



## **BID AWARD INFORMATION**

BID DATE;           Tuesday June 10, 2014  
BID FOR;            De-Icing Materials  
BID NUMBER;        **RFB# 201405-264**

**Tuesday June 10, 2014:** After opening seven (7) responses received for the above listed RFB, in the Commission Conference Room – in public, a decision was made to allow a time for a thorough review of said information by Road & Bridge Coordinator Randy Haes. Thereafter an agenda request was made, and approved, to deliver a recommendation for award to the Taney County Commission on Thursday June 12, 2014.

**Thursday June 12, 2014:** Subsequent to a thorough review of the detailed pricing offered, within each Bid Package Response received, Mr. Haes recommended that the Rock Salt bid be awarded to Bingham Sand & Gravel as primary and Scotwood Industries as secondary. Next he recommended that the Liquid Calcium bid be awarded to Scotwood Industries as primary and Sicalco Ltd. as secondary. The Taney County Commission discussed a few points regarding the entire Bid, as well as the recommendation and thereafter made a motion to award as such which passed unanimously.

Given the complex nature of this RFB, and the extensive details as asked for within each response, we asked the Road & Bridge Office Manager – Kathy Roberts to prepare a Bid Tabulation Spreadsheet which she did in amazing fashion. Please see it as it is included in this document group. The Taney County Commission used her spreadsheet as a vital tool to review all responses and thereby concur with the recommendation.

Thank you.

Ron Erickson,  
Director of Purchasing  
Taney County Missouri  
June 12, 2014



County of **TANEY** State of Missouri

TANEY COUNTY COURTHOUSE  
P.O. BOX 1018 FORSYTH, MO 65653  
(417) 546-7268 FAX: (417) 546-7710

Randy Haes  
Interim Road and Bridge Administrator

Kathy Roberts  
Office Manager

Angie Edwards  
Clerk

Date: June 12, 2014

Re: Taney County RFB #201405-264

To: Taney County Commission

Dear Sirs,

I have reviewed the bids received from seven vendors and recommend that the Rock Salt bid be awarded to Bingham Sand & Gravel as primary and Scotwood Industries as secondary. I recommend that the Liquid Calcium bid be awarded to Scotwood Industries as primary and Sicalco Ltd. as secondary.

Subsequent to my thorough review of all responses I cannot agree with all of the five (5) "Amendments" required within the bid response from North American Salt Company. Therefore their bid response will not be considered for award.

We understand the reasoning behind this Vendor's request, the previous harsh winter, but we must consider the best option for Taney County. North American Salt Company will remain on our Vendor's list for any/all future bids and we wish them well.

Thank you.

A handwritten signature in black ink that reads "Randy Haes". The signature is written in a cursive, flowing style.

Randy Haes  
Interim Taney County Road & Bridge Administrator

BID TAB FORM 201405-264 DE-ICING MATERIALS 6-12-2014	ROCK SALT SODIUM CHLORIDE			LIQUID CALCIUM SODIUM CHLORIDE			Response Time/Delivery	Exceptions
	Estimated Quantity	Unit Price	Total Cost To County	Estimated Quantity	Unit Price	Total Cost To County		
VENDOR:								
Bingham Sand & Gravel C/O Brandon Williams P.O. Box 660 Baxter Springs, KS 66713 620-679-9810 Fax: 620-679-2966 <a href="mailto:bwilliams@binghamsand.com">bwilliams@binghamsand.com</a>	2000 Tons	\$77.80	\$155,600.00	10,000 Gallons	"NO BID"	"NO BID"	96 Hours weather permitting	
North American Salt Company C/O Sean Lierz 9900 West 109th Street Overland Park, KS 66210 800-323-1641 Fax: 314-21-1725 <a href="mailto:Lierzs@compassminerals.com">Lierzs@compassminerals.com</a>	2000 Tons	\$123.85	\$247,700.00	10,000 Gallons	"NO BID"	"NO BID"	5-10 Working Days  Taney County cannot agree.	1. Bid is binding for (30) days after the bid opening date. 2. NASC will not be able to accept a secondary or back-up award. 3. The County agrees to purchase 80% of the bid quantity (2000 tons total) and NASC agrees to provide up to 100% of the base quantity. The base quantity amount is negotiable per entity. 4. The County agrees to take delivery if the 80% minimum on or before March 31, 2015. (Please understand that NASC is unable to carry over inventory at our depot.) 5. Contract expires on March 31, 2015.
Sicalco Ltd. C/O Frank L. Sibr Jr. 907 N. Elm Street, Ste. 100 Hinsdale, IL 60521 630-371-2655 Fax: 630-371-1026 <a href="mailto:fsibr@sicalco.net">fsibr@sicalco.net</a>	2000 Tons	" NO BID"	" NO BID"	10,000 Gallons	\$0.89	\$8,900.00	5 Business Days	
Scotwood Industries C/O Jim Wilson 12980 Metcalf Ave. Overland Park, KS 66213 913-851-3500 Fax: 913-851-3553 <a href="mailto:biddesk@scotwoodindustries.com">biddesk@scotwoodindustries.com</a>	2000 Tons	\$184.50	\$369,000.00	10,000 Gallons	\$.87/Gal (\$157.47 Ton)	\$8,700.00	Liquid: 2-3 Days Rock Salt: 7-10 Days	
Smith Fertilizer & Grain C/O Max Smith 1650 Quebec Street Knoxville, IA 50138 641-828-8500 Fax: 641-828-8501 <a href="mailto:max@sfiowa.com">max@sfiowa.com</a>	2000 Tons	" No BID"	" No BID "	10,000 Gallons	\$1.25	\$12,500.00	Within 72 Hours	
Gunther Salt Company C/O John Gunther 101 Buchanan Street St. Louis, MO 63147 314-241-7075 Fax: 314-21-1725 <a href="mailto:john.gunther@gunthersalt.com">john.gunther@gunthersalt.com</a>	2000 Tons	"NO BID"	"NO BID"	10,000 Gallons	"NO BID"	"NO BID"	"NO BID"	
Morton Salt, Inc. C/O Anthony Patton 123 North Wacker Dr. Chicago, IL. 60606 312-807-2000	2000 Tons	"NO BID"	"NO BID"	10,000 Gallons	"NO BID"	"NO BID"	"NO BID"	

Primary on Rock Salt

Secondary on Rock Salt

Primary on Calcium Chloride

Secondary on Calcium Chloride