



CITY COUNCIL ACTION REPORT

September 27, 2011

TO: John Szerlag, City Manager

FROM: Susan A. Leirstein, Purchasing Director
Timothy L. Richnak, Public Works Director

SUBJECT: Standard Purchasing Resolution 2: Award To Low Bidder Meeting Specifications–
Ice Melt Compounds

Background

On September 21, 2011, bids were received and opened to provide one (1) year requirements of ice melt compounds with an option to renew for one (1) additional year for the City of Troy and participating MITN Purchasing Cooperative Members. 186 vendors were notified of the bid opportunity via the MITN website. Eight (8) bids were received, as well as one (1) statement of no bid. John Deere Landscapes submitted an alternate bid that was disqualified for not providing formulation specifications on the three-way blend as specified.

Recommendation

City management and the Parks and Recreation department recommend awarding a one-year contract to provide ice melt compounds with an option to renew for one additional year to Washington Elevator Co, Inc, the lowest bidder meeting specifications by proposal, for an estimated total annual cost for Troy of \$16,400.00 at unit prices contained in the bid tabulation opened September 21, 2011.

PROPOSAL	COMPANY	ESTIMATED COST
A: Ice Melt Compound – Three Way Blend	Washington Elevator Co, Washington MI	\$12,500.00
B: Screened Rock Salt	Washington Elevator Co, Washington MI	\$ 3,900.00

ESTIMATED TOTAL ANNUAL COST: \$16,400.00

Fund Availability

Funds are available in the operating budgets of the Parks and Recreation General Maintenance accounts, Fire Station Operating Supplies, and Streets - Sidewalk Maintenance Snow Control accounts.

Prepared by: Kurt Bovensiep, Field Supervisor

G:\Bid Award 10-11 New Format\ Award Standard Purchasing Resolution 2 - IceMeltCompoundsITB-COT11-18.doc

VENDOR NAME:		Washington Elevator Co, Inc	Mains Pebble Place, Inc.	Madalyn's Contracting LLC	Jemni Inc.
PROPOSAL A:					
EST QTY (BAGS)	DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG
7,450 Bags (372,500 lbs)	SIDEWALK ICE MELTING COMPOUND, Three-Way Blend	\$ 6.25	\$ 7.59	\$ 7.60	\$ 7.61
	Quoting On:	Ice Byter	Mighty Melt Green	Dragon Melt	Green Scapes Ice Melt
	Manufactured By:	Washington Elevator	Cleveland Charcoal	Hersch's Wholesale	Scotwood
	50# Bags/50 bags per Pallet	49 Bags/Pallet	49 Bags/Pallet	56 Bags/Pallet	50 Bags/Pallet
PROPOSAL B:					
EST QTY (BAGS)	DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG
4,900 Bags (245,000 lbs)	SCREENED ROCK SALT 50# bags in accordance with specifications	\$ 3.90	\$ 3.99	\$ 4.90	No Bid
	50# Bags/50 bags per Pallet	49 Bags/Pallet	49 Bags/Pallet	49 Bags/Pallet	No Bid
	Delivery will be within	2 Days	1-2 Days	5 Days	2 Days
	CONTACT INFORMATION	8-12 Sat			
	Hrs of Oper	8AM-5PM M-F	8AM - 5PM	8AM-6PM	8AM-5PM
	Phone #	(586) 255-3395	(810) 560-7147	(248) 414-9438	(319) 721-9660
THREE-WAY FORMULA:	Calcium Chloride not < 9%	9%	9%	9%	0%
	Magnesium Chloride not < 3%	3%	4%	3%	2% - 4%
	Sodium Chloride not > 88%	88%	87%	88%	96% - 98%
	Pattern Indicator:	Blue	Green	Green	Green
	Organic anti-caking agent:	Blank	Yes	N/A	N/A
EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N		Y	Y	N	Y
Minimum Order (Initial)	(Initial)	Blank	Blank	N/A	50 Bags
(Add'l) # of pallets	# of pallets	1	1	N/A	1
PAYMENT TERMS		30 Days	Net 30	Net 30 / Zero	Net 30
WARRANTY		Blank	As Recommended	Manufactures	N/A
DELIVERY		Within 2 Days	1-2 Days	Via Truck / Moffit	FOB Destination per bid
EXCEPTIONS		Blank	This is our Deicing Material that we bag	Blank	Blank
ACKNOWLEDGEMENT Signed: Y or N		Y	Y	Y	Y
ALL OR NONE AWARD		N	N	Y	N

DISQUALIFIED

John Deere Landscape - (Alt Bid) Robo Melt product @ \$5.98/bag, unable to verify product mix for three-way blend - (proprietary formula)

NO BID:

American Rock Salt Co, LLC

BOLDFACE TYPE DENOTES LOWEST ACCEPTABLE BIDDER

ATTEST:

Kurt Bovensiep
 Diane Fisher
 Julie Hamilton

Susan Leirstein CPPO, CPPB
 Purchasing Director

VENDOR NAME:		John Deere	E & R	Dart Seasonal	
		Landscapes	Industrial Sales	Products Inc.	
PROPOSAL A:					
EST	DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG	
7,450 Bags (372,500 lbs)	SIDEWALK ICE MELTING COMPOUND, Three-Way Blend	\$ 8.01	\$ 8.55	\$ 11.48	
	Quoting On:	Lightning Fast	Scotwood Industrial Strength	Blue Heat Snow & Ice Melter	
	Manufactured By:	E C Grow	Scotwood	Dart Seasonal	
	50# Bags/50 bags per Pallet	49 Bags/Pallet	50 Bags/Pallet	56 Bags/ Pallet	
PROPOSAL B:					
EST	DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG	
4,900 Bags (245,000 lbs)	SCREENED ROCK SALT 50# bags in accordance with specifications	\$ 4.20	No Bid	\$ 7.49	
	50# Bags/50 bags per Pallet	Ice Patrol 49 Bags/Pallet	No Bid	49 Bags/Pallet	
	Delivery will be within	7-10 ARO	7 Days	5-7 Days	
	CONTACT INFORMATION	8AM-Noon Sat 7AM-4PM M-F (248) 588-2990	Hrs of Oper 7AM-5PM M-F Blank	Phone # 8:30AM-5PM (845) 222-6222	
THREE-WAY FORMULA:	Calcium Chloride not < 9%	9%	Blank	10%	
	Magnesium Chloride not < 3%	3%	Blank	5%	
	Sodium Chloride not > 88%	88%	Blank	85%	
	Pattern Indicator:	Dyed Blue	Blank	Blank	
	Organic anti-caking agent:	AMC Speed Enhancing Liquid Sprayable	Blank	Blank	
EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N		Y	Y	Y	
	Minimum Order (Initial)	49 Bags	50 Bags	Blank	
	(Add'l) # of pallets	1	1	1	
PAYMENT TERMS		Net 30	Net 30 Days	Net 30	
WARRANTY		N/A	N/A	Blank	
DELIVERY		7-10 Days ARO	7 Days	3-7 days	
EXCEPTIONS		All Corresponding Label / MSDS Are Enclosed	Blank	Blank	
ACKNOWLEDGEMENT Signed: Y or N		Y	Y	Y	
ALL OR NONE AWARD		N	N	Y	

PROPOSAL - Furnish one-year requirements of Ice Melt Compounds with an Option to Renew for One (1) Additional Year for the City of Troy and participating MITN Purchasing Cooperative Members