

**VILLAGE OF LOMBARD**  
**REQUEST FOR BOARD OF TRUSTEES ACTION**  
**For Inclusion on Board Agenda**  
**Bids and Proposals**

TO : President and Village Board of Trustees  
FROM : Scott Niehaus, Village Manager  
DATE : August 6, 2018 Agenda Date: September 6, 2018  
TITLE : 2018-2019 Bulk Salt Purchase for Road Salt  
SUBMITTED BY: Tom Ellis, Operations Superintendent, Public Works *TE*

**RESULTS:**

Date Bids Were Published N/A Bidding Closed N/A

Total Number of Bids Received N/A

Total Number of Bidders Meeting Specifications \_\_\_\_\_

Bid Security Required \_\_\_\_\_ Yes \_\_\_\_\_ No

Performance Bond Required \_\_\_\_\_ Yes \_\_\_\_\_ No

Were Any Bids Withdrawn \_\_\_\_\_ Yes \_\_\_\_\_ No

Explanation:

Waiver of Bids Requested? \_\_\_\_\_  Yes \_\_\_\_\_ No

If yes, explain: DuPage County Department of Transportation Contract  
See attached memo.

Award Recommended to Lowest \_\_\_\_\_ Yes \_\_\_\_\_ No

Responsible Bidder?

If no, explain:

See attached memo.

**FISCAL IMPACT:**

Amount of Award \$174,590.00 acct. 420.730.730.73310-MFT

**BACKGROUND/RECOMMENDATION:**

See attached memo.

Has Recommended Bidder Worked for Village Previously \_\_\_ Yes  No

If yes, was quality of work acceptable \_\_\_ Yes \_\_\_ No

Was item bid in accordance with Public Act 85-1295? \_\_\_ Yes  No

Waiver of bids - Public Act 85-1295 does not apply  Yes

**REVIEW** (as needed):

Village Attorney XX \_\_\_\_\_ Date \_\_\_\_\_

Finance Director XX \_\_\_\_\_ Date \_\_\_\_\_

Village Manager XX \_\_\_\_\_ Date \_\_\_\_\_

**NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 noon, Wednesday, prior to the Board Agenda distribution.**

## Memorandum

To: Scott Niehaus, Village Manager  
Through: Carl Goldsmith, Director of Public Works *g*  
From: Tom Ellis, Operations Superintendent *TE*  
Date: August 6, 2018  
Subject: FY 2018-2019 Season Road Salt Purchase

The 2017-2018 winter season has required the Village to use approximately 2400 tons of the road salt supply that it had in reserve. This about 1200 tons more than what we have averaged over the last three years.

The Village participated in DuPage County Department of Transportation's salt bid. Bids for this contract were opened April 25, 2018. Detroit Salt was the lowest bidder with a per ton cost of \$67.15 and will be the provider of bulk road salt for the County's contract. This represents a \$15.66 increase in cost per ton from last year.

Staff would like to exercise the option of purchasing up to 130% of the contract and is requesting the purchase of 2600 tons of salt to replenish the salt that was used during this last winter season and replenish what is estimated to be used this up coming season.

The Village has approximately 5000 tons of salt in reserve in the salt storage dome.

Salt purchase of \$174,590.00 will be paid for by the MFT fund 420.730.730.73310

Please place this item on the September 6, 2018 Board agenda.

**THE COUNTY OF DuPAGE  
# 18-093-JM BULK ROCK SALT  
BID TABULATION**

**BID OPENING DATE: 04/25/18 - 2:30 p.m.**

	DETROIT SALT CO.		CARGILL, INC.		MORTON SALT, INC.		COMPASS MINERALS AMERICA, INC.		
	Standard Delivery Qty	Unit Price per Ton	Extended Total	Unit Price per Ton	Extended Total	Unit Price per Ton	Extended Total	Unit Price per Ton	Extended Total
Group 1 - DuPage County Standard Delivery	15,000	\$67.15	\$ 1,007,250.00	\$70.36	\$ 1,055,400.00	\$81.49	\$ 1,222,350.00	\$82.27	\$ 1,234,050.00
Unit Cost per Ton 130% -150% of Projected Usage		\$75.23		Not Provided		\$81.49		\$92.27	
Group 2A - Townships/Municipalities Early Delivery	7,096	\$67.15	\$ 476,496.40	\$70.36	\$ 499,274.56	\$81.49	\$ 578,253.04	\$82.27	\$ 583,787.92
Group 2B - Townships/Municipalities Standard Delivery	56,820	\$67.15	\$ 3,815,463.00	\$70.36	\$ 3,997,855.20	\$81.49	\$ 4,630,261.80	\$82.27	\$ 4,674,581.40
Unit Cost per Ton 130% -150% of Projected Usage		\$75.23		Not Provided		\$81.49		\$92.27	

NOTE: For both Group 1 - DuPage County and Group 2 - Townships/Municipalities, the minimum contract commitment is eighty percent (80%) of the standard delivery quantity.

Invitations Sent	42
Potential Bidders Requesting Bid Documents	10
Total Bid Responses Received	4
Bid Opening Attended	JM, CH