



MEMORANDUM

TO: ROBERT A. KUNTZ, CITY ADMINISTRATOR

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

DATE: JANUARY 27, 2015

SUBJECT: SALT BRINE PRODUCTION PLANT

RECOMMENDATION: We recommend rejecting the lower bidder for non-compliance with the specifications and accept Kranz Automotive Body Co.'s base bid and alternate bid items #1 and #3 for a total cost of \$89,220.00

EXPLANATION: The 2015 budget provides \$160,000 for the purchase of a salt brine production plant (mixer) and application equipment (truck-mounted sprayers). The recommended cost for the truck-mounted sprayers (bid separately) is \$63,602.00 (refer to separate memorandum).

Request for bid were sent to six vendors and advertised in the St. Louis Business Journal and on the City's website. Bid specifications are on file at the Public Works Department. On January 23, 2015, two bids were received and opened. Below is a summary of those bids.

	Base Bid	Alternate Bid #1	Alternate Bid #2	Alternate Bid #3	Total (with Alt. Bid #1 & #3)
Kranz Automotive Body Co.	\$88,412.00	\$273.00	\$1,136.00	\$535.00	\$89,220.00
Cargill, Inc.	\$75,417.00	\$0.00	\$5,990.00	\$0.00	\$75,417.00

Alternate Bid #1: Warning Beacon (activates when there is a problem such as needs salt, loss of water)

Alternate Bid #2: Recycled Water (not recommended)

Alternate Bid #3: Micro Ingredient Foam (prevents foam developing in the brine during production)

The low bidder, Cargill, does not meet the bid specifications in a number of areas. Most importantly, their hopper is not stainless steel nor self-cleaning. Stainless steel is less susceptible to damage and easier to repair than fiberglass. Self-cleaning is essential for the proper operation and maintenance of the system.