



LAKE COUNTY FOREST PRESERVES  
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Preservation, Restoration, Education and Recreation

**DATE:** June 4, 2018

**MEMO TO:** Craig Taylor, Chair  
Operations Committee

**FROM:** John E. Nelson  
Director of Operations and Infrastructure

**RECOMMENDATION:** Recommend approval of a Resolution awarding a Contract to Morton Salt, Inc., for Bulk Road Salt in an amount not to exceed \$34,034.00 for a one-year period commencing July 15, 2018.

**STRATEGIC DIRECTIONS SUPPORTED:** Organizational Sustainability, Public Access and Connections

**FINANCIAL DATA:** Road salt is ordered on an as-needed basis. The not-to-exceed contract amount of \$34,034.00 is based on the purchase and delivery of 550 tons at a unit price of \$61.88 per ton. The actual amount spent will be based on actual usage and charged to account 15523800-641100 for Grounds Maintenance supplies. The FY2018/19 Budget for Grounds Maintenance supplies is \$162,500.00.

**BACKGROUND:** Road salt is purchased annually and is used for de-icing District roads and parking lots during the winter months throughout the District. The not-to-exceed price of the contract is based upon a usage of 550 tons and is eligible for pricing under Lake County Material Contract #19-00000-05-GM at a price of \$61.88 per ton. That contract was let for bidding and awarded by Lake County in 2018. After it solicited competitive bids, Morton Salt, Inc. was determined to be the lowest responsible bidder. The County contract authorizes other units of local government to enter into their own contracts with Morton Salt, Inc. accordingly. The pricing of the District contract is the same as the pricing in the County contract. As provided in the County contract, the contract may be renewed by the District for one additional year for the winter of 2019-2020, subject to Morton's right to increase the unit price up to 5%.

**REVIEW BY OTHERS:** Chief Operations Officer, Director of Finance, Purchasing Manager, Corporate Counsel.



**LAKE COUNTY FOREST PRESERVE DISTRICT  
LAKE COUNTY, ILLINOIS**

**A RESOLUTION AWARDING A CONTRACT TO MORTON SALT, INC.,  
FOR BULK ROAD SALT**

**WHEREAS**, the Lake County Forest Preserve District (the "District") desires to purchase road salt for the 2018-2019 season (the "Material"); and

**WHEREAS**, pursuant to the Illinois Governmental Joint Purchasing Act, 30 ILCS 525/1, et seq., any governmental unit may purchase personal property, supplies, and services jointly with one or more other governmental units if one of the governmental units has publicly advertised for, and received, competitive, sealed bids or proposals and has awarded a contract for such personal property, supplies, and services to the lowest responsible bidder or highest ranking proposer, all in accordance with such Act; and

**WHEREAS**, Lake County has publicly advertised for, and received, competitive sealed bids for the Material, including a bid by Morton Salt, Inc., in the amount of \$61.88 per ton; and

**WHEREAS**, Lake County has awarded a contract for the Material to Morton Salt, Inc., as the lowest responsible bidder for the Material Contract #19-00000-05-GM; and

**WHEREAS**, it is in the District's best interest to award a contract for the Material to Morton Salt, Inc. (the "Contract"); and

**NOW, THEREFORE, BE IT RESOLVED** by the Board of Commissioners of the Lake County Forest Preserve District, Lake County, Illinois, **THAT**:

Section 1: Recitals. The recitals set forth above are incorporated as part of this Resolution by this reference.

Section 2: Award of Contract. The bid submitted by Morton Salt, Inc., in the amount of \$61.88 per ton (the "Contract Price") is hereby accepted and a Contract for the Material is hereby awarded to Morton Salt, Inc.; however, the total price paid pursuant to the Contract shall not exceed \$34,034.00.

Section 3: Execution of Contract; Future Extension. The Executive Director and Secretary of the District are hereby authorized to execute and attest to the Extension on behalf of the District. The Executive Director is hereby authorized to approve the Future Extension on behalf of the District.

Section 4: Payments. The District Treasurer shall make payments under the Contract only pursuant to and in accordance with the Contract terms.

Section 5: Effective Date. This Resolution shall be in full force and effect from and after its passage and approval in the manner provided by law.

PASSED this \_\_\_\_\_ day of \_\_\_\_\_, 2018.

AYES:

NAYS:

APPROVED this \_\_\_\_\_ day of \_\_\_\_\_, 2018.

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Ann B. Maine, President  
Lake County Forest Preserve District

ATTEST:

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Julie Gagnani, Secretary  
Lake County Forest Preserve District

Exhibit No. \_\_\_\_\_

# Exhibit 1



**Project:** 2019 PATROL 1 MAINTENANCE - ROCK SALT  
**Description:** FURNISH AND DELIVER ROCK SALT

**Section:** 19-00000-05-GM  
**CPMS Pin:** B-01221b  
**Let Date:** 4/17/2018

### Summary of Bids Received

Bidder	Address	City, State, Zip	Bond/Check
Cargill, Inc. - Deicing Technology Business	24950 Country Club Blvd. #450	North Olmsted, OH 44070	Bid Bond
Compass Minerals America, Inc.	9900 W. 109th Street, Suite 100	Overland Park, KS 66210	Bid Bond
Midwest Salt, LLC.	1300 W. Washington Street	West Chicago, IL 60185	Bid Bond
Morton Salt, Inc.	444 w. Lake Street, Suite 300	Chicago, IL 60606	Bid Bond
The Detroit Salt Company	12842 Sanders	Detroit, MI 48218	Bid Bond

THE LOW BIDS FOR EACH AGENCY, (80%-120%, 120% - 150% & EARLY DELIVERY) ARE HIGHLIGHTED

Early Delivery unit price is for delivery between July 15, 2018 and November 1, 2018; 80% - 120% unit price & 120% - 150% unit price are for delivery after November 1, 2018.

	UNIT OF GOVERNMENT	UNITS	QUANTITY		Cargill, Inc - Deicing Technology Business	Compass Minerals America, Inc	Midwest Salt, LLC	Morton Salt, Inc	The Detroit Salt Company
Lake County									
1	Lake County Division of Transportation	TONS	16000.0	80% - 120% UNIT PRICE	\$ 80.43	\$ 80.78	NO BID	\$ 62.28	\$ 71.65
				120% - 150% UNIT PRICE	\$ 85.43	No Bid		\$ 67.28	\$ 82.40
				EARLY DELIVERY UNIT PRICE	\$ 80.43	\$ 80.78		\$ 62.28	\$ 71.65
2	Lake County Forest Preserve District	TONS	560.0	80% - 120% UNIT PRICE	\$ 80.43	\$ 80.78	NO BID	\$ 61.88	\$ 74.72
				120% - 150% UNIT PRICE	\$ 85.43	No Bid		\$ 66.88	\$ 85.93
				EARLY DELIVERY UNIT PRICE	\$ 80.43	\$ 80.78		\$ 61.88	\$ 74.72