

CONSENT ITEMS

RE: SALT PURCHASE – SECONDARY SUPPLIER

DEPARTMENT: PUBLIC WORKS

PROGRAM: SNOW & ICE CONTROL

RECOMMENDATION: We recommend awarding the contract to North American Salt Co. for a unit price of \$48.32 per ton. The total cost for 500 tons is \$24,160.00.

EXPLANATION: Since 2003, we have supplemented the St. Louis Salt Coop with our own secondary supplier. Unlike the coop, a secondary supplier provides the ability to specify the delivery date and to order additional salt in mid-winter. We solicited bids from 7 suppliers and advertised in the St. Louis Business Journal and on the city's website. On August 2, 2013, four bids were received and opened. The bid specifications include delivery. The results are as follows:

BIDDER	UNIT PRICE/TON	BID AMOUNT
North American Salt Co.	\$48.32	\$24,160.00
Cargill, Inc.	\$50.33	\$25,165.00
Morton Salt, Inc.	\$52.58	\$26,290.00
Central Salt, LLC	No Bid	No Bid

The combined cost of this contract (including \$449 for advertising for bids) and the Coop purchase is \$91,716.20 for a total of 1840 tons. The salt budget amount is \$121,000, leaving a surplus of \$29,283.80.

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

DATE: AUGUST 2, 2013