



Agenda Report Form

Open Session Item

SUBJECT: Bid Award (PUR-1633) – Bulk Delivery of Road Salt

PRESENTATION DATE: September 26, 2023

PRESENTATION BY: Brandi Naugle, CPPB, Buyer, Purchasing Department, and Zane Rowe, Deputy Director, Washington County Highway Department.

RECOMMENDED MOTION: Move to award the contract for the purchase and delivery of Bulk Road Salt to the responsible, responsive bidder, Morton Salt, Inc. of Chicago, IL who submitted the price of \$79.41 per ton.

REPORT-IN-BRIEF: On August 16, 2023, the County issued an Invitation to Bid (ITB) for Bulk Road Salt. The salt will be purchased on an as-needed basis to be used on county-maintained roads for snow and ice control. The County uses an average of fifteen thousand (15,000) tons of road salt annually. The contract period is to tentatively begin October 1, 2023, and end April 30, 2024. The above recommendations are for the County's requirements only; the City of Hagerstown shall make its award independently from the County. The County guarantees neither a minimum/maximum quantity of bulk road salt to be purchased under this contract.

The Invitation to Bid was published in the local newspaper, on the County web site, and on the State of Maryland's eMMA "*eMaryland Marketplace Advantage*" web site. Twenty-Four (24) persons/companies registered/downloaded the bid document on-line. On September 13, 2023, a total of seven (7) bids were received.

DISCUSSION: N/A

FISCAL IMPACT: Funding in the amount of \$791,000 is available in the department's FY'24 operating budget account 586025-20-20030.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: Bid Matrix Tabulation

AUDIO/VISUAL NEEDS: N/A

PUR-1633
Bulk Delivery of Road Salt

	Cargill, Incorporated - Salt, Road Safety North Olmsted, OH	CBY Enterprises, Inc. Linthicum, MD	Clean Cuts Lawn Care, LLC Cavetown, MD	Deicing Depot, LLC Deerfield Beach, FL
Bulk Road Salt (per ton - delivered)	\$88.57	\$91.00	\$94.70	\$83.75

	Eastern Salt Co., Inc. Lowell, MA	Mid-Atlantic Salt, LLC Gladwyne, PA	Morton Salt, Inc. Chicago, IL
Bulk Road Salt (per ton - delivered)	\$85.85	\$96.00	\$79.41

Remarks/Exceptions:

CBY Enterprises Inc. - Non-Responsive - required use of documents provided within the solicitation were not completed.

Mid-Atlantic Salt, LLC - Some deliveries may occur within 2 business days. Our general delivery guideline is 3 - 5 business days. We will work as quickly as possible with respect to weather conditions and order size. We recommend ordering as early as possible and not waiting until the last minute with regard to snow events. Under no circumstances will we pay liquidated damages or any other additional costs.