

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date: June 27, 2016
	Agenda Item No. 48A Roll Call No. <u>16-1065</u> Communication No. <u>16-333</u> Submitted by: Jonathan A. Gano, P.E., Public Works Director

AGENDA HEADING:

Approving the 2016-2017 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 26 other public agencies representing the Central Iowa Salt Group (CISG), joined in a combined bid for rock salt for deliver to the new Metropolitan Salt Storage Facility, and to the individual CISG agency storage facilities for the 2016-2017 snow and ice control season. The City mailed 11 bid packages, and four (4) bids were received on April 20, 2016. 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 \$62.58 per ton, or \$594,510 for 9,500 tons. Staff recommends approval of the low bids to provide rock salt to be used during the 2016-2017 winter season for a total cost of \$594,510.

FISCAL IMPACT:

Amount: \$594,510

Funding Source: Fiscal Year (FY) 2016-2017 Public Works Department Operating Budget, PW240402, Street Maintenance Fund, Page 234.

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 winter 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 2016-2017 winter season.

PREVIOUS COUNCIL ACTION(S):

Date: June 8, 2015

Roll Call Number: [15-0940](#)

Action: [Bid](#) from Central Salt LLC (Thomas Peterson, President) for joint purchase along with the City of West Des Moines, Polk County and 24 other public entities representing the Central Iowa Salt Group (CISG) for rock salt to be used by the Public Works Department, \$418,390. (Seven potential bidders, four received). ([Council Communication No. 15-274](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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