


COUNCIL COMMUNICATION

	Number:	20-213	Meeting:	May 18, 2020
	Agenda Item:	36	Roll Call:	20-0843
	Submitted by:	Jonathan A. Gano, P.E., Public Works Director		

AGENDA HEADING:

Approving the fiscal year (FY) 2020-2021 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, and 26 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 2020-2021 snow and ice control season. The CISG mailed five (5) bid packages and three (3) bids were received back. Hutchinson Salt Co. (Larry Bingham, President 136 W 12th Street, Baxter Springs, KS) was the low bidder for pre-season delivery to the supply yard storage facility at a unit cost of \$60.15 per ton, or \$409,020 for 6,800 tons. Hutchinson Salt Co. is also the lowest bidder for post-season delivery to the supply yard salt storage facility at a unit cost of \$68.73 per ton, or \$206,190 for 3,000 tons.

FISCAL IMPACT:

Amount: \$615,210

Funding Source: FY 2020-2021 Public Works Operating Budget, PW240402, Street Maintenance Fund, Page 234

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. The winter season of 2019-2020 used 9,800 tons. The winters 2013-2014 and 2018-2019 both used the record setting amount 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.
- Due to the relocation of the 10,000-ton storage facility from Grimes to the supply yard and the completion date of the new facility, September 2020, it was not possible to receive all salt pre-season. Therefore, the City will receive 3,000 tons post-season.

PREVIOUS COUNCIL ACTION(S):

Date: June 24, 2019

Roll Call Number: [19-1025](#)

Action: Purchasing 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 and Central Salt LLC (Thomas Peterson, President) for delivery to the City of Des Moines Public Works Supply Yard for use by the Public Works Department, total cost \$987,510. (Seven potential bidders, four received). ([Council Communication No. 19-279](#))
Moved by Boesen to adopt. Motion Carried 6-1. Absent: Cownie.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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