

COUNCIL ACTION FORM

SUBJECT: ROCK SALT FOR 2012/13 ICE CONTROL PROGRAM

BACKGROUND:

This contract is to furnish rock salt for the 2012/13 Ice Control Program. Materials are to be delivered as requested by the City throughout the winter season. The estimated total cost is based on 2,500 ton.

The following bids were received on May 22, 2012:

<u>BIDDER</u>	<u>UNIT PRICE</u>	<u>ESTIMATED TOTAL COST</u>
Independent Salt Co., Kanopolis, KS	\$62.85/ton	\$157,125.00
Cargill, North Olmsted, OH	\$71.75/ton	\$179,375.00
North American Salt Inc., Overland Park, KS	\$75.79/ton	\$189,475.00
West Plains, LLC, Kansas City, KS	\$125.00/ton	\$312,500.00
Morton Salt, Chicago, IL	No Bid	
Central Salt LLC, Elgin, IL	No Bid	

The approved 2012/13 operating budget for the Public Works Department includes \$172,500 for snow and ice control chemicals. The estimated cost of this contract, based on the typical annual quantity of 2,500 tons, is \$157,125. The 2011/12 Ice Control Program had a unit price of \$63.64 per ton.

ALTERNATIVES:

1. Award the contract for the 2012/13 rock salt requirements to Independent Salt Co., of Kanopolis, Kansas, in the amount of \$62.85 per ton, to be delivered as requested by the City throughout the winter season.
2. Reject all bids and attempt to purchase rock salt on an as-needed basis.

MANAGER'S RECOMMENDED ACTION:

Independent Salt Co. has provided satisfactory service to the City in the past, and the 2012/13 bid price is \$.79 less than the current price. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, thereby approving award of contract for the 2012/13 rock salt requirements to Independent Salt Co., of Kanopolis, Kansas, in the amount of \$62.85 per ton, to be delivered as requested by the City throughout the winter season.

Because of the mild winter last year, the Public Works Department only used approximately half of the typical amount of salt. Therefore, approximately half of the typical annual need for the coming season is still on hand. While this contract allows the City to purchase up to 2,500 tons of salt, not all of that amount will likely be needed because of the surplus remaining from last winter.