

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

TO: Honorable Board of Supervisors  
FROM: Brett Wood, Purchasing Manager *BW*  
DATE: July 9, 2013  
SUBJECT: Asphalt Crack Sealant Products – Crafcoc Inc.

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**ACTION REQUESTED**

1. Approve the award of a negotiated blanket purchase order (BPO) with Crafcoc Inc. of Chandler, AZ for the as-needed purchase of asphalt crack sealant products used for road maintenance projects in the maximum amount of \$75,000, funded by Highway User Tax Account revenue with no net County cost, for the period of July 1, 2013 through June 30, 2014, and authorize the Purchasing Manager to sign the resulting BPO.

**BACKGROUND**

The Department of Public Works Road Maintenance Division (DPW) requires an annual BPO for the purchase of various types of Crafcoc brand asphalt crack sealant products on an as-needed basis for the department's road maintenance projects. On May 25, 2012, the Purchasing Manager approved the sixth renewal of competitive Quote Request No. RQ043208 with Tri-American Inc. of Milpitas, CA who was the sole authorized distributor of Crafcoc brand products for the Northern California region. The resulting BPO expired on June 30, 2013.

DPW submitted a request to renew the BPO for another one-year term. Tri-American Inc. indicated that they are no longer the authorized Northern California distributor of Crafcoc brand products and that the County must purchase Crafcoc brand asphalt crack sealant products directly from Crafcoc until a new distributor is designated. Procurement Services successfully negotiated a one-year blanket agreement with Crafcoc Inc. with proposed price decreases averaging 6.92% overall. Procurement Services determined that these proposed decreases are reasonable since they are more favorable than the current market conditions affecting the cost of these products. Purchasing Policy Manual (PPM) Section 1.3(n) allows for an exception to competitive bidding when it is reasonably necessary to conduct County business.

**FISCAL IMPACT**

Upon your Board's approval a BPO will be awarded to Crafcoc Inc. in the maximum amount of \$75,000 and will be effective for the period of July 1, 2013 through June 30, 2014. DPW's Fiscal Impact Statement is attached.

Attachment: DPW's Fiscal Impact Statement

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

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# MEMORANDUM

DEPARTMENT OF PUBLIC WORKS  
County of Placer

TO: Honorable Board of Supervisors  
FROM: Ken Grehm, Director  
DATE: July 9, 2013  
SUBJECT: **Fiscal Impact Statement**  
RQ056767 (BPO19778) Crafcro Brand Polyflex Crack Sealant

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1. Approve RQ056767 for Crafcro brand Polyflex Crack Sealant in the aggregate amount of \$75,000 funded by revenue collected from Highway User Tax Account with no net county cost, for the period of FY 2013-14, and authorize the Purchasing Manager to sign the resulting Blanket Purchase Order.