



# Fayette COUNTY

"WHERE QUALITY  
IS A LIFESTYLE"

**PURCHASING DEPARTMENT**  
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To: Steve Rapson

From: Ted L. Burgess

Date: March 20, 2015

Subject: Contract #949-A: Road Stabilization / Dust Control

The Road Department enters into an annual contract each year for a vendor to provide and apply a road stabilizing and dust control agent to some of the county's unpaved roads. The stabilizer reduces distresses like washboarding (which requires expenditures to remedy) and loss of skid resistance (which is a safety issue).

There are several types of stabilizers available. Each may be appropriate for a particular type of road surface or climate. They include various types of chlorides, resins, natural clays, liquid asphalts, soybean oil, and other commercial products.

The Road Department has used calcium chloride as a road stabilizer for a number of years. The regional distributor of calcium chloride, AVF Industries in Atlanta, has confirmed to us that they supply only one vendor in this area. The vendor is South Eastern Road Treatment.

Phil Mallon, Director of Public Works, recommends continued use of the calcium chloride in his e-mail to me of March 13, 2015 as follows:

Over the past few years Fayette County Road Department has explored various options for purchasing materials for dust control on gravel roads. We have found, after several searches, only one vendor that provides and applies the product, South Eastern Road Treatment. (While calling around looking for additional vendors, we discovered an interesting link about calcium chloride on the Forsyth County web page: <https://www.forsythco.com/DeptPage.asp?DeptID=44&PageID=412>. They also sole-source with South Eastern Road Treatment.)

The Road Department does not have the equipment (e.g., storage tanks, mixing equipment, pumps and distributors) to apply this product ourselves. If we did, there are several vendors we could use for material purchase.

I suspect only one vendor serves the area because most contractors do not want to expose their equipment to the corrosive salt. Plus, I recall one year there was a second bid but their price was higher and couldn't compete with South Eastern.

The dust control program is well received by the citizens and helps reduce maintenance needs. I recommend we continue the contractual relationship with South Eastern Road Treatment for CY 2015.

For the upcoming year, South Eastern Road Treatment has offered to provide and apply calcium chloride for the price of \$3,041.28 per mile. This is a 2% increase over their price for the last two years, which seems very reasonable (see attachment). Given that the Road Department and Public Works recommend the continued use of this product, I support the sole-source procurement from South Eastern Road Treatment.

The not-to-exceed price of the contract will be \$60,000. Funds are available and budgeted in Account 10040220-521316.

**Fayette County, Georgia  
Road Stabilization & Dust Control  
History of Bidders**

<u>Calendar Year</u>	<u>Bid #</u>	<u>Bidding Vendors</u>	<u>Product Offered</u>	<u>Bid Price Per Mile</u>
2009	675	South Eastern Road Treatment B&B Oil Company	Calcium Chloride Calcium Chloride	\$2,745.60 4,071.51
2010	751	South Eastern Road Treatment B&B Oil Company	Calcium Chloride Ultra Bond	2,745.60 5,702.40
2011	787	South Eastern Road Treatment Wright's Hydroseeding	Calcium Chloride Calcium Chloride	2,534.47 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
2014	866 Renewal 1	South Eastern Road Treatment	Calcium Chloride	2,978.00
2015 Proposed	Sole Source	South Eastern Road Treatment	Calcium Chloride	3,041.28