



**CITY OF WASHINGTON, ILLINOIS**  
**City Council Agenda Communication**

**Meeting Date:** 04-5-2021

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

**Agenda Item:** Softener Salt Bid Award

**Explanation:** On Wednesday, March 24, 2021, bids were to be 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	\$109.50	\$136,875.00
Water Solutions Unlimited	No Bid	No Bid
Midwest Salt, LLC	\$110.50	\$138,125.00

**Fiscal Impact:** \$125,000 has been budgeted in FY 21/22, salt purchases over the previous 3 years has averaged approximately \$109.41/ton.

**Recommendation/**

**Committee Discussion Summary:** The above price compares to last year's awarded unit price of \$112.50/Ton, which represents a 2.67% decrease in cost over last FY.

Based on the above, 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 21-22 to Gunther Salt of St. Louis Missouri at a unit price of \$109.50/ton.

**Action Requested:** Approval