

## City Council – Action Request Form

**Date:** October 11, 2021

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**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

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**From:** Aaron King, Interim Assistant City Manager  
Keith Huff, Traffic Field Operations Director  
Jerry Bates, Purchasing Director

**Council Action Requested:**  
 Resolution Awarding Contract for Road Salt

**Strategic Focus Area:** Service Excellence  
**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness  
**Strategic Plan Action Item:** No  
**Key Work Item:** No



**Summary of Information:**

On September 2, 2021, bids were accepted for an estimated 2,000 tons of road salt for use by the Department of Transportations’ Streets Division to be ordered as needed during the period of November 1, 2021 through October 31, 2022. Only one bid was offered as listed below:

	<u>City/State</u>	<u>Per Ton</u>	<u>Total</u>
The Detroit Salt Company, LLC	Detroit, MI	\$120.23	240,460

Terms of the bid reserves the right to extend the contract for as many as four additional twelve month terms with the opportunity to adjust the cost per ton by an amount not to exceed the Producer Price Index if both parties agree and funds are made available for that purpose.

It is recommended that a contract be awarded to The Detroit Salt Company, LLC for an estimated 2,000 tons of road salt at a unit cost of \$120.23 per ton for a total amount of \$240,460 with the option to extend for as many as four additional twelve month terms if both parties agree, and funds are made available making the total possible award over five years in the estimated amount of \$1,202,300.

M/WBE comment: The bid request was advertised on the City Purchasing website and notifications of this opportunity were sent weekly to all local M/WBE and regional HUB and DBE businesses. See Exhibit A for a complete list of businesses notified of this bid and workforce demographics for The Detroit Salt Company, LLC.

**Committee Action:**

<b>Committee</b>	<u>Finance 10/11/21</u>	<b>Action</b>	<u>Approval</u>
<b>For</b>	<u>Unanimous</u>	<b>Against</b>	<u></u>

**Remarks:** \_\_\_\_\_