

# VILLAGE OF HOMEWOOD



## BOARD AGENDA MEMORANDUM

DATE OF MEETING: October 12, 2021

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**To:** Jim Marino, Village Manager

**From:** John D. Schaefer, Director of Public Works

**Topic:** Bid Award - Rock Salt

### PURPOSE

Each year the Village purchases rock salt for winter maintenance of roadways through the Illinois Joint Purchasing Program. This year, Public Works let out to bid for rock salt for the 2021-22 winter season due to the significant delay in the State of Illinois procurement process. With no guarantee that rock salt will be awarded by the State prior to November, and the potential for a salt shortage this year, staff was tasked with bidding out for rock salt for Homewood. The Village Board must approve the bid award.

### PROCESS

Staff let out to bid for rock salt and sent the specifications to four rock salt vendors. I am optimistic that we will still receive a bid through the State of Illinois Joint Purchasing Program. If a State bid is received, we can consider awarding the State bid in order to obtain additional rock salt.

### OUTCOME

Three bid packets were received as of September 28, 2021. Upon opening the bids, the bids from Morton Salt and Cargill were a "no bid", meaning that they provided a letter stating they were unable to submit a bid. Chicago Salt Company did not submit a bid. The fourth bid received from Compass Materials was for \$75.18 per ton, delivered. The benefit of awarding our own rock salt bid separately from the State bid is that we are guaranteed to have an adequate supply of rock salt for the upcoming winter. The cost per ton from Compass Materials is less than what we paid last year through the State bid.

Vendor	Price Per Ton (delivered)
Cargill	"No bid"
Chicago Salt	No bid received
Compass Materials	\$75.18
Morton Salt	"No bid"

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### FINANCIAL IMPACT

- **Funding Source:** General Fund
- **Budgeted Amount:** \$300,000.00
- **Cost:** \$90,216.00

### LEGAL REVIEW

Not Required

### RECOMMENDED BOARD ACTION

Award the bid to Compass Materials of Overland Park, Kansas, the lowest responsible bidder, for 1,200 tons of rock salt at a price of \$75.18 per ton (including delivery) in an amount not to exceed \$90,216.00.

### ATTACHMENT(S)

- No-bid letters from vendors
- Bid tabulation form