



Consent Item

RE: Secondary Salt

Department/Program: Snow and Ice Control

Recommendation: We would like authorization to spend \$56,000 with the St. Louis APWA Salt Co-op managed by the City of Chesterfield. We would also like authorization to obtain requests for proposals from a secondary salt supplier.

TABLE 1	SERVICE PROVIDED	CONTRACT UNIT PRICE
Compass Minerals	Furnishing Salt	\$60.88
Beelman Logistics	Hauling	\$11.75
COMBINED UNIT PRICE		\$72.63

Explanation: Since 2003, we have supplemented the St. Louis Salt Co-op with our own secondary supplier when bid prices were favorable. In 2019, we did not receive any secondary bids due to the higher demands for salt. Salt prices also increased from the previous year due to the same demands. If we do not receive a lower cost per ton from the secondary bidders than the 2020 co-op price, we would like to spend the remaining \$115,000 budget with the Co-op.

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

Submitted By: Jim Link, Director of Public Works

Date: 5-4-2020