



## Sole Source Acquisition Request

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

The Slotted Rail Terminal Type SRT 350 - This flared terminal is a highway safety device that prevents direct impact to a vehicle if a crash occurs. The Slotted Rail Terminal Type SRT 350 is a gating, flared end terminal for treatment at the end of Midwest Guardrail System. The terminal system passed NCHRP (National Cooperative Highway Research Program) Report 350 crash test, and approved for use. The system will be installed at the end of the approach railing, adjacent to the road travel way, in front of the bridge concrete barrier.

If this Sole Source Request is approved, the technical specifications for the approximately \$3,265,000 Delta Mendota on Nees bridge replacement project will require that the construction contractor use the Slotted Rail Terminal Type SRT 350 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.

Manufactured by

Trinity Industries 15601 Dallas Parkway, Suite 525 Addison, TX 75001

Distributed by

Traffic Management Incorporated

2435 Lemon Ave. Signal Hill, CA 90755.

Contact: Dennis Philbin

Phone: 760-231-4425

Email: [dennis.philbin@trafficmanagement.com](mailto:dennis.philbin@trafficmanagement.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 \$3,800 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 for the Delta Mendota on Nees Bridge Replacement project.

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 Slotted Rail Terminal Type SRT 350 is specified because the Department intent is to use the same product for the same application in all our roads. Flared 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 Operations Division to keep replacement parts on hand for as well as train crews on installation for all of the different flared end 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 flared Slotted Rail Terminal Type SRT 350 manufactured by Trinity Industries is available only through its authorized regional distributor, Traffic Management Incorporated. The research done to confirm this included reviewing its authorized distributor list on its official website.

malimi 12/28/2020 12:22:14 PM

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.**

stwhite 1/4/2021 11:27:09 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 1/4/2021 3:35:00 PM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!