

VILLAGE OF DOWNERS GROVE
REPORT FOR THE VILLAGE COUNCIL WORKSHOP
MAY 26, 2009 AGENDA

SUBJECT:	TYPE:	SUBMITTED BY:
Bid: Liquid Deicer	Resolution Ordinance ✓ Motion Discussion Only	Naneil R. Newlon, P.E. Director of Public Works

SYNOPSIS

A motion is requested to approve the purchase of 27,000 gallons of Magic Minus Zero liquid deicer from Building Maintenance Systems, Inc. of Barrington, Illinois in the amount of \$86,210.

STRATEGIC PLAN ALIGNMENT

The Five Year Plan and Goals for 2008-2013 identified *Exceptional Municipal Organization*. An associated objective is *Top Quality Core Services Responsive to Current and Future Community and Resident Needs*.

FISCAL IMPACT

The FY09 budget includes \$323,000 in the General Fund for the purchase of liquid deicing chemicals and road salt.

RECOMMENDATION

Approval on the June 2, 2009, consent agenda.

BACKGROUND

An integral part of the Village's snow and ice removal program consists of pre-treating rock salt with a liquid deicer. By itself, rock salt is ineffective below about 15° Fahrenheit and coating the salt with liquid deicer before it is applied to the roadway allows the salt to be effective at lower temperatures.

Historically, liquid calcium chloride has been used for this purpose. The advantages of calcium chloride are that it is relatively inexpensive (about \$0.60 per gallon) and it increases the working temperature of salt down to -20° Fahrenheit. However, calcium chloride is also a corrosive material that can damage plants, concrete and metals.

Salt shortages, dramatically escalating salt prices and increasing environmental awareness have spurred staff to evaluate alternative liquid deicing materials. These materials are a blend of several ingredients that typically include some sugar based agricultural byproduct. These liquid deicing mixtures can be purchased pre-mixed through territorial distributorships or in some cases blended on-site, given the proper equipment and know-how. Benefits of these materials include a reduction in salt application rates thereby saving time and money, and less environmental impact. The unit price for these materials is higher than calcium chloride (about \$3.30 per gallon), but this cost is offset by the reduction in salt use.

After researching several alternatives to liquid calcium chloride, staff believes Magic Minus Zero is superior to other choices. Though relatively new to this area, this product has been in use in the northeastern United States for almost 15 years and has a demonstrated track record of providing results. Liquid Magic Minus Zero is a proprietary formula of magnesium chloride combined with an agricultural byproduct of the distilling process and is protected under a United States patent. This product is only available through the recommended vendor and has been designated as a sole source in accordance with the Village's Purchasing Policy.

Magic Minus Zero is made of organic, agriculture-based ingredients and then used to pre-treat rock salt and applied to snow and ice covered roadways. This patented deicing product is considered environmentally gentle because it is biodegradable and contributes to a 30%-50% reduction in salt use as well as a 70% reduction in corrosion to roadway surfaces, equipment and vehicles. The major reduction in salt use is attributed to the fact that, because of the chemistry between the salt and the addition of the patented formulation of low molecular weight carbohydrates, or sugars, the product works much longer and to a significantly lower temperatures (-35° Fahrenheit). Since considerably less salt is needed and applied, less of it eventually finds its way into watersheds and runoff, thereby improving water and environmental quality.

ATTACHMENTS

Contract form

Campaign Disclosure

Sole Source letter

Village of Downers Grove

BMS:

BMS Deicing, Inc
Company Name

5225. NW Hwy
Street Address of Company

Barrington, IL 60010
City, State, Zip

847 381 6201
Business Phone

847 382-2291
Fax

Date: May 20, 2009

Logan R BMSDeicing.com
Email Address

Logan Harter
Contact Name (Print)

24-Hour Telephone

[Signature]
Signature of Officer, Partner or Sole Proprietor

Jay Magwar, president
Print Name & Title

ATTEST: If a Corporation

Signature of Corporation Secretary

VILLAGE OF DOWNERS GROVE:

Authorized Signature

Title

Date

ATTEST:

Signature of Village Clerk

Date

In compliance with the specifications, the above-signed offers and agrees, if this Bid is accepted within 90 calendar days from the date of opening, to furnish any or all of the services upon which prices are quoted, at the price set opposite each item, delivered at the designated point within the time specified above.

Village of Downers Grove

CAMPAIGN DISCLOSURE CERTIFICATE

CAMPAIGN DISCLOSURE CERTIFICATE

Any contractor, proposer, BMS or vendor who responds by submitting a bid or proposal to the Village of Downers Grove shall be required to submit with its bid submission, an executed Campaign Disclosure Certificate, attached hereto.

The Campaign Disclosure Certificate is required pursuant to the Village of Downers Grove Council Policy on Ethical Standards and is applicable to those campaign contributions made to any member of the Village Council.

Said Campaign Disclosure Certificate requires any individual or entity bidding to disclose campaign contributions, as defined in Section 9-1.4 of the Election Code (10 ILCS 5/9-1.4), made to current members of the Village Council within the five (5) year period preceding the date of the bid or proposal release.

By signing the bid documents, contractor/proposer/BMS/vendor agrees to refrain from making any campaign contributions as defined in Section 9-1.4 of the Election Code (10 ILCS 5/9-1.4) to any Village Council member and any challengers seeking to serve as a member of the Downers Grove Village Council.

Under penalty of perjury, I declare:

BMS/vendor has not contributed to any elected Village position within the last five (5) years.

Signature: [Handwritten Signature] Print Name: Jay Meyer

BMS/vendor has contributed a campaign contribution to a current member of the Village Council within the last five (5) years.

Print the following information:

Name of Contributor: _____ (company or individual)

To whom contribution was made: _____

Year contribution made: _____ Amount: \$ _____

Signature _____

Print Name _____

Building **M**aintenance **S**ystems, Inc.

P.O. Box 3303 Barrington, Illinois 60011
847.381.6201

April 30, 2009

Stan Balicki
Village of Downers Grove
5101 Walnut St
Downers Grove, IL 60515

Dear Stan:

This letter is to ensure you that we are the only Authorized Dealer of Magic Salt in our protected territory that includes the Village of Downers Grove.

Sincerely,



Jay Maynor
President
Building Maintenance Systems, Inc.



Pour it, Point it, or Plow it . . . We provide it!

