

MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: January 7, 2014
SUBJECT: Snow Chains, Parts, and Services – Silver State International

ACTION REQUESTED

1. Approve the award of competitive Bid No. 10312 to Silver State International of Sparks, NV for snow chains, parts, and related services in the maximum amount of \$93,000, funded by Highway User Tax Account revenue for FY 2013-14 and FY 2014-15, for the period of January 7, 2014 through December 31, 2014;
2. Approve the option to renew the resulting agreement on a year-to-year basis for three additional one-year terms provided that each renewal amount does not exceed 10 percent in aggregate of the recommended award amount of \$93,000; and
3. Authorize the Purchasing Manager to sign the resulting blanket purchase orders.

BACKGROUND

The Department of Public Works Road Maintenance and Fleet Services Divisions (DPW) require annual blanket purchase orders (BPOs) for the as-needed purchase of snow chains, parts, and related services for use on the County's vehicles including light trucks and snow removal equipment. The department's most recent BPOs for these commodities expired on September 30, 2013.

Procurement Services developed Invitation for Bids (IFB) No. 10312 to solicit competitive bids for the various types of snow chains, parts, and related services required by both divisions. The IFB was distributed via the County's e-Procurement platform, Public Purchase, to 154 potential bidders and was advertised on the County's website. A total of 20 bidders viewed the bid online and 4 bids were received. Two of the bids received were rejected because they failed to meet the minimum requirements of the bid. Local vendor preference and prompt payment discounts were considered, however, they did not affect the outcome of the bid results. The IFB was evaluated by category and on an all-or-none basis. The bid evaluation illustrates that Silver State International is the lowest responsive bidder for both categories. A complete bid evaluation summary is submitted as Attachment A.

FISCAL IMPACT

Upon your Board's approval, a BPO will be awarded to Silver State International of Sparks, NV in the maximum amount of \$93,000 for the period of January 7, 2014 through December 31, 2014. The department has advised that these purchases will be funded by revenue collected from Highway User Tax Account, with no net County cost, for FY 2013-14 and FY 2014-15.

Attachment: IFB No. 10312 Bid Evaluation Spreadsheet and Recommended Award

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

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

Bid No.: 10312
Title: Snow Chains, Parts, and Services
Due Date: 11/19/13 @ 2:30:00 PM (Pacific)

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

(Recommended award is highlighted)

		Name of Firm City/State	Pewag Inc Rocklin CA	Silver State International Sparks NV		
		Contact Person Telephone Email	Nathan Thomas 800-445-2895 natet@pewagchain.com	Matt McManus 775-848-7758 mattm@ssltrucks.com		
		FOB Delivery Time	Destination 2 Days Stock Orders / 7 Days	Destination 5 Days Stock Orders / 12 Days		
		LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾	Yes Net 30	No Net 30		
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension
CATEGORY 1 - SNOW CHAINS AND RELATED PARTS AND						
1.1	Heavy Truck Square Link, 8mm single link spacing with cams, Tire	20	257.69	5,153.80	221.59	4,431.80
1.2	Heavy Equipment Square Link, 10mm double space with swivels,	5	1,358.36	6,791.80	1,165.92	5,829.60
1.3	Heavy Equipment Square Link, 10mm double space with swivels,	40	1,462.98	58,519.20	1,255.72	50,228.80
1.4	Light Truck Square Link, 5.6mm with cams, Tire Size: 235/85R16	15	168.69	2,530.35	144.79	2,171.85
1.5	Light Truck Square Link, 5.6mm with cams, Tire Size: 245/75R16	15	168.69	2,530.35	144.79	2,171.85
1.6	Light Truck Square Link, 5.6mm with cams, Tire Size: LT245/70R17	5	166.60	833.00	143.00	715.00
1.7	Light Truck Square Link, 5.6mm with cams, Tire Size: LT275/70R18	5	194.48	972.40	166.93	834.65
1.8	Square CC Replacement 8.2mm EG with hooks delivered/package	1	5.06	5.06	4.35	4.35
1.9	Hardened Square Link Bulk, 10mm (3/8"), Heavy Equipment	1	880.00	880.00	756.00	756.00
1.10	Cross Chain Replacement with hooks, 8.2mm 11 links (unit price)	1	9.45	9.45	7.95	7.95
1.11	Cross Chain Replacement with hooks, 8.2mm 9 links (unit price)	1	6.88	6.88	No Bid	0.00
1.12	Cross Chain Hooks, 7/0, 5/16", Heavy Truck Application, 50 per	1	85.00	85.00	35.00	35.00
1.13	Outside Lever Fastener, Heavy Truck Application (unit price)	1	7.38	7.38	6.34	6.34
1.14	Swivel Hook 11/0 for 8.2mm and 10mm (unit price)	1	4.52	4.52	3.88	3.88
1.15	Side Chain 9/0 - 3/8" BP, Heavy Equipment Application,	1	340.00	340.00	292.00	292.00
1.16	Side Chain 6/0 - 9/32" BP, Heavy Truck Application (price per foot)	50	2,611.2	130.56	2.24	112.00
1.17	Cross Chain Square Link 10mm - 3/8" BP (price per foot)	1	8.80	8.80	7.56	7.56
1.18	Cross Chain Hooks, 11/0, 7/16", Heavy Equipment Application, 50	1	82.56	82.56	71.00	71.00
1.19	Hourly Shop Labor Rate for Snow Chain Repairs and Custom Snow	5	85.00	425.00	No Bid	0.00
			Subtotal	79,316.11	Subtotal	67,679.63
			7.50% Sales Tax	5,948.71	7.50% Sales Tax	5,075.97
			Freight	0.00	Freight	0.00
			Bid Total	85,264.82	Bid Total	72,755.60
			LVP	4,263.24	LVP	0.00
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
			Ref. Price	\$81,001.58	Ref. Price	\$72,755.60
CATEGORY 2 - SNOW CHAINS AND RELATED PARTS AND						
2.1	Heavy Truck Square Link, 8mm single link spacing with cams, Tire	20	257.69	5,153.80	221.59	4,431.80
2.2	Heavy Equipment Square Link, 10mm double space with swivels,	20	1,358.36	27,167.20	1,165.92	23,318.40
2.3	Heavy Equipment Square Link, 10mm double space with swivels,	60	1,462.98	87,778.80	1,255.72	75,343.20
2.4	Light Truck Square Link, 5.6mm with cams, Tire Size: 235/85R16	15	168.69	2,530.35	144.79	2,171.85
2.5	Light Truck Square Link, 5.6mm with cams, Tire Size: 245/75R16	15	168.69	2,530.35	144.79	2,171.85
2.6	Light Truck Square Link, 5.6mm with cams, Tire Size: LT245/70R17	5	166.60	833.00	143.00	715.00
2.7	Light Truck Square Link, 5.6mm with cams, Tire Size: LT275/70R18	5	194.48	972.40	166.93	834.65
2.8	Square CC Replacement 8.2mm EG with hooks delivered/package	1	5.06	5.06	4.35	4.35
2.9	Hardened Square Link Bulk, 10mm (3/8"), Heavy Equipment	8	880.00	7,040.00	756.00	6,048.00
2.10	Cross Chain Replacement with hooks, 8.2mm 11 links (unit price)	1	9.45	9.45	7.95	7.95
2.11	Cross Chain Replacement with hooks, 8.2mm 9 links (unit price)	1	6.88	6.88	No Bid	0.00
2.12	Cross Chain Hooks, 7/0, 5/16", Heavy Truck Application, 50 per	1	85.00	85.00	35.00	35.00
2.13	Outside Lever Fastener, Heavy Truck Application (unit price)	1	7.38	7.38	6.34	6.34
2.14	Swivel Hook 11/0 for 8.2mm and 10mm (unit price)	1	4.52	4.52	3.88	3.88
2.15	Side Chain 9/0 - 3/8" BP, Heavy Equipment Application,	1	340.00	340.00	292.00	292.00
2.16	Side Chain 6/0 - 9/32" BP, Heavy Truck Application (price per foot)	50	2,611.2	130.56	2.24	112.00
2.17	Cross Chain Square Link 10mm - 3/8" BP (price per foot)	1	8.80	8.80	7.56	7.56
2.18	Cross Chain Hooks, 11/0, 7/16", Heavy Equipment Application, 50	1	82.56	82.56	71.00	71.00
2.19	Hourly Shop Labor Rate for Snow Chain Repairs and Custom Snow	5	85.00	425.00	No Bid	0.00
			Subtotal	135,111.11	Subtotal	115,574.83
			7.50% Sales Tax	10,133.33	7.50% Sales Tax	8,668.11
			Freight	0.00	Freight	0.00
			Bid Total	145,244.44	Bid Total	124,242.94
			LVP	5,000.00	LVP	0.00
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
			Ref. Price	\$140,244.44	Ref. Price	\$124,242.94
ALL-OR-NONE EVALUATION						
			Subtotal	214,427.22	Subtotal	183,254.46
			7.50% Sales Tax	16,082.04	7.50% Sales Tax	13,744.08
			Freight	0.00	Freight	0.00
			Bid Total	230,509.26	Bid Total	196,998.54
			LVP	5,000.00	LVP	0.00
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
			Ref. Price	\$225,509.26	Ref. Price	\$196,998.54

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