



City of Wheaton  
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City of Wheaton, Illinois

**TO:** Mike Dzigan City Manager  
**FROM:** Joan M. Schouten, MBA CPIM CPPB Procurement Officer  
**DATE:** April 25, 2016  
**RE:** Recommendation to Award

## Bulk Rock Salt

**Solicitation Process: Piggy-back County of DuPage**

**Recommended Professional Service Provider: Compass Materials**

*The adopted FY 2017 General Fund budget includes a total of \$239,415 for the purchase of bulk rock salt:*

**Available Budget:** \$239,415 (3,300 @ \$72.55/ton)

**Request for Purchase:** \$185,955 (3,300 @ \$56.35/ton)

**Remaining Budget:** \$ 53,460

**Background:** The city's decision to purchase the above material is based on the following:

- Bulk Rock Salt is required to service the streets during snowy weather.
- Beginning in 2014, DuPage County allowed municipalities to piggy-back on their contract for rock salt. For the past few years the city opted to purchase rock salt through DuPage County based on the knowledge that their bid has historically offered better pricing than the State Contract.
- This year DuPage County included an additional 26 municipalities in their solicitation.
- The lowest cost most responsive, responsible bidder offered a price of \$56.35/ton = \$16.20/ton below budget or \$14.09/ton below last year's price.
- The City is required to purchase a minimum of 2,640 tons of salt or 80 percent of the budgeted quantity. If necessary, the contract also allows the City to purchase an additional 990 tons of salt or 30 percent more of the budgeted quantity at the bid price of \$56.35.

*Historic comparison of salt prices from the State and DuPage County*

Winter of:	State Contracted Price	County Price	Budgeted Quantity	Budgeted Price	Contract through	Savings from Purchasing through County rather than State
2007	\$ 40.15	\$ 37.87	3,420	\$ 38.75	state	Not an option
2008	\$ 120.45	\$ 46.58	4,000	\$ 42.16	state	Not an option
2009	\$ 76.53	\$ 72.58	3,300	\$ 132.00	state	Not an option
2010	\$ 76.48	\$ 63.48	3,300	\$ 78.83	state	Not an option
2011	\$ 76.48	\$ 63.48	3,300	\$ 78.83	state	Not an option
2012	\$ 53.38	\$ 63.48	3,300	\$ 79.55	state	Not an option
2013	\$ 52.31	\$ 48.94	3,300	\$ 79.55	state	Not an option
2014	\$ 112.06	\$ 70.44	3,300	\$ 60.60	county	<b>\$137,346.00</b>
2015	\$ 75.79	\$ 70.44	3,300	\$ 71.85	county	<b>\$17,655.00</b>
2016	\$ 75.79	\$ 56.35	3,300	\$ 72.55	county	<b>\$64,152.00</b>