

**CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division**

Date Received

NON-COMPETITIVE BID PURCHASE JUSTIFICATION

Required for all sole source acquisitions in excess of \$3,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information

Department Department of Transportation	Index Code 3600010
Contact Name Ashley Johnson, Department Analyst	Sub-Object Code User Code 6040
Telephone 530-642-4925	Fax 530-642-9238

Required Supplier/Vendor Information

Vendor/Supplier Name Herrmann Equipment, Inc.	Vendor/Supplier Address 9220 Viking Place
Contact Name Matt Herrmann	Roseville, CA 95747-9700
Estimated Purchase Price 248,955.41	Vendor/Supplier E-Mail matt@herrmannequipment.com
Telephone 916-783-9333	Fax

Provide a brief description of the acquisition, including all goods and/or services the vendor/supplier will provide

The Department of Transportation, Maintenance and Operations Division is procuring a Carlson CP100 II Asphalt Paver - 3-man Configuration.

Department Head  6/28/19
Signature Date

Purchasing Agent _____
Signature Date

Board of Supervisors _____ Buyer Assignment _____
Date Assigned To _____
Item Date _____

A. THE GOOD/SERVICE REQUESTED IS RESTRICTED TO ONE SUPPLIER FOR THE REASON STATED BELOW:

1. Why is the acquisition restricted to this goods/services supplier?(Explain why the acquisition cannot be competitively bid. Explain if this is an emergency purchase or how the supplier is the only source for the acquisition.)

The Carlson CP 100 II asphalt Paver - 3-man Configuration is a sole source due to Herrmann Equipment, Inc. being the sole authorized distributor of Carlson CP-line commercial-class asphalt pavers for the State of California and Washoe County, Nevada.

2. Provide the background of events leading to this acquisition.

The Department of Transportation already owns a paving machine that is over twenty (20) years old. The paving machine is unable to pave a roadway without having to complete multiple passes and still leaves a narrow portion on the edge unpaved. With the increase in paving jobs due to Senate Bill 1, the Department began research into paving machines that would allow the entire lane to be paved and would be more environmentally friendly compared to the twenty year old paving machine that is currently being used.

3. Describe the uniqueness of the acquisition (why was the goods/services supplier chosen?)

Herrmann Equipment, Inc. is the sole distributor in the State of California which is confirmed by a letter from Carlson Paving Products.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

If the paving machines in not purchased through Herrmann Equipment, Inc. then the Department would be required to continue to use the outdated paving machine currently owned. Paving projects will take more time to complete as the current paver would require more passes (12.5 width) to complete the entire roadway. The new paver has the ability to pave up to 17 feet wide in a single pass. Transportation needs to complete projects as efficiently as possible to make sure it is in accordance with SB1 guidelines and meeting expectations for projects outlined in a fiscal year.

5. What market research was conducted to substantiate no competition, including evaluation of other items consider?
(Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

Transportation evaluated products that would meet the Tier IV requirements through the Air Resource Board and contacted local contractors to see what products they owned and how well they were operating. Transportation also looked for a paver that would have a wider paving area. Staff viewed the paver in the field to see how it operated and if it would meet the needs of Transportation. Staff spoke with the operators while viewing the paver to make sure the horsepower would meet the needs of El Dorado County due to roads that have steeper slopes, they also spoke about optional upgrades to determine if they were needed or not.

B. PRICE ANALYSIS

1. How was the price offered determined to be fair and reasonable?
(Explain what basis was used for comparison and include cost analysis as applicable.)

The price was considered to be reasonable after speaking with Contractors and comparing their purchase price with the price that was quoted to the County.

2. Describe any cost savings or avoidance realized (1 time or on-going) by acquiring the goods/services from this supplier

Cost savings can be realized in regards to the vendor not charging a delivery fee, using the local tax rate and giving an additional discount of roughly \$11,000.00. By purchasing the paver, the Department will save money down the line by staying in compliance with the Air Resource Board. Savings could also be seen by projects being completed in a timely manner due to more reliable equipment that has the ability to pave up to 17 feet wide

June 20, 2019

Herrmann Equipment, Inc.
9220 Viking Place
Roseville, CA 95747

Subject: Authorized CP-line Dealer For California

To Whom It May Concern:

This letter confirms that Herrmann Equipment, Inc., having its principal place of business in Roseville, California, is the sole authorized distributor of Carlson CP-line commercial-class asphalt pavers for the State of California and Washoe County, Nevada.

Should you have any questions, please feel free to contact me at any time.

Sincerely,



Chris Colwell
President
Carlson Paving Products, Inc.