

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date: May 21, 2018
	Agenda Item No. 57C Roll Call No. <u>18-0909</u> Communication No. <u>18-243</u> Submitted by: Jonathan A. Gano, P.E., Public Works Director

AGENDA HEADING:

Approving the 2018-2019 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 City of Des Moines 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 2018-2019 snow and ice control season. The CISG mailed 12 bid packages and five (5) were received. Hutchinson Salt Co. (Larry Bingham, President 136 W. 12th Street, Baxter Springs, KS) was the low bidder for delivery to the salt storage facility in Grimes, Iowa at a unit cost of \$57.46 per ton or \$689,520 for 12,000 tons and Central Salt, L.L.C. (Thomas Peterson, President 1420 State Highway 14, Lyons, KS) was the low bidder for delivery to the supply yard salt storage facility located on SE 22nd Street at a unit cost of \$54.03 per ton, or \$108,060 for 2,000 tons.

FISCAL IMPACT:

Amount: \$797,580

Funding Source: Fiscal Year (FY 2018-2019 Public Works Operating Budget, PW240402, Street Maintenance Fund, Page 232.

ADDITIONAL INFORMATION:

- The City’s Snow and Ice Control Program involves the use of salt 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 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 the City 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 2018-2019 winter season.

PREVIOUS COUNCIL ACTION(S):

Date: May 22, 2017

Roll Call Number: [17-0887](#)

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 24 other public entities representing the Central Iowa Salt Group (CISG) for rock salt to be used by the Public Works Department, \$375,690. (Seven potential bidders, six received). ([Council Communication No. 17-426](#)) Moved by Gatto to adopt. Motion Carried 7-0.

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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