

ITEM #: 37
DATE: 05-14-24
DEPT: PW

COUNCIL ACTION FORM

SUBJECT: **AWARD OF CONTRACT FOR PURCHASE OF ROCK SALT
REQUIREMENTS FOR 2024/25 SNOW AND ICE CONTROL PROGRAM**

BACKGROUND:

This contract is to supply rock salt for the FY 2024/25 Snow and Ice Control Program. Materials are to be delivered as requested by the City throughout the winter season. The existing contract for FY 2023/24 is with Independent Salt Co. at \$83.85/ton.

Bids were received on April 23, 2024. For the purposes of evaluating the bids, the estimated total cost is based on ordering 2,500 tons of rock salt.

Bidder	Unit Price	Estimated Total Cost
Independent Salt Co., Kanopolis, KS	\$83.49/ton	\$208,725
Central Salt, LLC, Lyons, KS	\$86.24/ton	\$215,600
Skyline Salt Solutions, LLC, Dubuque, IA	\$87.20/ton	\$218,000
Black Strap, Inc., Neligh, NE	\$130.00/ton	\$325,000
EnviroTech Services, LLC, Greeley, CO	\$255.00/ton	\$637,500

The low bid from Independent Salt Co., Kanopolis, KS, is approximately 0.43% lower than the current year contracted unit price. The FY 2024/25 budget includes \$217,500 for rock salt. The anticipated amount of salt required (2,500 tons) would be \$8,775 lower than the budgeted amount for salt in FY 2023/24. However, the actual cost will depend on the quantities ordered by the City as the winter progresses. If the cost of the required salt exceeds the budgeted amount, staff will amend the operating budget using Road Use Tax savings from other street activities.

ALTERNATIVES:

1. Award a contract for 2024/25 rock salt requirements to Independent Salt Co. of Kanopolis, KS, in the amount of \$83.49 per ton, to be delivered as requested by the City throughout the winter season.
2. Reject all bids and attempt to purchase rock salt on an as-needed basis.

CITY MANAGER'S RECOMMENDED ACTION:

Rock salt is an essential supply for the City's snow and ice control in winter months. The amount needed depends on the frequency and scale of snow events. If usage exceeds the budgeted amount, the operating budget will need to be amended using savings from other Road Use Tax funded activities. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, as noted above.