




HISTORIC
FRANKLIN
TENNESSEE

ITEM #11
WRKS 11/08/2011

MEMORANDUM

October 25, 2011

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator 
Russell Truell, Assistant City Administrator / CFO
Joe York, Streets Director
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of bid award to Morton Salt, Inc. of Chicago, IL in the unit amount of \$72.30 per ton either delivered or undelivered for a quantity of between 500 and 700 tons of bulk road deicing salt (sodium chloride) for the Maintenance Division of the Streets Department (Purchasing Office Procurement Solicitation No. 2012-010; \$50,000.00 budgeted in 110-83640-43100 for fiscal year 2012)

Purpose

The purpose of this procurement is to purchase 500-700 tons bulk road deicing salt (sodium chloride) to stockpile the City's new salt storage facility now under construction at Liberty Park.

Background

The Streets Department Maintenance Division budget for fiscal year 2012 allocates \$50,000 out of the General Fund for the purchase of road salt over and above the 500 tons of road salt typically purchased by the City through statewide contract. This additional salt would be used to stockpile the City's new salt storage facility now under construction at Liberty Park. The statewide contract vendor available to the City of Franklin, North American Salt Co., has declined to take an order from the City for the additional amount, citing limited supplies. The City therefore has solicited bids for the additional salt.

The City published on October 13, 2011 a Notice to Bidders in the *Williamson Herald* for bulk road deicing salt (sodium chloride). In addition, bid documents were sent on or about the same date directly to six (6) potential bidders known or thought to be interested in this solicitation. Bids from two (2) vendors were publicly opened at the bid opening held on October 25, 2011. A tabulation of the bids received for this solicitation is attached.

Financial Impact

The apparent lowest, most responsive and responsible bid, from Morton Salt, Inc. of Chicago, IL is in the unit amount of \$72.30 per ton either delivered or undelivered for a quantity of between 500 and 700 tons of bulk road deicing salt (sodium chloride). This bid was identified because it is the lowest unit price for the delivered salt, and the bid with the undelivered salt pick-up location closest to the City of Franklin, that meets or exceeds the City's intention as expressed and implied by the City's specifications as well as the instructions, terms and conditions pertaining to this procurement solicitation. At this unit price, the City would be able to purchase up to 691.5 tons of either delivered or undelivered salt (assuming the City chooses to haul any undelivered salt with the City's own labor and equipment) and still be within budget.

Options

In accordance with the bid documents, the City reserves the right to reject any and all bids.

Recommendation

Staff recommends that the City accept the apparent lowest best bid, from Morton Salt, Inc. of Chicago, IL in the unit amount of \$72.30 per ton either delivered or undelivered for a quantity of between 500 and 700 tons of bulk road deicing salt (sodium chloride). The Streets Department proposes to purchase up to 691.5 tons of either delivered or undelivered salt at this unit price in order to stay within the \$50,000 budget, so the total value of the purchase would be as much as \$49,995.45 for either delivered or undelivered salt (assuming the City chooses to haul any undelivered salt with the City's own labor and equipment). Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

Tabulation of Bids*

Purchasing Office Solicitation No.:		2012-010 - bulk road deicing salt (sodium chloride)							
Notice to Bidders published in the Williamson Herald on:		10/13/11							
Number of vendors that were notified of / that responded to this solicitation for bids:		6 / 2							
Date and time bids due and publicly opened:		10/25/11 2:00 PM							
Present at opening of bids:		Duwan Eslick of the City of Franklin Streets Department; and Tiffany Wilkins and Brian Wilcox of							
Target meeting of BOMA at which recommendation will be considered:		11/22/11							
Bids received from:		Bid No.:	Vendor's product name of bid product / Location of product availability:	Does the bid MOES¹? / If not, how many exceptions do not MOES¹?	Total quoted bid price per ton for a minimum of 500 tons and a maximum of 700 tons of road deicing salt:	Estimated time of delivery / availability for pickup after receipt of order:	Payment terms:	Last date that bid & associated pricing may be accepted by the City:	Last date that bid price on a per unit basis is valid for potential future orders / For a minimum quantity per order of:
Cargill, Inc. Deicing Technology 24950 Country Club Blvd., Suite 450 North Olmsted, OH 44070 Amanda Knaus, Customer Solutions Specialist 800/600-7258									no bid
Central Salt, LLC 385 Airport Rd., Suite 108 Elgin, IL 60123 Jude Parazo, Acct. & Trans. Specialist 888/499-7258		1 of 2	Bulk Deicing Salt / delivered to CoF	Bidder takes no exceptions	\$99.85	3 days	net 30 days	3/31/2012	3/31/2012 / 25 tons
		2 of 2	Bulk Deicing Salt / to be picked up from Louisville, KY	Bidder takes no exceptions	\$54.00	1 day			3/31/2012 / 25 tons
Morton Salt, Inc. 123 N. Wacker Dr. Chicago, IL 60606 Ms. Debbi Jones, Highway Sales Rep. 7108/891-5847		1 of 2	Bulk Safe-T Salt / delivered to CoF	Bidder takes no exceptions	\$72.30	1-5 days	net 30 days	1/2/2012	4/15/2012 / 20 tons
		2 of 2	Bulk Safe-T Salt / to be picked up from Nashville, TN depot	Bidder takes no exceptions	\$72.30	1-5 days			4/15/2012 / 10 tons
North American Salt Co., A Compass Minerals Co. 9900 W. 109 Overland Park, KS 66210 Linda Winter, Salese Manager - Highway Deicing 913/344-9360									no bid

¹MOES indicates "meet(s) or exceed(s) specifications"

*Shaded bid is apparent lowest best bid