

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date: June 9, 2014
	Agenda Item No. 42 Roll Call No. <u>14-0869</u> Communication No. <u>14-247</u> Submitted by: Patrick J. Kozitza, Public Works Director

AGENDA HEADING:

Approving the 2014-2015 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 23 other public agencies representing the Central Iowa Salt Group (CISG), joined in a combined bid for rock salt for deliver to the Metropolitan Salt Storage Facility, and to the individual CISG agency storage facilities for the 2014-2015 snow and ice control season. Seven (7) bid packages were mailed, and five (5) bids were received on May 7, 2014. 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 \$61.77 per ton, or \$741,240 for 12,000 tons for the City of Des Moines. Central Salt, L.L.C, 385 Airport Road, Suite 108, Elgin, Illinois 60123, was the low bidder for delivery to the City of Des Moines Public Works Supply Yard at a cost of \$62.78 per ton, or \$188,340 for 3,000 tons. For comparison the Iowa Department of Transportation (IDOT) salt price delivered to the Des Moines North facility is \$66.27 per ton. Staff recommends approval of the low bids to provide rock salt to be used during the 2014/2015 winter season for a total cost of \$929,580.

FISCAL IMPACT:

Amount: \$929,580

Funding Source: FY 2014-15 Public Works Department Operating Budget, PW240402, Street Maintenance Fund, page 251

ADDITIONAL INFORMATION:

To obtain more favorable bids for sale for snow and ice control operations, the City of Des Moines has participated in a joint bid process with the CISG. Due to the larger quantity of salt being purchased collectively, more competitive bid prices are being received. This winter season, the City of Des Moines will again take delivery of and store our 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 15,000 tons for the 2014-2015 winter season.

PREVIOUS COUNCIL ACTION(S):

Date: June 10, 2013

Roll Call Number: [13-0911](#)

Action: [One](#) year extension with Hutchinson Salt Co. (Larry Bingham, President) for rock salt for 2013/2014 Snow and Ice Control Operations, \$870,450. ([Council Communication No. 13-286](#)) Moved by Hensley to adopt. Motion Carried 7-0.

Date: June 11, 2012

Roll Call Number: [12-0904](#)

Action: Bids from the following:

- (C) [Hutchinson](#) Salt Co. (Larry Bingham, President) for joint purchase along with the City of West Des Moines, Polk County and 20 other public entities representing the Central Iowa Salt Group (CISG) for rock salt to be used by the Public Works Department, \$206,867. (Eight bids mailed, four received). ([Council Communication No. 12-268](#)) Moved by Hensley to adopt. Motion Carried 7-0.

Date: July 11, 2011

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

Action: Bids from the following:

- (C) [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: Bids from the following:

- (D) [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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