



Sole Source Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

Universal TAU-M Crash Cushion TL-2 - The TAU-M system is a highway safety device that absorbs kinetic energy of vehicles, slowing and redirecting them. Crash cushions are used in lieu of approach railing with terminal systems when sufficient space is not available to install approach railings. If this Sole Source request is approved, the technical specifications for the projected Dry Creek Bridge replacement will require that the construction contractor use TAU-M crash cushions and do not allow the contractor to substitute alternative products. The engineer's estimate range for the Dry Creek Bridge Replacement project is \$5,142,572.
 2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Statewide Safety and Signs
3049 S. Golden State Frontage Road Contact: Gregory Petrosian
Phone: (559) 291-8500
Email: gpetrosian@statewidess.com
 3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The Department estimates that the cost to the County, including purchasing and installation, will be \$30,000 for each TAU-M crash cushion.
Three cushions are needed for the Dry Creek Bridge replacement project, with an estimate of \$120,000 cost for purchase and installation.
The products will not be directly procured by the County, but will be specified by make and model in the construction plans and specifications, to be acquired and installed as a part of the construction contract. The exact total cost to the County would be determined through the competitive bid process.
 4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.

The Department has specified the sole source use of Universal TAU-M crash cushions. These crash cushions are manufactured by Barrier Systems by Lindsay and are available through their authorized distributor, Statewide Traffic Safety and Signs. TAU-M crash cushions are specified because the County has numerous bridges which are already equipped with this type of crash cushion. The crash cushions are composed of many components and these components vary by size and shape from each manufacturer. In the event of damage to a crash cushion, it is important that the damaged components be replaced as soon as possible, and it is impractical for the Department's Roads Maintenance and Operations Division to keep replacement parts on hand for all of the different systems which are available.
 5. Explain why the unique qualities and/or capabilities described above are essential to your department.

See Question 4.
 6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.
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The Universal Tau-M Crash Cushions TL-2 Crash Cushions are manufactured under Barrier Systems by Lindsay and are available through their authorized regional distributor, Statewide Traffic Safety and Signs. The research done to confirm this including contacting Barrier Systems by Lindsay and Statewide Safety and Signs.



Requested By:

Title

I approve this request to sole source for the service(s) and/or product(s) identified herein.



[Steve White \(Mar 20, 2023 13:37 PDT\)](#)

Department Head Signature



[Gary Cornuelle \(Mar 20, 2023 13:40 PDT\)](#)

Purchasing Manager Signature