



# STAFF REPORT

**Report To:** Board of Supervisors

**Meeting Date:** August 3, 2017

**Staff Contact:** Laura Rader 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 Rader; LRader@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 Products 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

---

## **Proposed Motion**

I move 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.

## **Board's Strategic Goal**

Efficient Government

## **Previous Action**

## **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: \$200,000 is currently budgeted in the above acct. If approved, the account will be reduced by \$140,000

**Alternatives**

Not approve purchase and provide other direction.

**Board Action Taken:**

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

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

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

Aye/Nay

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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



May 3, 2017

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

Tom;

I am writing to advise you that there will not be any price increase for the coming year (fiscal year 2017-18) on the NUVO CS C crack seal product in Polyskin packaging. The price will be \$778.00 per ton, or \$.389 per pound, same as last year.

You have also 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



650 South Delong Street • Salt Lake City, UT 84104

### SALES QUOTATION

Date: 5/3/2017

Quote # 1559

#### Quote Info

<b>Customer Ref No</b>	<b>Payment Term</b> Net 30	<b>Est Delivery Date</b> N/A	<b>Sales Rep</b> Larry Allen 801-918-8912 larry@maxwellproducts.com
<b>Customer</b> Carson City 3505 Butti Way Carson City, NV 89701	<b>Delivery Address</b> Carson City 3505 Butti Way Carson City, NV 89701 Tom Gordon 775-230-6574	<b>Project Info</b> N/A	

#### Items

Description	Quantity	U/M	Rate	Initial
Nuvo CS C (PolySkin)	46,000	LB	0.3890	_____
Tak-Less, 5 gallon Pail	1	PAIL	36.0000	_____

#### Conditions

- The above price(s), specifications and conditions of initialed items are satisfactory and are hereby accepted
- Quoted prices can be accepted until 6/3/2017
- Quote is based on raw material prices for current month, price may change in subsequent months if costs significantly increase/decrease

#### Return Policy

No goods will be accepted without prior consent in writing from Maxwell Products. Pallets must be unopened with original labelling intact in like new condition. All returns must be freight prepaid by the customer and returned within 30 days of the original shipment. Credit for returned material will be applied to future purchases. Some products are made to order and may not be returned.

The above price(s), specifications and conditions of initialed items are satisfactory and are hereby accepted

By: ..... Signature: .....