



Date May 21, 2018

WHEREAS, the Street Maintenance Division of the Public Works Department, along with the City of West Des Moines, Polk County and 24 other public entities representing the Central Iowa Salt Group (CISG) wished to solicit joint bids for rock salt for delivery to the Metropolitan Salt Storage Facility, and to individual CISG agencies storage facilities; and

WHEREAS, the City of West Des Moines through its Public Works Department, on behalf of CISG, solicited invitation for bids by advertisement and mailing to twelve (12) potential bidders with five (5) bids received; and

WHEREAS, the low dollar compliant bid for delivery to the metropolitan storage facility was received from Hutchinson Salt Co., 136 W. 12th Street, Baxter Springs, KS 66713, Larry Bingham, President, at a unit cost of \$57.46/ton, or \$689,520.00 for 12,000 tons; and

WHEREAS, the low dollar compliant bid for delivery to the City of Des Moines Public Works Supply Yard was received from Central Salt L.L.C., 1420 State Hwy 14, Lyons, KS 67554, Thomas Peterson, President, at a unit cost of \$54.03/ton, or \$108,060.00 for 2000 tons; and

WHEREAS, Municipal Code section 2-726(m) authorizes the procurement of goods and/or services from contracts that have been competitively established through cooperative group contracting consortiums for state government departments, institutions, agencies and political subdivisions, without conforming to the competitive bidding requirements of the Procurement Division; and

WHEREAS, funding is available from PW240402/Street Maintenance for a total cost of \$797,580.00; and

WHEREAS, the Procurement Administrator and the Public Works Department recommend approval of the low dollar compliant bid;

NOW THEREFORE BE IT RESOLVED, that the Des Moines City Council hereby accepts and approves the low dollar compliant bid for rock salt as submitted by Hutchinson Salt Co. at a total cost of \$797,580.00.

Moved by _____ to adopt

Approved as to form:

Ann DiDonato
Assistant City Attorney

(Council Communication No. 18-243)

Table with 5 columns: COUNCIL ACTION, YEAS, NAYS, PASS, ABSENT. Rows include COWNIE, BOESEN, COLEMAN, GATTO, GRAY, MENDELBAUM, WESTERGAARD, and TOTAL.

CERTIFICATE

I, DIANE RAUH, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

MOTION CARRIED APPROVED

Mayor

City Clerk

2018-2019 Granular Delcer Bid
for Ice Control
CENTRAL IOWA SALT GROUP (CISG)
Administered by the City of West Des Moines

| Entity | Bid Option 1 Post Season Estimated Tonnage | Bid Option 1 - Post Season Cost/Ton | | | | | Bid Option 1 - Post Season/Pre-Treated Cost/Ton (Optional) | | | | | Bid Option 2 Pre-Season Estimated Tonnage | Bid Option 2 - Pre-Season Cost/Ton | | | | | Bid Option 2 - Pre-Season/Pre-Treated Cost/Ton (Optional) | | | | | Bid Option 3 Pre-Season Metro Shed Estimated Tonnage | | | | |
|---|---|--|---------|------------|-------------|------------|---|----------|------------|-------------|------------|--|---------------------------------------|------------|-------------|------------|--------------|--|------------|-------------|------------|--------------|---|------------|-------------|------------|--|
| | Bidders: | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | |
| City of Adel P. O. Box 248 208 N. 5th Street Adel, IA 50003 | 200 | \$70.15 | \$93.75 | \$68.46 | No Bid | \$76.40 | \$90.65 | \$104.50 | No Bid | No Bid | \$115.40 | 300 | \$59.54 | \$93.75 | \$62.46 | \$74.82 | \$74.75 | \$80.04 | \$104.50 | No Bid | No Bid | \$103.75 | | | | | |
| City of Ankeny Public Works Department 715 SW 3rd Street Ankeny, Iowa 50021 | 0 | | | | | | | | | | | 2,500 | \$54.03 | \$93.75 | \$58.46 | \$69.53 | \$76.36 | \$74.53 | \$104.50 | No Bid | No Bid | No Bid | | | | | |
| City of Bondurant 306 1st Street Bondurant, IA 50035 | 0 | | | | | | | | | | | 400 | \$56.87 | \$93.75 | \$57.46 | \$71.22 | \$76.60 | \$77.37 | \$104.50 | No Bid | No Bid | No Bid | | | | | |
| City of Carlisle 195 N. 1st Street Carlisle, Iowa 50047 | 100 | \$71.37 | \$93.75 | \$64.96 | No Bid | \$76.40 | \$91.87 | \$104.50 | No Bid | No Bid | \$115.40 | 100 | \$59.88 | \$93.75 | \$58.46 | \$73.58 | \$74.75 | \$80.38 | \$104.50 | No Bid | No Bid | \$103.75 | | | | | |
| City of Clive Public Works Department 9289 University Blvd. Clive, Iowa 50053 | 0 | | | | | | | | | | | 1,200 | \$54.64 | \$93.75 | \$58.46 | \$72.03 | \$74.20 | \$75.14 | \$104.50 | No Bid | No Bid | No Bid | | | | | |
| Dallas City Engineers Office 2340 250th Street Adel, Iowa 50003 | 700 | \$71.47 | \$93.75 | \$68.46 | No Bid | \$76.40 | \$91.97 | \$104.50 | No Bid | No Bid | No Bid | 0 | | | | | | | | | | | | | | | |
| City of Des Moines 216 SE 5th Street Des Moines, Iowa 50309 | 0 | | | | | | | | | | | 2,000 | \$54.03 | \$93.75 | \$58.46 | \$72.10 | \$78.60 | \$74.53 | \$104.50 | No Bid | No Bid | No Bid | 12,000 | | | | |
| City of Grimes 900 N. Main Street Grimes, Iowa 50111 | 0 | | | | | | | | | | | 150 | \$58.38 | \$93.75 | \$58.46 | \$72.20 | \$74.75 | \$78.88 | \$104.50 | No Bid | No Bid | \$103.76 | 400 | | | | |
| City of Indianola Public Works Department 706 N. 6th Street Indianola, Iowa 50125 | 225 | \$70.88 | \$93.75 | \$64.46 | No Bid | \$74.70 | \$91.38 | \$104.50 | No Bid | No Bid | \$113.70 | 100 | \$58.48 | \$93.75 | \$58.46 | \$66.46 | \$73.25 | \$78.98 | \$104.50 | No Bid | No Bid | \$102.25 | | | | | |
| City of Johnston Public Works Department 6400 NW Beaver Drive Johnston, Iowa 50131 | 0 | | | | | | | | | | | 1,000 | \$54.64 | \$93.75 | \$58.46 | \$70.98 | \$74.75 | \$75.14 | \$104.50 | No Bid | No Bid | No Bid | | | | | |
| City of Knoxville Public Works Department 305 S. 3rd Street Knoxville, Iowa 50138 | 0 | | | | | | | | | | | 0 | | | | | | | | | | | | | | | |
| Madison County 1105 E Court Avenue Winterset, Iowa 50273 | 300 | \$68.32 | \$93.75 | \$68.82 | No Bid | \$73.00 | \$88.82 | \$104.50 | No Bid | No Bid | No Bid | 150 | \$57.49 | \$93.75 | \$60.82 | \$64.93 | \$71.50 | \$77.99 | \$104.50 | No Bid | No Bid | No Bid | | | | | |
| Marion City Engineers Office 402 Willets Drive Knoxville, Iowa 50138 | 500 | \$72.34 | \$93.75 | \$67.46 | No Bid | \$77.48 | \$92.84 | \$104.50 | No Bid | No Bid | No Bid | 1,000 | \$59.31 | \$93.75 | \$60.46 | \$67.22 | \$75.90 | \$79.81 | \$104.50 | No Bid | No Bid | \$100.59 | | | | | |
| City of Mitchellville 201 Cotton Ave. Mitchellville, IA 50169 | 0 | | | | | | | | | | | 40 | \$59.87 | \$93.75 | \$56.46 | \$74.32 | \$78.00 | \$80.37 | \$104.50 | No Bid | No Bid | \$107.00 | | | | | |
| City of Newton Public Works Department 1700 N. 4th Avenue West Newton, Iowa 50208-1926 | 0 | | | | | | | | | | | 650 | \$59.31 | \$93.75 | \$61.46 | \$74.06 | \$79.10 | \$79.81 | \$104.50 | No Bid | No Bid | No Bid | | | | | |

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2018-2019 Granular Delcer Bid
for Ice Control
CENTRAL IOWA SALT GROUP (CISG)
Administered by the City of West Des Moines

| Entity | Bid Option 1 Post Season Estimated Tonnage | Bid Option 1 - Post Season Cost/Ton | | | | | Bid Option 1 - Post Season/Pre-Treated Cost/Ton (Optional) | | | | | Bid Option 2 Pre-Season Estimated Tonnage | Bid Option 2 - Pre-Season Cost/Ton | | | | | Bid Option 2 - Pre-Season/Pre-Treated Cost/Ton (Optional) | | | | | Bid Option 3 Pre-Season Metro Shed Estimated Tonnage |
|--|---|--|---------|------------|-------------|------------|---|----------|------------|-------------|------------|--|---------------------------------------|---------|------------|-------------|------------|--|----------|------------|-------------|------------|---|
| | Bidders: | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | Central Salt | Cargill | Hutchinson | Independent | BlackStrap | |
| City of Norwalk 705 North Avenue Norwalk, Iowa 50021 | 0 | | | | | | | | | | | 600 | \$55.26 | \$93.75 | \$58.46 | \$74.48 | \$73.75 | \$75.76 | \$104.50 | No Bid | No Bid | No Bid | |
| City of Pella Public Works Department 100 Truman Road Pella, Iowa 50219 | 200 | \$72.54 | \$93.75 | \$67.46 | No Bid | \$79.25 | \$93.04 | \$104.50 | No Bid | No Bid | \$108.75 | 0 | | | | | | | | | | | |
| City of Perry 1102 Willis Ave., Suite 300 Perry, Iowa 50220 | 0 | | | | | | | | | | | 400 | \$57.09 | \$93.75 | \$60.82 | \$73.50 | \$77.50 | \$77.59 | \$104.50 | No Bid | No Bid | No Bid | |
| City of Pleasant Hill 1600 S. Pleasant Hill Blvd Pleasant Hill, Iowa 50327 | 0 | | | | | | | | | | | 200 | \$57.09 | \$93.75 | \$56.46 | \$72.19 | \$75.85 | \$77.59 | \$104.50 | No Bid | No Bid | \$104.85 | 300 |
| City of Pleasantville 108 W. Jackson Street Pleasantville, Iowa 50225 | 0 | | | | | | | | | | | 0 | | | | | | | | | | | 50 |
| City of Polk City Public Works Department 301 Northside Drive Polk City, Iowa 50226 | 0 | | | | | | | | | | | 200 | \$57.57 | \$93.75 | \$60.82 | \$68.84 | \$75.85 | \$78.07 | \$104.50 | No Bid | No Bid | \$104.85 | |
| City of Urbandale Public Works Department 9401 Hickman Road Urbandale, Iowa 50322 | 0 | | | | | | | | | | | 1,350 | \$54.69 | \$93.75 | \$58.46 | \$72.66 | \$74.85 | \$75.19 | \$104.50 | No Bid | No Bid | No Bid | |
| Warren City Engineers Office 301 N. Buxton Indianola, Iowa 50125 | 500 | \$72.31 | \$93.75 | \$64.46 | No Bid | \$74.75 | \$92.81 | \$104.50 | No Bid | No Bid | No Bid | 500 | \$54.69 | \$93.75 | \$58.46 | \$64.89 | \$73.25 | \$75.19 | \$104.50 | No Bid | No Bid | No Bid | |
| City of Waukee Public Works Department 1205 6th Street Waukee, Iowa 50263 | 0 | | | | | | | | | | | 0 | | | | | | | | | | | 1,100 |
| City of West Des Moines Public Works Department 560 South 16th Street West Des Moines, Iowa 50265 | 0 | | | | | | | | | | | 0 | | | | | | | | | | | 2,570 |
| City of Windsor Heights Public Works Department 1133 66th Street Windsor Heights, Iowa 50311 | 0 | | | | | | | | | | | 200 | \$56.67 | \$93.75 | \$58.46 | No Bid | \$74.75 | \$77.17 | \$104.50 | No Bid | No Bid | \$103.75 | 300 |
| City of Woodward 105 E. 2nd St. Woodward, IA 50276 | 0 | | | | | | | | | | | 50 | \$62.36 | \$93.75 | \$58.96 | \$72.68 | \$76.90 | \$82.86 | \$104.50 | No Bid | No Bid | \$105.90 | |
| SUBTOTALS: | 2,725 | | | | | | | | | | | 13,090 | | | | | | | | | | | 16,720 |

Bid Option 3 Cost Per Ton

| | Central Salt | Cargill | Hutchinson | Independent | BlackStrap |
|--|---------------|---------|------------|-------------|------------|
| Bid Option 3 - Metro Salt Storage Facility Estimated Tonnage: | \$61.89 | \$93.75 | \$57.46 | \$72.00 | \$76.90 |
| Total Estimated Tonnage, Bid Options 1, 2, 3: | 32,535 | | | | |

NOTES: 1. Morton Salt - No Bid
2. Compass Minerals - Incomplete Bid

592