



# STAFF REPORT

**Report To:** Board of Supervisors

**Meeting Date:** 08/4/16

**Staff Contact:** Laura Tadman and Darren Schulz

**Agenda Title:** For Possible Action: To approve the purchase of crack sealant from Maxwell Products, Inc. for a not to exceed annual amount of \$140,000 to be funded from the Street Repair Account. Maxwell Products holds the patent and is considered a sole source for crack sealing packaging. (Laura Tadman; LTadman@carson.org and Darren Schulz; DSchulz@carson.org)

**Staff Summary:** Due to compatibility issues with the crack sealing equipment utilized by the Streets Division of the Carson City Public Works Department, Maxwell crack sealant packaging is the only packaging that does not clog the machine. Maxwell product is the inventor of the Polyskin packaging (a foam box) used on this product. This product helps to prevent build up (clogging) in the machine and allows for rapid melting and even mixing once it is placed into the kettle. This improves the performance of the machine and increases crew efficiency. The packaging is structurally rigid, so it does not deteriorate and or fuse together with other blocks during shipping. This also provides for increased efficiency in transport to the job site and safety in loading of the machine.

**Agenda Action:** Formal Action/Motion

**Time Requested:** 5 minutes

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## **Proposed Motion**

I move to approve the purchase of crack sealant from Maxwell Products, Inc. for a not to exceed amount of \$140,000 to be funded from the Street Repair Account.

## **Board's Strategic Goal**

Efficient Government

## **Previous Action**

N/A

## **Background/Issues & Analysis**

## **Applicable Statute, Code, Policy, Rule or Regulation**

NRS 332.115 (1)

## **Financial Information**

Is there a fiscal impact?  Yes  No

If yes, account name/number: 256-3038-431.04-80

Is it currently budgeted?  Yes  No

Explanation of Fiscal Impact: If approved, the account will be reduced by \$140,000 which currently has a balance of \$ 153,000.

**Alternatives**

Not award contract and provide other direction.

**Board Action Taken:**

Motion: \_\_\_\_\_

1) \_\_\_\_\_

2) \_\_\_\_\_

Aye/Nay

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
(Vote Recorded By)



May 13, 2016

Tom Gordon  
Warehouse Supply Coordinator – Public Works  
3505 Butti Way  
Carson City, NV 89701

Tom;

I am writing to advise you that there will be a price decrease for the next year (fiscal year 2016-17) on the NUVO CS C crack seal product in Polyskin packaging. The new price will be \$778.00 per ton, or \$.389 per pound.

You have expressed interest in purchasing the Tak-less product that takes the tackiness away during the hottest time of the year. The price for this is \$.36 per pail with 36 pails on a pallet. Both these products are shown on the attached quote.

Maxwell Products was the inventor of this form of crack seal packaging. A few of our competitors did produce some for a short period of time but stopped when we obtained a patent. We are the only manufacturer who produces crack sealing product in this type of container. It has been an incredible innovation, in that it works to keep build-up in the kettle to a minimum, it is a structural rigid container so it does not deteriorate and spill off the pallet once the stretch wrap is removed. We have found that it melts very quickly once it is placed into the vat of a kettle.

You have become familiar with these features, as you have used it. We request that you consider us again for a sole source contract to supply Carson City. We commit to maintain competitive pricing and to have incredible service.

If you have any questions please call me.

Thanks

A handwritten signature in cursive script that reads "Larry Allen".

Larry Allen  
Maxwell Products, Inc.  
801-918-8912