

Department of Public Works

City Hall
730 Washington Avenue
Racine, Wisconsin 53403
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Mark H. Yehlen, PE
Commissioner of Public Works


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

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

May 31, 2017

Legistar Item: 523-17

To: Alderman Terry McCarthy, Chairman
Public Works and Services Committee

From: Tom Eeg 
Assistant Commissioner of Public Works/Operations

Re: Salt Cost for 2017-2018 Winter Season

Attached for your consideration is a communication from Racine County informing us the bid for road salt was awarded to Compass Minerals America, Inc., for the purchase of 6,000 tons (more or less) of salt for ice control for the 2017-2018 year at their bid price of \$46.47/ton delivered. This is the lowest it has been since 2007. The cost has been reduced by \$8.26, or 15.1% over the 2016 rates.

Funds to defray the cost of this purchase are available in Org-Object 14009-53200, Snow and Ice Control-Work Supplies.

TME:njp

attachment

SALT COST

YEAR	COST
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

To: Eeg, Thomas; Yehlen, Mark
Subject: FW: 2017/2018 Salt Bid

From: Prott, David [<mailto:David.Prott@racinecounty.com>]

Sent: Friday, May 26, 2017 10:01 AM

To: 'scottlaux@wi.rr.com'; 'hwydept@townofburlington.com'; 'Mark Osmundsen'; 'Mark Benish'; Folstrom, Bill; 'Jeff Dolezal'; 'Engel, Lillian D - DHS'; RS Gary Kastenson Twn Raymond; 'bpfeffer@caledoniawi.com'; 'JBERGLES@burlington-wi.gov'; 'doverroads@wi.rr.com'; 'Thomas.Christensen@caledoniawi.com'; Ken Hinz; 'bpfeffer@caledoniawi.com'

Cc: Anderson, Julie; Kirschling, Michael J.; Kortendick, Todd A.; Anders, Robert; Green, Pete; Zimmer, Gwen; McKinney, Duane; Englund, Kelsey; Klosterman, Alex; McDonald, Brett

Subject: 2017/2018 Salt Bid

Good Morning Everyone,

Great news for our 2017/2018 salt purchasing this year!

Compass Minerals America Inc. will be awarded the salt bid at **\$46.47 per/ton** for the winter season of 2017/2018.

Note: The 2017/2018 price of \$46.47 did **DECREASE** by **\$8.26 per/ton** from last year. (2016/2017 Price: \$54.73 per/ton with Morton Salt)

Price Tabulations for 2017/2018: (Directly Shipped To Your Location From Vendor)

1) Compass Minerals America Inc. : \$46.47 per/ton (Bid Award)

2) Morton Salt \$47.57 per/ton

3) Cargill: \$48.60 per/ton

Racine County has awarded the salt bid to **Compass Minerals America Inc.** Please see ordering information from Compass Minerals below dated May 26, 2017:

Good morning, David. Per our discussion, when you or your participating municipalities are ready to place orders, they can do so via e-mail (preferred method) to highwayorders@compassminerals.com. If they have order questions, they can e-mail or call 800-323-1641 x1. If they have issues or contract questions, they can call me at the same 800 number, ext 2.

Thank you...we look forward to being your vendor this winter.



Sean Lierz
Senior Sales Manager-Highway Sales
O: 913.344.9330 F: 913.338-7945
E: lierzs@compassminerals.com

Before contacting Compass Minerals America Inc. allow time for Compass Minerals to receive the award letter being sent to them by Racine County. We also need to allow time for Compass Minerals to get the information per the bid specs of delivery contacts, sites and quantities entered into their system. After talking to Compass Minerals it was suggested to wait in calling until mid to the end of June to set up your accounts/specific information to your organization. It was communicated to me by the end of June all of our information should be in Compass Minerals system for us to verify.

All organizations must call Compass Minerals America Inc. (**End of June 2017**) and set up your vendor number, billing arrangements/address, PO information if required, shipping location address, shipping timeframes, contact information and any other information Compass Minerals America Inc. may require.

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 above for placing your salt order. Once you have ordered, you will be given a confirmation number along with an approximate date for shipment. I was told by Compass Minerals America Inc that 95% of the time the trucking carrier will call your organizations 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.

If you have any issues concerning any aspect of your salt order please contact: Sean Lierz First at 1-913-344-9330.

Other contacts: Invoices:.....Matthew Griffiths at 1-913-344-9334
Contact Information "Orders".....Bo McCollow/Shirley Stetter at 1-800-592-6612

If you have any questions or concerns please advise. Office: (262-886-8441) or Cell: (262-995-4867) or Email: David.Prott@Racinecounty.com

Attached: 2017/2018 Bid Specs, Bid forms received by vendors & Tabulation of bids received

Have a great summer!

David Prott

Superintendent of Highways & Parks
Racine County Public Works & Development Services
14200 Washington Ave.
Sturtevant, WI 53177
262-886-8440

**Racine County Invitation for Bids
2017 - 2018 Road Salt**

Tabulation of Bids Received

	Morton Salt	Cargill Salt	Compass Minerals
Price per ton quoted:	\$47.57	\$48.60	\$46.47
Truckload Size for delivery?	25 tons	25 tons	25 tons
Stockpile location?	Milwaukee	Milwaukee	Milwaukee
Minimum Order Delivered?	25 tons	25 tons	25 tons
# of days to receipt of order?	1-5 business	3-5 business	3-7 ARO
Chemical analysis and gradation provided?	Yes	Yes	Yes
Payment terms	0/0/30 days	0/0/30 days	N/A