

CONSENT ITEM

RE: SECONDARY SALT
DEPARTMENT: PUBLIC WORKS
PROGRAM: SNOW & ICE CONTROL

RECOMMEDATION: We recommend awarding the contract to Compass Minerals America, Inc. for a unit price of \$55.20 per ton. The 2016 expenditure is \$8,280.00 and the early 2017 expenditure is \$38,640.00.

EXPLANATION: Since 2003, we have supplemented the St. Louis APWA Salt Coop with our own secondary supplier. There are 4,677 tons remaining in the dome from this past winter.

We solicited bids for our secondary sources from eight (8) suppliers and advertised in the St. Louis Business Journal and on the city's website. On June 10, 2016, three bids were received and opened. The bid specifications include delivery. The summary of the bids are listed in Table 1:

TABLE 1 BIDDERS	UNIT PRICE/TON	2016 Delivery (150 tons)	2017 Delivery (700 tons)	BID TOTAL
Compass Minerals America, Inc.	\$55.20	\$8,280.00	\$38,640.00	\$46,920.00
Cargill, Inc.	\$62.96	\$9,444.00	\$44,072.00	\$53,516.00
Morton Salt, Inc.	\$64.03	\$9,604.50	\$44,821.00	\$54,425.50

Table 2 summarizes the salt costs for the fall 2016 purchase/delivery.

TABLE 2 2016 SALT COSTS	Fall 2016 Cost
APWA Co-op	\$9,800.50
Secondary Supplier	\$8,280.00
TOTAL FALL 2016	\$18,080.50
BUDGET	\$96,953.45

SUBMITTED BY: GARY R. KRAMER, P.E.
CITY ENGINEER/DIRECTOR OF PUBLIC WORKS

DATE: June 10, 2016