



CITY COUNCIL ACTION REPORT

October 30, 2007

TO: Phillip L. Nelson, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance & Administration
Susan A. Leirstein, Purchasing Director
Carol K. Anderson, Parks and Recreation Director

SUBJECT: Standard Purchasing Resolution 2: Bid Award – Lowest Acceptable Bidder – Ice Melt Compound

Background

- On October 9, 2007, nine (9) bids were received and opened to provide one (1) year requirements of ice melt compound with an option to renew for one (1) additional year for the City of Troy and participating MITN Purchasing Cooperative Members.
- 89 Vendors were notified via the MITN system.
- One bidder had to withdraw from the process due to a product misquote – HES Stallings-Julien Sales & Service –
- Three (3) additional bidders did not meet specifications for the following reasons:
 - APAC Paper and HP Products– proposed products only containing two of the four required chemicals and did not include a pattern indicator, which reduces overlapping thereby reducing cost.
 - Industrial Cleaning Supply – refused to list percentages of chemicals in their proposed product offering, which did not have a pattern marker.

Financial Considerations

- Funds are available in the Parks and Recreation account for operating supplies # 770.7740.010.

Legal Considerations

- ITB-COT 07-37 Ice Melt Compound was competitively bid as required by Chapter 7 of the City Code.
- All bidders were given the opportunity to respond with their level of interest in providing ice melt compound to the City of Troy and MITN Cooperative Members.

Policy Considerations

- Removing ice from municipal sidewalks reduces slip and fall hazards (Goal I)

Options

- City management and the Parks and Recreation department recommend awarding a one-year contract with a one (1) year option to renew for Ice Melt Compound to the lowest acceptable bidder, Washington Elevator of Washington, MI, for an estimated annual cost to the City of Troy of \$12,710.00, at unit prices contained in the bid tabulation to expire October 31, 2008.

Opening Date -- 10/09/07
 Date Prepared -- 10/10/07

CITY OF TROY
 BID TABULATION
 ICE MELT COMPOUND

VENDOR NAME:

EST QTY (BAGS)		DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG
4,120		SIDEWALK ICE MELTING COMPOUND, (206,000 lbs) Four-Way Blend or Approved Alternate	\$ 7.75	\$ 8.95	\$ 9.84	\$ 10.25
Quoting On:			Ice Biter	Road Runner Blend	Road Runner Ind.	Ice Buster
Manufactured By:			Elevator	Scotwood Ind.	Scotwood	EC Grow
50# Bags/Pallet			40	50	50	49
ESTIMATED GRAND TOTAL -			\$ 31,930.00	\$ 36,874.00	\$ 40,540.80	\$ 42,230.00
DELIVERY: # of Days after verbal request			5 Days	3 - 5 Days	7-10 Working Days	1 - 2 Days
CONTACT INFORMATION			Hrs of Oper.	8 to 5 M-F	8:00 - 5:00 MST	8 to 5 M-F
Phone #			586-255-3395	801-552-9100	800-631-1955	586-752-9534
EXTENSION OF AWARD TO MITN PURCHASING CO-OP: Y/N			Yes	Yes	Yes	Yes
Minimum Order (Initial)			1 ton	2 Tons	53 Tons	5 tons
Minimum Order (Add'l)			1 ton	2 Tons	53 Tons	1 ton
FORMULA:			Calcium Chloride 20%	15%	15%	30%
			Magnesium Chloride 20%	7%	15%	20%
			Potassium Chloride 20%	7%	1 - 3%	10%
			Sodium Chloride 40%	71%	82 - 84%	40%
			Pattern Indicator	Blue Indicator	No Dye	Green Dye
			Organic anti-caking agent	Not Needed	N/A in a Bag	AMC
TERMS			30 Days	Net 30	Net 30	Net 15
WARRANTY			Blank	Blank	Blank	None
DELIVERY			Within 5 Days	3 - 5 Days ARO	7-10 Working Days ARO	1 - 2 Days
EXCEPTIONS			Blank	Min order 2 Tons If no Dock-lift gate will be needed- will be an Add'l	80 Bag Minimum order required	Blank
ACKNOWLEDGEMENT			Y or N	Yes	Yes	Yes

WITHDREW:
HES Stallings Julien Sales & Service

DMS:
APAC Paper & Packaging (\$5.69/bag) Reason: only a two-way and not four-way blend as specified; in addition no pattern indicator
Industrial Cleaning Supply (\$6.43/bag) Reason: no pattern indicator as specified
HP Products (\$6.50/bag) Reason: only a two-way and not four-way blend as specified; in addition no pattern indicator

NO BIDS:
The Wilkinson Corporation

ATTEST:
Jeff Biegler
Yvonne Ranzinger
Linda Bockstanz

PROPOSAL-- Furnish One (1) Year Requirements of Ice Melt Compound with an Option to Renew for One (1) Additional Year for the City of Troy and Participating MITN Purchasing Cooperative Members

VENDOR NAME:

Commerce			
Corporation			
Great Lakes			

EST QTY (BAGS)	DESCRIPTION	PRICE/EA BAG		
4,120	SIDEWALK ICE MELTING COMPOUND, (206,000 lbs) Four-Way Blend or Approved Alternate	\$ 12.63		
	Quoting On:	Premium Ice Melter		
	Manufactured By:	Spring Valley		
	50# Bags/Pallet	40		
	ESTIMATED GRAND TOTAL -	\$ 52,035.60		
	DELIVERY: # of Days after verbal request	14 Days		
	CONTACT INFORMATION	Hrs of Oper. 8:00 to 5:00		
		Phone # 616-541-3000		
	EXTENSION OF AWARD TO MITN PURCHASING CO-OP: Y/N	Yes		
	Minimum Order (Initial)	4 Tons		
	(Add'l)	4 Tons		
	FORMULA:	Calcium Chloride 20%		
		Magnesium Chloride 20%		
		Potassium Chloride 20%		
		Sodium Chloride 40%		
		Pattern Indicator Yes		
		Organic anti-caking agen Yes		
	TERMS	Net 30		
	WARRANTY	Per Manufacturer		
	DELIVERY	Blank		
	EXCEPTIONS	Product is a Special Blend to meet specs		
	ACKNOWLEDGEMENT Y or N	Yes		

**** DENOTES LOWEST ACCEPTABLE BIDDER**

 Susan Leirstein CPPB
 Purchasing Director