

 <p style="text-align: center;"><b>Council Communication</b> Office of the City Manager</p>	<b>Date:</b> June 11, 2012
	<b>Agenda Item No.</b> 39C <b>Roll Call No.</b> <u>12-0904</u> <b>Communication No.</b> <u>12-268</u> <b>Submitted by:</b> William G. Stowe, Assistant City Manager – Public Works Director

**AGENDA HEADING:**

Approving the 2012/2013 salt purchase 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 Department of Public Works, along with the City of West Des Moines, Polk County and 20 other public agencies representing the Central Iowa Salt Group (CISG), joined in a combined bid for rock salt for delivery to the new Metropolitan Salt Storage Facility, and to individual CISG agency storage facilities for the 2012/2013 snow and ice control season. Eight (8) bid packages were mailed, and four (4) bids were received on April 25, 2012. Hutchinson Salt Co., PO Box 346, Paola, Kansas 66071, was the low bidder for delivery to the Metropolitan Salt Storage Facility at a cost of \$55.91 per ton, or \$206,867.00 for 3,700 tons. This is a savings of \$4.45 per ton, compared with the 2011/2012 prices. The reduction in this year’s prices is attributable to having the Metropolitan Salt Storage Facility, and in turn, being able to have the salt delivered prior to November 1, 2012. Staff recommends approval of the low bid to provide rock salt to be used during the 2012/2013 winter season for a total cost of \$206,867.00.

**FISCAL IMPACT:**

Amount: \$206,867.00

Funding Source: FY 2012-13 Public Works Department Operating Budget, Fund SP360, Org PWK040400, Street Maintenance Fund, page 253.

**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. The average winter usage is approximately 8,200 ton per year; however, winters such as the 2009/2010 winter could require in excess of 10,000 tons.

To obtain more favorable bids, the City of Des Moines has participated in a joint bid process with the CISG. Because of the larger quantity of salt involved, more competitive bid prices are received. This winter season, the City of Des Moines will again have the ability to have delivery and storage of the entire winter requirement for salt due to the construction of the Metropolitan Salt Storage Facility in

Grimes, Iowa. Procurement will bring the City's total on-hand quantity to 14,600 tons for the 2012/2013 winter season.

**PREVIOUS COUNCIL ACTION(S):**

Date: July 11, 2011

Roll Call Number: [11-1219](#)

Action: [Hutchinson](#) Salt Co. (Larry Bingham, President) for one-year contract renewal for rock salt purchases to be used by Public Works for 2011-2012 snow and ice control operations (Cooperative effort with West Des Moines, Polk County and 20 other public entities representing the Central Iowa Salt Group (CISG), \$679,082. (Ten bids mailed, three received). ([Council Communication No. 11-460](#)) Moved by Meyer to adopt. Motion Carried 7-0.

Date: July 12, 2010

Roll Call Number: [10-1144](#)

Action: [Hutchinson](#) Salt Co. (Larry Bingham, President) for one-year contract renewal of rock salt purchases to be used by Public Works for 2010-2011 snow and ice control operations (Cooperative effort with West Des Moines, Polk County and 17 other public entities representing the Central Iowa Salt Group (CISG)), \$276,057.90. (Ten bids mailed, three received). ([Council Communication No. 10-439](#)) Moved by Hensley to adopt. Motion Carried 7-0.

Date: March 29, 2010

Roll Call Number: [10-477](#)

Action: [Approving](#) exception to procurement ordinance competitive bidding requirements for good cause and approving procurement of up to 10,000 tons of rock salt at a cost of \$525,000 from Cargill (Dale Fehrenbach, President). ([Council Communication No. 10-170](#)) Moved by Griess to adopt. Motion Carried 6-1.

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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