

BOCC APPROVAL NOVEMBER 14, 2018
BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018

3. ROCK SALT -- PUBLIC WORKS
FUNDING -- PUBLIC WORKS

(Request sent to 42 vendors)

RFB #18-0073 Contract

	Estimated Annual Qty.	Central Salt, LLC	Hutchinson Salt Co., Inc.
		Price per Ton	Price per Ton
Rock Salt (Per Ton)	3,500	\$31.89	\$26.42
Delivery to West Yard		\$18.00	\$11.75
No Bid		GT Midwest	Independent Salt Company
		Nachurs Alphine Solutions	SW Plus
		Cargill, Inc.	Morton Salt, Inc.
		W.W. Grainger, Inc.	Compass Minerals America, Inc.

On the recommendation of Josh Lauber, on behalf of Public Works, Angela Caudillo recommend to **accept the low bid from Hutchinson Salt Co., Inc. and establish contracted rates as listed above for one (1) year with two (2) one (1) year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

The County's estimated annual usage is 3,500 tons. This will be used to mix with sand to refill the county's salt domes in preparation for winter weather.

Note: Hutchinson Salt Co., Inc. held the previous contract at a delivered cost of \$41.39/ton.

Questions and Answers

Angela Caudillo: How much did we use last year?

Joe Weber: I don't have that information. Last year was a pretty light year. The weather wasn't too bad. We get the contract so we can get it when we need it. We have quite a bit of storage around. This stuff all goes to the West Yard, where we take the pure salt and that gets mixed with sand and is taken to the other yards. We just fill it up as it goes. If you really want to know, we can figure it out.

Angela Caudillo: This is a very significant savings over last year from the same vendor, is that correct?

Joe Weber: It was a 3 year, 2015 contract. It did go down by about \$3, between 8% and 10%. I didn't do the math. I'm going to guess fuel prices are better. I don't know what drives the market, but it is a good price.