



## Sole Source Acquisition Request

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

In-line End Terminal Type MSKT (MASH-compliant Sequential Kinking Terminal) is a highway safety device that prevents a direct impact to a vehicle if a crash occurs. The In-Line End Terminal Type MSKT is a MASH (Manual for Assessing Safety Hardware) tangent energy-absorbing terminal. The MSKT terminal is intended for use with MGS (Midwest Guardrail System) 31" tall W-Beam barrier. The MSKT terminal was designed and crash tested as a redirective gating terminal to meet the requirements of the American Association of State and Highway Transportation Officials (AASHTO) MASH criteria Test Level 3 (100km/hr). The system will be installed in front of fixed objects (i.e., bridge concrete barrier) adjacent to the road travel way.

If this Sole Source Request is approved, the technical specifications for guardrail installation which was advertised in November 2, 2021 will require that the construction contractor use In-Line End Terminal Type MSKT 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 cost will depend on the amounts submitted by the awarded construction contractor. The Department estimates that the cost to the County, including purchasing and installation, will be \$6,500.00 each. One in-line terminal is needed for the Peterson Road Guardrail Installation project 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 In-line End Terminal Type MSKT manufactured by Road Systems Inc. is specified because the Department intent is to use the same product for the same application in all our roads. In-line end terminals are composed of multiple components and these components vary by size and shape from each manufacturer. In the event of damage to the terminal, it is important that the damage components be replaced as soon as possible and it is impractical for the Department's Roads Maintenance and Operation Division to keep replacement parts on hand as well as train crews on installation for all of the different in-line terminal 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 In-line End Terminal Type MSKT manufactured by Road Systems Inc. is available only through its authorized regional distributor, Universal Industrial Sales Inc. The research done to confirm this included reviewing its authorized distributor list on its official website.

ehaagenson 11/18/2021 2:44:25 PM

Requested By:

Senior Staff Analyst

Title

[\[✕ Sign\]](#) Double click!

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

stwhite 11/18/2021 4:38:10 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 11/18/2021 5:48:00 PM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!