COUNTY AGENDA REQUEST

Department:	Road	Presenter(s):	Andy Adams
Meeting Date:	Thursday, January 10, 2013	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #866 for dust control on gravel roads to South Eastern Road Treatment, for the application of calcium chloride, in the amount of $2,978.00 per mile, in an amount not to exceed $60,000.00, and authorization for the Chairman to sign the contract and related documents contingent upon the County Attorney's review.

Background/History/Details:

Every year, the Road Department enters into a contract for dust control and stabilization on county roads. The Purchasing Department released Invitation to Bid #866 to procure an agreement for application of calcium chloride solution for the calendar year ending December 1, 2013. Invitations were direct mailed to 16 contractors, and were further extended via the Fayette Daily News, the county website, Georgia Local Government Access Marketplace, and Channel 23. Only one company submitted a bid. The Purchasing Department followed up with the other non-bidding companies, and reasons for not bidding are explained in the backup this request.

South Eastern Road Treatment is the only company who submitted a bid. Furthermore, they have provided calcium chloride to Fayette County for this purpose for the past three years. South Eastern Road Treatment's cost has increased 2.3% from last year. The Road Department is satisfied with the work they have done in past years and recommends awarding the contract to them for calendar year 2013.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award Bid #866 for dust control on gravel roads to South Eastern Road Treatment, for the application of calcium chloride, in the amount of $2,978.00 per mile, in an amount not to exceed $60,000.00, and authorization for the Chairman to sign the contract and related documents contingent upon the County Attorney's review.

If this item requires funding, please describe:

This work is funding in the Road Department's O&M budget account 10040220-521316.

Has this request been considered within the past two years?	Yes	If so, when?	Thursday, May 24, 2012
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval			

Staff Notes:

Fayette County GEORGIA

Where Quality Is A Lifestyle

To: Board of Commissioners

From: Ted L. Burgess

Date: December 31, 2012

Subject: Bid #866 – Road Stabilization & Dust Control

Each year, the Road Department enters into a contract for stabilization and dust control for the county's gravel roads. The contractor applies a stabilizer to the road surface, which reduces distresses like washboarding (which requires expenditures to remedy) and loss of skid resistance (which is a safety issue).

Several types of stabilizers are available. They include various types of chlorides, resins, natural clays, liquid asphalts, soybean oil, and other commercial products. Each may be appropriate for a particular road surface or local climate, which varies from one region to another. The Road Department has determined that calcium chloride provides the best combination of value and effectiveness for this county.

The Purchasing Department released Invitation to Bid #866 to procure an agreement for application of calcium chloride solution for the calendar year ending December 31, 2013. Invitations were direct-mailed to 16 contractors. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace (www.glga.org), and Channel 23. One company submitted a bid.

The Purchasing Department followed up with the 15 non-bidding companies that had been contacted directly. The responses were as follows:

Company does not use calcium chloride	2
Did not see the bid or do not remember	2
Working on too many bids at the time	1
Road stabilization not an offered service	3
Phone was disconnected	3
Call not returned; unable to make contact	4
	15

South Eastern Road Treatment, the company that submitted the bid, is the same company that was the single bidder in response to Bid #832 last spring. At that time, Purchasing staff contacted the regional distributor of calcium chloride, which is AVF Industries in Atlanta. The distributor confirmed that South Eastern Road Treatment was their only customer for the product at the time.

In the five-year period for which records are available, the county has received no more than two bids in a given year for this service (please see attached display). The other two companies that had bid during that time, B&B Oil Company and Wright's Hydroseeding, continue to do other business with the county on an on-going basis, but have stopped bidding for this particular work. When the Purchasing Department contacted them, B&B Oil Company said they have discontinued the use of calcium chloride. Wright's Hydroseeding said they did not see the invitation to bid.

South Eastern Road Treatment has bid the price of $2,978.00 per mile for calendar year 2013. As can be seen from the attached display, this is a 2.3% increase from last year. The Road Department is satisfied with the work they have done in past years, and recommends awarding the contract to them for 2013. I concur with their recommendation.

Attachment

Fayette County, Georgia
Dust Control & Road Stabilization Treatment

Calendar Year	Bid #	Bidding Vendors	Product Offered	Bid Price Per Mile
2009	675	South Eastern Road Treatment	Calcium Chloride	$2,745.60
		B&B Oil Company	Calcium Chloride	4,071.51
2010	751	South Eastern Road Treatment	Calcium Chloride	2,745.60
		B&B Oil Company	Ultra Bond	5,702.40
2011	787	South Eastern Road Treatment	Calcium Chloride	2,534.47
		Wright's Hydroseeding	Calcium Chloride	14,293.20
2012	832	South Eastern Road Treatment	Calcium Chloride	2,912.00
2013	866	South Eastern Road Treatment	Calcium Chloride	2,978.00