

 <p style="text-align: center;"><b>Council</b> <b>Communication</b> Office of the City Manager</p>	<b>Date:</b> May 22, 2017
	<b>Agenda Item No.</b> 42C <b>Roll Call No.</b> <u>17-0887</u> <b>Communication No.</b> <u>17-426</u> <b>Submitted by:</b> Jonathan A. Gano, P.E., <b>Public Works Director</b>

**AGENDA HEADING:**

Approving the 2017-2018 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 24 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, and to the individual CISG agency storage facilities for the 2017-2018 snow and ice control season. The CISG mailed seven (7) bid packages, and six (6) bids were received. Hutchinson Salt Co. (Larry Bingham, President), PO Box 346, Paola, Kansas 66071, was the low bidder at a cost of \$53.67 per ton, or \$375,690 for 7,000 tons. This is \$8.91 per ton less than the price last year for a savings of \$62,370. Staff recommends approval.

**FISCAL IMPACT:**

Amount: \$375,690

Funding Source: Fiscal Year (FY) 2017-2018 Public Works Operating Budget, PW240402, Street Maintenance Fund, Page 230.

**ADDITIONAL INFORMATION:**

- The City of Des Moines’ Snow and Ice Control Program involves the use of salt and brine throughout the winter season. The average winter use 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 2017-2018 winter season.

**PREVIOUS COUNCIL ACTION(S):**

Date: June 27, 2016

Roll Call Number: [16-1065](#)

Action: Bids from the following:

- (A) [Central](#) Salt LLC (Thomas Peterson) for joint purchase along with the City of West Des Moines, Polk County and 26 other public entities representing the Central Iowa Salt Group (CISG) for rock salt to be used by the Public Works Department, \$594,510. (Eleven potential bidders, four received). ([Council Communication No. 16-333](#)) Moved by Gatto to adopt. Motion Carried 7-0.

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

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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