



To: Members of Dublin City Council
From: Marsha I. Grigsby, City Manager 
Date: October 10, 2013

Initiated By: Dana L. McDaniel, Deputy City Manager/Director of Economic Development
William Grubaugh, Interim Director of Streets & Utilities

Re: Resolution No. 60-13 – Accepting the Lowest/Best Bid for Road Salt

Background

City staff is in the process of purchasing both regular road salt and “enhanced” road salt for the upcoming snow season. The City of Dublin participates in a cooperative public purchasing consortium known as “Southwest Ohio Purchasers for Government” (SWOP4G). SWOP4G conducted a successful public bidding process for road salt on behalf of numerous public entities. Staff and Legal staff have reviewed the bidding process, contracts and bid results and recommend the purchase of road salt resulting from this process. Specifically, two bids were submitted to provide road salt and enhanced road salt to the City of Dublin. The following summarizes those results:

Bidder	Road Salt \$/ton Delivered	Enhanced Road Salt \$/ton * Delivered	Piling fee \$/ton	Maximum Tonnage	Delivery Period
Detroit Salt Co.	49.01	Not provided	4.00	Cannot exceed 6,000 tons	w/in 5-7 days
Cargill	49.22	60.83	4.00	Can exceed 6,000 tons	w/in 3-5 days

*Note: Enhanced road salt was not a requirement to bid. (Enhanced road salt is regular road salt treated with additives to increase its effectiveness in temperatures below 15 degrees, as well as during freezing rain and sleet conditions.)

Last year, the City paid \$54.77/ton for road salt and \$67.99/ton for enhanced road salt. In addition, the City paid \$3.80/ton for piling of both road salt and enhanced road salt.

Recommendation

Staff and Legal staff concur that the lowest and best bid is from Cargill Deicing Technologies. It is staff’s opinion that Cargill’s slightly higher price by \$.21 per ton is justifiable in order to have the ability to obtain salt more quickly and have the assurance of obtaining excess tonnage if necessary. Staff also recommends acceptance of Cargill’s price for enhanced salt. Cargill was the only bidder to provide a bid for enhanced salt. Please contact Dana McDaniel with any questions.

RECORD OF RESOLUTIONS

Dayton Legal Blank, Inc., Form No. 30045

Resolution No. 60-13 Passed _____, 20____

A RESOLUTION ACCEPTING THE LOWEST AND BEST BID FOR ROAD SALT

WHEREAS, the City of Dublin receives significant snow fall and other frozen precipitation during the winter season; and

WHEREAS, the City of Dublin has a curb-to-curb snow removal policy designed to remove snow from all public streets as quickly and efficiently as possible; and

WHEREAS, it is necessary to purchase road salt and enhanced road salt to remove snow and ice from public streets, which impact the safety of the traveling public; and

WHEREAS, the City of Dublin is a member in good standing with the Southwest Ohio Purchasers For Government (SWOP4G), an organization of public entities that collaborates to conduct cooperative and public bidding/purchasing; and

WHEREAS, SWOP4G has conducted a public bid process for both road salt and enhanced road salt in accordance with acceptable bidding rules and regulations; and

WHEREAS, the City of Dublin desires to cooperatively purchase road salt and enhanced road salt from Cargill Deicing Technologies, a successful SWOP4G bidder; and

WHEREAS, Cargill Deicing Technologies submitted the lowest and best bid of \$49.22 per ton for road salt and \$60.83 per ton for enhanced road salt with a \$4.00 per ton piling fee, with quantities and delivery times that meet the City's expectations and needs.

NOW ,THEREFORE, BE IT RESOLVED by the Council of the City of Dublin, State of Ohio, _____ of the elected members concurring:

Section 1. Cargill Deicing Technologies is hereby declared to be the lowest and best bidder for the purchase of road salt and enhanced road salt.

Section 2. The City Manager is authorized to execute an agreement with Cargill Deicing Technologies to supply and deliver to the City road salt at \$49.22 per ton, enhanced road salt at \$60.83 per ton and piling service for \$4.00 per ton.

Section 3. This Resolution shall be effective upon passage in accordance with Section 4.04(a) of the Revised Charter.

Passed this _____ day of _____, 2013.

Mayor – Presiding Officer

ATTEST:

Clerk of Council