

VILLAGE OF DOWNERS GROVE
Report for the Village
4/13/2021

SUBJECT:	SUBMITTED BY:
Contract Extension - Purchase of Bulk Rock Salt	Andy Sikich Public Works Director

SYNOPSIS

A resolution has been prepared to authorize a contract extension for the purchase of bulk rock salt from Detroit Salt Company, LLC of Detroit, Michigan at a cost of \$82.63 per ton for a total not-to-exceed amount of \$388,361.

STRATEGIC PLAN ALIGNMENT

The goals for 2019 - 2021 include *Exceptional Municipal Services*.

FISCAL IMPACT

The FY21 Budget includes a total of \$325,000 for this purchase:

- \$25,000 in the General Fund, and;
- \$300,000 in the Motor Fuel Tax Fund

\$138,737.70 has been spent on rock salt in FY21. With this purchase, the total spent on salt in FY21 will be \$527,095.70. Adequate fund balance exists in the General Fund to accommodate any required expenditures.

RECOMMENDATION

Approval on the April 13, 2021 consent agenda.

BACKGROUND

The Village procures rock salt for snow and ice control operations from two sources, a DuPage County contract and a State of Illinois contract. Purchasing rock salt from two sources provides the Village with a higher level of reliability of delivery when demand is high. Both contracts are the result of multi-agency bidding processes.

The DuPage County contract provides November delivery and allows the salt storage facility to be filled prior to the 2021/2022 winter season. This contract complements the State of Illinois salt contract, which provides for in-season deliveries. Bid pricing for the state contract is expected later this summer.

DuPage County is exercising their renewal option from last year's contract with Compass Materials for the 2021/2022 snow season at a price of \$85.11 per ton. The Village awarded to The Detroit Salt Company in FY20 due to better unit pricing for early delivery, which was \$82.63 per ton. Detroit Salt Company has agreed to extend the same price for early delivery in 2021. The Village intends to purchase 4,700 tons.

Staff is confident that the Village's current salt supply along with the amount of salt requested, the allocation with the State of Illinois, and the use of anti-icing agents will provide the material resources necessary to meet the service objectives described in the Village Snow Removal and Ice Control Policy in a cost effective manner.

ATTACHMENTS

Resolution

Contract Extension

RESOLUTION NO. _____

**A RESOLUTION AUTHORIZING EXECUTION OF AN EXTENSION TO THE
AGREEMENT BETWEEN THE VILLAGE OF DOWNERS GROVE
AND THE DETROIT SALT COMPANY, LC**

BE IT RESOLVED by the Village Council of the Village of Downers Grove, DuPage County, Illinois, as follows:

1. That the form and substance of a certain Agreement (the "Agreement"), between the Village of Downers Grove (the "Village") and The Detroit Salt Company, LC ("DSC"), for the purchase of bulk road salt, as set forth in the form of the Agreement submitted to this meeting with the recommendation of the Village Manager, is hereby approved.

2. That the Village Manager and Village Clerk are hereby respectively authorized and directed for and on behalf of the Village to execute, attest, seal and deliver the Agreement, substantially in the form approved in the foregoing paragraph of this Resolution, together with such changes as the Manager shall deem necessary.

3. That the proper officials, agents and employees of the Village are hereby authorized and directed to take such further action as they may deem necessary or appropriate to perform all obligations and commitments of the Village in accordance with the provisions of the Agreement.

4. That all resolutions or parts of resolutions in conflict with the provisions of this Resolution are hereby repealed.

5. That this Resolution shall be in full force and effect from and after its passage as provided by law.

Mayor

Passed:

Attest: _____
Village Clerk

**EXTENSION TO THE AGREEMENT BETWEEN
THE VILLAGE OF DOWNERS GROVE
AND THE DETROIT SALT COMPANY, L.C**

The Village of Downers Grove, Illinois and The Detroit Salt Company, L.C (“DSC”) entered into an agreement through the DuPage County Joint Bid Purchasing Agreement for the purchase of early delivery bulk road salt effective on or about June 1, 2020 (the “Agreement”). Pursuant to the terms stated therein, the parties desire to extend the Agreement for the first one-year renewal period under the following terms:

1. The Village shall purchase and DSC shall deliver 4,700 tons of ASTM D 632 road salt from DSC prior to November 30, 2021 at a price of \$82.63 per ton-dumped, for a total not-to-exceed contract price of \$388,361.00. This price includes all delivery charges to the Downers Grove Public Works Facility at 5101 Walnut, Downers Grove.
2. All other terms from the June 1, 2020 Agreement remain in full force and effect.

VILLAGE OF DOWNERS GROVE

THE DETROIT SALT COMPANY, L.C

Village Manager



Richelle Labut

Attest:

Title: Business Operations Manager

Village Clerk

Date: _____

Date: 03/18/21