

August 10, 2005

TO: John Szerlag, City Manager

FROM: Brian P. Murphy, Assistant City Manager/Services  
Jeanette Bennett, Purchasing Director  
Carol K. Anderson, Parks & Recreation Director

SUBJECT: **Agenda Item:** Standard Purchasing Resolution 3: Exercise  
Renewal Option – Ice Melt

**RECOMMENDATION**

On November 15, 2004, the Troy City Council approved a contract to provide one-year requirements of ice melt compound with an option to renew for one (1) additional year for the City of Troy and participating members of the MITN Purchasing Cooperative to the lowest bidder meeting specifications, Washington Elevator of Washington MI. {Resolution #2004-11-591-E4}. City management recommends exercising the option to renew for one-year under the same prices, terms and conditions as the original contract to expire October 31, 2006.

Washington Elevator has agreed to exercise the one-year option to renew under 2004/2005 prices, terms, and conditions.

Description	Price/bag
Ice Melt – 50# bag	\$6.70

**MARKET SURVEY**

The Purchasing Department has conducted a market survey and concurs with the recommendation to exercise the option to renew due to the effects of fuel prices on market pricing.

**BUDGET**

Funds for these materials are available through the Parks Operation Account # 770.7740.010.

Prepared by: Ron Hynd, Landscape Analyst  
Susan Leirstein, Purchasing Systems Administrator

August 3, 2005

TO: Jeanette Bennett  
Purchasing Director

FROM: Linda N. Bockstanz  
Associate Buyer

RE: MARKET SURVEY – ICE MELT COMPOUND –

JOHN DEERE LANDSCAPES – Janson Parko (517) 552-0906

Janson has indicated that prices for Ice Melt Compound would be increasing about 10% to 15%. He believes that this product price increase is due to the fuel costs – transportation costs have risen 20% to 30%. As of now, he has no other products that can replace this product.

SUPPLY DEN, INC. – Oliver Denoff (586) 939-0747

Mr. Denoff commented that prices are going up because of fuel costs. He is figuring about an 8% increase on the product. As to any products that will replace or be equal to the product he has now – he has not heard of any.

WEINGARTZ SUPPLY COMPANY, INC - Daniel Weingartz (586) 731-7240

According to Daniel, Ice Melt Compound is expected to increase about 6% to 8% this year because of fuel costs. Last year's increase was about 12 % - due to the raw material costs. He does know of a new product that is out in the market that is called "Premium Ice Melter". It costs a couple of dollars less per bag, but it is made with more salt and it's not popular with some companies, because it tracks into buildings, kills the grass around the walkways in the spring, and is not good for the environment.

CONTRACTORS CONNECTION - Steven Patterson (586) 726-9690

Steven believes that Ice Melt Compound will be going up in price because of fuel costs. He figures that cost per bag will be \$11.50 instead of \$8.47. (About \$3.00 more per bag.) He has not heard of any new products for Ice Melt Compound.

GEISLER COMPANY – Harrie DenBoer (313) 255-1450

Harrie told me that Ice Melt Company would increase 2% to 5%, because of the raw material costs and the rise of fuel costs. Harrie is not aware of any new products for Ice Melt Compound.

CONTINENTAL PAPER CO. – Dennis Mahr (800) 333-7277

Dennis commented that prices would be increasing 5% to 6%, because of the high cost of fuel, insurance, and raw material to make the product.

COLMAN-WOLF – Ken Hunt (586) 779-5500

Per Ken Hunt, Professional Ice Melt will be increasing about 5% to 7%, due to transportation costs and raw materials to produce the product. Ken does not have any new product that would replace this Ice Melt at this time.

SHEMIN NURSERIES – John Standish (248) 449-8000

John has a new product that he would like to introduce to us called "CMA-Landscaper's Choice". This new product does not stain floors, if tracked in buildings – does not burn the skin – is very environmentally safe to surrounding landscapes and to grass – can be applied to walk areas before storms come in – and comes in 50lb Bags, 40lb Pails, and 1 Ton Totes. Some of their Ice Melt products will be increasing about 5% to 8%, because of raw materials and transportation (Fuel) Costs.

ZEP MFG. COMPANY – Diane Kruliski (734) 525-0800

Diane said that price would increase a little, but their Company has not been very competitive with this product.

Based upon the above comments, I respectfully recommend that the City accept the offer to renew the contract for Ice Melt Compound due to an expected increase in cost per bag, mainly because of fuel costs for the next year.

CC: Susan Leirstien



500 West Big Beaver  
Troy, Michigan 48084  
www.troymi.gov

July 25, 2005

Area code (248)

Assessing  
524-3311

Bldg. Inspections  
524-3344

Bldg. Maintenance  
524-3368

City Clerk  
524-3316

City Manager  
524-3330

Community Affairs  
524-1147

Engineering  
524-3383

Finance  
524-3411

Fire-Administration  
524-3419

Human Resources  
524-3339

Information Services  
619-7279

Law  
524-3320

Library  
524-3545

Parks & Recreation  
524-3484

Planning  
524-3364

Police-Administration  
524-3443

Public Works  
524-3370

Purchasing  
524-3338

Real Estate & Development  
524-3498

Treasurer  
524-3334

General Information  
524-3300

Washington Elevator  
7030 West Road  
PO Box 156  
Washington, Mi 48094

Dear Sirs,

The City of Troy entered into contract with Washington Elevator to furnish one (1) year requirement of ice melt compound. The contract contained an option to renew for one (1) additional year in accordance with the specifications and agreement for ITB-COT 04-49. Renewal for the 2005/2006 seasons must be under the same terms and conditions as the 2004/2005 section of the original contract. If a new price is to be submitted within the terms of the current contract, 30-day notification of the new price is required. Please be aware that the City of Troy reserves the option to accept the price change or rebid.

Please fax this letter back to Parks & Recreation within five (5) working days, indicating Washington Elevator's contract renewal intent. The FAX number is 248-689-6497. It should be understood that this request to renew the contract is subject to a favorable market survey. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City. The option cannot be exercised without Troy City Council approval and a blanket purchase order issued.

If you have any questions please call Ron Hynd at 248-680-7293

**CHECK ONE:**

**Washington Elevator is interested in renewing the contract under the 2004/2005 terms and conditions.**

**Washington Elevator is not interested in renewing the contract.**

 7-31-05  
Signed: Authorized Company Representative date

Thank You,  
Ron Hynd, Landscape Analyst  
City of Troy  
248-680-7293 office  
248-689-6497 fax

**E-4 Standard Purchasing Resolution 2: Bid Award – Lowest Acceptable Bidder – Ice Melt Compound**

Resolution #2004-11-591-E-4

RESOLVED, That a contract 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 (Michigan Intergovernmental Trade Network) Purchasing Cooperative Members is hereby **AWARDED** to the lowest bidder meeting specifications, Washington Elevator Co., Inc. at the unit price contained in the bid tabulation opened October 20, 2004, a copy of which shall be **ATTACHED** to the original Minutes of this meeting, with a contract expiration of October 31, 2005.

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**E-5 Approval of Relocation Claim, Louis and Diana Thomas, 2863 Thames, Sidwell #88-20-25-226-007, Project No. 01.105.5 – Big Beaver Road Improvements, Rochester to Dequindre**

Resolution #2004-11-591-E-5

RESOLVED, That as required by Michigan Laws and Federal Regulations, the City Council of the City of Troy hereby **APPROVES** the Relocation Claim from Louis and Diana Thomas pertaining to the City of Troy's acquisition of their property at 2863 Thames, having Sidwell #88-20-25-226-007, and **AUTHORIZES** payment in the amount of \$6,129.19.

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**E-6 Request for Approval of Relocation Claim, Virginia H. Newman, 2815 Thames, Sidwell #88-20-25-226-003, Project No. 01.105.5 – Big Beaver Road Improvements, Rochester to Dequindre**

Resolution #2004-11-591-E-6

RESOLVED, That as required by Michigan Laws and Federal Regulations, the City Council of the City of Troy hereby **APPROVES** the Relocation Claim, for moving expenses, from Virginia H. Newman pertaining to the City of Troy's acquisition of her property at 2815 Thames, having Sidwell #88-20-25-226-003, and **AUTHORIZES** payment in the amount of \$3,241.50.

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**E-7 Approval of Relocation Claim, John Cionca, Sr., 2931 Thames, Sidwell #88-20-25-229-003, Project No. 01.105.5 – Big Beaver Road Improvements, Rochester to Dequindre**

Resolution #2004-11-591-E-7

RESOLVED, That as required by Michigan Laws and Federal Regulations, the City Council of the City of Troy hereby **APPROVES** the Relocation Claim from John Cionca, Sr., pertaining to the City of Troy's acquisition of their property at 2931 Thames, having Sidwell #88-20-25-229-003, and **AUTHORIZES** payment in the amount of \$4,720.60.

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**E-1b Address of "E" Items Removed for Discussion by City Council and/or the Public**



October 25, 2004

To: John Szerlag, City Manager

From: Brian Murphy, Assistant City Manager/Services  
Jeanette Bennett, Purchasing Director  
Carol K. Anderson, Parks and Recreation Director

Subject: **Agenda Item** - Standard Purchasing Resolution 2: Bid Award –  
Lowest Acceptable Bidder – Ice Melt Compound

### **RECOMMENDATION**

On October 20, 2004, bid proposals were opened for one-year requirements of ice melt compound for use on pedestrian areas on Municipal properties. After reviewing these proposals, City management recommends awarding the contract to the low bidder meeting specifications, Washington Elevator Co., Inc. of Washington MI, for those participating MITN (Michigan Intergovernmental Trade Network) cooperative members at an estimated total cost of \$18,760.00, at the unit price contained in the attached bid tabulation. Troy's portion is estimated at \$10,988.00 per year.

### **SUMMARY**

The contract is for ice melting compound used by City staff for application to sidewalks, stairs, and ramps located on municipal properties and properties controlled by the City. Guaranteed Analysis shall be:

- 25% Calcium chloride
- 25% Magnesium chloride
- 20% Potassium chloride
- 30% sodium chloride

and shall contain an inert pattern indicator and an organic anti-caking agent. Compound shall be FOB delivered in 50# bags.

Other participating agencies include but are not limited to:

- Eastpointe
- Rochester Hills
- Livingston County
- West Bloomfield Twp.

### **EXPLANATION OF BID NOT MEETING SPECIFICATIONS**

Arnold Sales was unable to meet the City's specific ice melt requirements for this year's bid. However, they did offer a comparable product for reconsideration as an alternative for future solicitations. Samples need to be provided to test during the upcoming season. The Parks and Recreation Director or her designated representative will determine acceptability and their decision will be deemed to be in the City's best interest. If approved, the product will be included on future bids.

October 25, 2004

TO: John Szerlag, City Manager  
RE: Bid Award – Ice Melt Compound

**BUDGET**

Funds for this purchase are available in the Parks operating Account # 770.7740.010.

73 Vendors Notified on the MITN System

11 Bid Responses Received

1 Bid did not meet specifications

1 Late Bid

4 No Bids: (1) Company had insufficient time to respond.  
(3) Companies cannot meet specifications for a four-way ice melt product.

Prepared by: Ron Hynd, Landscape Analyst

Opening Date -- 10/20/04  
 Date Prepared -- 10/25/04

CITY OF TROY  
 BID TABULATION  
 ICE MELT COMPOUND

VENDOR NAME:

EST		PRICE/EA	PRICE/EA	PRICE/EA	PRICE/EA
QTY (BAGS)	DESCRIPTION	BAG	BAG	BAG	BAG
2,800 BAGS	<b>SIDEWALK ICE MELTING COMPOUND</b> , Four-Way Blend, "Professional Ice Melt" or Approved Alternate	<b>\$ 6.70</b>	\$ 7.09	\$ 7.79	\$ 7.95
Quoting On:		CAPITOL PROF ICE MELT	POWERTHAW	WINTER STORM	PROFESSIONAL ICE MELTER
Manufactured By:		WASHINGTON ELEVATOR	EC GROW INC	NORTH AMERICAN SALT CO	SPRING VALLEY
50# Bags/Pallet		40	49	49	50
ESTIMATED GRAND TOTAL -		* <b>\$ 18,760.00</b>	\$ 19,852.00	\$ 21,812.00	\$ 22,260.00
DELIVERY: No. of Days after verbal request		5	5	1-2	1-2
CONTACT INFORMATION		Hrs of Oper. 8-5	7-5:30PM	7:30-5	7:30-5PM
Phone #		(248)321-7939	(248)960-1882	(586)939-0747	(586)779-5500x131
EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N		YES	YES	YES	YES
Minimum Order (Initial)		1 TON	1 TON	1 PALLET	2 /12 TONS
(Add'l)		1 TON	1/4 TON		2 1/2 TONS
TERMS		NET 30	30 DAYS	NET 30	NET 30 DAYS
WARRANTY		NONE	NONE	FULLY GUARANTEED	N/A
DELIVERY		5 DAYS	1 HR- 5 DAYS	1-2 DAYS	1-2 DAYS
EXCEPTIONS		SEE SPEC SHEET	LISTED IN	N/A	BLANK
		ATTACHED TO BID	BID		
ACKNOWLEDGEMENT		Y or N	YES	YES	YES

DMS:

Arnold Sales @ \$6.25/bag => \$17,500

Reason: Comparable product offered to test for reconsideration on future bids.

**\* DENOTES LOWEST ACCEPTABLE BIDDER**

PROPOSAL: One year requirements of Ice Melt Compound with an option to renew for one additional year for the City of Troy and participating MITN Purchasing Cooperative Members

ATTEST:

Jeffrey Biegler  
Charlene McComb  
Linda Bockstanz

\_\_\_\_\_  
 Jeanette Bennett  
 Purchasing Director

Opening Date -- 10/20/04  
 Date Prepared -- 10/25/04

CITY OF TROY  
 BID TABULATION  
 ICE MELT COMPOUND

VENDOR NAME:		CONTINENTAL	WEINGARTZ	SHEMIN	CONTRACTORS
		PAPER	SUPPLY CO INC	NURSERIES	CONNECTION
				INC	INC
EST QTY (BAGS)	DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG	PRICE/EA BAG
2,800 BAGS	<b>SIDEWALK ICE MELTING COMPOUND</b> , Four-Way Blend, "Professional Ice Melt" or Approved Alternate	\$ 8.02	\$ 8.47	\$ 8.70	\$ 9.75
	Quoting On:	EVCO PREMIUM	PROFESSIONAL ICE MELTER	LANDSCAPERS CHOICE	ZERO ICE, ICE& SNOW MELTER
	Manufactured By:	FLOR DRI SUPPLY	SPRING VALLEY	KISSNER GROUP	HOWARD JOHNSON ENTERPRISES
	50# Bags/Pallet	56	50	50	48
	ESTIMATED GRAND TOTAL -	\$ 22,456.00	\$ 23,716.00	\$ 24,360.00	\$ 27,300.00
	DELIVERY: No. of Days after verbal request	1	2	5-7	3-10
	CONTACT INFORMATION	8-5	8:30-5:30PM	8-4:30PM	7-6PM
	Hrs of Oper. Phone #	(586)405-6839	(586)255-9960	N/A	(586)405-5021
	EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N	YES	YES	YES	YES
	Minimum Order (Initial)	1 1/2 TON	1 1/4 TON	1 1/4 TON	4 PALLETS
	(Add'l)	1 1/2 TON	1 1/4 TON	1 1/4 TON	1 PALLET
	TERMS	NET 30 DAYS	NET 30 DAYS	N 30 DAYS	NET 20 DAYS
	WARRANTY	MFR	NONE	N/A	BLANK
	DELIVERY	OUR TRUCK	OUR TRUCK	FOB DESTINATION	2-10 DAYS ARO
	EXCEPTIONS	LISTED IN BID	BLANK	LISTED IN BID	LISTED IN BID
	ACKNOWLEDGEMENT	Y or N	YES	YES	YES

Opening Date -- 10/20/04  
 Date Prepared -- 10/25/04

CITY OF TROY  
 BID TABULATION  
 ICE MELT COMPOUND

VENDOR NAME:

GEISLER	ZEP MFG CO		
COMPANY			

EST QTY (BAGS)	DESCRIPTION	PRICE/EA BAG	PRICE/EA BAG		
2,800 BAGS	<b>SIDEWALK ICE MELTING COMPOUND</b> , Four-Way Blend, "Professional Ice Melt" or Approved Alternate	\$ 12.15	\$ 12.70		
	Quoting On:	SAFE STEP ICE MELT	POWER THAW		
	Manufactured By:	DOW	EC GROW		
	50# Bags/Pallet	49	47		
	ESTIMATED GRAND TOTAL -	\$ 34,020.00	\$ 35,560.00		
	DELIVERY: No. of Days after verbal request	7-10	2-7		
	CONTACT INFORMATION	Hrs of Oper. 8-5	8-4:30PM		
	Phone #	(313)920-9028	(313)938-6671		
	EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N	YES	YES		
	Minimum Order (Initial)	2 TONS	4 TONS		
	(Add'l)	BLANK	2 TONS		
	TERMS	BLANK	NET 30		
	WARRANTY	BLANK	60 DAYS		
	DELIVERY	BLANK	PREPAID		
	EXCEPTIONS	BLANK	BLANK		
	ACKNOWLEDGEMENT	Y or N	YES		

NO BIDS:

- Apac Paper
- Advantage Distribution Corp
- Hercules & Hercules
- Industrial Cleaning Supply



## Downloading History for ITB-COT 04-49 Ice Melt

The report below shows all fax and e-mail vendors that matched this document when it was originally issued. It also shows all vendors that have downloaded or ordered the document and any subsequent amendments as of **10/25/2004**.

<b>Document Title:</b>	ICE MELT COMPOUND
<b>Date Issued:</b>	9/28/2004
<b>Close Date:</b>	10/20/2004

Click on the table headings for "Account Number" or "Company name" to re-sort this report by that column. You may also click on any vendor account number to view their account information.

Acct #	Company Name	Service	Date Obtained Document	Date Obtained Amendments
18979	ADVANTAGE DISTRIBUTION	E-mail	10/13/2004	
12133	Allied Building Service Company of Detroit, Inc.	E-mail	9/28/2004	
17239	Amerisource	E-mail		
10481	Angers Equipment Company, Inc	E-mail	10/15/2004	
13995	APAC PAPER & PACKAGING CORP.	Free	10/11/2004	
13096	Arnold Sales	Free	9/29/2004	
11493	Audio Visual Equipment & Supplies, Inc.	E-mail		
10139	B & J Parking Lot Maintenance, Inc.	E-mail		
10927	B & L Landscaping	Fax	10/8/2004	
11456	B & R Sales and Service Inc.	E-mail	9/28/2004	
15934	B & W Management Services, Inc	E-mail	10/11/2004	
11464	Bell & Sons Distributors	E-mail		
10151	Central Michigan Paper	E-mail	10/4/2004	
17537	Clif Services, Inc	E-mail	10/5/2004	
11863	Colman Wolf Supply Co.	E-mail	10/7/2004	
17268	Consolidated Industries Inc.	E-mail		
13654	Contractors Connection Inc.	Free	10/18/2004	
11785	Donson Supply, Inc.	Free	10/18/2004	
11938	Downriver Refrigeration Supply Co.	E-mail	10/1/2004	
11044	Federal Pipe & Supply Company	Free	10/1/2004	
11210	Flor-Dri Supply Co., Inc.	E-mail	9/28/2004	

16320	Geisler Company	E-mail	10/7/2004	
11861	Grainger Industrial Supply	E-mail	9/30/2004	
16921	H.D. Edwards & Company	Free	9/28/2004	
10438	Hamilton's of Ortonville Inc.	Free	10/7/2004	
13972	Hercules & Hercules Inc.	E-mail	10/5/2004	
11766	HES STALLINGS-JULIEN SALES & SERVICE	E-mail		
14309	HP Products	Free	10/6/2004	
18064	HP Products	E-mail	9/28/2004	
10459	Industrial Cleaning Supply Co.	E-mail	9/29/2004	
14773	Integrated Supply Management, Inc.	E-mail	10/15/2004	
10296	jansan supply	Free	10/18/2004	
14945	John Deere Landscapes	E-mail	10/19/2004	
15720	Kelli Green Lawn Service Ltd.	E-mail		
18515	Lansing Sanitary Supply	E-mail	9/28/2004	
12569	Liquid Calcium Chloride Sales	Free	10/12/2004	
18579	LMW Constructors, LLC	E-mail	10/13/2004	
10508	LOWER HURON CHEMICAL & SUPPLY	E-mail	10/1/2004	
13084	MER-WIL INDUSTRIES	E-mail		
14512	Michigan Automatic Sprinkler Inc.	Free	10/8/2004	
17377	Morton International/Morton Salt	E-mail		
13429	Multi-Source	E-mail		
15276	Nichols	E-mail		
10726	North American Salt Co.	E-mail	10/4/2004	
11936	Northside True Value Hardware	Fax		
17174	P & L Products, Inc.	E-mail		
14858	Parkway Research/Div. Brandt Con.	E-mail		
17802	PBS SERVICES	E-mail	9/28/2004	
13022	Peter E. Johnson and Associates, Inc	Fax		
10436	Power Equipment Distributors Inc	Free	9/29/2004	
11286	Professional Maintenance, Inc.	E-mail	10/4/2004	
14286	PVS Nolwood Chemicals	E-mail	9/29/2004	
18124	S.F. Strong inc.	Fax	10/5/2004	
11001	Sheldon Supply Company	E-mail		
14349	Shemin Nurseries, Inc.	Free	10/18/2004	
12123	Source One Distribution LLC	E-mail		
14695	South Huron Industrial Inc	Fax		
13914	Steele's Service's LLC	E-mail		
12969	stokes&stokessnowremoval&landscapingco.	E-mail		
15371	Strike Group L.L.C.	E-mail	10/11/2004	
10113	Sullivan Corporation	Free	10/15/2004	
10162	SupplyDen Inc.	E-mail	10/8/2004	
10279	Sure Products, Inc	E-mail		
18557	Texas Refinery Corp	E-mail	9/28/2004	

10425	The Michigan Company	Free	10/8/2004	
15310	Tiffany's Building Services, Inc.	E-mail		
13602	Total Outdoor Services	E-mail		
12718	Tucker Group, Inc.	Free	10/18/2004	
10311	Turf Tenders Landscaping & Fertilizing Inc.	Free	10/6/2004	
14368	Washington Elevator Company, Inc.	Free	10/2/2004	
14338	Washtenaw Inc., Maintenance Services	E-mail	10/7/2004	
14785	Weingartz	E-mail	10/7/2004	
12367	Zep Manufacturing Company	E-mail	10/4/2004	

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