


## COUNCIL COMMUNICATION

	Number:	<b>19-279</b>	Meeting:	<b>June 24, 2019</b>
	Agenda Item:	<b>44C</b>	Roll Call:	<b>19-1025</b>
	Submitted by:	<b>Jonathan A. Gano, P.E., Public Works Director</b>		

### AGENDA HEADING:

Approving the fiscal year (FY) 2019-2020 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 Des Moines, Polk County and 25 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 2019-2020 snow and ice control season. The CISG mailed seven (7) bid packages and four (4) were received. Hutchinson Salt Co. (Larry Bingham, President 136 W 12<sup>th</sup> Street, Baxter Springs, KS) was the low bidder for delivery to the salt storage facility in Grimes, Iowa at a unit cost of \$69.03 per ton or \$828,360 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 22<sup>nd</sup> Street at a unit cost of \$63.66 per ton, or \$159,150 for 2,500 tons.

### FISCAL IMPACT:

Amount: \$987,510

Funding Source: FY 2019-2020 Public Works Operating Budget, PW240402, Street Maintenance Fund, Page 238

### 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 and 2018-2019 winter required a total 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. This facility is moving to house all 15,000 tons at the Supply Yard facility to be available the winter of 2020-21.

**PREVIOUS COUNCIL ACTION(S):**

Date: May 21, 2018

Roll Call Number: [18-0909](#)

Action: Purchases from the following:

- (C) [Hutchinson](#) Salt Co. (Larry Bingham, President) for joint purchase along with the City of West Des Moines, Polk County and 25 other public entities representing the Central Iowa Salt Group (CISG) for rock salt to be used by the Public Works Department, \$797,580. (Twelve (12) potential bidders, five (5) received). ([Council Communication No. 18-243](#)) Moved by Gray to adopt. Motion Carried 7-0.

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