



CITY COUNCIL AGENDA ITEM

Date: October 14, 2013

To: Brian Kischnick, City Manager

From: Timothy L. Richnak, Public Works Director
 MaryBeth Murz, Purchasing Manager
 Kurt Bovensiep, Superintendent Parks, Streets and Drains

Subject: Standard Purchasing Resolution 2: Low Bidders Meeting Specifications – Ice Melt Compound

History

The Parks Division is responsible for the maintenance of the City’s municipal property. This responsibility includes mitigating hazards such as snow and ice on sidewalks and building entrances. The Parks Division uses a private company to remove the snow and ice from municipal parking lots and sidewalks. Additionally, 16 government organizations use this City of Troy hosted bid to purchase their ice melt compound needs and because of this volume, we are able to purchase the compound at a highly competitive rate. Because of this competitive rate, the City of Troy supplies the snow and ice removal contractor with the product that the contractor applies on municipal property walks.

Note that different weather circumstances dictate different methods to remove snow and ice from sidewalks. They City of Troy have specified two separate products to meet this demand. One product being screened and uniform size bagged rock salt. The additional product has a specific chemical blend to assist the snow and ice removal process in lower temperatures.

Purchasing

On September 10 ,2013, a bid opening was conducted as required by City Charter and Code for One (1) year requirements of Ice Melt Compounds with an option to renew for two (2) additional years for the City of Troy and for participating MITN members. The bid was posted on the Michigan Inter-governmental Trade Network (MITN) website; www.mitn.info and was sent to the Troy Chamber of Commerce. Eight (8) bid responses were received. On October 10, 2013, a bid opening was then conducted for Ice Melt Compound. This bid was also posted on the Michigan Inter-governmental Trade Network (MITN) website; www.mitn.info and sent to the Troy Chamber of Commerce. Below is a detailed summary of potential vendors for the bid opportunity:

	#13-38
Companies notified via MITN	154
Troy Companies notified via MITN	3
Troy Companies notified Active email Notification	3
Troy Companies notified Active Free	0
Companies that viewed the bid	22
Troy Companies that viewed the bid	0

MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy.

Active MITN members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City.

Active MITN non-paying members are responsible to monitor and check the MITN website for opportunities to do business with the City.

Inactive MITN member status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

Upon the review of the bid proposals; Washington Elevator Co., Inc of Washington, Michigan was the low bidder meeting specifications for the Three-Way Blend and John Deere Landscapes of Madison Heights, Michigan was the low bidder meeting specifications for Bagged Screened Rock Salt.



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Financial

Funds are available in the Parks Division Operating Budget.

Recommendation

City management recommends awarding a contract for one (1) year requirements with an option to renew for two (2) additional years upon successful performance to purchase Sidewalk Ice Melting Compound Three-Way Blend (Proposal A) to the low bidder meeting specifications *Washington Elevator Co., Inc of Washington, Michigan*, and the purchase of Screened Rock Salt (Proposal B) to the low bidder meeting specifications; *John Deere Landscapes of Madison Heights, Michigan*; not to exceed budgetary limitations at prices contained in the bid tabulation opened October 10, 2013. The awards are contingent upon the contractors' submission of properly executed bid documents including insurance certificates, and all other specified requirements.

Opening Date -- 10/10/13
 Date Reviewed -- 10/11/13

CITY OF TROY
 BID TABULATION
 ICE MELT COMPOUND

VENDOR NAME:

Washington	Sullivan	Flor-Dri	Flor-Dri
Elevator Co., Inc.	Corporation	Supply Co.	Supply Co.
Washington, MI	Livonia, MI	Detroit, MI	Detroit, MI

PROPOSAL - Furnish one-year requirements of Ice Melt Compounds with an Option to Renew for two (2) Additional years for the City of Troy and participating MITN Purchasing Cooperative Members.

PROPOSAL A: Estimated quantity (bags): 9350

				<i>Alternate</i>
SIDEWALK ICE MELTING COMPOUND - Three-Way Blend	\$ 6.25	\$ 6.46	\$ 6.62	\$ 7.30
Quoting On:	Ice Byter	Aspen Blue	Professional Grade Ice Melt	Evco Premium Ice Melter
Manufactured By:	Washington Elevator Co., Inc.	Namsco	Morton	Flor-Dri Supply Co., Inc.
50# Bags/50 bags per Pallet	50/49	50/49	50/49	50/56

PROPOSAL B: Estimated quantity (bags): 1550

SCREENED ROCK SALT - 50# bags in accordance with specifications	\$ 3.90	\$ 4.38	\$ 4.26	\$ 4.26
50# Bags/50 bags per Pallet	50/49	50/49	50/56	50/56

CONTACT INFORMATION	Hrs of Operation:	M-F 8-5pm, Sat 8-12pm	7am-6pm	8a-4:30pm	8a-4:30pm
	Phone #	586-781-4822	734-237-5950	248-943-3208	248.943.3208
THREE-WAY FORMULA: Calcium Chloride		9%	1% (corrosion inhibitor)	8-12%	5-15%
Magnesium Chloride		3%	13%	0%	5-15% (potassium)
Sodium Chloride		88%	86%	88-92%	50-80%
Pattern Indicator		Blue	Blue	No	5-15% (urea)
Organic anti-caking agent		Blank	Yes	No	
EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N		Yes	No	Yes	Yes
Minimum Order (Initial)	(Initial)			49 bags	56 bags
(Add'l) # of pallets		1	1	1	1
PAYMENT TERMS		Net 30	Net 30	Net 30	Net 30
WARRANTY		As Recommended	Yes	N/A	N/A
DELIVERY EXCEPTIONS		1-2 days	1-3 days	2-3 days	2-3 days
		None	Bidding Alternate Blended Ice Melter	Product substitution	Product substitution
FORMS		Y	Y	Y	Y
ACKNOWLEDGEMENT Signed: Y or N		Y	Y	Y	Y
ALL OR NONE AWARD		N	N	N	N

DISQUALIFIED

NO BID:

Uline, Inc.

ATTEST:

Enna Bachelor

Susan Riesterer

Emily Frontera

G:/Purchasing/Bid Tabs 11-12/ITB-COT 13-38 Ice Melt Compound - MITN Cop

BOLDFACE TYPE DENOTES LOW ACCEPTABLE BIDDER

MaryBeth Murz,
 Purchasing Manager

Opening Date -- 10/10/13
 Date Reviewed -- 10/11/13

CITY OF TROY
 BID TABULATION
 ICE MELT COMPOUND

VENDOR NAME:

Staples	John Deere	John Deere	HP Products
Advantage	Landscapes	Landscapes	Corporation
Livonia, MI	Madison Hts., MI	Detroit, MI	Belleville, MI

PROPOSAL - Furnish one-year requirements of Ice Melt Compounds with an Option to Renew for two (2) Additional years for the City of Troy and participating MITN Purchasing Cooperative Members.

PROPOSAL A: Estimated quantity (bags): 9350		Alternate	
SIDEWALK ICE MELTING COMPOUND - Three-Way Blend	\$ 7.87	\$ 8.41	\$ 9.93
Quoting On:	Roadrunner Blend Ice Melter	#940-0050 Lightning Fast	#091261 Robomelt Ice Melt
Manufactured By:	Roadrunner	EC Grow	Kissner
50# Bags/50 bags per Pallet	50/50	50/49	50/49
			50/55
PROPOSAL B: Estimated quantity (bags): 1550			
SCREENED ROCK SALT - 50# bags in accordance with specifications	\$ 4.36	\$ 3.85	\$ 3.85
			\$ 6.37
50# Bags/50 bags per Pallet	50/50	50/49	50/49
CONTACT INFORMATION	Hrs of Operation:	M-F 8-5pm	7am-4pm
	Phone #	810-240-8166	216-706-9250
THREE-WAY FORMULA: Calcium Chloride	10%	Proprietary Information	Proprietary Information
Magnesium Chloride	5%		
Sodium Chloride	85%		
Pattern Indicator	N/A no color added	Blue	Blank
Organic anti-caking agent	None	Blank	Orange
EXTENSION OF AWARD TO MITN PURCHASING COOP:Y/N	Yes	Yes	Yes
Minimum Order (Initial)	N/A	49	49 bags
(Add'l) # of pallets	50\$ min. order	1	1
PAYMENT TERMS	Net 30	Net 30	Net 30
WARRANTY	N/A	Manufacturer	N/A
DELIVERY EXCEPTIONS	1-2 days	1-3 days	2-3 days
	None	% of Product mix is proprietary information	Product substitution
			Min. \$300/del. Location; orders < \$300 \$12.95 del.charge. 3% fee if credit card is used.
FORMS	Y	Y	Y
ACKNOWLEDGEMENT Signed: Y or N	Y	Y	Y
ALL OR NONE AWARD	N	N	N