BILL NO. S-14-08-10

SPECIAL ORDINANCE NO. S-_________

AN ORDINANCE approving the awarding of PURCHASE OF BULK ROAD SALT FOR 2014/2015 by the City of Fort Wayne, Indiana, by and through its Department of Purchasing and DETROIT SALT CO. for the FORT WAYNE STREET DEPARTMENT.

NOW, THEREFORE, BE IT ORDAINED BY THE COMMON COUNCIL OF THE CITY OF FORT WAYNE, INDIANA;

SECTION 1. That PURCHASE OF BULK ROAD SALT FOR 2014/2015 between the City of Fort Wayne, by and through its Department of Purchasing and DETROIT SALT CO. for the FORT WAYNE STREET DEPARTMENT, respectfully for:

purchase of road salt for the 2014/2015 winter season;

involving a total cost of NINE HUNDRED FORTY-FIVE THOUAND, EIGHT HUNDRED FORTY AND 00/100 DOLLARS - ($945,840.00) all as more particularly set forth in said PURCHASE OF BULK ROAD SALT FOR 2014/2015 which is on file in the Office of the Department of Purchasing, and is by reference incorporated herein, made a part hereof, and is hereby in all things ratified, confirmed and approved.

SECTION 2. That this Ordinance shall be in full force and effect from and after its passage and any and all necessary approval by the Mayor.

____
Council Member

APPROVED AS TO FORM AND LEGALITY

____
Carol Helton, City Attorney

STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204
317 / 232-3053

Award Recommendation Letter

Date: June 18, 2014

To: Debra Walker, Deputy Commissioner
Indiana Department of Administration

DWalker

From: Stan Judson, Strategic Sourcing Analyst, IDOA

Subject: Recommendation for Selection for ASA 14-110, Road Salt

Based on the evaluation of the bids received, **Cargill and North American Salt** are recommended for a split award. Terms of this recommendation are included in this letter. Cargill is awarded line items 1-2, 7-11, 15-16, and 23-28. North American Salt is awarded line items 3-6, 12-14, and 17-22. Cargill claimed and received the Indiana Business preference which was worth a 1% credit towards their bid amount, based on volume.

The State of Indiana received four (4) proposals from the following bidders:

- Cargill, Inc.
- Detroit Salt Co.
- Morton Salt, Inc.
- North American Salt Co.

During an initial clarification round, Detroit Salt withdrew its bid.

When necessary, the state clarified with respondents to ensure specifications were met for each item.

The proposals were evaluated by the Indiana Department of Administration (IDOA) according to the criteria established in the bid documents.

UNTREATED SALT

LINE	INDOT DISTRICT	UNTREATED SALT FOR ENTITY	CARGILL	CARGILL (Evaluation Amount)	MORTON	NORTH AMERICAN
1	10-Crawfordsville	INDOT & Other State Agencies	$92.61	$91.68	no bid	$95.95
2			$96.61	$95.64	no bid	$99.68
3		Local Governmental Entities	no bid	no bid	no bid	$94.27
4	20-Fort Wayne	INDOT & Other State Agencies	no bid	no bid	no bid	$102.14
5			no bid	no bid	no bid	$105.89
6		Local Governmental Entities	no bid	no bid	no bid	$99.07
7	30-Greenfield	INDOT & Other State Agencies	$72.59	$71.86	no bid	$109.59
8			$76.59	$75.82	no bid	$113.33
10						
11		Local Governmental Entities	$71.72	$71.00	no bid	$103.36
12	40-LaPorte	INDOT & Other State Agencies	no bid	no bid	no bid	$98.39
13			no bid	no bid	no bid	$102.13
14		Local Governmental Entities	no bid	no bid	no bid	$73.32
15	50-Seymour	INDOT & Other State Agencies	$82.34	$81.52	$107.05	$84.44
16			$86.34	$85.48	$112.05	$88.18
17		Local Governmental Entities	no bid	no bid	$107.05	$80.08
18	60-Vincennes	INDOT & Other State Agencies	no bid	no bid	no bid	$79.45
19			no bid	no bid	no bid	$83.20
20			no bid	no bid	no bid	$81.75
21			no bid	no bid	no bid	$78.45
22		Local Governmental Entities	no bid	no bid	no bid	$72.99

COUNCIL DIGEST SHEET

Enclosed with this introduction form is a tab sheet and related material from the vendor(s) who submitted bid(s). Purchasing Department is providing this information to Council as an overview of this award.

RFPs , BIDS, OTHER PROJECTS

Bid/RFP#/Name of Project	2014/2015 bulk road salt
Awarded To	Detroit Salt
Amount	$945,840
Conflict of interest on file?	X☐ Yes ☐ No
Number of Registrants	
Number of Bidders	
Required Attachments	State Award letter

EXTENSIONS

Date Last Bid Out	
# Extensions Granted To Date	

SPECIAL PROCUREMENT

Contract #/ID *(State, Federal, Piggyback--Authority)*	Indiana Sate QPA
Sole Source/ Compatibility Justification	IC-5-22-5-10-5 Unique Opportunity for Savings

BID CRITERIA *(Take Buy Indiana requirements into consideration.)*

Most Responsible, Responsive Lowest	☐ Yes ☐ No *If no, explain below*
If not lowest, explain	

COUNCIL DIGEST SHEET

COST COMPARISON

Increase/decrease amount from prior years For annual purchase (if available).	Last year's cost was $61.32a ton, this year's price is $67.56 a ton. Indiana State QPA price as quoted by only one vendor the Fort Wayne area would be $99.07 a ton.

DESCRIPTION OF PROJECT / NEED

Identify need for project & describe project; attach supporting documents as necessary.	The Street Department requests to award 2014/2015 salt budget to Detroit Salt Co. with the contracted period expiring August 1st 2015. Detroit Salt is an established vendor with a local railroad depot that has provided us very good serviceto date. This amount will be used to replenish our presently depleted stockpile and also treat the City street though out this upcoming snow/ice season.

REQUEST FOR PRIOR APPROVAL

Provide justification if prior approval is being requested.	

FUNDING SOURCE

Account Information.	Department's budget line 5274

To: City Council Members

From: Brad Baumgartner – Street Commissioner

Date: August 1, 2015

Re: 2014/15 PURCHASE OF BULK ROAD SALT

The Street Department would like to award the contract for road salt delivered for the 2014/15 winter to Detroit Salt Co. Detroit Salt is an established vendor with a local railroad depot that has provided us very good service to date.

Bid contract runs through the 2014-15 winter season and expires August 1, 2015. The cost per ton for this contract is $67.56 and based on a total quantity of 14,000 tons for an estimated total cost of $945,840. A significant amount of this quantity will be used to replenish our presently depleted stockpile.