

# CITY OF HIGH POINT

## AGENDA ITEM



**Title:** Salt Supplier City Wide

**From:** Terry Houk – Public Services Director  
Robby Stone – Asst. Director Public Services

**Meeting Date:** July 15, 2019

**Public Hearing:** N/A

**Advertising Date:** April 18, 2019

**Advertised By:** Purchasing

**Attachments:** Bid Tab  
Recommendation Form

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### **PURPOSE:**

The City budgets on an annual basis for suppliers to provide de-icing materials to city crews. The de-icing materials are used to prepare brine mixtures and apply to public streets in order accelerate melting of ice and snow that can create difficulty or safety hazards during commutes.

### **BACKGROUND:**

The city retains a stock supply of 800 tons of bulk road salt supplies for the purpose of accelerating the melting of ice and snow on the public roadways within the city. At the April 30<sup>th</sup>, 2019 bid opening, Mid-Atlantic Salt, LLC was the low bidder. Their prices are competitive with historical pricing for this type of supplied material. This contract is for a three-year period with the option to renew for two additional one (1) year periods if terms and pricing are agreeable to the City of High Point and the vendor.

### **BUDGET IMPACT:**

Funds for this project are in the following account: Various Accounts

### **RECOMMENDATION / ACTION REQUESTED:**

City Council is requested to award a contract to Mid-Atlantic Salt, LLC for the purchase of Bulk Road Salt in the annual amount of \$73,450.00 for a total contract award of \$220,350.00. The contract is for a three-year period with the option to renew for two additional one-year periods beginning July 1, 2019 thru June 30, 2022.

<b>BID TABULATION</b> <b>BULK ROAD SALT</b> <b>Bid 57-043019</b>					
<b>Vendor</b>	<b>Qty</b>	<b>U/M</b>	<b>Unit Price</b>	<b>Delivery</b>	<b>Total Bid</b>
Mid-Atlantic Salt LLC	650	TN	\$113.00	3-5 Days	\$73,450.00
Cargill, Inc	650	TN	\$121.42	3-5 Days	\$78,923.00
Detroit Salt Co, LLC	650	TN	\$114.93	3-7 Days	\$74,704.50