

CONSENT ITEM

RE: CO-OPERATIVE SALT PURCHASE

DEPARTMENT: PUBLIC WORKS

RECOMMENDATION: We recommend awarding the contracts for 300 tons of salt for late 2015 delivery and an additional 300 tons for early 2016 delivery to Compass Minerals and Beelman Logistics based on the unit prices in Table 1.

TABLE 1	SERVICE PROVIDED	CONTRACT UNIT PRICE
Compass Minerals	Furnishing Salt	\$49.23
Beelman Logistics	Hauling	\$8.42
	COMBINED UNIT PRICE	\$57.65

EXPLANATION: The City of Chesterfield coordinates the purchase and delivery of deicing salt for the 47 cities and six school districts that are members of the St. Louis APWA Salt Co-operative (Co-op). Table 2 summarizes the four bids that were received and opened by the City of Chesterfield for salt only on June 17, 2015. Hauling services were not re-bid as last year's vendor, Beelman Logistics, LLC, has agreed to honor their 2014 rate of \$8.42 per ton to Ballwin Public Works facility.

TABLE 2	FALL 2015 UNIT PRICE/TON	JANUARY 2016 UNIT PRICE/TON	HAULING UNIT PRICE/TON (Beelman Logistics, LLC)
Compass Minerals	\$49.23	\$49.23	\$8.42
Morton Salt, Inc.	\$71.17	\$71.17	\$8.42
Cargill, Inc.	\$77.73	\$77.73	\$8.42
Central Salt, LLC	\$92.63	\$92.63	\$8.42

There are 3,980 tons of salt remaining in the dome from this past winter. The fall 2015 deliveries of 300 tons from the co-op and 720 tons previously authorized by the Board of Aldermen from our secondary supplier will fill the dome to capacity.

Table 3 summarizes the salt costs for 2015.

TABLE 3 2015 SALT COSTS	Early 2015 Cost	Fall 2015 Cost	2015 Total Cost
APWA Co-op	\$21,315.00 ⁽²⁾	\$17,295.00	\$38,610.00
Secondary Supplier	\$45,409.00 ⁽¹⁾	\$48,297.60 ⁽³⁾	\$93,706.60
		2015 TOTAL COST	\$132,316.60
		2015 BUDGET	\$165,382.00

(1) Approved by the Board of Aldermen on June 16, 2014 (secondary supplier)

(2) Approved by the Board of Aldermen on July 21, 2014 (co-op)

(3) Approved by the Board of Aldermen on May 11, 2015 (secondary supplier)

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

DATE: JULY 24, 2015