

ITEM RES 2015-6184

**VILLAGE OF DOWNERS GROVE**  
**Report for the Village Council Meeting**  
**4/14/2015**

<b>SUBJECT:</b>	<b>SUBMITTED BY:</b>
Contract Extension for the Purchase of Bulk Rock Salt from DuPage County Contract	Nan Newlon Director of Public Works

**SYNOPSIS**

A motion is requested to authorize a contract extension for the purchase of bulk rock salt from Morton Salt, Inc. of Chicago, Illinois at a cost of \$70.44 per ton up to an amount of \$183,144.

**STRATEGIC PLAN ALIGNMENT**

The Goals for 2011 to 2018 include *Exceptional Municipal Services*.

**FISCAL IMPACT**

Approval of this motion authorizes a maximum amount of 2,600 tons of salt at a cost of \$183,144. The FY15 Budget includes funding for the purchase of rock salt for the remainder of 2015; the FY16 Proposed Budget will also include funding for the purchase of rock salt under the contract.

**RECOMMENDATION**

Approval on the April 14, 2015 consent agenda.

**BACKGROUND**

On April 3, 2014, DuPage County issued an invitation to bid for the purchase of bulk rock salt. This County contract combined the needs of the DuPage County Division of Transportation with DuPage municipalities and all township highway departments into a single bid document in an effort to consolidate buying power.

The County's successful vendor, Morton Salt, Inc. has agreed to extend the contract price from 2014 through the 2015/16 winter season and to extend that price to DuPage municipalities and townships. Participating in this contract will provide the Village with a secondary source of rock salt for snow and ice control operations. This contract will supplement the salt contract with the State of Illinois.

A summary of the Village's rock salt supply plans for 2015/16 is shown in the table below.

<b>Vendor</b>	<b>Price Per Ton</b>	<b>Minimum Amount (Tons)</b>	<b>100% Allocation (Tons)</b>	<b>Maximum Amount (Tons)</b>
Morton Salt, Inc.	\$70.44	1,600	2,000	2,600
TBD (State Contract)	TBD	1,600	2,000	2,400
<b>Total</b>		3,200	4,000	5,000

Staff is confident that the amount of salt requested, along with the use of anti-icing agents and the expansion of our salt storage capacity, will provide the material resources necessary to meet the service objectives described in the Village Snow Removal and Ice Control Policy in a cost effective manner.

**ATTACHMENTS**

DuPage County Road Salt Bid Extension





# MORTON SALT

March 26, 2015

DuPage County Procurement Services Division  
Attn: Darcie Garza  
421 North County Farm Road, Room 3-400  
Wheaton, IL 60187-3978

Dear Darcie Garza:

Morton Salt, Inc. is pleased to offer an extension per your request of your current contract for Bulk Safe-T-Salt.

This extension is offered at \$70.44 per ton. All terms and conditions will remain the same from June 1, 2015 thru May 31, 2016.

Morton Salt must receive acceptance from all participating agencies by signing below and faxing to me at: 312/807-2669. After 30 days this offer is automatically rescinded.

Thank you for this opportunity to serve your ice control needs another season. If you need further information, please call our Sales Representative Debbi Jones at: 708/891-5847.

Very truly yours,

Anthony T. Patton  
Director, U.S. Government Bulk Deicing  
Sales & Marketing

Accepted:

By \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

Township \_\_\_\_\_

Phone \_\_\_\_\_

Date \_\_\_\_\_

cc: Debbi Jones