five 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 only responsive bid. The Award Recommendation, Bidder Rankings, and Bid Pricing Evaluation are submitted as Attachment A, Exhibits 1, 2, and 3.

FISCAL IMPACT

The BPOs resulting from this recommendation will be awarded to Hansen Bros. Enterprises, Robinson Sand & Gravel, and Cinderlite Trucking Corp in the total aggregate amount of \$100,000.00 for the period of August 9, 2011, through June 30, 2012. The BPO amounts will be as follows: Hansen Bros. Enterprises in the maximum amount of \$13,000.00, Robinson Sand & Gravel in the maximum amount of \$7,000.00, and Cinderlite Trucking Corp. in the maximum amount of \$80,000.00. DPW's Fiscal Impact Statement is attached (refer to Attachment B).

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

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

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AWARD RECOMMENDATION FOR BID NO. 10093 - 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	\$ 45,986.50	70%	\$ 32,190.55	35%	\$ 13,000.00
Cinderlite Trucking Corp.	2 - Eastern Placer County	\$ 175,593.50	70%	\$ 122,915.45	65%	\$ 80,000.00

SECONDARY AWARD

<i>Bidder</i>	<i>Category</i>	<i>Ref Price</i>	<i>*Factor</i>	<i>Revised Ref Price</i>	<i>Aggregate Award Amount (Rounded Up)</i>
Robinson Sand & Gravel	1 - Western Placer County	\$ 55,331.00	30%	\$ 16,599.30	\$ 7,000.00
N/A	2 - Eastern Placer County	\$ -	30%	\$ -	\$ -

* - BPO's shall be awarded to a primary and secondary service provider in the maximum aggregate amount of \$100,000.00. DPW Road Maintenance Division anticipates services to be split approximately 70% and 30% 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	\$ 45,986.50
2	Robinson Sand & Gravel, Auburn	Hansen Bros. ID #91-29-0006	Robinson Sand & Gravel, Auburn	\$ 55,331.00
3	Blain Stumpf Trucking, Shingle Springs Cinderlite Trucking Corp., Carson City	Teichert Martis Valley ID #91-29-0004	Blain Stumpf Trucking, Shingle Springs	\$ 61,099.50 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>
1	Cinderlite Trucking Corp., Carson City	Western NV Material, Tracy NV	Cinderlite Trucking Corp., Carson City	\$ 175,593.50
	Blain Stumpf Trucking, Shingle Springs			No Bid
	Robinson Sand & Gravel, Auburn			No Bid
	Hansen Bros., Grass Valley			No Bid

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J. Manning

Evaluation of Bid Prices

ICE CONTROL SAND FOR WESTERN PLACER COUNTY

BIDDER: Blain Stumpf Trucking-Shingle Springs, CA		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	
Destinations									
Roseville	\$ 12.38	\$ 1.02	\$ 17.41	\$ -	\$ -	\$ 30.81	150	\$ 4,621.50	
Cavitt Stallman	\$ 12.38	\$ 1.02	\$ 16.54	\$ -	\$ -	\$ 29.94	100	\$ 2,994.00	
Lincoln	\$ 12.38	\$ 1.02	\$ 16.54	\$ -	\$ -	\$ 29.94	300	\$ 8,982.00	
Loomis	\$ 12.38	\$ 1.02	\$ 16.37	\$ -	\$ -	\$ 29.77	100	\$ 2,977.00	
Auburn	\$ 12.38	\$ 1.02	\$ 14.28	\$ -	\$ -	\$ 27.68	500	\$ 13,840.00	
Foresthill	\$ 12.38	\$ 1.02	\$ 16.89	\$ -	\$ -	\$ 30.29	500	\$ 15,145.00	
Colfax	\$ 12.38	\$ 1.02	\$ 11.68	\$ -	\$ -	\$ 25.08	500	\$ 12,540.00	
								\$ 61,099.50	
BIDDER: Cinderlite Trucking Corp.-Carson City, NV									
		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									
BIDDER: Hansen Bros.- Grass Valley, CA									
		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	
Destinations									
Roseville	\$ 11.95	\$ 0.99	\$ 8.25	\$ 0.68	\$ -	\$ 21.87	150	\$ 3,280.50	
Cavitt Stallman	\$ 11.95	\$ 0.99	\$ 10.30	\$ 0.85	\$ -	\$ 24.09	100	\$ 2,409.00	
Lincoln	\$ 11.95	\$ 0.99	\$ 8.25	\$ 0.68	\$ -	\$ 21.87	300	\$ 6,561.00	
Loomis	\$ 11.95	\$ 0.99	\$ 6.90	\$ 0.57	\$ -	\$ 20.41	100	\$ 2,041.00	
Auburn	\$ 11.95	\$ 0.99	\$ 7.55	\$ 0.62	\$ -	\$ 21.11	500	\$ 10,555.00	
Foresthill	\$ 11.95	\$ 0.99	\$ 8.95	\$ 0.74	\$ -	\$ 22.63	500	\$ 11,315.00	
Colfax	\$ 11.95	\$ 0.99	\$ 6.20	\$ 0.51	\$ -	\$ 19.65	500	\$ 9,825.00	
								\$ 45,986.50	
BIDDER: Larry Newman Trucking-Lincoln, CA									
		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	
Destinations									
Roseville									
Cavitt Stallman									
Lincoln									
Loomis									
Auburn									
Foresthill									
Colfax									
BIDDER: Robinson Sand & Gravel-Auburn, CA									
		LVP: Yes		Invoice Terms: 1% 10 Days, Net 30					
Material Price	Mat. Sales Tax	Hauling Price	Haul. Sales Tax	LVP Credit	Prompt Pay. Discount	Mat'l + Haul	Est. Tons	Total Price	
Destinations									
Roseville	\$ 14.85	\$ 1.23	\$ 12.13	\$ 1.00	\$ 1.46	\$ 27.46	150	\$ 4,119.00	
Cavitt Stallman	\$ 14.85	\$ 1.23	\$ 12.13	\$ 1.00	\$ 1.46	\$ 27.46	100	\$ 2,746.00	
Lincoln	\$ 14.85	\$ 1.23	\$ 12.13	\$ 1.00	\$ 1.46	\$ 27.46	300	\$ 8,238.00	
Loomis	\$ 14.85	\$ 1.23	\$ 11.12	\$ 0.92	\$ 1.41	\$ 26.43	100	\$ 2,643.00	
Auburn	\$ 14.85	\$ 1.23	\$ 9.10	\$ 0.75	\$ 1.30	\$ 24.37	500	\$ 12,185.00	
Foresthill	\$ 14.85	\$ 1.23	\$ 14.15	\$ 1.17	\$ 1.57	\$ 29.52	500	\$ 14,760.00	
Colfax	\$ 14.85	\$ 1.23	\$ 6.06	\$ 0.50	\$ 1.13	\$ 21.28	500	\$ 10,640.00	
								\$ 55,331.00	

Evaluation of Bid Prices

ICE CONTROL SAND FOR EASTERN PLACER COUNTY

BIDDER: Blain Stumpf Trucking-Shingle Springs, CA		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								
BIDDER: Cinderlite Trucking Corp.-Carson City, NV		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
Destinations								
Kingvale	\$ 15.00	\$ 1.24	\$ 13.61	\$ 1.12	\$ -	\$ 30.97	300	\$ 9,291.00
Northstar	\$ 15.00	\$ 1.24	\$ 12.93	\$ 1.07	\$ -	\$ 30.24	2000	\$ 60,480.00
Tahoe City	\$ 15.00	\$ 1.24	\$ 13.61	\$ 1.12	\$ -	\$ 30.97	1750	\$ 54,197.50
Truckee	\$ 15.00	\$ 1.24	\$ 12.25	\$ 1.01	\$ -	\$ 29.50	1750	\$ 51,625.00
								\$ 175,593.50
BIDDER: Hansen Bros. Ent. - Grass Valley, CA		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								
BIDDER: Larry Newman Trucking-Lincoln, CA		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
Destinations								
Kingvale								
Northstar								
Tahoe City								
Truckee								
BIDDER: Robinson Sand & Gravel-Auburn, CA		LVP: Yes		Invoice Terms: 1% 10 Days, 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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