

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

2/19/26

NON-COMPETITIVE BID PURCHASE JUSTIFICATION

Required for all sole source acquisitions in excess of \$5,000.00.

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:	Index Code:	
Department of Transportation	3630300	
Contact Name:	Subobject:	User Code:
Ashley Johnson	4575	
Telephone:	Fax:	
530-642-4925		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
Traffic Signal Solutions	10031 Cleveland Ave
Contact Name:	Oakdale, CA 95361
Daniel Shupp	
Estimated Purchase Price:	Vendor / Supplier Email Address:
99000	shupp@trafficsignalsolutions.com
Telephone:	Fax:
510-610-8590	

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

Department of Transportation is requesting to purchase JSF Technologies products, which includes 24-hour flashing beacons, reticular rapid flashing beacons and school zone flashing beacons. The replacement parts will be used to maintain consistency in the field for beacons that are due for service or have failed.

Department Head: 
Rafael Martinez (Feb 19, 2026 08:38:24 PST)
Signature

Purchasing Agent: 
Michele Weiner (Feb 25, 2026 09:39:26 PST)
Signature

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.)

Traffic Signal Solutions has provided a sole source letter stating they are the sole supplier of JSF Technologies which is used for beacons across the county.

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

Department of Transportation, Maintenance and Operations Division has been making small purchases over the years for minor replacement beacon items but with increased budget, failed beacons and required maintenance county wide, the Department needs to purchase a large quantity of parts to maintain existing infrastructure.

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

The product and supplier were chosen to maintain consistency throughout the County beacons which allows existing infrastructure to remain and not be replaced as a whole. When maintaining consistency it allows staff to have the necessary expertise and inventory in stock to make repairs when needed.

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

If the parts are not purchased through Traffic Signal Solutions, DOT will not be able to maintain consistency in the field. Without the purchase of the parts, DOT would be required to replace the entire beacon, costing 10's of thousands of additional funds. There would also be inconsistency in the field, preventing staff from potentially having expertise with each type of system.

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.)

Costs are comparable to other infrastructure replacement parts.

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.)

Traffic Signal Solutions is able to sell the product at the lowest cost as they are the sole provider in our area.

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

By purchasing the parts from Traffic Signal Solutions, there will be a cost savings due to maintaining consistency in the field and preventing the whole system from being replaced. Having consistency and inventory readily available at a reasonable cost compared to higher costs from vendors outside our area is not economical or efficient.

Noncompetitive-Bid-Justification-Form - Traffic Signal Solutions

Final Audit Report

2026-02-19

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Traffic Signal Solutions
Oakdale, CA 95361
(510) 610-8590

February 9th, 2026

County of El Dorado
2441 Headington Rd
Placerville, CA 95667

Re: JSF Technologies

To Whom It May Concern:

Please accept this letter as notification that Traffic Signal Solutions LLC, located in Oakdale, CA 95361, is the sole source for all sales and services for JSF Technologies products, including 24-Hour Flashing Beacons, Reticular Rapid Flashing Beacons, and School Zone Flashers, for the territory of Northern California. Please feel free to contact me directly should you need further information regarding this matter.

Sincerely,

Danny Shupp
President