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

Racine County Finance Department – Purchasing Division

Racine County Courthouse 730 Wisconsin Avenue Racine, WI 53403-1238 Phone (262) 636-3700 Fax (262) 636-3763

Kenneth J. Schmidt Purchasing Coordinator



May 5, 2016

Dear Prospective Bidder:

You are invited to submit a bid to provide the annual supply of Road Salt, approximately <u>36,600 tons</u>, for Racine County and surrounding local municipalities. Sealed bids are due on or before 2:00 p.m. on Thursday May 19, 2016 at the above address. Late bids will not be accepted.

Responses must be in a sealed envelope or box and show the firm's name, address, and solicitation number on the cover. Your response must be manually signed and dated and include all requested information.

Any questions regarding this Invitation for Bid must be directed to:

Kenneth J. Schmidt
Purchasing Coordinator
Telephone: 262-636-3700
Facsimile: 262-636-3763
Ken.Schmidt@goRacine.org

No other Racine County employee or representative is authorized to provide information or interpret any portion of this solicitation. No contact from a vendor to any Racine County employee or elected official should be made during this process unless authorized by Racine County Finance Department.

General questions may be directed to Kenneth J. Schmidt, Purchasing Coordinator at 262-636-3700 between the hours of 8:00 a.m. and 4:30 p.m., Monday through Friday.

Sincerely,

Kenneth J. Schmidt

Kenneth J. Schmidt Purchasing Coordinator Encl: Bid Package

INVITATION FOR BID Bid # 16-PW-008

ANNUAL SUPPLY OF ROAD SALT

A. INSTRUCTIONS TO BIDDERS

1. <u>BIDDER'S QUESTIONS</u>

Bidders are reminded to carefully examine the bid and specifications upon receipt. If the Bidder does not fully understand the Invitation For Bid (IFB) or is in doubt as to the County's ideas or intentions concerning any portion of the IFB, any/all questions shall be submitted in writing to Kenneth J. Schmidt, Purchasing Coordinator, by 4:00 p.m. on Wednesday, May 11, 2016, either by fax or e-mail for interpretation or correction of any printed material.

Fax: 262-636-3763

E-mail: Ken.Schmidt@goRacine.org

2. ADDENDA

Any changes made as a result of a written request will be issued via bid addenda to all prospective bidders and if necessary, an extension will be made to the bid opening date. Addenda will be posted to the Racine County website (www.racineco.com) under Bids/Proposals. Bidders are responsible for checking this website for any future addenda, etc. prior to the opening date. All addenda must be signed and returned with your bid. Bidders who do not return the addenda may have their bids rejected. If you are unable to access the internet, contact Racine County Finance Department – Purchasing Division at 262-636-3129 for a hard copy.

If the bidder receives a proposal packet from any source or entity other than Racine County Finance Department – Purchasing Division, the bidder is responsible for contacting Racine County Finance and requesting the firm's name be put on the bid list for the project. Failure to do so in no way obligates Racine County to send out addendum or other information concerning this request to the firm.

3. METHOD OF BID

Bidders shall submit bids on the Bid Form provided. A legally authorized representative of the bidder shall sign the Certification of Vendor section of the Bid Form. Bids written in pencil or in a format other than the attached worksheets will be rejected. Erasures or corrections of mistakes on Bid Form will be initialed or signed by bidder. Failure to meet any requirements listed in this bid document may be cause for disqualification of the bid.

Any information held to be proprietary by a bidder must be plainly marked as such and may not include pricing.

4. INCURRING COSTS

Racine County is not liable for any costs incurred in replying to this IFB.

5. TWO COPIES ARE REQUIRED

Unless otherwise specified, one (1) original and one (1) copy of your bid response are required. At least one response must have an original signature in blue ink under Certification of Vendor.

6. ADDITIONAL DATA WITH BID

Bidders may include any additional information deemed advantageous to Racine County. Consideration of additional data and information is to be held optional to Racine County.

7. ADDRESSING OF BIDS

The bid shall be submitted in a sealed envelope. Sealed envelope shall be marked with bidder's return address and shall be addressed as follows:

TO: KENNETH J. SCHMIDT

PURCHASING COORDINATOR

RACINE COUNTY COURTHOUSE 4th FLOOR

730 WISCONSIN AVE RACINE, WI 53403-1238

On the front of the envelope write: ROAD SALT

DUE: May 19, 2016

8. DUE DATE

Sealed bids will be accepted by Racine County Finance Department – Purchasing Division until 2:00 P.M. CDT, on Thursday, May 19, 2016. The bids will then be publicly opened and read aloud.

9. AMENDMENTS TO BIDS

Each bidder will be allowed a period of forty-eight (48) hours after the time and date set for receipt of bids to notify Racine County in writing of a material mistake in the bid. Failure of bidder to notify Racine County in the manner and within the time limit specified above will constitute a waiver by the bidder of all rights and remedies relative to a material mistake.

Formal bid amendments thereto, or requests for withdrawal of bid received by Racine County after time specified for opening will not be considered.

10. LATE BIDS

Late bids will not be accepted and will be returned unopened.

11. WITHDRAWAL OF BIDS

Bids may be withdrawn by written or electronic request received from bidder prior to time and date fixed for bid opening. Negligence on the part of the bidder in preparing the bid confers no right for withdrawal of the bid after it has been opened. Bids that are withdrawn prior to the time and date set for bid opening will be returned unopened.

12. BIDS BINDING - 60 DAYS

Unless otherwise specified, all formal bids submitted shall be binding for sixty (60) calendar days following bid-opening date.

B. TERMS AND CONDITIONS

VENDOR ELIGIBILITY

Bids will only be accepted from bona-fide manufacturers or authorized manufacturer's agents. Satisfactory evidence of bidder's qualifications and available tonnage of material will be required prior to acceptance of bid.

2. REQUIRED DATA

The information listed below shall be detailed on the Bid Form. Additional information may be attached.

- a. Vendor's name and address
- b. Payment Terms
- c. Name, address and phone number to place orders
- d. Person(s) responsible for invoicing, specification (quality), and delivery problems (quantity, timing, etc.)
- e. Material available per shipping point
- f. Price of material F.O.B. shipping point (loaded on customer trucks)
- g. Daily trucking capacity available from each shipping point
- h. Sample billing and shipping forms
- i. Chemical analysis and gradation (optional)

Note: Items 'a' through 'h' must be provided. Incomplete information can cause bid to be rejected.

3. QUANTITIES

The estimated quantities required are detailed in the SPECIFICATIONS. It is estimated that the County and the other listed municipalities shall purchase approximately 36,600 tons during the period commencing on May 1, 2016 through April 30, 2017. The County and the other listed municipalities make no guarantees of any specific minimum purchase. The vendor shall supply each municipality up to 150% of the quantity required at the price quoted in this bid.

4. METHOD OF ORDERING

Deliveries will be authorized by telephone orders placed by the appropriate municipal contact person.

5. METHOD OF MEASUREMENT

It shall be the obligation of the vendor to obtain and provide copies of weigh bills and delivery tickets to the municipal inspector as deliveries progress. Payment for quantities shall be determined from the approved weigh bills and delivery tickets.

6. DELIVERY INFORMATION

Deliveries shall commence within delivery time stated on the Data Sheet or within five (5) business days from a telephone order, whichever is less. Delivery time will commence on the date of the telephone order. The delivery time may be extended by the contact person at each municipality, upon request of the vendor, in the event of inclement weather.

Delivery shall be made using end dump trucks and/or trailers of a size that will enter a building with a door ten (10) feet wide and twelve (12) feet high. The sodium chloride shall be effectively protected from moisture at all times and shall be covered while in transit from the vendor's shipping point to the delivery points. When requested, delivery shall be made with equipment capable of unloading the material a minimum of fifteen (15) feet from the hauling unit and a minimum of ten (10) feet above ground.

All deliveries shall be made at the destinations between the hours of 8:00 a.m. and 3:00 p.m., excluding Saturdays, Sundays, and holidays, unless specific prior arrangements have been made with the municipality representative.

7. DELIVERY TICKETS

A delivery ticket, in triplicate, must accompany each delivery and must show the name of the trucking firm, the gross, tare, and net weight of the delivery, the delivery date, and the signature(s) of those responsible for weighing and accepting the load at the time of delivery. Weight information shall be imprinted on the delivery ticket by means of an indelible recording device or typed registering beam. When unloading equipment is used, the delivery ticket shall indicate its use and be verified by the person accepting delivery.

When delivery is made, the original ticket shall be signed and retained by the representative of the Municipality accepting shipment. A copy of the signed ticket shall be retained by the vendor for inspection by the municipality during the contract period or until final payment.

8. PRICING / PAYMENTS

The Bid Form must indicate the price per ton FOB any delivery point in Racine County. The price must be firm for the contract period and for the amounts ranging from the quantities listed in the Specifications up to 150% of the quantities shown.

Prices quoted must be net after deducting all trade and quantity discounts. Where cash discounts for prompt payment are offered, the discount period shall begin with the date of receipt of a correct invoice or receipt of final acceptance of goods, whichever is later.

Vendors who wish to quote a discount for early payment may do so by noting the discount in the Payment Terms on the Invitation For Bid Form; for example – 2/15 net 30. Discounts will be considered when evaluating costs.

9. INVOICING

Invoice amounts must be supported by delivery tickets signed by municipal representatives or authorized agents. Invoices must include delivery ticket numbers, the tonnage for each delivery, the purchase order number, the project ID number and the name of the trucking firm delivering the invoiced material.

Invoices will be adjusted by the municipality to reflect any liquidated damages, any short weights discovered, or any gross weights in excess of the statutory limits.

Thirty (30) day payment of invoices is standard. However, this schedule will be voided by any need to seek corrected invoices for moisture content, inadequate or inaccurate information on the invoice, or any other situation that results in the need to request reinvoicing.

10. LIQUIDATED DAMAGES

Delivery

- a. Five (5) percent of the shipment price shall be deducted from the invoice amount for each delivery that arrives at the delivery site uncovered.
- b. Five (5) percent of the shipment price shall be deducted from the invoice amount for each delivery that arrives at the delivery site outside the delivery hours specified.
- c. Failure to deliver within the time specified may result in procurement from alternate sources. Added cost due to procurement from alternate sources shall be the liability of the vendor.
- d. No payment shall be made for any quantities delivered that, together with the tare weight, exceed statutory weight limitations for the delivery vehicle(s).

Material Specifications

- a. Ten (10) percent of the shipment price shall be deducted from the invoice amount for each delivery received which exceeds two (2) percent moisture content. Alternatively, at the purchaser's option, deliveries exceeding two (2) percent moisture may be rejected.
- b. Materials not meeting other physical and chemical specifications shall not be shipped and may be rejected.
- c. All rejected materials shall remain the property of the vendor and no compensation for transportation, demurrage charges or any other costs will accrue to the vendor. The vendor shall promptly take custody of rejected material at the destination and make arrangements for disposition and removal of the material within ten (10) days. If vendor fails to remove the material within ten (10) days, the purchaser may dispose of the material at the vendor's expense.

11. BASIS OF PAYMENT

Requests for payment shall be submitted to the individual municipalities receiving delivery of the road salt. The vendor shall make arrangements with the individual municipalities as to where payment requests shall be submitted. Individual municipalities shall be responsible for payment of deliveries made to their respective locations. Racine County shall not be responsible for payment of deliveries to any municipality other than Racine County's Ives Grove Shop or Rochester Shop.

12. AFFIRMATIVE ACTION

Racine County is committed to fulfilling its role as an Affirmative Action/Equal Opportunity Employer. We request your vigorous support of our Affirmative Action efforts. Our relationship with your agency is based upon your willingness to accept and comply with Executive Order 11246, as amended, and other federal laws requiring equal employment opportunity without regard to race, religion, color, national origin, sex, disability or veteran status. By signing the Certification of Vendor on the Bid Page, you indicate your acceptance and compliance.

C. ROCK SALT SPECIFICATIONS

The requirements identified in this section represent the product(s) currently being used and is the basis for the resulting contract.

The following specifications are minimum acceptable requirements. The material specified is rock salt to be used for winter road maintenance purposes. Bid specifications may not be revised without an official written addendum issued by Purchasing.

1. DESCRIPTION OF WORK

The work under this bid is for the estimated annual supply of salt for ice control in the amount of approximately <u>36,600 tons</u>. Bid shall be based on salt delivered to the designated municipality sites. The bid must contain a statement of agreement to furnish Racine County's requirements for the period May 1, 2016 to April 30, 2017. The bid shall also show the guaranteed chemical analysis, the gradation of the salt offered and the approximate delivery time requirements.

2. DELIVERY CONTACT, SITES and QUANTITIES

The following is a list of the locations and approximate quantities to which the vendor shall deliver salt. The quantities are estimates based on previous year's usage. Racine County does not guarantee these quantities will be purchased during the contract period.

e.	Blaine Pfeffer, Highway Foreman Village of Caledonia Village Hall and Highway Shop
f.	Mark Benish, Highway Foreman Village of Mount Pleasant Highway Department Garage
g.	Scott Laux, Foreman Town of Norway Town Of Norway Garage
h.	James Bergles , Director of Public Works City of Burlington City of Burlington Garage
i.	John Ertl, DPW Foreman Town Of Raymond Town Of Raymond Garage
j.	Lillian Engel, Purchasing Supervisor Southern Wisconsin Center
k.	Mark Osmundsen, Director of Public Works Village of Union Grove

I. Jake Isaacson, Superintendent	
Town of Dover	500 tons
4110 S. Beaumont Ave. Kansasville WI. 53139	
262-206-1319 or Jeff Busch 262-206-3822	

<u>Note</u>: The vendor shall notify the Municipality contact to make arrangements for shipment quantity, time of delivery and direct billing information.

3. COMMODITY: SODIUM CHLORIDE

- Classification: This specification covers sodium chloride intended for use as a deicer for road maintenance purposes, commercially designated as sodium chloride, rock salt, Type I, Grade 1.
- b. The standard specifications for sodium chloride as set forth in American Society Testing and Materials (ASTM) Specifications, Designation D-632, 5.1.1, is hereby incorporated herein by reference as if set forth in full.
- c. Chemical and mixture Specification:
- The delivered product may be a mixture and shall be comprised of no less than ninetyfive percent rock salt by weight.
- The rock salt shall be comprised of no less than ninety-five percent (95%) sodium chloride (NaC1).
 - d. Physical Requirements: The delivered product shall conform to the American Society of Testing Materials Specifications, Designation D-632, 5.1.1 (Type 1, Grade 1) when tested by means of laboratory sieves as follows:

SIEVE	WEIGHT PERCENT PASSING
3/4" (19.05MM)	100
1/2" (12.5mm)	98 to 100
3/8" (9.5mm)	95 to 100
No. 4 (4.75mm)	20 to 90
No. 8 (2.36mm)	10 to 60
No. 30 (600um)	0 to 15

e. Condition:

- The delivered product at the time of delivery at a requested destination shall be free-flowing in usable condition with sufficient non-caking additive incorporated into mixture to keep it free flowing.
- The delivered product at the time of delivery at a requested destination shall contain no more than two percent (2%) moisture. (ASTM E-534)

 Product shall be free from any foreign material at the point of delivery. Residue from truck beds such as coke, grain, coal, gravel, etc., or other materials not germane to sodium chloride may be cause for rejection. Any residue materials used in the production of the product or any oversized materials found in the delivery order may be cause for rejection.

D. AWARD INFORMATION

1. CONDITIONS OF AWARD

All bidders, by submission of their respective bids, agree to abide by the rules, regulations, procedures, and decisions of Racine County.

2. QUALIFYING BIDDERS

Prior to awarding of the bid, Racine County may require submission of complete financial statement and questionnaire describing bidder's financial ability and experience in performance of similar work.

3. AWARD

It is the intent of Racine County to award the Contract to the lowest responsive responsible Bidder provided the bid has been submitted in accordance with the requirements of the Contract Documents and does not exceed the funds available. Intent to award will not be made and a contract will not be executed until Racine County, at its sole discretion, accepts a bid.

The County of Racine, through its duly authorized agents, reserves the right to reject any or all bids, to waive all technicalities, and to accept the bid deemed most advantageous to Racine County. Work schedule, competency of bidder, ability to render satisfactory service and past performance will be considered in determining award. Vendor reputation for providing a quality product and timely delivery shall also be considered.

4. TIE BIDS

If two (2) or more bidders submit identical bids, the decision of Racine County to make award to one or more of such bidders shall be final.

5. NOTICE OF ACCEPTANCE

Written notice of award to bidder in the form of a letter and/or purchase order will be mailed to the address shown on the bid and will be considered sufficient notice of acceptance of bid.

CERTIFICATION OF VENDOR

Bid # 16-PW-008

ANNUAL SUPPLY OF ROAD SALT

I fully understand the requirements of this bid and certify on behalf of my company that we can meet the requirements stated throughout this Invitation for Bid.

COMPANY:		
TYPE/PRINT NAME:		
SIGNATURE:		
TITLE:		
ADDRESS:		
CITY/STATE/ZIP:		
TELEPHONE:	FAX:	
E-MAIL:	DATE:	

BID FORM

Bid # 16-PW-008

ANNUAL SUPPLY OF ROAD SALT

BASE BID Bid for furnishing annual supply of Road Salt f period from May 1, 2016 to April 30, 2017.	for Racine County N	<i>f</i> lunicipalities	covering the
What is the size of the truckload to be deliv	vered at one time?	v	
Dump truck delivery FOB Racine County, \	Visconsin:		Price per ton
Location of the stockpile:			•
Delivery:			
Minimum Order Delivered:			
Number of Days to Receipt of Order:			
Chemical analysis and gradation enclosed	:	YES	NO
ADDITIONAL REQUIRED DATA:			
Payment Terms: Vendors who wish to quote a the discount.			
Contact Information Orders: Name:Address:		D.	AYS
City/State/Zip:			
Phone:Fax: _			
Invoices: Name:	Ph:		_
Specification / delivery problems: Name:	Ph:		±
Material available per shipping point: Location:	Tons;		
Daily trucking capacity available from each	shipping point:		

Tons per day: _____

Racine County invitation for Bids 2016 - 2017 Road Salt

Tabulation of Blds Received

	Morton	Cargill	Compass	<u>Detroit</u>
	Salt	Salt	<u>Minerals</u>	Salt
Price per ton quoted:	\$54.73	\$57.38	\$59.25	Declined to bid
Truckload Size for delivery?	25 tons	25 tons	25 tons	
Stockpile location?	Milwaukee	Milwaukee	Milwaukee	
Minimum Order Delivered?	20 tons	25 tons	25 tons	
# of days to receipt of order?	1-5 business	3-5 business	3-7 ARO	
Chemical analaysis and gradiation provided?	Yeş	Yes	Yes	
Payment terms	0/0/30 days	0/0/30 days	N/A	

Racine County Specifications for: Road Sall May 2016



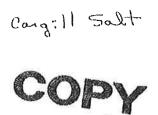
BID FORM

Bld # 16-PW-008

ANNUAL SUPPLY OF ROAD SALT

i	BASE BID Bid for furnishing annual supply of Road Salt for Racine County period from May 1, 2016 to April 30, 2017.	Municipalities	covering the
	What is the size of the truckload to be delivered at one time?	Regular-sized dump truck	
	Dump truck delivery FOB Racine County, Wisconsin:	\$54.73	Price per ton
	Location of the stockpile: Milwaukee, WI		
	Delivery;		
	Minimum Order Delivered:	25 tons	
	Number of Days to Receipt of Order:	1-5	
	Chemical analysis and gradation enclosed:	X YES	-NO
	ADDITIONAL REQUIRED DATA:		
	Payment Terms: Vendors who wish to quote a discount for early the discount.	y payment ma	y do so by noting
	DISCOUNT N/A %DAYS; NET 30		DAYS
,	Contact Information Orders: Name: Morton Salt Customer Service Address: 2625 Butterfield Road, Suite 208E City/State/Zip: Oakbrook/IL/60523 Phone: 855/665-4540 Fax: 630/661-2735 Alln: Road State Sta		
	Specification / delivery problems: Name: Debbi Jones Ph: 708/891	-5847	
	Material available per shipping point: Location: Milwaukee, WI Tons: 150,0	00 short tons	-
	Daily trucking capacity available from each shipping point:		
ignature	Tons per day: 6,000 Apthony T. Patton, Director, U.S. Gov'l Bulk Deicing Sales & Market	ing	
ignature	Page 11 Deniel P. Thompson, VP. Bulk Deicing Sales & Marketing		

Racine County Specifications for: May 2016



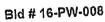
BID FORM

Bid # 16-PW-008

ANNUAL SUPPLY OF ROAD SALT

BASE BID Bid for furnishing annual supply of Road Salt for Racine County period from May 1, 2016 to April 30, 2017.	y Municipalities	covering the
What is the size of the truckload to be delivered at one time	7 25 tons	
Dump truck delivery FOB Racine County, Wisconsin: Location of the stockpile: M1.1waukee, WI		Price per ton
		500)
Delivery:		
Minimum Order Delivered:	_25 tons	
Number of Days to Receipt of Order:	3-5 busin	less days
Chemical analysis and gradation enclosed:	_XYES	NO
ADDITIONAL REQUIRED DATA:		
Payment Terms: Vendors who wish to quote a discount for earl the discount.	ly payment may	do so by noting
DISCOUNT 0 % 0 DAYS; NET 3	30D	AYS
Contact Information Orders:		
Name: Tameka Roby	-	
Address: 24950 Country Club Blvd., Suite #450	_	
City/State/Zip: North Olmsted, Ohio 44070 Phone: 1-800-600-7258 Fax: 1-800-467-3409	=	
Involcae	600-7258	
Specification / delivery problems: Name: Tameka Roby Ph: 1-800-		
Material available per shipping point: Location: Milwaukee, WI Tons: 130,00	00	
Daily trucking capacity available from each shipping point:		
Tons per day: 1,000		

BID FORM





ANNUAL SUPPLY OF ROAD SALT

BASE BID Bid for furnishing annual supply of Road Salt for Racing	e County Mi	unicipalities cov	ering the
t dans May 1 Julio 10 April 991 Ex 113		25 TONS	
What is the size of the truckload to be delivered at	one uner	59.25	Price per ton
Dump truck delivery FOB Racine County, Wisconsi	De 39	<u> </u>	-:
Location of the stockpile: MILWAUKEE, WI			
Delivery:		25 TONS	
Minimum Order Delivered:		3-7 DAYS	ARO
Number of Days to Receipt of Order:		X	
Chemical analysis and gradation enclosed:		YES	NO
ADDITIONAL REQUIRED DATA:		ant may	do so by noting
Payment Terms: Vendors who wish to quote a discount the discount. DISCOUNTN/A% _N/ADAYS	unt for early	N/A D	AYS
Contact Information Orders: Name: BO MCCOLLOW / SHIRLEY ST	ETTER	_	
Advage: 2001 S. LINCOLN MEMORIAL		=	
MIT WALKEE WI 532U/			
Phone:800-592-6612 Fax:414		- 44 0024	
Involces: Matthew Griffiths	Ph:913-3	344-9334	
Specification / delivery problems: Name: Sean Lierz	Ph: 913-34	14-9330	-
Material available per shipping point: Location:Milwaukee, WI	Tons:	1,900	
Daily trucking capacity available from each ship Tons per day:To Be Determined	pping poin	t:	20