

Department of Public Works

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



Mark H. Yehlen, PE
Commissioner of Public Works

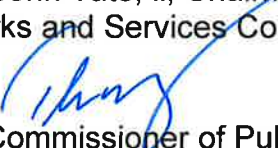
Thomas M. Eeg, P.E.
Asst. Comm. of Public Works/Operations

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

May 22, 2018

Legistar Item: 0546-18

To: Alderman John Tate, II, Chairman
Public Works and Services Committee

From: Tom Eeg 
Assistant Commissioner of Public Works/Operations

Re: Salt Cost for 2018-2019 Winter Season

Attached for your consideration is a communication from Racine County informing us the bid for road salt was awarded to Morton Salt, for the purchase of 6,000 tons (more or less) of salt for ice control for the 2018-2019 year at their bid price of \$72.30/ton delivered.

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
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

Payne, Nancy

From: Eeg, Thomas
Sent: Tuesday, May 22, 2018 10:56 AM
To: Payne, Nancy
Subject: FW: 2018/2019 Salt Bids
Attachments: 2018-19 Road Salt Bid Tabulation.pdf; Morton Salt.pdf; 20180521132352980.pdf

Something to add to this agenda or just hold until the next meeting is fine.

Thomas M. Eeg, P.E. [<mailto:Thomas.Eeg@cityofracine.org>]
Assistant Commissioner of Public Works / Operations
730 Washington Avenue
Racine, Wisconsin 53403
262-636-9123
262-636-9142 Fax

From: Folstrom, Bill
Sent: Monday, May 21, 2018 2:07 PM
To: Eeg, Thomas; Yehlen, Mark
Cc: Kasper, Kathryn
Subject: FW: 2018/2019 Salt Bids

FYI

From: Prott, David [<mailto:David.Prott@racinecounty.com>]
Sent: Monday, May 21, 2018 1:55 PM
To: Folstrom, Bill; 'hwydept@townofburlington.com'; BJacoby@caledoniawi.com; 'Mark Benish'; 'scottlaux@wi.rr.com'; priggs@burlington-wi.gov; RS Gary Kastenson Twn Raymond; 'Engel, Lillian D - DHS'; bdexter@uniongrove.net; 'doverroads@wi.rr.com'; Ken Hinz
Cc: Anderson, Julie; Kirschling, Michael J.; Kortendick, Todd A.; Anders, Robert; Green, Pete; McKinney, Duane; Tillmann, Alexandra C.; Zimmer, Gwen; Randelzhofer, Tricia S.; Mascorro, Kelsey
Subject: 2018/2019 Salt Bids

Good Afternoon Everyone,

I am sorry to be the bearer of bad news! Unfortunately, we have a very large increase in salt costs going into the 2018/2019 winter season. This increase shall adversely affect all of our 2018/2019 winter operating budgets.

Bid results for our 2018/2019 salt purchasing this year is as follows.

Morton Salt will be awarded the salt bid at **\$72.30 per/ton** for the winter season of 2018/2019.

Note: The 2018/2019 price of \$72.30 did **INCREASE** by **\$25.83 per/ton** from last year. (2017/2018 Price: \$46.47 per/ton with Compass Minerals America Inc.)

Price Tabulations for 2018/2019: (Directly Shipped To Your Location From Vendor)

1) Morton Salt \$72.30 per/ton (Bid Award)

- 2) Compass Minerals America Inc. : \$74.51 per/ton
- 3) Cargill: \$83.97 per/ton
- 4) Detroit Salt.....Declined to Bid.

Attached:

- 1) 2018/2019 Tabulation of bids received.
- 2) Bid Specs & Bid form received by Morton Salt.
- 3) Bid forms from Compass and Cargill.

Racine County has awarded the salt bid to **Morton Salt**. Before contacting Morton Salt allow time for Morton Salt to receive the award letter from Racine County. We also need to allow time for Morton Salt to get the information entered into their system per the bid specs of delivery contacts, sites and quantities. After talking (5/21/18) to Morton Salt **I suggest, to wait two (2) weeks before calling** to set up your account/specific information for your organization.

All organizations must call Morton Salt and set up your vendor number, billing arrangements/address, PO information if required, shipping location address, shipping timeframes, contact information and any other information Morton Salt may require (may need W-9 form & Tax ID form in not already in Morton's Salt system).

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. I was told by Morton Salt that 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 Morton Salt 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 set-up please contact: Jasman Simons "First" at 1-630-861-2310 or e-mail jsimons@mortonsalt.com

Other contacts:

**1) Contact Information "Orders".....Call: 1-855-665-4540 or Fax: 1-630-214-0725
Attn: Road Salt Department or E-Mail: buyroadsalt@mortonsalt.com**

- (NOTE), Morton Salt has a new on-line salt ordering system called "WEB SHOP". Morton Salt indicated to me information (the link) will be sent on how to access this on-

line system and set-up a pass word to allow for your organizations ordering needs if you wish. I will send to all, the link for this process once, I receive the information.

2) Invoices:.....Cindy Atamian at 1-312-807-2581

3) Specifications / delivery problems.....Debbi Jone at 1-708-891-5847

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

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 2018 - 2019 Road Salt

Tabulation of Bids Received

	Morton Salt	Cargill Salt	Compass Minerals	Detroit Salt
Price per ton quoted:	\$72.30	\$83.97	\$74.51	Declined
Truckload Size for delivery?	25 tons	25 tons	22-25 tons	to Bid
Stockpile location?	Milwaukee	South Chicago, IL	Milwaukee	
Minimum Order Delivered?	20 tons	25 tons	25 tons	
# of days to receipt of order?	1-5 business	3-5 business	5 ARO	
Chemical analysis and gradation provided?	Yes	Yes	Yes	
Payment terms	0/0/30 days	0/0/30 days	0/0/30 days	