

**CITY OF OVERLAND PARK**

Intra-City Communication

**DEPARTMENT OF PUBLIC WORKS**

April 5, 2010

To: Mayor Carl Gerlach  
Council President Fred Spears  
Members of the City Council

From: Doug Brown  
Director of Public Works

**RE: PURCHASE OF SALT**

**ISSUE:** City policy requires Governing Body acceptance when material purchases exceed \$50,000.

**RECOMMENDATION:** Staff recommends waiving the bid process and purchasing an additional 9,000 tons of salt at \$45.85 per ton from Cargill Incorporated – Deicing Technology in the amount of \$412,650.

**BACKGROUND:** Since nearly running out of salt during the 2007-2008 winter, and not being able to purchase salt at that time, Public Works has purchased a sufficient quantity of salt prior to snow season to ensure that we have adequate stockpile to operate without resupply during the winter.

We believe that a beginning stockpile of 17,000-19,000 tons gives us more than adequate assurance of being able to operate effectively during the most severe winter we might anticipate. Currently, we have approximately 9,000 tons on hand.

Our contract with Cargill Incorporated was completed at the end of 2009, however, they have agreed to sell us an additional 9,000 tons at the 2009 contract price. We recommend waiving the bid process and accepting their price quote for this delivery.

**BUDGET IMPACT:** Funding for the additional purchase will be covered as follows: \$100,000 from Cost Center 330 in the Public Works budget and the remaining \$312,650 from the City's Contingency Fund.