



Sole Source Acquisition Request

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

The Flared End Terminal Type MFLEAT (MASH-compliant FLared Energy-Absorbing Terminal) is a highway safety device that prevents a direct impact to a vehicle in the event of a crash. The MFLEAT has been designed and crash tested to meet the requirements of the American Association of State and Highway Transportation Officials (AASHTO) Manual for Assessing Safety Hardware (MASH) criteria Test Level 3 (100km/hr). The MFLEAT is intended for use with Midwest Guardrail System 31" tall W-Beam barriers. The system is installed in front of fixed objects (typically concrete bridge barriers) adjacent to the road travel way. Flared end terminals are used as an alternative to in-line terminals to move the impact head farther from traffic, reducing the risk of nuisance hits.

If this Sole Source Request is approved, the projected technical specifications for the bridge replacement projects will require that the construction contractor use Flared End Terminal Type MFLEAT on the bridge and do not allow the contractor to substitute alternative products.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Universal Industrial Sales, Inc.
 PO Box 699 Pleasant
 Grove, Utah 84062

Contact: Buffy Pollard
 Phone: (801) 785-0505
 Email: bpollard@uisutah.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 \$4,500 for each.

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 Flared End Terminal Type MFLEAT manufactured by Road Systems Inc. is specified because the County is responsible for complying with the latest safety standards, and currently, MFLEAT is the only flared end terminal system on the market that meets MASH requirements. The use of a flared end terminal system instead of an in-line terminal system is expected to reduce maintenance costs by decreasing the risk of nuisance hits to the impact head of the end terminal. In addition to this, end terminals are composed of many components, which vary by size and shape from each manufacturer. In the event of damage to an end terminal, it is important that the damaged components be replaced as soon as possible, and it is impractical for the Department's Road 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.

The MFLEAT is the only flared end terminal system on the market that meets MASH requirements.

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.

The Flared End Terminal Type MFLEAT manufactured by Road Systems Inc. is available through its authorized regional distributor, Universal Industrial Sales Inc. The research done to confirm this included contacting Road Systems Inc. for its authorized distributor list and reviewing the Caltrans approved manufacturer's list.

jharrell 9/3/2024 4:40:42 PM

Requested By:

Supervising Engineer

[\[✉ Sign\]](#) Double click!

Title

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

stwhite 9/16/2024 12:14:41 PM

Department Head Signature

[\[✉ Sign\]](#) Double click!

rblackburn 9/30/2024 4:16:25 PM

Purchasing Manager Signature

[\[✉ Sign\]](#) Double click!