



Sole Source Acquisition Request

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

Universal Tau II Crash Cushion - The Tau II 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 several bridge replacements projected to be advertised in 2021 will require that the construction contractor use Tau-II crash cushions and do not allow the contractor to substitute alternative products. These projects include the approximately \$5,000,000 James Bypass on Manning Avenue Bridge Replacement project (2 bridges), the approximately \$1,100,000 Travers Creek on Parlier Bridge Replacement project, and the \$900,000 Reedley Main Canal on Englehart Bridge Replacement project.

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

Universal Tau-II Crash Cushions
Statewide Safety and Signs
3049 S. Golden State Frontage Road
Contact: Gregory Petrosian
Phone: (559) 600-7110
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 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 \$30,000 for each Tau-II crash cushion.

Four cushions are needed for the James Bypass on Manning project, with an estimate of \$120,000 cost for purchase and installation.

One cushion is needed for the Travers Creek on Parlier project, with an estimate of \$30,000 cost for purchase and installation.

Two cushions are needed for the Reedley Main Canal on Englehart project, with an estimate of \$60,000 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.

For the past several years, the Department has specified the sole source use of Universal Tau-II crash cushions. These crash cushions are manufactured by Barrier Systems, Inc. and are available only through their authorized distributor, Statewide Traffic Safety and Signs. Tau-II 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.

The Universal Tau-II Crash Cushions manufactured by Barrier Systems, Inc. are available only through their authorized distributor, Statewide Traffic Safety and Signs. The research done to confirm this including contacting Trinity Industries and Barrier Systems.

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Requested By:

Design Engineer

Title

[\[✕ Sign\]](#) Double click!

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

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Department Head Signature

[\[✕ Sign\]](#) Double click!

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Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!