



City of Ketchum

### PROCUREMENT MEMO

Meeting Date:  Staff Member/Dept:

Agenda Item:

Recommended Motion:

*"I move to approve Purchase Order # 23135 in the amount of \$33,660.00 and authorize the Mayor to sign the Purchase Order."*

Summary of Procurement Process:

Bidder	Bid Price
This request is for a sole source purchase of Icekicker ice melt material. Icekicker is a proprietary material only sold by Saltworx.	\$33,660 for 360 tons
	\$93.50 per ton delivered

Low Bid Contractor	Bid Price	Budget Account/Number
	\$93.50 per ton delivered	01-4310-6950 37

Background (if necessary):

- We have been using Icekicker for 9 years now and it has worked very well for us. We have tried other ice melting materials and Icekicker works better, and we use less material. We have also tried different methods to pretreat the roads and sanding materials and we believe Icekicker is more efficient than all others.
- Unlike other ice melting materials, Icekicker leaves minimal to zero residue.
- Icekicker is considerably less corrosive than most ice melting materials.
- We use a 30% mix of ice melt material to 70% sand in our sanding material.
- We are purchasing more sanding material than usual because of the substantial winter we had last year. After winter, we typically have a good amount of sanding material left over, however last year we used it all and now need to restock.

Sustainability Impact:

Financial Impact:

Attachments:

1. Purchase Order #23135
2. Saltworx Icekicker price quote
3. Icekicker Product Brochure



**CITY OF KETCHUM**  
**PO BOX 2315 \* 191 5TH ST. \* KETCHUM, ID 83340**  
**Administration 208-726-3841 (fax) 208-726-8234**

**PURCHASE ORDER**  
 BUDGETED ITEM?  X  Yes      No

**PURCHASE ORDER - NUMBER: 23135**

<b>To:</b> 4882 SALTWORX INC BOX 628 MORGAN UT 84050	<b>Ship to:</b> CITY OF KETCHUM PO BOX 2315 KETCHUM ID 83340
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P. O. Date	Created By	Requested By	Department	Req Number	Terms
08/28/2023	BANCONA	BANCONA	Streets	0	

Quantity	Description	Unit Price	Total
1.00	ICE KICKER, ICE MELT MATERIALS 01-4310-6950	33,660.00	33,660.00
	SHIPPING & HANDLING		0.00
	TOTAL PO AMOUNT		33,660.00

\_\_\_\_\_ Authorized Signature



# SALTWORX

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**To:** Brian Christiansen / Ramsy Hoehn      **From:** Kyle Brown

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**Co:** City of Ketchum, ID      **Pages:** 1

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**Phone:** (208) 726-7831      **Date:** 8/14/23

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**Re:** IceKicker road salt quote      **Email:** bchristiansen@ketchumidaho.org  
rhoehn@ketchumidaho.org

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**Location:** 200 Tenth Street  
Ketchum, ID 83340

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## ICE KICKER

Item	Price
IceKicker road salt	\$93.50 / ton delivered

Thank you for the opportunity to provide this quote. If you have any questions, please call me at (801) 791-3321.

Kyle Brown  
SaltWorx Inc.



**ICE**  **KICKER**®

ROAD SALT WITH A **KICK**



SALTWORX®

# ICE KICKER®

## SAVE TIME

### *Works faster*

IceKicker's specially formulated additive kick starts the brining process helping cut snow and ice faster than before!



*Kamas, UT - February 2018  
3°F - City road melted with IceKicker*



*Bountiful, UT - December 2015  
18°F - 4 minutes after plowing*



**70%**  
OF UNTREATED  
SALT STAYS  
ON THE ROAD

### TRADITIONAL ROAD SALT

30% ends up on the shoulder.



**96%**  
OF PRE-TREATED  
SALT STAYS  
ON THE ROAD

### ICE KICKER ROAD SALT

4% ends up on the shoulder.

## SAVE MONEY

### *Use Less*

IceKicker sticks to the road reducing "bounce and scatter" and wasted salt.

### *More Effective*

IceKicker melts roads faster and at colder temperatures, thus reducing operating costs.

### *Pre-Treated and Ready to Go*

IceKicker is a ready-made product that saves time and money on pre-wetting equipment and liquids.

Salt Bounce and Scatter Study, Lansing, MI: Michigan Department of Transportation, 2012. Print.

## SAVE LIVES

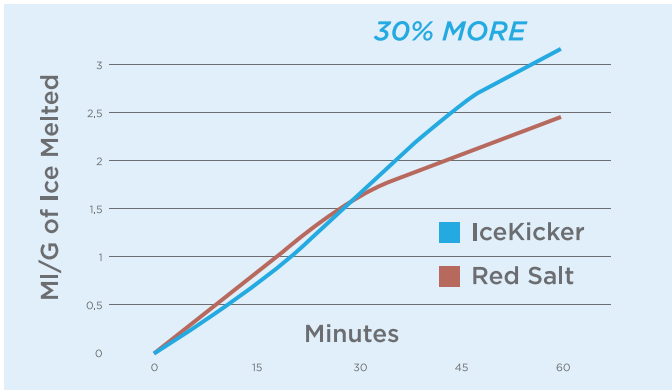
### *Visible*

IceKicker's blue color helps emphasize where crews have been and what roads are safe.

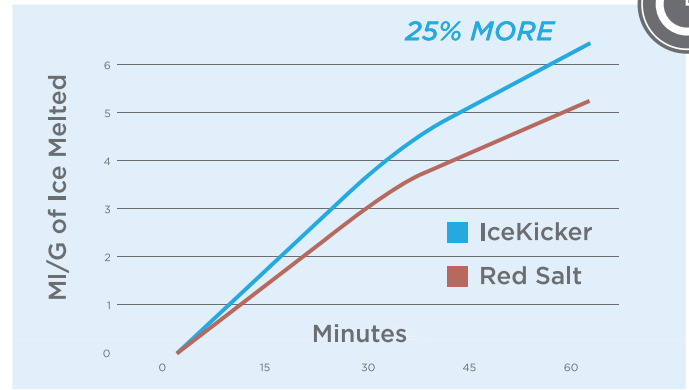


PLEASE NOTE: The information in this brochure, including images, is provided in good faith but is for informational purposes only. Actual product may vary, including appearance and performance. Customer is responsible for its own specific use of products.

SHRP H-205.1 Ice Melting Test at 15°



SHRP H-205.1 Ice Melting Test at 25°



Testing conducted by the Western Transportation Institute - Bozeman, MT - December 17, 2015



**50% Less Corrosive**

IceKicker is approved on the Pacific Northwest Snowfighters / Qualified Product List under Category 4C - Corrosion Inhibited Solid Sodium Chloride. IceKicker has a corrosion rate score of 50 which means it's 50% less corrosive than standard grade white salt. That's 50% less corrosion on equipment, infrastructure, and the environment!



# ICE KICKER®

**“This stuff WORKS! I’ve tried all different types of deicing salt over the years and nothing compares to IceKicker! At near zero degrees, we had puddles of water on our city streets. I am very impressed with this product!**

*Jon Lesko - City of Rock Springs - Rock Springs, WY*

**“I had a snow packed road, the temperature was 22°. I put down IceKicker and in 10 minutes I had running water on the road. IceKicker flat out works, no doubt about it!”**

*Jamie Jensen - Cache County - Logan, UT*

**“I’ve used a lot of deicing salts throughout my 30 years in public works but none of them have worked as well as IceKicker! IceKicker works fast and effectively saving money on our budget, and cutting down on operating costs. The citizens like that you can see it, but it doesn’t leave behind a dirty residue; and my guys like that it cuts ice at temperatures they haven’t seen before. IceKicker has definitely been a win/win for our city!”**

*Danny Martinez - Public Works Superintendent - Cottonwood Heights, UT*

**VISIT OUR WEBSITE AT  
[www.saltworx.net](http://www.saltworx.net)**

Ask about our salt brine enhancer:

COLD  STORM®

  
SALTWORX®