

**CONSENT ITEM**

**RE:** CO-OPERATIVE SALT PURCHASE

**DEPARTMENT:** PUBLIC WORKS

**PROGRAM:** SNOW & ICE CONTROL 2019/2020

**RECOMMENDATION:** We recommend awarding the contract for 50 tons of salt for late 2019 delivery and an additional 100 tons for early 2020 delivery to Compass Minerals and Beelman Logistics based on the unit prices in Table 1.

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

**EXPLANATION:** The City of Chesterfield coordinates the purchase and delivery of deicing salt for 50 cities and seven school districts that are members of the St. Louis APWA Salt Co-operative (Co-op). The salt supplier (Compass Mineral) prices increased from \$49.23 per ton to \$60.88 per ton for the 2019/2020 season. The hauler (Beelman Logistics LLC) had a slight increase from \$10.75 to \$11.75 per ton.

TABLE 2 2019/2020	CONTRACT UNIT PRICE	FALL 2019 DELIVERY (50 TONS)	EARLY 2020 DELIVERY (100 TONS)
Compass Minerals	\$60.88	\$3,044.00	\$6088.00
Beelman Logistics	\$11.75	\$587.50	\$1175.00
<b>TOTAL COST</b>		<b>\$3,631.50</b>	<b>\$7263.00</b>

There is approximately 3,400 tons of salt remaining in the dome from this past winter. The fall 2019 delivery of 50 tons from the co-op and the remaining salt from the secondary supplier will re-fill the dome to capacity after projected precipitation for the end of 2019.

Table 3 summarizes the salt costs for the fall 2019 purchase/delivery.

TABLE 3 2019 SALT COSTS	Fall 2019 Cost
APWA Co-op	\$3,631.50
<b>REMANING BUDGET</b>	<b>\$56,665.50</b>

**SUBMITTED BY:** JIM LINK  
DIRECTOR OF PUBLIC WORKS

**DATE:** JULY 5th, 2019



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690 Chesterfield Pkwy W • Chesterfield MO 63017-0760  
Phone: 636-537-4000 • Fax 636-537-4798 • [www.chesterfield.mo.us](http://www.chesterfield.mo.us)

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May 23, 2019

Jim Link  
City of Ballwin  
14811 Manchester Road  
Ballwin, MO 63011

Re: St. Louis Metro APWA Salt Cooperative (Co-op) – 2019/2020 Order

Dear Co-op Salt Participant:

As you may know, the City of Chesterfield coordinates the purchase and delivery of deicing salt for all members of the St. Louis Metro APWA Salt Cooperative (Co-op). The Co-op is currently comprised of 50 cities and 7 school districts which combine their purchasing power to obtain the best price possible for deicing salt.

On behalf of the Co-op, the City of Chesterfield publicly opened bids for the purchase and delivery of salt on May 9, 2019. Five companies submitted bids for salt, and one company submitted a bid for delivery. On May 20, 2019, the City of Chesterfield City Council approved the bid from Compass Minerals for salt, at a price of \$60.88 per ton. At that same meeting, the City of Chesterfield City Council approved the bid from Beelman Logistics LLC for salt delivery. The delivery price varies per agency, with each price detailed in the attached bid form.

If you desire to participate in the Co-op again in 2019/2020, please proceed as follows:

- 1) **Please complete the attached SALT REQUEST FORM and return by mail, email or fax to Kathy Juergens at [kjuergens@chesterfield.mo.us](mailto:kjuergens@chesterfield.mo.us) or 636-537-4796 (Fax) by FRIDAY, AUGUST 2, 2019.** Please complete the form in its entirety, and remember that it takes a minimum of six weeks for a barge to be loaded and travel up river. Plan ahead. We cannot adjust schedules or quantities once salt is ordered. Generally, we will follow our past practice of salt purchases near the beginning and the end of the snow season. Early deliveries will likely occur before the snow season starts. **Please note the minimum order is 25 tons. You may request less than 25 tons; however, your delivery fee will be based on 25 tons.** Once ordered, the salt is on its way and you must be prepared to accept it when it is delivered. This means you must commit to having personnel available to receive salt whenever it is scheduled. This may require premium, overtime or holiday pay. We do not control the date of delivery and will not pay demurrage.
- 2) **Submit a purchase order to the City of Chesterfield for the proposed amount of salt ordered by August 2, 2019.** As mentioned above, the salt will be provided by Compass Minerals, at a price of **\$60.88 per ton** for the upcoming 2019/2020 season. Please

multiply your order by \$60.88 per ton to obtain the amount of the purchase order. Prior to placing your order, **we must receive a purchase order to the City of Chesterfield in the extended amount from your respective agency. Accordingly, we will need to receive the Purchase Order no later than August 2, 2019. If we do not receive a purchase order by that date, your salt order will not be placed.** The purchase order should be mailed, emailed, or faxed to:

**City of Chesterfield, Attn: Kathy Juergens  
690 Chesterfield Parkway West  
Chesterfield, MO 63017  
Phone: 636-537-4762  
Fax: 636-537-4796  
E-mail: [kjuergens@chesterfield.mo.us](mailto:kjuergens@chesterfield.mo.us)**

- 3) **Submit a purchase order to Beelman Logistics LLC for the delivery of the proposed amount of salt by August 2, 2019.** The delivery rate varies depending upon where your municipality is located. For your convenience, a table showing the rate for your municipality is attached. Please multiply your salt order by the delivery rate for your municipality to obtain the amount of the purchase order for delivery. Prior to placing your order, Beelman must receive a purchase order in the extended amount from your respective agency. Although the City of Chesterfield has coordinated the bid, your agency is individually contracting with Beelman Logistics LLC for this portion of the work. It is your responsibility to execute a purchase order with Beelman Logistics LLC for the unloading, hauling, and delivery of salt to your storage facility. **If Beelman does not receive a purchase order by the August 2, 2019 deadline, your salt order will not be placed.** Again, please plan ahead and allow sufficient time for the receipt of your purchase order. Purchase orders to Beelman should be sent to:

**Beelman Logistics LLC, Attn: Sue Malick  
One Racehorse Dr.  
E St Louis, IL 62205  
Phone: 618-646-5331  
Fax: 618-646-5431  
E-mail: [suem@beelman.com](mailto:suem@beelman.com)**

If you have changed the delivery location for salt, please contact Sue Malick at Beelman and let her know.

Each year, we remind the participating municipalities that the contract does not allow demurrage for the salt shipments. As such, each municipality must commit to receiving salt when it is delivered. It may arrive on a weekend, a holiday and may require overtime. **IF YOU ARE NOT PREPARED TO ACCEPT DELIVERIES WHENEVER THEY ARRIVE, DO NOT ORDER THROUGH THE CO-OP.** We have no ability to reschedule or delay deliveries unless you are willing to pay the demurrage charges on the barges. If you have any questions, please contact Kathy Juergens at 636-537-4762.

Sincerely,



James A. Eckrich, P.E.  
Public Works Director/City Engineer  
Enclosures

Richmond Heights	\$ 5.75	/ton 10.07	Ferguson Florissant School District*	\$ 9.30	/ton 13.62
Rock Hill*	\$ 9.90	/ton 14.22	Francis Howell School District*	\$ 12.85	/ton 17.17
St. Ann	\$ 6.01	/ton 10.33	Kirkwood School District*	\$ 10.20	/ton 14.52
St. John*	\$ 10.20	/ton 14.52	Lindbergh School District*	\$ 10.25	/ton 14.57
St. Peters	\$ 8.66	/ton 12.98	Parkway School District*	\$ 13.55	/ton 17.87
Shrewsbury	\$ 5.48	/ton 9.80	Pattonville School District*	\$ 11.25	/ton 15.57
Sunset Hills*	\$ 11.10	/ton 15.42	Rockwood School District*	\$ 12.65	/ton 16.97
Town & Country	\$ 11.55	/ton 15.87			
University City*	\$ 9.01	/ton 13.33			
Vinita Park*	\$ 10.54	/ton 14.86			
Webster Groves	\$ 5.66	/ton 9.98			
Wildwood*	\$ 15.30	/ton 19.62			
Winchester	\$ 8.13	/ton 12.45			
Woodson Terrace*	\$ 11.65	/ton 15.97			

**NOTE: \*Tandems only**

**Exceptions:**

May 9, 2019

618-646-5315

**Date**

**Telephone**

Net 15 days from invoice date

jeffh@beelman.com

**Terms**

**Email Address**

26-0599880

 sales manager

**Federal Tax ID#**

**Signature & Title**

Beelman Logistics, LLC.

**Company**

One Racehorse Dr.

**Address**

East St. Louis, IL 62205

**City/State/Zip Code**

Ferguson Florissant

## 2019 Bid Form

To: The City of Chesterfield

**Hauling of Snow and Ice Control Salt per Bid Specifications.** The following bid for hauling of snow and ice control salt is submitted in response to your invitation to bid dated May 9, 2019. Bid proposal for unloading salt from barges at a St. Louis Mississippi River port facility and loading into trucks including managing and administration cost: \$ 4.32 per ton.

It is understood that the cost for hauling will be different to each Municipality. Please submit the cost of delivery per ton, from your unloading facility to each of the following locations. This cost will be added to your bid for the administration and unloading bid, which should be the same for every city.

Name & location of unloading facility:

Beelman River Terminal

210 Bremen Ave.

Venice, IL 62090

City of Delivery: *plus admin fee of \$4.32*

Arnold	\$ 6.54	/ton	10.86	Fenton	\$ 6.72	/ton	11.04
Ballwin	\$ 7.43	/ton	11.75	Ferguson	\$ 5.48	/ton	9.80
Bel-Nor	\$ 5.89	/ton	10.21	Frontenac*	\$ 11.05	/ton	15.37
Bel-Ridge*	\$ 9.90	/ton	14.22	Glendale	\$ 5.83	/ton	10.15
Berkeley*	\$ 10.20	/ton	14.52	Green Park	\$ 5.13	/ton	9.45
Black Jack*	\$ 9.90	/ton	14.22	Greendale	\$ 5.83	/ton	10.15
Breckenridge Hills*	\$ 9.45	/ton	13.77	Hazelwood	\$ 5.83	/ton	10.15
Brentwood	\$ 5.93	/ton	10.25	Ladue	\$ 5.89	/ton	10.21
Bridgeton	\$ 6.54	/ton	10.86	Manchester	\$ 7.43	/ton	11.75
Charlack*	\$ 10.45	/ton	14.77	Maplewood*	\$ 9.65	/ton	13.97
Chesterfield	\$ 8.13	/ton	12.45	Maryland Heights	\$ 6.54	/ton	10.86
Clayton	\$ 5.30	/ton	9.62	Normandy*	\$ 9.30	/ton	13.62
Cool Valley*	\$ 10.10	/ton	14.42	Northwoods*	\$ 8.75	/ton	13.07
Crestwood*	\$ 5.66	/ton	9.98	Olivette*	\$ 10.50	/ton	14.82
Creve Coeur	\$ 11.75	/ton	16.07	Overland*	\$ 10.80	/ton	15.12
Des Peres	\$ 6.36	/ton	10.68	Pagedale*	\$ 10.45	/ton	14.77
Ellisville	\$ 8.49	/ton	12.81	Pasadena Hills	\$ 5.55	/ton	9.87
Fairview Heights, IL	\$ 5.25	/ton	9.57	Pine Lawn	\$ 5.35	/ton	9.67

BID RESULTS ONLY

ST. LOUIS METRO COOPERATIVE DE-ICING SALT BID

10:00 A.M. Thursday, May 9, 2019

FALL DELIVERY 2019

JANUARY DELIVERY 2020

<p>Oakley – St. Louis 1 Angelica Street St. Louis, MO 63147</p>	<p>\$70.00 per ton</p>	<p>\$70.00 per ton</p>
<p>Compass Minerals 9900 W 109<sup>th</sup> Street, Suite 100 Overland Park, KS 66210</p>	<p>\$60.88 per ton</p>	<p>\$60.88 per ton</p>
<p>Cargill, Inc. 24950 Country Club Blvd., Suite 450 North Olmsted, OH 44070</p>	<p>\$65.13 per ton</p>	<p>\$65.13 per ton</p>
<p>Morton Salt Inc. 444 West Lake Street, Suite 3000 Chicago, IL 60606</p>	<p>No Bid</p>	<p>No Bid</p>
<p>Champion Salt LLC 2451 Schuetz Road Maryland Heights, MO 63043</p>	<p>\$58.85 per ton</p>	<p>No Bid</p>

**NOTICE: Bids were read randomly – These are bid tabulations – NOT AWARDS**