

**COUNCIL ACTION FORM**

**SUBJECT: AWARD OF CONTRACT FOR THE PURCHASE OF ROCK SALT REQUIREMENTS FOR 2010/11 ICE CONTROL PROGRAM.**

**BACKGROUND:**

The average amount of rock salt used on our city streets over the last five years has been approximately 2,700 tons. During the past 2009-10 snow season, about 3,800 tons of salt were used. On March 23, 2010, the City Council authorized the purchase of 700 tons of salt to replenish the inventory in our storage facility. Therefore, we currently have 1,200 tons (the capacity of our dome) of salt available as we prepare for the 2010-11 snow season. Based on past experience, it is apparent that we will need addition salt during the winter months, and now is an excellent time to solicit bids for this material.

The salt will be delivered as requested and needed by the City throughout the winter season. The estimated total cost is based on 2,500 ton.

The following bids were received on May 20, 2010:

<b><u>BIDDER</u></b>	<b><u>UNIT PRICE</u></b>	<b><u>ESTIMATED TOTAL COST</u></b>
Independent Salt Co., Kanopolis, KS	\$61.97/ton	\$154,925.00
Central Salt LLC, Elgin, IL	\$72.65/ton	\$181,625.00
Cargill, North Olmsted, OH	\$75.63/ton	\$189,075.00
North American Salt Inc., Overland Park, KS	\$84.65/ton	\$211,625.00
Morton Salt, Chicago, IL	No Bid	
Detroit Salt Company, Detroit, MI	No Bid	

**ALTERNATIVES:**

1. Award the contract for the 2010/11 rock salt requirements to Independent Salt Co., Kanopolis, KS, in the amount of \$61.97 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:**

The approved 2010/11 operating budget for the Public Works Department includes \$140,000 for snow and ice control chemicals. The estimated cost of this contract, based on a quantity of 2,500 tons, is \$154,925. If usage exceeds the budgeted amount, the operating budget will be amended using savings from other street activities.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, thereby approving award of contract for the 2010/11 rock salt requirements to Independent Salt Co., Kanopolis, KS, in the amount of \$61.97 per ton, to be delivered as requested by the City throughout the winter season.