

 <p style="text-align: center;"><b>Council Communication</b> Office of the City Manager</p>	<b>Date:</b>	June 8, 2015
	<b>Agenda Item No.</b>	<b>48</b>
	<b>Roll Call No.</b>	<b><u>15-940</u></b>
	<b>Communication No.</b>	<b><u>15-274</u></b>
	<b>Submitted by:</b>	<b>Jonathan A. Gano, Public Works Director</b>

**AGENDA HEADING:**

Approving the 2015-16 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 delivery to the Metropolitan Salt Storage Facility for the 2015-16 snow and ice control season. Seven (7) bid packages were mailed, and seven (7) bids were received on May 6, 2015. Central Salt, L.L.C., 385 Airport Road, Suite 108, Elgin, IL 60123, was the low bidder for delivery to the Metropolitan Salt Storage Facility at a cost of \$68.77 per ton, or \$481,390 for 7,000 tons. For comparison the Iowa Department of Transportation (IDOT) salt price delivered to the Des Moines North facility is \$69.13 per tons. Staff recommends approval of the lowest bidder.

**FISCAL IMPACT:**

Amount: \$481,390

Funding Source: Fiscal Year (FY) 2015-16 Public Works Department Operating Budget, PW240402, Street Maintenance Fund, Page 238

**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 8,500 tons per year; however, winters such as the 2013/2014 winters required in excess of 15,000 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 15,000 tons for the 2015-16 winter season.

**PREVIOUS COUNCIL ACTION(S):**

Date: June 9, 2014

Roll Call Number: [14-0869](#)

Action: [Bid](#) from Hutchinson Salt Co. (Larry Bingham, President) for joint purchase along with the City of West Des Moines, Polk County and 23 other public entities representing the CISG for rock salt to be used by the Public Works Department, \$929,580. (Seven bids mailed, five received). ([Council Communication No. 14-247](#)) Moved by Hensley to adopt. Motion Carried 7-0.

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: [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 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.

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

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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