


COUNCIL COMMUNICATION

	Number:	20-374	Meeting:	August 17, 2020
	Agenda Item:	45	Roll Call:	20-1355
	Submitted by:	Jonathan A. Gano, P.E., Public Works Director		

AGENDA HEADING:

Joint purchase bid from Smith Fertilizer and Grain Co. Inc. (Max Smith, President) for the supply and delivery of up to 70,000 gallons of Geomelt and Jerico Services (John Marshall, General Manager) for up to 50,000 gallons of calcium chloride, annual estimated cost \$141,500, 18 potential bidders, seven (7) received.

SYNOPSIS:

The Department of Public Works has joined with six (6) other public agencies in a combined bid for deicing chemicals for the 2020-2021 snow and ice control season. In 2020, 18 bid packages were mailed, and the City received seven (7) submitted bids. Smith Fertilizer and Grain (Max Smith, President, 1650 Quebec Street, Knoxville, IA 50138) was the low bidder for full tank delivery of Geomelt at a cost of \$1.45 per gallon. Jerico Services (John Marshall, General Manager, 1506 N 14th Street, Indianola, Iowa 50125) was the low bidder for a full and partial tank delivery of calcium chloride, both at a cost of \$0.80 per gallon. Staff recommends approval to purchase up to 50,000 gallons of calcium chloride and 70,000 gallons of Geomelt over the course of the winter months for a total of \$141,500.

FISCAL IMPACT:

Amount: \$141,500

Funding Source: 2020-20214 Operating Budget, Public Works Department, Street Maintenance S360, PW240402, page 234

ADDITIONAL INFORMATION:

- Geomelt is a sugar beet-based agricultural product that is mixed with salt brine for anti-icing operations. Pure liquid salt brine can be used for anti-icing operations until the pavement temperature reaches 20 degrees Fahrenheit. With the addition of Geomelt, the blended product can be applied for anti-icing until the pavement temperature reaches five (5) degrees Fahrenheit.
- Calcium Chloride is delivered pre-mixed and used as a stand-alone product for pre-wetting the salt before it is applied to the street. This allows the salt to stay in place on the pavement with less bouncing and scattering off the street surface.

- The Department of Public Works uses these chemicals during snow and ice control operations as anti-icing and de-icing agents for the safety of motorists.

PREVIOUS COUNCIL ACTION(S):

Date: August 20, 2018

Roll Call Number: [18-1419](#)

Action: Bids from the following:

- (A) [Smith](#) Fertilizer and Grain (Max Smith, President) for joint purchases along with the Cities of West Des Moines, Waukee, Johnston, Windsor Heights and Dallas County for deicing chemicals to be used by the Public Works Department, estimated annual cost \$138,000. (Sixteen (16) potential bidders, five received). ([Council Communication No. 18-436](#)) Moved by Boesen to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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