

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 \$67.08 per ton. The 2015 expenditure is \$48,297.60 and the early 2016 expenditure is \$46,956.00.

EXPLANATION: Since 2003, we have supplemented the St. Louis APWA Salt Coop with our own secondary supplier. Table 1 below includes the purchases authorized by the Board of Aldermen at their April 13, 2015 meeting. There are 3,980 tons remaining in the dome from this past winter.

TABLE 1 BOARD AUTHORIZED	2015 Delivery (tons)	2015 Delivery Schedule	Early 2016 Delivery (tons)	2016 Delivery Schedule
APWA Coop	300	Nov/Dec 2015	300	Jan-Mar 2016
Secondary Supplier	720	August 1, 2015	700	February 1, 2016
Total	1,020		1000	

Bidding for the 40-city coop purchase is handled by the City of Chesterfield. The coop is not expected to begin soliciting bids until after May 15, 2015.

We solicited bids for our secondary sources from 8 suppliers and advertised in the St. Louis Business Journal and on the city's website. On May 1, 2015, three bids were received and opened. The bid specifications include delivery. The results are as follows:

TABLE 2 2015 BID RESULTS	UNIT PRICE/TON	2015 Delivery (tons)	2016 Delivery (tons)	BID AMOUNT
Compass Minerals America, Inc.	\$67.08	720	700	\$95,253.60
Cargill, Inc.	\$73.97	720	700	\$105,037.40
Morton Salt, Inc.	\$100.78	720	700	\$143,107.60

TABLE 3 PRICE COMPARISON	2013/2014 UNIT PRICE/TON	2014/2015 UNIT PRICE/TON	2015/2015 UNIT PRICE/TON
Compass Minerals America, Inc.	\$48.32	\$64.87	\$67.08
Cargill, Inc.	\$50.33	\$89.23	\$73.97
Morton Salt, Inc.	\$52.58	\$80.82	\$100.78

The remaining 2015 salt budget for this secondary source and the St. Louis APWA salt cooperative purchase program is \$97,384.

SUBMITTED BY: GARY R. KRAMER, P.E.
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DATE: MAY 4, 2015