



# MEMORANDUM

TO: ROBERT A. KUNTZ, CITY ADMINISTRATOR

FROM: GARY R. KRAMER, P.E., CITY ENGINEER/DIRECTOR OF PUBLIC WORKS *GJK*

DATE: APRIL 1, 2014

SUBJECT: REQUEST FOR AUTHORIZATION TO BID SALT

We began the 2013-2014 winter season with 4,410 tons of salt. About 3,840 tons of salt were used during 14 winter events. The salt dome currently has about 570 tons remaining. We recommend filling the dome to its 5,000 ton capacity by purchasing salt from the following sources.

Source	2014 Delivery (tons)	2014 Delivery Schedule	Early 2015 Delivery (tons)	2015 Delivery Schedule
APWA Coop	1430	Nov/Dec 2014	300	Jan-Mar 2015
Secondary Supplier	3000	August 1, 2014	700	February 1, 2015
<b>Total</b>	<b>4430</b>		<b>1000</b>	

Historically, the APWA coop delivery date has been unpredictable and on occasions later than expected. Our secondary supplier salt bid specifications include a delivery deadline. For these reasons, we recommend purchasing more salt from the secondary supplier to assure an adequate supply when needed.

The early 2015 delivery is based on historical low salt usage. This additional salt is expected to avoid the danger of low salt supply before winter ends and eliminate sand/salt mix usage.

Due to the severe winter, especially in the eastern states, we expect higher prices for salt than in 2013. However, based on 2013 prices, the cost of the above requested salt quantity would be:

Source	2013 Unit Price	2014 POTENTIAL Cost	Early 2015 POTENTIAL Cost
APWA Coop	\$50.08	\$71,614	\$15,024
Secondary Supplier	\$48.32	\$144,960	\$33,824
<b>Total</b>		<b>\$216,574</b>	<b>\$48,848</b>

The original 2014 salt and contingency budget totaled \$110,000, but additional salt and sand purchased in February reduced the budget by \$10,875. The salt was purchased from our secondary supplier at 2013 prices.

**RECOMMENDATION:** We request authorization to solicit bids for 4,430 tons to be delivered in 2014 AND an additional 1,000 tons for early 2015 delivery from the two sources listed above.



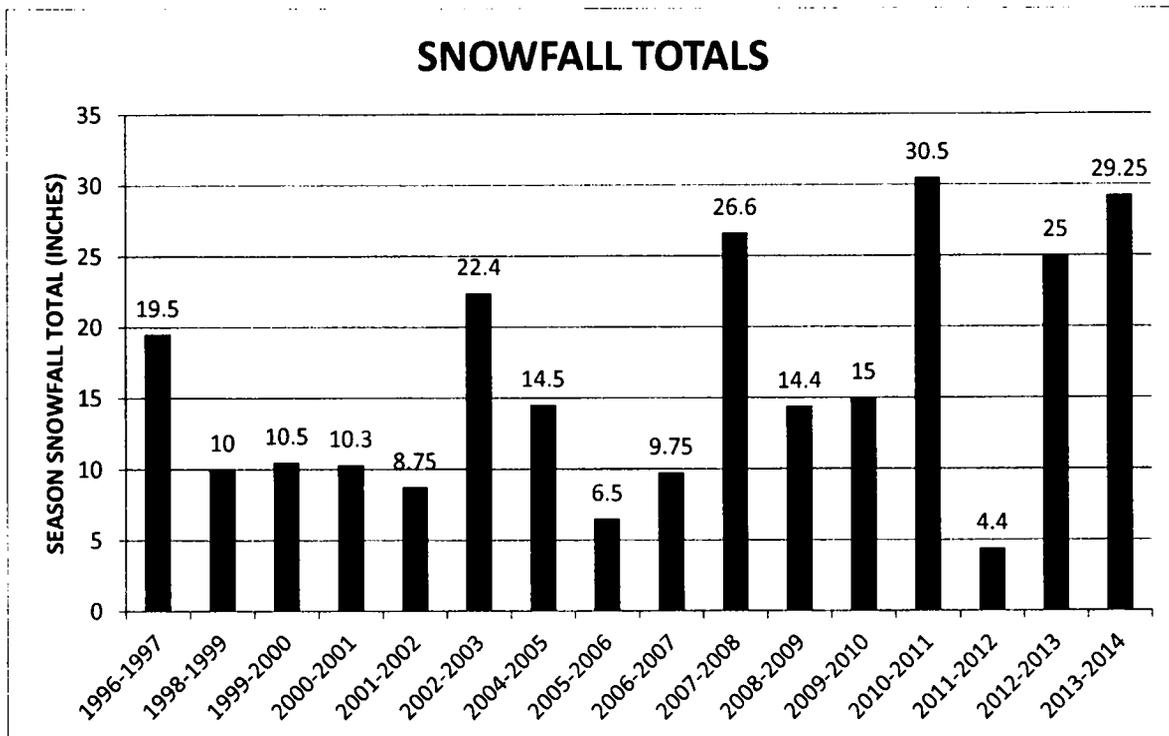
# MEMORANDUM

TO: ROBERT A. KUNTZ, CITY ADMINISTRATOR  
FROM: GARY R. KRAMER, P.E., CITY ENGINEER/DIRECTOR OF PUBLIC WORKS  
DATE: APRIL 2, 2014  
SUBJECT: 2013-2014 END OF WINTER REPORT

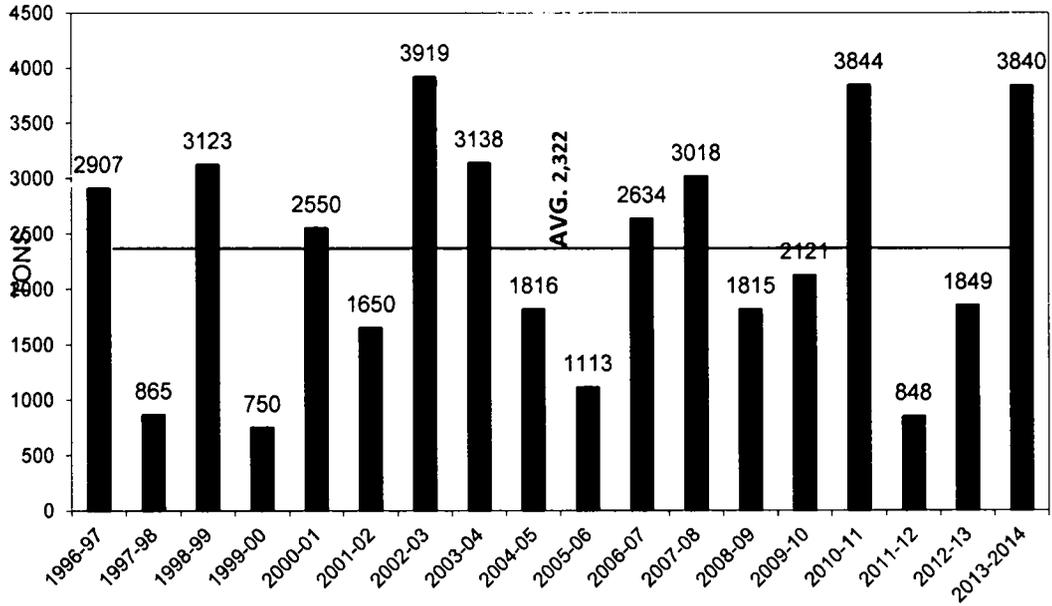
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During the 2013-2014 winter season there were 14 snow/ice events. The 12 inch snowfall on January 5 was noteworthy. Since 1997, the 2013-2014 season ranked 2<sup>nd</sup> highest in total snowfall and nearly the same as the 2<sup>nd</sup> highest in salt usage. Freezing rain and sleet accumulations are not tracked.

The 2013-2014 winter began with 4203 tons of salt with 206 additional tons received in February from our secondary supplier. The winter ended with 570 tons remaining.



### SALT USAGE FOR WINTER SEASON



### AVERAGE SALT UNIT PRICE

