

Department of Public Works

City Hall
730 Washington Avenue
Racine, WI 53403
262.636.9121 – Public Works
262.636.9191 - Engineering



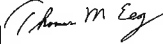
John C. Rooney, P.E.
Commissioner of Public Works/City Engineer

Thomas M. Eeg, P.E.
Asst. Comm. of Public Works/Operations

September 3, 2020

Legistar Item:

To: Alder Mollie Jones, Chair
Public Works and Services Committee

From: Thomas Eeg 
Assistant Commissioner of Public Works/Operations

Re: Salt Cost for 2020-2021 Winter Season

Attached for your consideration is a communication from Racine County providing the bid results associated with the purchase of road salt for this winter season. The County awarded this bid to Compass Minerals America, Inc., at their bid price of \$69.93 per ton.

This is a reduction of \$27.60 per ton over the rate paid for road salt last Winter Season.

We recommend that the bid for the Purchase of 7,500 tons, more or less, of Compass Minerals America, Inc. road salt for ice control for the 2020-2021 winter season be approved at their bid price of \$69.93 per ton delivered, they being the lowest responsible bidder.

Funding to defray the cost of this purchase is available in Org-Object 14010-53200, Snow and Ice Control - Work Supplies.

TME

attachment

cc: John Rooney
Ara Molitor
Randy Eschmann
Monica Santos



Finance Department – Purchasing Division

730 Wisconsin Avenue
Racine, WI 53403
262-636-3522
fax: 262-636-3763

May 28, 2020

Sean Lierz, Sales Manager
Compass Minerals America, Inc.
9900 West 109th St, Suite 100
Overland Park, Kansas 66210

Dear Mr. Lierz,

The purpose of this letter is to inform you that the evaluation committee at Racine County Public Works has completed its review of the bids submitted in response to **RFB# PW 2020-2010 Road Salt** and has selected the proposal submitted by Compass Minerals America, Inc.

Please accept this as Racine County's intent to award. An initial purchase order will be setup for your company through April 30, 2021. Thank you again for your response to this RFB – we look forward to working with you.

Sincerely,

A handwritten signature in black ink that reads "Debra Ladwig". The signature is written in a cursive style with a long, sweeping tail on the "g".

Debra Ladwig
Purchase Manager

Cc. David Prott

Eeg, Thomas

Subject: 2020/2021 Salt Bid
Attachments: PW 2020-2010 Decision Letter_Compass Minerals _052820.pdf

From: Prott, David
Sent: Wednesday, May 27, 2020 11:39 AM
To: Rick Piette <rpiette@uniongrove.net>; Isaacson, Jake <hwydept@townofburlington.com>; Mark Benish <mabenish@mtpleasantwi.gov>; Bill Jacoby <BJacoby@caledonia-wi.gov>; HOG-Gary Kastenson <clerk@raymondwi.com>; 'doverroads@wi.rr.com'; Randall.Eshmann@cityofracine.org; khinztow@yahoo.com; scottlaux@wi.rr.com; priggs@burlington-wi.gov; peter.scheckel@dhs.wisconsin.gov
Cc: Anderson, Julie <Julie.Anderson@racinecounty.com>; Brunette, Patrice <Patrice.Brunette@racinecounty.com>; Haman, Amy D. <Amy.Haman@racinecounty.com>; Kirschling, Michael J. <Michael.Kirschling@racinecounty.com>; Kortendick, Todd A. <Todd.Kortendick@racinecounty.com>; Anders, Robert <Robert.Anders@racinecounty.com>; Green, Pete <Pete.Green@goRacine.org>; TOC Tom Christensen <TChristensen@caledonia-wi.gov>; Tom Lazcano <tlazcano@caledonia-wi.gov>; Tapp, Kris <Kris.Tapp@racinecounty.com>; Moore, Crystal <Crystal.Moore@racinecounty.com>
Subject: 2020/2021 Salt Bid

Good Morning Everyone,

Great news on our 2020/2021 salt contract!

We have a very large DECREASE in salt costs going into the 2020/2021 winter season. This decrease shall be a positive affect to all of our 2020/2021 winter operating budgets.

Bid results for our 2020/2021 salt purchasing this year is as follows.

Compass Minerals America Inc. will be awarded the salt bid at \$69.93 per/ton for the winter season of 2020/2021.

Note: The 2020/2021 price of \$69.93 did DECREASE by \$27.60 per/ton from last year. (2019/2020 Price: \$97.53 per/ton with Morton Salt.)

Price Tabulations for 2020/2021: (Directly Shipped To Your Location From Vendor)

1) Compass Minerals America Inc. \$69.93 per/ton (Bid Award)

2) Morton Salt \$74.49 per/ton

3) Cargill Inc. \$88.89

Attached:

- 1) 2020/2021 Tabulation of bids received.
- 2) Bid Specs & Bid form.
- 3) Bid form from Compass Minerals America Inc.

Racine County has awarded the salt bid to **Compass Minerals America Inc.** Please reach out to Compass Minerals America Inc. **I suggest, to wait two (2) weeks before calling** to set up your account/specific information for your organization.

Call 1-800-323-1641 & press 1.(contact “Mathew”)

Compass Minerals America Inc. indicated to me all accounts should be in their system however, the information may need to be updated concerning Contact information, PO information, Shipping Timeframe information and any other information Compass Minerals America Inc. may require.

Make sure when you call you get your vendor number. Once you receive your vendor number keep the number handy because, every time you order salt your vendor number will be required.

When your organization is ready for a salt shipment use the detailed information below for placing your salt order. Once you have ordered, you will be given a confirmation number along with an approximate date for shipment. The trucking carrier will typically call your organization’s contact person (24 hours prior to shipping) to set up specific shipping arrangements. To be safe and to avoid any confusion be sure Compass Minerals America Inc. understands when you place the order that you want a phone call from the carrier **before** the salt is shipped.

Contacts:

1) **Orders.....Call: 1-800-323-1641 or Fax: 1-913-338-7945**

2) **Invoices:.....Compass Minerals Credit Department at.....800-323-1641**

3) **Specifications / delivery problems....Sean Lierz – Sales Manager at.....800-323-1641**

or E-Mail: LIERZS@COMPASSMINERALS.COM

If you have any questions or concerns please advise. Office: (262-886-8441) or Cell: (262-995-4867)
or *Email:* david.prott@racinecounty.com

SALT COST

| YEAR | COST |
|-------------|-------------|
| 1973 | \$10.65 |
| 1974 | \$11.10 |
| 1975 | \$11.48 |
| 1976 | \$12.12 |
| 1977 | \$14.02 |
| 1978 | \$15.75 |
| 1979 | \$21.96 |
| 1980 | \$20.33 |
| 1981 | \$19.88 |
| 1982 | \$19.43 |
| 1983 | \$17.45 |
| 1984 | \$19.48 |
| 1985 | \$27.67 |
| 1986 | \$18.62 |
| 1987 | \$15.65 |
| 1988 | \$15.65 |
| 1989 | \$21.15 |
| 1990 | \$21.95 |
| 1991 | \$24.60 |
| 1992 | \$26.10 |
| 1993 | \$26.90 |
| 1994 | \$27.60 |
| 1995 | \$27.60 |
| 1996 | \$29.85 |
| 1997 | \$29.85 |
| 1998 | \$30.15 |
| 1999 | \$29.94 |
| 2000 | \$29.94 |
| 2001 | \$36.89 |
| 2002 | \$32.18 |
| 2003 | \$29.98 |
| 2004 | \$29.98 |
| 2005 | \$29.98 |
| 2006 | \$34.58 |
| 2007 | \$36.65 |
| 2008 | \$77.95 |
| 2009 | \$55.90 |
| 2010 | \$58.14 |
| 2011 | \$60.35 |
| 2012 | \$60.35 |
| 2013 | \$60.35 |
| 2014 | \$69.20 |
| 2015 | \$61.15 |
| 2016 | \$54.73 |
| 2017 | \$46.47 |
| 2018 | \$72.30 |
| 2019 | \$97.53 |
| 2020 | \$69.93 |