



ST. CHARLES
SINCE 1834

AGENDA ITEM EXECUTIVE SUMMARY

Title: Recommendation to Award the Bid for Water Treatment Salt

Presenter: Chris Adesso

Please check appropriate box:

Government Operations	X	Government Services 06.27.16
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Estimated Cost:	\$51,988.75	Budgeted:	YES	X	NO	
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If NO, please explain how item will be funded:

Executive Summary:

On June 8, 2016, sealed bids for water softening salt were publicly opened and read aloud. The City solicited a bid from five firms and also advertised. The City received one (1) qualified bid for this project and the results of the bid opening are as follows:

Bid Results	Pneumatic Delivery FY (16-17)	Dump Delivery FY (16-17)	Pneumatic Delivery FY(17-18)	Dump Delivery FY(17-18):
Compass Minerals, Inc	\$124.00/Ton	\$118.31/Ton	\$128.00/Ton	\$122.31/Ton

The scope of work includes a multi-year contract to supply the City with a unit cost for water treatment salt. There are two delivery methods, pneumatic or dump; the method used is due to site restrictions. Salt usage is based on water production; therefore a slight variation in salt usage is experienced every year. Currently the city uses on average 450 tons of water treatment salt per year, with about 300 tons in Pneumatic deliveries and 150 tons in dump deliveries. The proposed contract protects the City, allowing a total annual increase or decrease of 15% without penalty.

Based on current salt usage the estimated cost to the City would be:

Estimated Totals	Pneumatic Delivery Estimated 300 Tons	Dump Delivery Estimated 125 Tons	Total
FY 16 – 17	\$37,200	\$14,788.75	\$51,988.75
FY 17 – 18	\$38,400	\$15,288.75	**\$53,688.75

**Pending FY 17/18 budget approval

Attachments: *(please list)*

* Bid Tab

Recommendation / Suggested Action *(briefly explain):*

Recommendation to award the Bid and approve a Purchase Order with Compass Minerals Inc. for Water Treatment Salt the in the amount of \$51,988.75.

For office use only:

Agenda Item Number: 5.b

BID: '16/17 & 17/18 WATER SOFTENING SALT (DELIVERED)**#160608**

Bids for Fiscal Year 2016-2017			
ITEM/CATEGORY/ BIDDER	MORTON SALT, INC., 123 N. WACKER DR., CHICAGO, IL 60606-1743	COMPASS MINERALS A.,INC./N.AMRCN. SALT,P.O.BOX 277043,ATLANTA, GA 30384-7043	UNIVAR USA, INC., 8201 S. 212 TH ST., KENT, WA 98032- 1994
300 Tons/Controlled Pneumatic delivery	Late Bid/ disqualified	\$124.00/ton	Delivered but No Bid
125 Tons/Controlled Dump delivery	Late Bid/ disqualified	\$118.31/ton	Delivered but No Bid
Estimated Annual Cost		\$51,988.75	

Bids for Fiscal Year 2017-2018			
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Estimated Annual Cost		\$53,688.75	

RBW:cjb