



Legislation Details (With Text)

**File #:** 15-1180      **Version:** 1      **Name:** 10/19/15 - Ice Control Salt - Detroit Salt  
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**On agenda:** 10/19/2015      **Final action:** 10/19/2015  
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**Title:** Resolution to Approve the Purchase of Ice Control Salt through the Michigan Delivering Extended Agreements Locally (MIDEAL) from the Detroit Salt Company for Early Fill (\$54,230.00) and for Seasonal Backup Supply (\$235,339.00)

**Sponsors:**

**Indexes:**

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**Attachments:** 1. 1300338\_Detroit\_early\_434890\_7.pdf, 2. 1300339\_Detroit\_seasonal\_434891\_7.pdf

Date	Ver.	Action By	Action	Result
10/19/2015	1	City Council	Approved	Pass

Resolution to Approve the Purchase of Ice Control Salt through the Michigan Delivering Extended Agreements Locally (MIDEAL) from the Detroit Salt Company for Early Fill (\$54,230.00) and for Seasonal Backup Supply (\$235,339.00)

Attached for your approval is a resolution to purchase ice control salt for the upcoming winter season. Ice control salt is used during the winter season to control snow and ice accumulations on City streets. The City applied 4,342 tons of salt during the 14/15 season, 7,582 tons of salt during the 13/14 season and 6,083 tons of salt during the 12/13 season.

Budget/Fiscal Impact

Sufficient funds for this purchase are budgeted within the approved FY 16 operations and maintenance budget of the Public Services Area’s Major and Local Street funds.

Annually, the State of Michigan solicits a state wide bid for bulk ice control salt, allowing those who participate to receive advantageous pricing. The bid seeks pricing for early fill and seasonal backup supply of ice control salt. Detroit Salt Company was the low bidder for both early fill and the seasonal backup supply.

Early Fill: - 1000 tons at \$53.73/ton + \$500.00\* for truck loading errors - \$54,230.00  
Seasonal Backup - 4300 tons at \$54.73/ton - \$235,339.00

\*Due to the difficulty of loading trucks to the exact tonnage ordered, we are seeking an additional \$500.00 above the quantity requested to be able to pay the vendor, Detroit Salt, if overloading should occur on the early fill.

As a result of the City using the MIDEAL bid, the quantities are guaranteed. The contract allows the City to purchase up to 130% of the contracted quantity or only 70% of the contracted quantity as conditions warrant. Should the City need more than 130%, the costs of material would be based on

the market rate. In January 2009, the market rate reached \$140.00/ton. This rate is based on supply and demand and the majority of road salt used in Michigan is imported from other areas such as Ontario, Cleveland or Chile.

The Field Operations Unit of Public Services utilizes electronically calibrated spreader controls, attached to all snow removal equipment. These controls regulate the amount of salt being spread. Usage is also tracked for inventory purposes. With this type of equipment, the City is able to minimize salt usage and comply with the City policy of using the least amount of salt for traffic safety.

Prepared by: Kirk Pennington, Field Operations Supervisor

Reviewed by: Molly Maciejewski, Field Operations Manager

Reviewed by: Craig Hupy, Public Services Area Administrator

Approved by: Steven D. Powers, City Administrator

Whereas, The City uses ice control salt on major and local streets during the winter months in response to snow and ice accumulation, with care given to achieving a balance between traffic safety and environmental impacts;

Whereas, Competitive bids were solicited by the state of Michigan for early fill and seasonal backup supply of bulk ice control salt. Detroit Salt Company submitted the lowest responsible bid for both early fill and seasonal backup supply;

Whereas, The bid prices are firm through August 31, 2016;

Whereas, Detroit Salt Company is an approved vendor of the State of Michigan and complies with the City's Non-Discrimination Ordinance; and

Whereas, Sufficient funds have been budgeted in the approved operations and maintenance budgets of the Public Service Area's Major and Local Street Funds for the proposed expenditures;

RESOLVED, That a purchase order for the supply of ice control salt for early fill bulk and seasonal backup supply be authorized to The Detroit Salt Company in the amounts of \$54,230.00 (1,000 tons @ \$53.73/ton + \$500.00 for truck loading errors for early fill) and in the amount of \$235,339.00 (\$4,300 tons @ \$54.73/ton for seasonal backup); and

RESOLVED, That the City Administrator be authorized to take the necessary actions to implement this resolution.