

CONSENT ITEM

RE: CO-OPERATIVE SALT PURCHASE

DEPARTMENT: PUBLIC WORKS

PROGRAM: SNOW & ICE CONTROL

RECOMMENDATION: We recommend awarding the contracts for 170 tons of salt for late 2016 delivery and an additional 300 tons for early 2017 delivery to North American Salt Co. and Beelman Logistics based on the unit prices in Table 1.

TABLE 1	SERVICE PROVIDED	CONTRACT UNIT PRICE
North American Salt	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). Both the salt supplier (North American Salt Co.) and the hauler (Beelman Logistics LLC) have agreed to hold their 2015/2016 prices for the 2016/2017 season.

TABLE 2 2016/2017	CONTRACT UNIT PRICE	FALL 2016 DELIVERY (170 TONS)	EARLY 2017 DELIVERY (300 TONS)
North American Salt	\$49.23	\$8,369.10	\$14,769.00
Beelman Logistics	\$8.42	\$1,431.40	\$2,526.00
TOTAL COST		\$9,800.50	\$17,295.00

There are 4,677 tons of salt remaining in the dome from this past winter. The fall 2016 deliveries of 170 tons from the co-op and 150 tons from our secondary supplier will fill the dome to capacity.

Table 3 summarizes the salt costs for the fall 2016 purchase/delivery.

TABLE 3 2016 SALT COSTS	Fall 2016 Cost
APWA Co-op	\$9,800.50
Secondary Supplier	\$8,280.00
TOTAL FALL 2016	\$18,080.50
REMANING BUDGET	\$96,953.45

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

DATE: JUNE 10, 2016