



## CITY OF WASHINGTON, ILLINOIS

### City Council Agenda Communication

**Meeting Date:** 04-20-2020

**Prepared By:** Kevin Schone-Public Works Director

**Agenda Item:** Resolution – Bid Award: PW-20-04 Softener Salt

**Explanation:** On Wednesday, April 8, 2020, bids were opened and publicly read for the City's purchase and delivery of approximately 1,250 tons of Industrial Grade Water Softener Salt for use at the City's Water Treatment Plants. Bid documents were forwarded to six prospective suppliers and two proposals were received. The following are the results of this effort.

Supplier	Unit Price	Total Cost
Morton International	No Bid	No Bid
Cargill Salt	No Bid	No Bid
Compass Minerals	No Bid	No Bid
Gunther Salt Company	\$112.50	\$140,625.00
Water Solutions Unlimited	No Bid	No Bid
Midwest Salt, LLC	\$112.50	\$140,625.00

**Fiscal Impact:** \$120,000 in FY 20/21, salt purchases over the last 3 years has averaged approximately \$108,000.

**Recommendation/**

**Committee Discussion Summary:** The above price compares to last year's awarded unit price of \$109.50/Ton, which represents a 2.67% increase in cost.

Based on the above, the fact that Gunther has provided good service and product during salt shortages in the industry, and because the City has a history with Gunther and not Midwest Salt LLC, it is recommended that the City Council award the bid for the City's purchase and delivery of Industrial Grade Coarse Water Softener Salt for FY 20-21 to Gunther Salt of St. Louis Missouri at a unit price of \$112.50/ton.

**Action Requested:** Approval of Resolution awarding bid.

**RESOLUTION NO. \_\_\_\_\_**

**Synopsis:** The following resolution would award the FY20-21 Public Works commodity bid for 1,250 tons of industrial grade water softener salt to Gunther Salt Company at the unit price amount of \$112.50.

**A RESOLUTION AUTHORIZING THE BID AWARD OF PW-20-04 INDUSTRIAL  
GRADE WATER SOFTENER SALT TO GUNTHER SALT COMPANY**

**WHEREAS**, two (2) bids were received for the 1,250 tons of Industrial Grade Water Softener Salt and both bidders bid a unit price amount of \$112.50; and

**WHEREAS**, Gunther Salt Company has provided good service and product during salt shortages in the industry; and

**WHEREAS**, the City of Washington has a history with Gunther Salt Company and not Midwest Salt, LLC.

**NOW, THEREFORE, BE IT RESOLVED BY THE CORPORATE  
AUTHORITIES OF THE CITY OF WASHINGTON, TAZEWELL COUNTY, ILLINOIS**,  
that Gunther Salt Company be awarded the FY20-21 commodity bid for 1,250 tons of Industrial  
Grade Water Softener Salt at the unit price of \$112.50.

**PASSED AND APPROVED** by the Corporate Authorities this 20<sup>th</sup> day of April 2020.

AYES \_\_\_\_\_

NAYS \_\_\_\_\_

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Mayor

ATTEST:

\_\_\_\_\_  
City Clerk