

VILLAGE OF DOWNERS GROVE
Report for the Village Council Meeting
10/6/2015

SUBJECT:	SUBMITTED BY:
Contract Extension with SNI Solutions for Liquid Deicer	Nan Newlon Director of Public Works

SYNOPSIS

A resolution has been prepared to approve the extension of the 2014 contract to purchase Geomelt liquid deicing products from SNI Solutions Inc. of Geneseo, Illinois as a sole source supplier in an amount not-to-exceed \$93,300.

STRATEGIC PLAN ALIGNMENT

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

FISCAL IMPACT

There is \$63,000 in the FY15 General Fund budget and \$65,000 in the FY16 General Fund Proposed Budget for Geomelt.

RECOMMENDATION

Approval on the October 6, 2015 consent agenda.

BACKGROUND

A key component of the Village's snow and ice removal program is the use of liquid deicer. This can be applied directly to the pavement in advance of a winter storm (anti-icing), following a storm (de-icing), or used to pre-treat the Village's salt stockpile. By itself, road salt is ineffective below 15° to 20° Fahrenheit and coating the salt with liquid deicer before it is applied to the roadway provides several important advantages including:

- Reduction in corrosion to roadway surfaces, equipment and vehicles up to 80%
- Improved melting of snow and ice to -25° to -30° Fahrenheit
- Decreased salt usage by up to one-third
- Remains on the roadway for up to five days

This upcoming winter season would mark the seventh year the Village has included a liquid deicer as a component of the program, and the sixth year that Geomelt would be used. Staff continually evaluates changes within the marketplace and believes that Geomelt provides good performance with advantages in stockpile treatment efficiency and local availability that makes it more economical and effective than other

alternatives. Geomelt products have been independently tested to ensure their efficacy and environmental effects and meet the strict specifications of the Pacific Northwest Snowfighters (PNS).

Staff is requesting that SNI Solutions of Geneseo, Illinois be approved as a sole source supplier for this purchase. Geomelt is a patented product that is sold directly by the producer. SNI Solutions is the producer of this product and distributes it directly. As a result, there are no other suitable options for the Village to obtain this product other than through SNI Solutions.

ATTACHMENTS

Contract Documents
Sole Source Letter

RESOLUTION NO.**A RESOLUTION AUTHORIZING AN EXTENSION TO THE AGREEMENT
BETWEEN THE VILLAGE OF DOWNERS GROVE
AND SNI SOLUTIONS, INC.**

BE IT RESOLVED by the Village Council of the Village of Downers Grove, DuPage County, Illinois, as follows:

1. That the form and substance of a certain Contract (the "Contract"), between the Village of Downers Grove ("Village") and SNI Solutions, Inc. ("Provider"), for the purchase of Geomelt liquid de-icing products for snow and ice removal purposes, as set forth in the form of the Contract submitted to this meeting with the recommendation of the Village Manager, is hereby approved.

2. That the Village Manager and Village Clerk are hereby respectively authorized and directed for and on behalf of the Village to execute, attest, seal and deliver the Contract, substantially in the form approved in the foregoing paragraph of this Resolution, together with such changes as the Manager shall deem necessary.

3. That the proper officials, agents and employees of the Village are hereby authorized and directed to take such further action as they may deem necessary or appropriate to perform all obligations and commitments of the Village in accordance with the provisions of the Contract.

4. That all resolutions or parts of resolutions in conflict with the provisions of this Resolution are hereby repealed.

5. That this Resolution shall be in full force and effect from and after its passage as provided by law.

Mayor

Passed:

Attest: _____

Village Clerk

**EXTENSION TO THE AGREEMENT BETWEEN
THE VILLAGE OF DOWNERS GROVE AND
SNI SOLUTIONS, INC.**

The Village of Downers Grove, Illinois and SNI Solutions, Inc. ("Provider") entered into a contract for Geomelt liquid deicing products on or about October 23, 2014. Pursuant to the terms stated therein, the parties desire to extend that contract under the following terms:

1. The contract shall be extended through April 30th, 2016.
2. The Provider agrees to provide the products and services at the same rate as listed in the first contract in 2014 for a total not-to-exceed price of \$93,300.
3. All other terms from the October 23, 2014 contract remain in full force and effect.


VILLAGE OF DOWNERS GROVE

Attest:

April Holden, Village Clerk

Date: _____

SNI SOLUTIONS, INC.



Title: President

Date: 9/14/15



Environmental Chemical Contractor

Mr. Stan Balicki
Village of Downers Grove
5101 Walnut Avenue
Downers Grove IL 60515

RE: Sole Source Confirmation

September 10, 2015

Dear Mr. Balicki:

Per your request, please find my confirmation of SNI's Exclusive chemistry.

'Biomelt' and 'Geomelt' are trademarks of SNI Solutions, Inc. and represent a proprietary chemistry that is derived from the corn-soybean and the sugar beet industries that accelerates rock salt and salt brine.

This organic chemistry is only available through SNI, as a sole source, and is protected under patent by SNI Solutions, Inc., patent number 6,080,330 being our main patent for organic accelerators

If there is any further information required to confirm this chemistry, please call me.

Respectfully,

Mike Bellovics
President

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