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**THE CITY OF BLUE ISLAND  
COOK COUNTY, ILLINOIS**

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**RESOLUTION  
NUMBER 2018-011**

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**A RESOLUTION APPROVING AND AUTHORIZING THE  
RENEWAL OF THE AGREEMENT WITH THE ILLINOIS  
DEPARTMENT OF CENTRAL MANAGEMENT SERVICES TO  
PURCHASE BULK ROCK SALT**

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**DOMINGO F. VARGAS, Mayor  
Randy Heuser, City Clerk**

**DEXTER JOHNSON  
LETICIA VIEYRA  
NANCY RITA  
TOM HAWLEY  
BILL FAHRENWALD  
CANDACE CARR  
KENNETH PITTMAN**

**GEORGE POULOS  
FRED BILOTTO  
KEVIN DONAHUE  
ALECIA SLATTERY  
JANICE OSTLING  
JAIRO FRAUSTO  
NANCY THOMPSON**

**Aldermen**

**RESOLUTION NO. 2018-011**

**A RESOLUTION APPROVING AND AUTHORIZING THE  
RENEWAL OF THE AGREEMENT WITH THE ILLINOIS  
DEPARTMENT OF CENTRAL MANAGEMENT SERVICES TO  
PURCHASE BULK ROCK SALT**

WHEREAS, the City of Blue Island, Cook County, Illinois (the "City") is a duly organized and validly existing non home-rule municipality created in accordance with the Constitution of the State of Illinois of 1970 and the laws of the State; and

WHEREAS, the Mayor and City Council of the City of Blue Island believe and hereby declare that it will be in the best interests of the City and its residents to approve and authorize the renewal of the existing contract with the Illinois Department of Central Management Services to purchase 2,000 tons of bulk rock salt for snow and ice control for the 2018-2019 winter season at \$43.60 per ton for a total of \$87,200.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Blue Island, Cook County, Illinois, as follows:

**Section 1.** The foregoing recitals are hereby incorporated into this Resolution as if fully set forth in this Section 1.

**Section 2.** The renewal of the existing contract with the Illinois Department of Central Management Services to purchase 2,000 tons of bulk rock salt for snow and ice control for the 2018-2019 winter season at \$43.60 per ton for a total of \$87,200, is hereby approved and accepted, and the Mayor or his designee, is hereby authorized to execute and deliver said Agreement on behalf of the City.

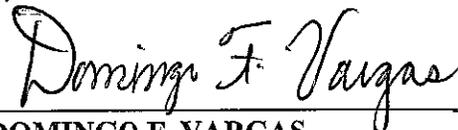
**Section 3.** This Resolution shall be in full force and effect immediately upon its passage and approval as provided by law.

*(Intentionally Left Blank)*

**ADOPTED** this 27th day of **March, 2018**, pursuant to a roll call vote as follows:

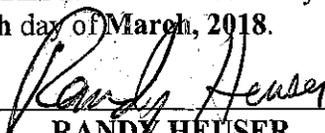
	<b>YES</b>	<b>NO</b>	<b>ABSENT</b>	<b>PRESENT</b>	<b>ABSTAIN</b>
Alderman Hawley	X				
Alderman Poulos	X				
Alderman Vieyra			X		
Alderman Bilotto	X				
Alderman Rita			X		
Alderman Donahue	X				
Alderman Carr	X				
Alderman Slattery	X				
Alderman Ostling	X				
Alderman Pittman	X				
Alderman Johnson			X		
Alderman Frausto	X				
Alderman Thompson			X		
Alderman Fahrenwald	X				
Mayor Vargas					
<b>TOTAL</b>	10		4		

**APPROVED** by the Mayor on **March 27, 2018**.



**DOMINGO F. VARGAS**  
**MAYOR OF THE CITY OF BLUE ISLAND,**  
**COUNTY OF COOK AND STATE OF ILLINOIS**

**ATTESTED** and **Filed** in my office this  
 27th day of **March, 2018**.



**RANDY HEUSER**  
**CITY CLERK**

MEMORANDUM



**Date:** March 16, 2018

**To:** Finance Committee

**From:** Michael Marzal, Director of Finance and Administration *mm*

**Re:** Bulk Rock Salt

**Cc:** Jim Poelsterl, Public Works Supervisor

**Board Action:** Consider a Resolution

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**Request for Board Action:** Consider a Resolution to enter into a contract for the purchase of Bulk Rock Salt.

**Overview:** The City has used the Illinois Department of Central Management Services (CMS) to purchase bulk rock salt for snow and ice control for the past four years. CMS is preparing to solicit bids for rock salt in May or June 2018 for the 2018-2019 winter season. To be included in this year's contract to re-procure salt the City is required to sign a contract with CMS. The City will purchase 2,000 tons at \$43.60 per ton for a total of \$87,200 for the 2018-2019 winter season.

**Options and Recommendation:** Renew the agreement with CMS for the purchase of bulk rock salt.

**Financial Impact:** Not Budgeted      \$87,200

**Motion:**

**Attachments:** Agreement with CMS for the purchase of Bulk Rock Salt.

MEMORANDUM

**Additional Information:**



ILLINOIS

Bruce Rauner, Governor

DEPARTMENT OF CENTRAL MANAGEMENT SERVICES

Tim McDevitt, Acting Director

## MEMORANDUM

TO: Local Governmental Units Authorized to Participate in Joint Purchasing

FROM: Lance Traynor, Strategic Sourcing Manager,  
Bureau Of Strategic Sourcing, Commodities & Equipment

DATE: March 05, 2018

SUBJECT: Deadline for Submission of Bulk Rock Salt ( Sodium Chloride )-( Road Salt )  
Requirements for the 2018 - 2019 Winter Season

### Action Required!

The State of Illinois, Bureau of Strategic Sourcing is planning to solicit bids for Rock Salt, Bulk for highway ice control ( Road Salt ) in May or June of 2018 for the 2018 - 2019 Winter Season.

Additionally, existing contracts ( PSD 4018455, 4018456, and 4018457 ) contain a renewal option at the sole option of the State. Therefore, if you are a participant within one of these contracts and if your community's intention is to renew, then this must be identified.

If your unit of government desires to be included in this year's contract re-procurement solicitation, or wishes to renew one of the existing contracts with a renewal option, you are required to complete the copy of the attached Joint Purchasing Requisition Form and return it to the Bureau Of Strategic Sourcing no later than 5:00 P.M. April 01, 2018. Your choice is to "SOLICIT BIDS" or "RENEW" or "not be an active participant" in the State's procurement efforts for the 2018 - 2019 Season. Note: Timeframe for submission is firm, and will not be extended.

### The "RENEW" Renewal Process - Utilize Table B

If your governmental entity is a participant under one of the following CMS Contracts - ( PSD 4018455, 4018456, and 4018457 ) - and upon receipt of your stated desire to RENEW with your updated tonnage quantity requirements, the State will work to finalize renewal on behalf of your governmental entity. Should you choose to renew, all Terms and Conditions shall remain the same as in the present contract, and you will be able to re-state your desired quantities ( with cap on quantity increase not to exceed 20.% more than your past year's quantity ). Complete Table B ( only ) to indicate your intent to renew and state your desired quantity requirements.

Note that a Renewal Option is not available under current contracts ( PSD 4018284, 4018285, and 4018286 ) and you should complete Table A ( only ) to indicate your intent to participant, and state your quantity requirements for re-establishment of competitively bid new contract(s) for the 2018 - 2019 Season.

## The "SOLICIT BIDS" ReBid Procurement Process - Utilize Table A

Should a renewal option not exist, or should you wish to participate in the State's bid process for the 2018 - 2019 Season, complete **Table A** (only) to indicate your intent to participate in the bid process, your minimum purchase requirement, and your desired bid quantities as 100.% of your contract commitment.

The State seeks to combine the needs of hundreds of governmental entities across Illinois into a single bid document in an effort to consolidate buying power, and to make it easier for vendors to respond to the individual needs of those hundreds of communities through a single bid response. Award is to the lowest responsible bidder meeting the terms and conditions of the bid solicitation. A single contract is completed for each vendor for all locations awarded through the competitive process. Thereafter, each governmental unit places its own orders with their vendor in compliance with the contract terms and conditions, and is responsible for direct payment to their contract vendor.

CMS does not set pricing, nor does CMS buy salt for resale. Vendors offer pricing under a competitive bid process, in accordance with the Illinois Procurement Code and Rules and the Illinois Joint Purchasing Act. CMS strives to utilize a consistent approach, to the greatest degree possible, in seeking to achieve a highly competitive bid process.

### Anticipated Terms - for the 2018 - 2019 Solicitation

This section applies to those units of government participating in the joint purchase of rock salt contract solicitation. Renewing entities will be governed under the existing contract(s). All participants will be required to abide by the respective contract terms and conditions. The major terms for the upcoming season are expected to be as follows:

1. Rock Salt, Bulk specification shall be in accordance with AASHTO Specification M143, Sodium Chloride ( Road Salt ) Type 1, Grade 1, or an acceptable approved alternate.
2. Quantities shown in the invitation for bid are estimates only. The total ton quantity submitted shall be considered sufficient to service the seasonal needs of the local governmental unit, and may be adjusted as stated herein.
3. The purchase percentage agreement is consistent with last season's bid. We are asking local government to identify their purchase percentage commitment ( choose one ) on the Requisition Form. ( **Table-A Option** )
  - 3.a. When submitting Rock Salt ( Road Salt ) estimated usage for next winter, local governmental unit shall agree to purchase at least 80.% of the amount; and the vendor shall agree to furnish not less than 120.% of the awarded tonnage amount. ( Please make selection on Requisition Form )
  - OR**
  - 3.b. When submitting Rock Salt ( Road Salt ) estimated usage for next winter, local governmental unit shall agree to purchase at least 100.% of the amount; and the vendor shall agree to furnish not less than 120.% of the awarded tonnage amount. ( Please make selection on Requisition Form )
  - 3.c. Each governmental unit is responsible for ensuring that the guaranteed purchase requirement is met before the end of the season ( **June 30, 2019** ).
4. Each governmental unit shall be responsible for issuing their own purchase orders against the resulting contract.
  - 4.a. **Governmental units are strongly encouraged to order early and to store as much salt as possible in order to help prevent potential salt shortages.** Governmental units need to make every effort to place orders in full truckload quantity of ( 22 - 25 tons ). Requests for a quantity of less than a truckload will not be accepted.

4.b. Local governmental units reserve the right to purchase up to 50.% of the total award requirements prior to November 30, 2018 and the vendor shall notify each delivery point in advance of when shipment is to begin.

4.c. Vendors shall accept orders at any time during the period from the date of contract issue through the last day of the contract, or as mutually agreed upon by the vendor and contract participant.

5. Deliveries shall be accepted only on regular work days ( Monday through Friday and excluding all State holidays ) during regular work hours ( 7:30 a.m. to 4:00 p.m.), except when special arrangements have been made in advance with an appropriate agency or governmental representative at the delivery site.

All truck loads shall be covered with an approved weatherproof material, and all deliveries shall be Pre-Paid F.O.B. Destination as stated in the order document.

Truckloads containing foreign material such as mud, rocks, etc., may be rejected at the delivery site, and a replacement shipment scheduled by the contract vendor.

The State and Local Governmental Units reserve the right to require that some trucks occasionally be directed to a scale in the vicinity of the delivery point as a check on delivered truckloads.

Deliveries are to be made as soon as possible after receipt of an order, maximum time from receipt of an order placed by local governmental units after December 1.st shall not exceed seven working days, or as modified by Contract Order Guidelines.

Each governmental unit shall be responsible for the processing of vendor invoices in a timely manner to ensure prompt payment is made directly to the vendor.

6. CMS intends to continue to include a liquidated damages clause similar to the following:  
From December 1, 2018 thru April 1, 2019; if the vendor is unable to make delivery within the required working days, governmental units shall have the right to assess and retain a specified amount per ton per calendar day as liquidated damages on the undelivered portion of the order. If after seven days of liquidated damages, the vendor has still failed to deliver as required, governmental units shall reserve the right to take action to remedy the failure of vendor performance in accordance with the contract.
7. For contract performance protection, the State will secure a performance bond from the contracted vendor, valued at 20.% of the total of the contract award dollar value.
8. In December 2018 the contract vendor(s) shall be required to have stockpile(s) in place located in or near Illinois covering 100.% of the total tonnage awarded for the northern regions of the State, and in January of 2019 the stockpile(s) located in or near Illinois covering 100.% of the tonnage awarded for all other regions of the State.
9. The contract price shall remain firm for the entire contract period up to the maximum 120.% guaranteed limit. Local governmental unit requirements over the maximum 120.% purchase threshold will be supplied by the vendor upon mutual agreement of the parties.

In the case of an emergency, efforts shall be made to have the vendor ship enough salt to aid affected local governmental units through the emergency situation.

## 2016 - 2018 Season Retrospective

A competitive bid process, essentially unchanged from previous years, was used in the solicitation to meet statewide requirements for over 850 individual participants. This season salt re-procurement did not incur the challenges experienced in the 2014-2015 season and all requirements were fulfilled at bid prices much lower than the weighted average in the prior season.

### This is an Opt-in Process

**Participation** in the State's procurement process for Rock Salt ( Road Salt ) is **voluntary**, an opt-in process. CMS has no method to ensure vendor participation, nor control pricing that vendor's offer in the competitive bid process.

Local Communities are not inhibited nor restricted from seeking bids independently should they choose to do so. However, **by indicating** through this requisition process **your desire** to either **"RENEW"** or to **"SOLICIT BIDS"** in the upcoming bid process, **you are committing your entity's participation**. The State will act in accordance with your submitted requisition.

We ask that you give immediate attention to this matter and allow reasonable mailing time or fax response submittal to ensure that we receive your salt request prior to the deadline. Be sure to include current contact information as requested, including a contact Email Address, for future correspondence. Return your Joint Purchasing Requisition via **Email** as stated below no later than **5:00 p.m. on April 01, 2018**. ( **Deadline is firm**, and will not be extended. )

We thank you for your consideration and welcome your participation in the upcoming bid. Any questions you have in completing the form or concerning the rock salt bid/contract can be directed to the following:

Wayne Ilisley, CPPB, Buyer  
Department of Central Management Services  
Bureau Of Strategic Sourcing – Commodities & Equipment  
Room 801 William G. Stratton Office Building  
401 South Spring Street, Springfield, IL 62706  
Phone: (217) 782-8091 Fax: (217) 782-5187  
**Email Address for submission:**  
**CMS.BOSS.EC@illinois.gov**



CONTRACT ITEMS/SERVICES  
BY LINE ITEM

T NUMBER: T5920  
PAGE NO.: 00019

LINE#	DESCRIPTION/MFGR/BRAND	QUANTITY FROM/TO	UNIT	DISCOUNT	UNIT PRICE
00019	CONTINUED..... HIGHWAY AUTHORITY, M-02 STORAGE FACILITY I-294 N. OF CERMAK ROAD, MILEPOST 30.0 NORTHBOUND, HILLSIDE, COOK - DIST. 1 V VENDOR: MORTON SALT INC CONTRACT NO: 4018455				
00020	COMMODITY CODE: 2899-681-1010 SALT, ROCK, BULK - ILLINOIS STATE TOLL HIGHWAY AUTHORITY, M-03 STORAGE FACILITY I-294 N. OF TOUHY AVE., MILEPOST 41.7 NORTHBOUND, PARK RIDGE, COOK - DIST. 1 V VENDOR: MORTON SALT INC CONTRACT NO: 4018455	4000.000	TON	N/A	\$ 43.91000
00021	COMMODITY CODE: 2899-681-1011 SALT, ROCK, BULK - ILLINOIS STATE TOLL HIGHWAY AUTHORITY, M-05 STORAGE FACILITY I-90 @ ROUTE 53, MILEPOST 10.8 EASTBOUND SCHAUMBURG, COOK - DIST. 1 V IDOT STOCKPILE - _____ TONS TOLLWAY STOCKPILE - _____ TONS V VENDOR: MORTON SALT INC CONTRACT NO: 4018455	4000.000	TON	N/A	\$ 46.47000
00023	COMMODITY CODE: 2899-681-0141 SALT, ROCK, BULK - ELISABETH LUDEMAN MENTAL HEALTH CENTER, PARK FOREST, COOK VENDOR: MORTON SALT INC CONTRACT NO: 4018455	250.000	TON	N/A	\$ 44.41000
00025	COMMODITY CODE: 2899-681-0231 SALT, ROCK, BULK - BARRINGTON CUSD #220* BARRINGTON, COOK/LAKE COUNTY VENDOR: MORTON SALT INC CONTRACT NO: 4018455	375.000	TON	N/A	\$ 47.97000
00029	COMMODITY CODE: 2899-681-0500 SALT, ROCK, BULK - BLUE ISLAND*, CITY OF, COOK COUNTY VENDOR: MORTON SALT INC CONTRACT NO: 4018455	2000.000	TON	N/A	\$ 43.60000
00030	COMMODITY CODE: 2899-681-0576 SALT, ROCK, BULK - BROADVIEW*, VILLAGE OF, COOK COUNTY VENDOR: MORTON SALT INC CONTRACT NO: 4018455	400.000	TON	N/A	\$ 44.05000
00032	COMMODITY CODE: 2899-681-0593 SALT, ROCK, BULK - BUFFALO GROVE*, VILLAGE OF, COOK COUNTY VENDOR: MORTON SALT INC CONTRACT NO: 4018455	1000.000	TON	N/A	\$ 49.51000
00035	COMMODITY CODE: 2899-681-1090 SALT, ROCK, BULK - CHICAGO HEIGHTS*, CITY OF, COOK COUNTY	3500.000	TON	N/A	\$ 45.30000