


# COUNCIL COMMUNICATION

 CITY OF DES MOINES OFFICE OF THE CITY MANAGER	Number:	<b>24-326</b>	Meeting:	<b>August 19, 2024</b>
	Agenda Item:	<b>32</b>	Roll Call:	<b>24-1164</b>
	Submitted by:	<b>Jonathan A. Gano, P.E., Public Works Director</b>		

## AGENDA HEADING:

Joint purchase bid from Smith Fertilizer and Grain Co. Inc. (Max Smith, President) for the supply and delivery of up to 100,000 gallons of Geomelt and EnviroTech (John Marshall, General Manager) for up to 50,000 gallons of calcium chloride, annual estimated cost \$249,000.

## SYNOPSIS:

The Department of Public Works has joined with four (4) other public agencies in a combined bid for deicing chemicals for the 2024-2025 snow and ice control season. In 2024, three (3) bid packages were mailed, and the City received three (3) 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 \$1.90 per gallon. EnviroTech (John Marshall, General Manager, 1506 N 14<sup>th</sup> Street, Indianola, Iowa 50125) was the low bidder for full tank deliver of calcium chloride, at a cost of \$1.30 per gallon. Staff recommends approval to purchase up to 50,000 gallons of calcium chloride and 100,000 gallons of Geomelt over the course of the winter months for a total of \$249,000

## FISCAL IMPACT:

Amount: \$249,000

Funding Source: 2024-2025 Operating Budget, Public Works Department, Street Maintenance S360, PW240402, pages 222-247.

## 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 17, 2020

Roll Call Number: [20-1355](#)

Action: [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, 7 received) ([Council Communication No. 20-374](#)) **Moved by Gatto to adopt. Motion Carried 7-0.**

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

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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