



Consent Item

RE: Secondary Salt

Department/Program: Snow and Ice Control

Recommendation: We recommend buying 2100 tons of salt through the co-op for the fall of 2020 not to exceed \$180,000. We would also recommend purchasing 800 tons for the spring of 2021, not to exceed \$50,000.

TABLE 1	SERVICE PROVIDED	CONTRACT UNIT PRICE
Compass Minerals-co-op	Furnishing Salt	\$46.39
Beelman Logistics-co-op	Hauling/Delivery	\$10.27
Total Cost per ton –co-op		\$56.66
Morton Salt	Salt/Delivery-Per ton	\$60.92
Compass Minerals	Salt/Delivery-Per ton	\$65.98

Explanation: Since 2003, we have supplemented the St. Louis Salt Co-Op with our own secondary supplier when bid prices were favorable. We advertised in the St. Louis Business journal and on our website. On August 7, 2020, we opened two bids from secondary salt suppliers. Twenty-one hundred (2100) tons will bring our salt supply to full capacity at 5000 tons.

Salt history Unit Cost per ton below.

2013-14	2014-15	2015-2016	2016-17	2017-18	2018-19	2019-20
\$49.20	\$67.96	\$62.36	\$56.42	\$57.65	\$59.98	\$72.63

Budget is \$180,000 for the 2020 budget year

Submitted By: Jim Link, Director of Public Works

Date: 8-17-2020