

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Bureau of Maintenance & Operations, MaineDOT		
Department Contract Administrator or Grant Coordinator:		Brian Burne Highway Maintenance Engineer		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)		\$ 750,000	Advantage CT / RQS #:	MA18052400000000000138
CONTRACT	Proposed Start Date:	6/30/2020	Proposed End Date:	6/30/2022
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Built Blades LLC, Fairpoint, NY 14450		
Brief Description of Goods/Services/Grant:		Proprietary Carbide Plow Blades		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)			
	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
X	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION
Please respond to ALL of the following:
1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.
Carbide plow blades (AKA cutting edges) are the standard type of blade that is used by MaineDOT for snow fighting. The carbide segments used in these types of blades are brazed into the steel to provide a long wear life. However, although carbide wears very well, it is brittle and can often fracture. To help offset this issue, many snowfighters will "face" the carbide plow blades with another set of regular steel blades to help protect the carbide from being damaged by various obstacles that may stick up above

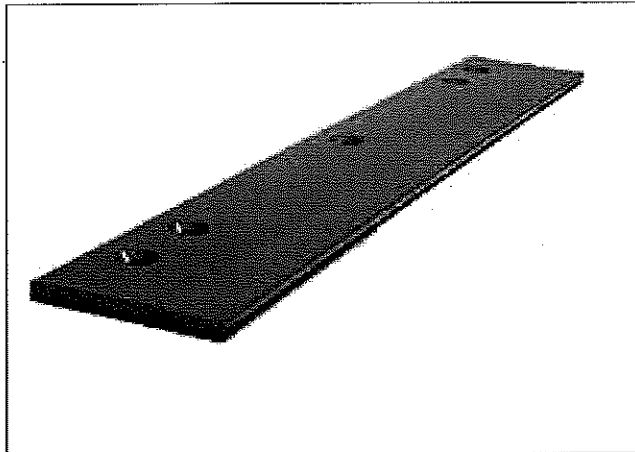
State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

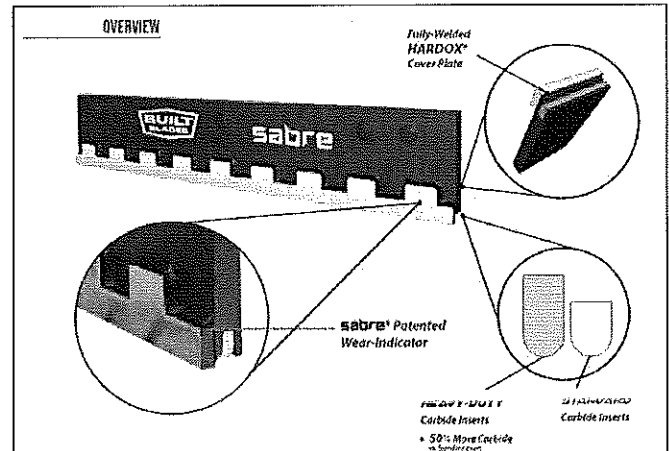
the plowed surface (e.g. bridge joints, manholes, catch basins, rocks in gravel, etc...). The proprietary design of the Built Blades combines a face blade with a carbide blade, which provides numerous functional benefits while also reducing the time involved in changing blades on the plow truck.

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

The Built Blades proposed herein have a proprietary design that includes an integrated faceplate made from hardox steel (which is much harder than a standard steel face blade). This faceplate is continuously welded onto the carbide blade, which greatly increases the overall strength of the plow blade as a composite. The benefits of this design not only include the protective feature that is described in #1, but also provides the following advantages: 1) the Built Blade setup weighs less overall (as compared to a standard carbide with a separate steel face blade), 2) the Built Blades require considerably less labor to change the blades (since the faceplate is an integral part of the carbide blade segment), and 3) the "castle design" of the hardox faceplate provides a very simple way for snowfighters to see how much wear is left on the plow blades (which greatly reduces the risk of damaging the plow's moldboard – which is a very expensive repair). The web site for this product may be viewed at: <http://www.builtblades.com/sabre/>. The proposal for the 2020-2021 winter season is to extend the use of these blades for an additional year, as well as continue a trial for an underbody style of plow blades that was started last year.



Example of a standard carbide plow blade without the steel face blade



Example of a Built Blade

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

A standard carbide plow blade currently costs about \$40 per foot. A standard steel blade that would be used to face the carbide currently costs about \$20 per foot. The process of putting a steel carbide blade over the standard carbide blades takes roughly 2-3 man-hours (i.e. 2-3 people, working for roughly an hour to change the blades). The process of mounting these proprietary Built Blades takes roughly 1 man-hour. The cost of the Built Blades (having a comparable sized carbide insert), costs \$68 per foot. Considering the higher quality of the hardox steel and the savings associated with all of the benefits described above, the pricing is very fair and reasonable. In addition, and based on our initial test results, we are also seeing an increase in wear life of about 25%. Last season we utilized a version with a taller carbide insert, which provided a much longer wear for a comparatively higher cost per foot (\$85 per foot, as opposed to \$68 per foot). Initial tests indicate that this version of blade offers an even better overall value, due to the lower blade change frequency that is required.

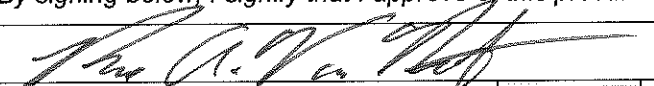
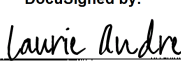
State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

4. Describe the plan for future competition for the goods or services.

Other similar styles of plow blade have recently been developed, however they are not continuously welded and do not have as clear of a wear indicator for our snowfighters. So, currently, it is still a unique product. However, from a more holistic perspective, the cost of this product is somewhat fixed since we can go back to using a regular carbide blade with a steel face plate if the pricing increases too much.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	By signing below, I signify that I approve of this procurement request.		
			
Printed Name:	Bruce A. Van Note	Date:	7/2/2020
Signature of DAFS Procurement Official:	DocuSigned by: 		
Printed Name:	Laurie Andre <small>A4D4AF6018C54EC</small>	Date:	7/2/2020

NOI 072020623 07/03/2020 - 07/09/2020