

Date July 10, 2017

WHEREAS, the Street Maintenance Division of the Public Works Department, along with the cities of West Des Moines, Waukee, Johnston and Windsor Heights, as well as Dallas County wished to solicit joint bids for an annual agreement to provide deicing chemicals; and

WHEREAS, the City of West Des Moines, through its Public Works Department, on behalf of the above described entities, solicited invitations for bids by advertisement and mailing to eighteen (18) potential bidders with five (5) bids received; and

WHEREAS, the low dollar compliant bid for calcium chloride was received from Jerico Services, 1506 N. 14<sup>th</sup> Street, Indianola, IA 50215, John Marshall, General Manager, at a cost of \$0.78/gallon, or \$39,000.00 for 50,000 gallons; and

WHEREAS, the low dollar compliant bid for Geomelt was also received from Smith Fertilizer and Grain, 1650 Quebec Street, Knoxville, IA 50138, Max Smith, President at a cost of \$1.40/gallon, or \$98,000.00 for 70,000 gallons; and

WHEREAS, Municipal Code section 2-726(f) authorizes the procurement of goods and/or services from contracts that have been competitively established through cooperative group contracting consortiums for state government departments, institutions, agencies and political subdivisions, without conforming to the competitive bidding requirements of the Procurement Division; and

WHEREAS, funding is available from PK240402/Public Works Street Maintenance at an estimated amount of \$137,000.00; and

WHEREAS, the Procurement Administrator and the Public Works Department recommend approval of the low dollar compliant bids;

NOW THEREFORE BE IT RESOLVED, that the Des Moines City Council hereby accepts and approves the aforementioned low dollar compliant bids for deicing chemicals for the 2018 fiscal year as submitted by Jerico Services and Smith Fertilizer and Grain.

**(Council Communication No. 17 - 524)**

Moved by \_\_\_\_\_ to adopt

Approved as to form:

Ann DiDonato  
Ann DiDonato  
Assistant City Attorney

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
COWNIE				
COLEMAN				
GATTO				
GRAY				
HENSLEY				
MOORE				
WESTERGAARD				
TOTAL				

MOTION CARRIED APPROVED

\_\_\_\_\_  
Mayor

**CERTIFICATE**

I, DIANE RAUH, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

\_\_\_\_\_  
City Clerk

**BID TABULATION AND EVALUATION - De-Icing Chemicals 2017-2018**  
**CENTRAL IOWA DEICER GROUP (CIDG)**  
**Administered by the City of West Des Moines**

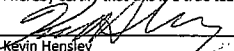
Product	GEE ASPHALT			SMITH FERTILIZER			JERICO SERVICES			SNI SOLUTIONS			ENVIROTECH		
	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon
Calcium Chloride	No Bid	No Bid	No Bid	32%	WDM .80 DM .80 Waukee .80 Johnston .80 Dallas Cty .80 Windsor Hts .80	WDM .86 DM .86 Waukee .86 Johnston .86 Dallas Cty .86 Windsor Hts .86	32%	WDM .78 DM .78 Waukee .80 Johnston .80 Dallas Cty .85 Windsor Hts .85	WDM .78 DM .78 Waukee .80 Johnston .80 Dallas Cty .85 Windsor Hts .85	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Inhibited Calcium Chloride (Meets PNS Standards)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	39%	WDM 1.23 DM 1.23 Waukee 1.23 Johnston 1.23 Dallas Cty 1.23 Windsor Hts 1.23	WDM 1.23 DM 1.23 Waukee 1.23 Johnston 1.23 Dallas Cty 1.23 Windsor Hts 1.23	No Bid	No Bid	32% (Calcium Chloride w/boost)	WDM 1.26 DM 1.26 Waukee 1.26 Johnston 1.26 Dallas Cty 1.26 Windsor Hts 1.26	WDM 1.99 DM 1.99 Waukee 1.99 Johnston 1.99 Dallas Cty 1.99 Windsor Hts 1.99	
Inhibited Calcium Chloride (Does NOT Meet PNS Standards)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	29% Cacl 2% mgcl <sup>2</sup> (Calcium Chloride ES) Inhibited)	WDM 1.18 DM 1.18 Waukee 1.18 Johnston 1.18 Dallas Cty 1.18 Windsor Hts 1.18	WDM 1.85 DM 1.85 Waukee 1.85 Johnston 1.85 Dallas Cty 1.85 Windsor Hts 1.85	
Magnesium Chloride	30%	WDM 1.05 DM 1.05 Waukee 1.05 Johnston 1.05 Dallas Cty 1.05 Windsor Hts 1.05	WDM 1.10 DM 1.10 Waukee 1.10 Johnston 1.10 Dallas Cty 1.10 Windsor Hts 1.10	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	29% (Melt-down)	WDM 1.20 DM 1.20 Waukee 1.20 Johnston 1.20 Dallas Cty 1.20 Windsor Hts 1.20	WDM 1.85 DM 1.85 Waukee 1.85 Johnston 1.85 Dallas Cty 1.85 Windsor Hts 1.85	
Inhibited Magnesium Chloride (Meets PNS Standards)	30%	WDM 1.21 DM 1.21 Waukee 1.21 Johnston 1.21 Dallas Cty 1.21 Windsor Hts 1.21	WDM 1.26 DM 1.26 Waukee 1.26 Johnston 1.26 Dallas Cty 1.26 Windsor Hts 1.26	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	29% (Melt-down Inhibited)	WDM 1.25 DM 1.25 Waukee 1.25 Johnston 1.25 Dallas Cty 1.25 Windsor Hts 1.25	WDM 1.95 DM 1.95 Waukee 1.95 Johnston 1.95 Dallas Cty 1.95 Windsor Hts 1.95	
Inhibited Magnesium Chloride (Does NOT Meet PNS Standards)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
GeoMelt (Or Equivalent)	No Bid	No Bid	No Bid	55%	WDM 1.40 DM 1.40 Waukee 1.40 Johnston 1.40 Dallas Cty 1.40 Windsor Hts 1.40	WDM 1.47 DM 1.47 Waukee 1.47 Johnston 1.47 Dallas Cty 1.47 Windsor Hts 1.47	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Fusion - Concentrate	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Fusion-Blend (80-20)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Bio Melt AG (Or Equivalent)	Callbar M1000 30%	WDM 1.45 DM 1.45 Waukee 1.45 Johnston 1.45 Dallas Cty 1.45 Windsor Hts 1.45	WDM 1.49 DM 1.49 Waukee 1.49 Johnston 1.49 Dallas Cty 1.49 Windsor Hts 1.49	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Husker Plus (Or Equivalent)	No Bid	No Bid	No Bid	65%	WDM 1.50 DM 1.50 Waukee 1.50 Johnston 1.50 Dallas Cty 1.50 Windsor Hts 1.50	WDM 1.60 DM 1.60 Waukee 1.60 Johnston 1.60 Dallas Cty 1.60 Windsor Hts 1.60	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	

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**BID TABULATION AND EVALUATION - De-Icing Chemicals 2017-2018**  
**CENTRAL IOWA DEICER GROUP (CIDG)**  
 Administered by the City of West Des Moines

Product	GEE ASPHALT			SMITH FERTILIZER			JERICO SERVICES			SNI SOLUTIONS			ENVIROTECH		
	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon	Concentration Bid %	Price Per Gallon	Price Per Gallon
Alternative - Biomelt 4.5 (SNI Solutions)										50%	WDM 3.95 DM 2.95 Waukee 2.95 Johnston 2.95 Dallas Cty 2.95 Windsor Hts 2.95	WDM 3.50 DM 5.50 Waukee 3.50 Johnston 3.50 Dallas Cty 3.50 Windsor Hts 3.50			
Alternative - Biomelt 57 (SNI Solutions)										36%	WDM 1.30 DM 1.30 Waukee 1.30 Johnston 1.30 Dallas Cty 1.30 Windsor Hts 1.30	WDM 1.80 DM 1.80 Waukee 1.80 Johnston 1.80 Dallas Cty 1.80 Windsor Hts 1.80			
Alternative - Biomelt Supreme (SNI Solutions)										65%	WDM 1.85 DM 1.85 Waukee 1.85 Johnston 1.85 Dallas Cty 1.85 Windsor Hts 1.85	WDM 2.35 DM 2.35 Waukee 2.35 Johnston 2.35 Dallas Cty 2.35 Windsor Hts 2.35			
Alternative - Boost 5B (Envirotech)													N/A	WDM 2.95 DM 2.95 Waukee 2.95 Johnston 2.95 Dallas Cty 2.95 Windsor Hts 2.95	WDM 2.95 DM 2.95 Waukee 2.95 Johnston 2.95 Dallas Cty 2.95 Windsor Hts 2.95
Alternative - AMP (Envirotech)													N/A	WDM 2.51 DM 2.51 Waukee 2.51 Johnston 2.51 Dallas Cty 2.51 Windsor Hts 2.51	WDM 2.95 DM 2.95 Waukee 2.95 Johnston 2.95 Dallas Cty 2.95 Windsor Hts 2.95
Alternative - Melt-down Apex-C (Envirotech)													29% CaCl <sub>2</sub> (Calcium Chloride ESI Inhibited)	WDM 1.21 DM 1.21 Waukee 1.21 Johnston 1.21 Dallas Cty 1.21 Windsor Hts 1.21	WDM 1.87 DM 1.87 Waukee 1.87 Johnston 1.87 Dallas Cty 1.87 Windsor Hts 1.87
Alternative - Melt-down Apex (Envirotech)													29%	WDM 1.31 DM 1.31 Waukee 1.31 Johnston 1.31 Dallas Cty 1.31 Windsor Hts 1.31	WDM 2.00 DM 2.00 Waukee 2.00 Johnston 2.00 Dallas Cty 2.00 Windsor Hts 2.00

I hereby certify that this is a true tabulation of the bids received on June 21, 2017, by the City of West Des Moines, Iowa, administrator for the Central Iowa Deicer Group (CIDG).

  
 Kevin Hensley  
 WDM Public Services Superintendent

6/26/17  
 Date

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