

**BOCC APPROVAL AUGUST 11, 2021
BOARD OF BIDS AND CONTRACTS AUGUST 5, 2021**

2. LIQUID CALCIUM CHLORIDE (32%) – PUBLIC WORKS

FUNDING – PUBLIC WORKS

(Request sent to 44 vendors)

RFB #21-0045 Contract

			Scotwood Industries, LLC				
Description	Quantity	Unit of Measure	*Drop Fee	**Demurrage	***Minimum Order Quantity	Price Per Gallon	Total
Liquid Calcium Chloride (32%)	5,000	Gallon	\$90.00	\$90.00 Per Hour	4,300 - 4,500 Gallons	\$1.30	\$6,500.00
Acknowledge Addendum			Yes				
No Bids			Brody Chemical	Chem-Wash, Inc.	Continental Research Corporation Customer Service	Independent Salt Company	
			Tow Service, Inc.		Williams Diversified Materials, Inc.		

On the recommendation of Josh Lauber, on behalf of Public Works, Anna Meyerhoff moved to **accept the bid from Scotwood Industries, LLC and establish contracted rates as listed above for two (2) years with three (3) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

Liquid calcium chloride is mixed with salt brine and used to treat roadways during extremely cold temperatures. It works by lowering the freezing point of water, thereby keeping surfaces free from ice.

Notes:

*Drop fee after 1st drop on split load deliveries.

**Demurrage is \$90.00 per hour after the first hour.

***Minimum order quantity: 4,300 - 4,500 gallons.

Weekend/holiday delivery fee is not included in the above pricing. If required, a different price will be calculated.

Questions and Answers

Anna Meyerhoff: It says that weekend and holiday delivery is not included in the pricing. Have we ever had to get weekend or holiday delivery in the past?

Lynn Packer: We have not had to do that. We usually keep a good stock on hand. Right now we use about 10% of calcium chloride in our applications. Therefore, this delivery of 4,300 to 4,500 gallons will last us about four (4) to five (5) years. We have plenty on hand and we know well in advance when we are running low and need to get a new contract. That's never been a problem. We have not had to use the weekend service.

Russell Leeds: Since we had 44 vendors we sent requests to and had one (1) response, industry-wise is this respectable pricing we are paying?

Lynn Packer: It is. Vulcan Materials used to make this locally. I don't believe they do that here at this plant anymore. Scotwood is really the closest. From a delivery standpoint, it just makes the most sense.

Tim Myers: Have we used Scotwood in the past?

Lynn Packer: Yes we have.

Tim Myers: We've been happy with their service?

Lynn Packer: Yes we are.