

**MEMORANDUM**  
**Purchasing Division**  
**Public Works Department**

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**TO:** Albert J. Rigoni, Village Manager  
**FROM:** Michael Aleksic  
Michael Aleksic, Purchasing Agent  
Max Stankard  
Max Stankard, Public Works Director

**DATE:** July 22, 2010

**SUBJECT: BULK ROCK SALT PURCHASE (Agenda Item)**

Pricing for Bulk Rock Salt was obtained through the State of Illinois Joint Purchasing Program. Central Management Services (CMS), the state's purchasing authority, competitively bids for goods and services on behalf of government entities in the State of Illinois and allows such governments to benefit from the economies of scale in purchases while satisfying formal bidding requirements.

Account and Budget Amount: 003-3303-431.03-30 \$264,000

**TABULATION**

Morton International, Chicago, IL. \$62.31/ton X 4,400 tons Total = \$274,164

**RECOMMENDATION**

It is recommended that a contract for the purchase of four thousand, four hundred (4,400) tons of bulk rock salt be awarded to the State of Illinois' low responsive and responsible bidder, Morton International, Chicago, IL., in the amount of \$274,164.

**COMMENTS**

Funding for this expenditure is budgeted from the Motor Fuel Tax account which is reimbursed from the State of Illinois Motor Fuel Tax for general roadway maintenance. The baseline quantity specified of 4,400 tons is based on historical usage and the amount of salt currently on-hand from last winter. Morton International has provided bulk rock salt in the past and the product and delivery has always been very satisfactory to the Village of Skokie. The contract requires that the Village purchase a minimum of 80% of the baseline quantity, or 3,520 tons, and provides that the per ton pricing indicated above will be held up to a maximum of 120% of the baseline quantity specified, or 5,280 tons. Unless this coming winter is particularly severe, the actual amount purchased should be less than 4,400 tons.

Cc: John T. Lockerby, Assistant Village Manager  
Frederick G. Schattner, Engineering Director