



**Council
Communication**
Office of the City Manager

Date July 9, 2007

Agenda Item No. 46C
Roll Call No. 07-
Communication No. 07-414
Submitted by: William G. Stowe, Assistant City
Manager/Public Works/Engineering

AGENDA HEADING:

Approving the 2007/2008 Salt Contract for Snow and Ice Control Operations.

SYNOPSIS:

Recommend approval of the annual contract for salt to be used during snow and ice control operations. The Public Works Department joined with 17 other public agencies in a combined bid for salt for the 2007-2008 snow and ice control season. Nine bid packages were mailed, and three bids were received. Central Salt LLC (Tom Petersen, General Manager, 385 Airport Road, Suite 108, Elgin, IL 60123) was the low bid, at a cost of \$47.85 per ton delivered. This is an increase of nine percent over the delivered cost of \$43.45 for the 2006-07 snow and ice control season. The increase is primarily due to increased fuel costs. Staff recommends approval to purchase up to 9,600 tons over the course of the winter months as needed, at \$47.85 per ton, for a total of \$459,360.

FISCAL IMPACT:

Amount: \$459,360

Funding Source: Fiscal Year 2007-08 Operating Budget, Public Works Department, Street Maintenance Road Use Tax Fund, SP360 PWK040400, page 324.

ADDITIONAL INFORMATION:

The City of Des Moines' Snow and Ice Control Program involves the use of salt and salt/sand mixtures throughout the winter season. Approximately 8,000 to 9,600 tons of salt are used each year. To obtain more favorable bids, the City of Des Moines has participated in a joint bid process with the City of West Des Moines, Polk County, and 15 other public agencies. Because of the larger quantity of salt involved, a more competitive bid of \$47.85 per ton was received. Therefore, approval to purchase up to 9,600 tons at the bid prices is recommended.

PREVIOUS COUNCIL ACTION(S):

Date: August 21, 2006

Roll Call Number: 06-1683

Action: Joint bid with other public entities from Hutchinson Salt Company for rock salt to be used by the Street Maintenance Division of the Public Works Division, \$306,800, from the 2006-07 Operating Budget, page 303, Road Use Tax Fund/Street Maintenance Fund SP360/PWK040400. (Nine bids mailed, three received). ([Council Communication No. 06-536](#)) Moved by Vlassis to adopt. Motion Carried 5-1.

Date: July 25, 2005

Roll Call Number: 05-1811

Action: Joint bid with other public entities from Cargill Deicing Technology for rock salt to be used by the Street Maintenance Division of the Public Works Division, \$303,920, from the 2005-06 Operating Budget, page 303, Road Use Tax Fund/Street Maintenance Fund SP360/PWK040400. (Twelve bids mailed, two received). ([Council Communication No. 05-406](#)) Moved by Brooks to adopt. Motion Carried 6-1.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE