

**CITY COUNCIL MINUTES**

**November 11, 2020**

**b) Standard Purchasing Resolution 2: Award to Low Bidder Meeting Specifications –  
Liquid Calcium Chloride**

Resolution #2020-11-165-J-4b

RESOLVED, That Troy City Council hereby **AWARDS** a one-year contract to provide seasonal requirements for Liquid Calcium Chloride with the option to renew for one additional year to the low bidder, *Liquid Calcium Chloride Sales, Inc. of Kawkawlin, MI*, for an estimated total cost of \$38,010.00, at the unit prices contained in the bid tabulation opened October 29, 2020, a copy of which shall be **ATTACHED** to the original Minutes of this meeting, with the contract expiring November 30, 2022.

BE IT FURTHER RESOLVED, That the award is **CONTINGENT** upon the contractor's submission of properly executed bid and proposal documents, including insurance certificates and all other specified requirements.

# BLANKET ORDER

No. 2021-00000657  
DATE: 11/23/2020  
PAGE: 1 of 1  
FOB DESTINATION

Ship To

CITY OF TROY  
Streets  
4693 ROCHESTER ROAD  
TROY, MI 48085

Bill To

CITY OF TROY  
Streets  
4693 ROCHESTER ROAD  
TROY, MI 48085

VENDOR NO. 108921

Vendor

LIQUID CALCIUM CHLORIDE SALES INC  
2715 S HURON  
KAWKAWLIN, MI 48631

EXPIRATION DATE

11/30/2022

COUNCIL RESOLUTION

2020-11-165-J-4b

QUANTITIES ARE ESTIMATED AND WILL BE ORDERED AS NEEDED

QUANTITY	UNIT	DESCRIPTION	UNIT COST	TOTAL COST
1	Lump Sum	1 Year Requirement of 32% LCC (Snow & Ice Control)	20,000.0000	\$20,000.00
1	Lump Sum	1 Year Requirement of 38% LCC (Dust Control)	15,000.0000	\$15,000.00
1	Each	DELIVER: Deliver as per all bid specifications and detailed pricing of ITB-COT 21-13.	0.0000	\$0.00

Entered By: MaryBeth Murz

\$35,000.00

## Special Instructions:

CITY COUNCIL AWARD DATE: 11/9/2020. CERTIFICATE OF INSURANCE and ENDORSEMENTS shall be on file for duration of contract. This Purchase Order is for YEAR ONE of a potential TWO Year Contract.

## TERMS & CONDITIONS

1. Purchases of Municipalities are exempt from State Sales and Federal Excise Taxes.
2. Prior to acceptance, vendor agrees to provide City with information under the Right-to-Know Law, P.A. 1986, No. 80, and fully comply with all terms and conditions of the Michigan Occupational Safety and Health Act, MCL 408.1001, et seq. including vendor shall provide City with an "MSDS". Vendor also agrees to be responsible for all required labeling.
3. In cases of emergency/disaster, the City can purchase up to six(6) times the order amount for a period of six(6) months at the price contained in the contract.
4. Purchase Orders are signed electronically based upon computer generated "on-line" authorized approvals. Authentic signatures are on file in the City of Troy Purchasing Department.

NOTICE: The City could put the vendor on notice that vendors will be held financially responsible for any claims or awards made against the City as a result of the vendor's action. If the City has to defend the initial lawsuit, the City will bring in the vendor as a co-defendant or sue the vendor, either as the result of settling a claim or the conclusion of the lawsuit.

I HEREBY CERTIFY THAT THIS ORDER IS PROPERLY AUTHORIZED AND APPROVED.

Opening Date: 10/29/2020  
Date Reviewed: 10/29/2020

CITY OF TROY  
BID TABULATION  
LIQUID CALCIUM CHLORIDE

ITB-COT 21-13  
Page 1 of 1

VENDOR NAME:	Liquid Calcium Chloride Sales	Unique Grounds & Supply
CITY:	Kawkawlin, MI	Ray, MI

**PROPOSAL: ONE -YEAR REQUIREMENTS OF LIQUID CALCIUM CHLORIDE WITH AN OPTION TO RENEW FOR ONE ADDITIONAL YEAR**

ESTIMATED QUANTITY	DESCRIPTION	PRICE/ GALLON	PRICE/GALLO N WITH 6,000-9,000 Gallon Shipments	PRICE/ GALLON
<b>OPTION A: 38%</b>				
20,000 GALS	Bidder will deliver to a storage tank located at 4693 Rochester Rd., Troy, for dust control at shipments of no less than 3,000 gallons, as requested by the City.	<b>\$0.730</b>	<b>\$0.613</b>	<b>\$0.650</b>
<b>OPTION B: 32%</b>				
50,000 GALS	Bidder will deliver to a storage tank located at 4693 Rochester Rd., Troy, for snow & ice control at shipments of no less than 2,000 gallons, as requested by the City.	<b>\$0.750</b>	<b>\$0.515</b>	<b>\$0.550</b>

Hours of Operation:		8AM - 5PM	8AM - 4PM
24 Hr. Phone Number:		989-684-5860 (Office Hours) 989-245-2518 (24 Hour No.)	586-646-5634
References:	Y or N	Y	Y
Can meet Insurance:	Y or N	Y	Y
Payment Terms:		Net 30	Net 30
Exceptions:	Y or N	N	N
Acknowledgement:	Y or N	Y	Y
Forms:	Y or N	Y	Y

Attest:

(\*Bid Opening conducted via a Go-To Meeting)

Kaitlin Sackner  
Kristine Kallek  
Jackie Ahlstrom  
Heather Chomiak

MaryBeth Murz,  
Purchasing Manager



CITY OF TROY  
ELECTRONIC BID PROPOSAL

ITB-COT 21-13  
Page 1 of 5

The undersigned proposes to furnish **ONE -YEAR REQUIREMENTS OF LIQUID CALCIUM CHLORIDE WITH AN OPTION TO RENEW FOR ONE ADDITIONAL YEAR** in accordance with the attached specifications that are to be considered an integral part of this proposal, at the following prices:

COMPANY NAME LIQUID CALCIUM CHLORIDE SALES

ESTIMATED QUANTITY	DESCRIPTION	PRICE/ GALLON	
<b>OPTION A: 38%</b>			
20,000 GALS	Bidder will <u>deliver to a storage tank</u> located at 4693 Rochester Rd., Troy, for dust control at shipments of <b>no less than 3,000 gallons</b> , as requested by the City	\$ .73	6000 - 900 GALLON SHI \$ .613
<b>OPTION B: 32%</b>			
50,000 GALS	Bidder will <u>deliver to a storage tank</u> located at 4693 Rochester Rd., Troy, for snow & ice control at shipments of <b>no less than 2,000 gallons</b> , as requested by the City.	\$ .75	\$ .515

**ESTIMATED QUANTITIES:**

Quantities stated are estimated and not guaranteed, but are to be used for award purposes only. The City will not be penalized for ordering more or less than the quantities stated.

**CONTACT INFORMATION:**

Hours of operation: OFFICE 8:00 AM - 5:00 P.M., 989-684-5860  
24 Hr. Phone No. 989-245-2518  
ZACK GERARD

**AWARD:**

The evaluation and award of this bid shall be a combination of factors including but not limited to: cost, professional competence, references, and the correlation of the proposal submitted to the needs of the City of Troy. The City of Troy reserves the right to award this bid to the lowest responsible bidder(s) meeting specifications for each option or to combine options, whatever is deemed to be in the City of Troy's best interest; to reject low bids which have major deviations from specifications; to accept a higher bid which has only minor deviations.

**DOWNPAYMENTS OR PREPAYMENTS:**

Any bid received which requires a down payment or prepayment for services to be performed prior to work completion and acceptance of material as being in conformance with specifications will not be considered for award.

**NOTICE OF DELIVERY:**

The contractor will be notified as to the quantity needed before noon on the day prior to the desired delivery date. Delivery will be expected at the time requested, as long as this minimum notification is given.

**ADDITIONAL INFORMATION:**

For additional information or questions concerning this project, please contact **Kaitlin Sackner** at **248.524.3376**.

**LOCAL PREFERENCE:**

The City of Troy reserves the right to award a contract to a local business, one which pays City of Troy taxes (real and/or personal), if the bid of a local vendor is within 5% of the lowest responsive and responsible non-local bidder, then the local vendor is given one chance to match the low bid.

The City of Troy reserves the right to award this bid to the lowest responsible bidder meeting specifications; to reject low bids which have major deviations from specifications; to accept a higher bid which has only minor deviations.

**CONTRACT FORMS:**

Bidders should complete and sign the Legal Status of Bidder, Non-Collusion Affidavit, Certification regarding Debarment, the Certification regarding "Iran Linked Business" and the Familial Disclosure Forms and return with your bid proposal. Due to COVID-19 restrictions the City is waiving Notary requirements; but note that all forms must be signed and dated.

**REFERENCES:**

The City of Troy requires that your company list at least three (3) clients who have recently had similar work performed by your company.

COMPANY: CITY OF TROY  
ADDRESS: \_\_\_\_\_  
PHONE: 248-524-3300 CONTACT \_\_\_\_\_  
EMAIL: \_\_\_\_\_

COMPANY: CITY OF ANN ARBOR  
ADDRESS: \_\_\_\_\_  
PHONE: 734-994-2700 CONTACT \_\_\_\_\_  
EMAIL: \_\_\_\_\_

COMPANY: CITY OF FARMINGTON HILLS  
ADDRESS: \_\_\_\_\_  
PHONE: 248-871-2400 CONTACT \_\_\_\_\_  
EMAIL: \_\_\_\_\_

**APPROVED ALTERNATES:**

The City of Troy's designated department representatives or their designee will review all items submitted for consideration as approved alternates. Their decision as to acceptability will be deemed in the City of Troy's best interest and will be final.

**TERMINATION FOR CONVENIENCE:**

The City may cancel the contract for its convenience, in whole or in part, by giving the supplier written notice 60-days prior to the date of cancellation. If the City chooses to cancel this contract in whole or in part, the charges due under this contract shall be payable only for services as rendered.

**IMPORTANT:**

All City of Troy purchases require a SAFETY DATA SHEET, where applicable, in compliance with the MIOSHA "Right to Know" Law. Please include a copy of any relevant SDS at the time of bid submission.

COMPANY NAME: LIQUID CALCIUM CHLORIDE SALES

**INSURANCE:** Insurance requirements shall be in accordance with the attached SAMPLE INSURANCE CERTIFICATE and ENDORSEMENT. The required Insurance Certificate and Endorsement must be submitted to the city within 5 days of the verbal/electronic request after the bid award. The Insurance Certificate and Endorsement may be faxed to the Purchasing Office at 248.619.7608 and is the only bid document accepted in this format.

The contractor, or any of their subcontractors, shall not commence work under this contract until they have obtained the insurance required, and shall keep such insurance in force during the entire life of this contract. All coverage shall be with insurance companies licensed and admitted to business in the State of Michigan and acceptable to the City of Troy. The requirements below should not be interpreted to limit the liability of the Contractor. All deductibles and self-insured retentions (SIR's) are the responsibility of the Contractor.

☒ We can meet the specified insurance requirements.

☐ We cannot meet the specified insurance requirements.

☐ We do not carry the specified limits but can obtain the additional insurance coverage of \$ \_\_\_\_\_, at the cost of \$ \_\_\_\_\_.

**NOTE:** Please note the amendments on a sample insurance certificate and attach it to your bid proposal.

☐ Our proposal is reduced by \$ \_\_\_\_\_ if we lower the requirement to \$ \_\_\_\_\_.

**NOTE:** Please note the amendments on a sample insurance certificate and attach it to your bid proposal.

**IMPORTANT:** A Certificate of Insurance on an ACORD Form showing present coverage as well as the required endorsements SHALL be attached to the proposal document at the time of submission of the proposal to the Office of the City Clerk.

**NOTE:** Failure on the part of any bidder to contact his/her insurance carrier to verify that the insurance carried by the bidder meets City of Troy specifications may result in this proposal being completed incorrectly.

**OTHER:** Sole proprietors must execute a certificate of exemption from Worker's Compensation requirements or provide proof of Worker's Compensation Insurance. All coverage shall be with insurance carriers licensed and admitted to do business in Michigan in accordance with all applicable statutes of the State of Michigan and acceptable to the City of Troy.

**INSURANCE VERIFICATION:** A bidder shall complete the above portion, which details additional costs that may be incurred for specified coverage without purchasing the additional coverage prior to bid submission.

**WORKERS' COMPENSATION INSURANCE,** including Employers' Liability Coverage, in accordance with all applicable statutes of the State of Michigan.

**COMMERCIAL GENERAL LIABILITY INSURANCE** on an "Occurrence Basis" with limits of liability not less than \$1,000,000.00 per occurrence and aggregate. Coverage shall include the following extensions: (A) Contractual liability; (B) Products and Completed Operations; (C) Independent Contractors Coverage; (D) Broad Form General Liability Extensions or equivalent, if not already included; (E) Deletion of all Explosion, Collapse, and Underground (XCU) Exclusions, if applicable.

**AUTOMOBILE LIABILITY**, including Michigan No-Fault Coverages, with limits of liability not less than \$1,000,000.00 per occurrence combined single limit for Bodily Injury, and Property Damage. Coverage shall include all owned vehicles, all non-owned vehicles, and all hired vehicles.

**ADDITIONAL INSURED:** Commercial General Liability and Automobile Liability, as described in the attached SAMPLE shall include an Additional Insured Endorsement stating the following shall be **Additional Insureds**: The City of Troy including all elected and appointed officials, all employees and volunteers, all boards, commissions, and/or authorities and council members, including employees and volunteers thereof. It is understood and agreed by naming the City of Troy as additional insured, coverage afforded is considered to be primary and any other insurance the City of Troy may have in effect shall be considered secondary and/or excess.

**CANCELLATION NOTICE:** All policies, as described above, shall include an endorsement stating that it is understood and agreed that Thirty (30) days, Ten (10) days for non-payment of premium, Advance Written Notice of Cancellation, Non-Renewal, Reduction, and/or Material Change shall be mailed to:

City of Troy  
Purchasing Manager  
500 West Big Beaver  
Troy, MI 48064

**PROOF OF INSURANCE COVERAGE:** The Contractor shall provide the City of Troy, at the time that the contracts are returned by him/her for execution, a Certificate of Insurance as well as the required endorsements. In lieu of required endorsements, if applicable, a copy of the policy sections where coverage is provided for additional insured and cancellation notice would be acceptable. Copies or certified copies of all policies mentioned above all shall be furnished, if so requested.

If any of the applicable coverages expire during the term of this contract, the Contractor shall deliver renewal certificates and endorsements to the City of Troy at least ten (10) days prior to the expiration date.

COMPANY NAME: LIQUID CALCIUM CHLORIDE SALES, INC.

**SIGNATURE PAGE**

**PRICES:** Prices shall remain firm for 60 days or bid award whichever comes first, except the successful bidder(s) whose prices shall remain firm for the entire contract period which shall commence on the date of award or **December 1, 2020**, whichever is later, and expire **November 30, 2021**. The contract may be renewed for one (1) additional year based upon mutual consent of both parties within 90 days of contract termination based upon the same prices, terms, and conditions. The renewal is subject to a favorable market survey and City Council approval. A request by City staff to determine a successful bidder's interest in renewing a contract in no way obligates the City. The option cannot be exercised without Troy City Council approval and a blanket purchase order issued. The City of Troy may terminate this contract with written notice at least thirty (30) days in advance.

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE

Rodney Gerard

**NOTE:** The undersigned has checked carefully the bid figures and understands that he/she shall be responsible for any error or omission in this bid offer and is in receipt of all addenda as issued.

TAX ID# 38-2386375

COMPANY LIQUID CALCIUM CHLORIDE SALES, INC.

ADDRESS 2715 S. HURON CITY KAWKAWLIN STATE MI ZIP 48631

TELEPHONE NUMBER (989) 684-5860 FAX NUMBER ( ) 989-684-9953

REPRESENTATIVE'S NAME RODNEY GERARD

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE:

Rodney Gerard (Print)

PAYMENT TERMS NET 30

DELIVERY: As Specified

E-MAIL: RODGERARD@GERARD

**EXCEPTIONS:** Any exceptions, substitutions, deviations, etc. from the City specifications and this proposal must be stated below. The reason(s) for the exceptions, substitutions or deviations are an integral part of this bid offer:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**ACKNOWLEDGEMENT:**

I, RODNEY GERARD, certify that I have read the **Instructions to Bidders** (2 Pages) and that the bid proposal documents contained herein were obtained directly from the City's Purchasing Department or MITN website, www.mtn.info and is an official copy of the Authorized Version.

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE:

Rodney Gerard

**NOTE:** The City of Troy, at their discretion, may require the bidder(s) to supply a Financial Report from an impartial Financial Credit Reporting Service before award of contract.

**U.S. FUNDS:** All prices quoted are to be in U.S. Currency.



**CITY OF TROY  
SPECIFICATIONS**

**LIQUID CALCIUM CHLORIDE**

The estimated season's usage is 20,000 gallons for dust control.  
The estimated season's usage is 40,000 gallons for snow and ice control.

The minimum percentage of Calcium Chloride in the solution shall not be less than 38% for dust control and exactly 32% for ice control. The Calcium Chloride shall conform to the requirements of the current specifications for Calcium Chloride A.S.T.M. Designation D98.

Sodium Chloride in the Calcium Chloride solution shall not exceed a maximum of 4%. Should the Sodium Chloride at any time exceed 4%, the City reserves the right to cancel the undelivered balance of the Purchase Order.

The percentage of Calcium Chloride in the solution will be determined by the EDTA Titration method of the current methods of sampling and testing Calcium Chloride, A.S.T.M. Designation D98.

On Option "A" bidder will deliver to a storage tank located at 4693 Rochester Rd, Troy, MI, ***shipments of no less than 3,000 gallons***, as requested by the City for dust control.

On Option "B" bidder will deliver to a storage tank located at 4693 Rochester Road, Troy, MI, ***shipments of no less than 2,000 gallons***, as requested by the City for ice control.

**NOTIFICATION FOR DELIVERY:** The City will notify the contractor before noon on the day prior to the desired delivery date. The contractor will be informed as to the quantity desired and will be expected to deliver at the time requested as long as this minimum notification is given.



## Legal Status of Bidder:

The Bidder shall fill out the appropriate form and strike out the other two:

A ~~corporation~~ duly organized and doing business under the laws of the State of MICHIGAN  
for whom RODNEY GERARD, bearing the office title of PRESIDENT  
\_\_\_\_\_, whose signature is affixed to this proposal, is duly authorized to execute contracts.

*Rodney Gerard*

~~A partnership~~, all members of which, with addresses, is:

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

~~AN INDIVIDUAL~~, WHOSE SIGNATURE IS AFFIXED TO THE PROPOSAL:

_____	_____
-------	-------



CITY OF TROY  
OAKLAND COUNTY, MICHIGAN  
NON-COLLUSION AFFIDAVIT

TO WHOM IT MAY CONCERN:

RODNEY GERARD, being duly sworn deposed, says that he/she  
(Print Full Name)

is PRESIDENT. The party making the foregoing proposal or bid,  
(State Official Capacity in Firm)

that such bid is genuine and not collusion or sham; that said bidder has not colluded, conspired, connived, or agree, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding and has not in any manner directly or indirectly sought by agreement or collusion, or communication or conference, with any person to fix the bid price or affiant or any other bidder, or to fix any overhead, profit, or cost element of said bid price, or that of any other bidder, or to secure the advantage against the City of Troy or any person interested in the proposed contract; and that all statements contained in said proposal or bid are true.

Rodney Gerard  
SIGNATURE OF PERSON SUBMITTING BID

Sharon Kay West  
NOTARY'S SIGNATURE

Subscribed and sworn to before me this 20th day of October, 2020 in and for Berly County.

My commission expires:

March 7, 2021

Berly



**CERTIFICATION REGARDING  
DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS**

The prospective participant certifies, to the best of its knowledge and belief, that it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions under any non-procurement programs by any federal, state or local agency.
2. Have not, within the three year period preceding, had one or more public transactions (federal, state, or local) terminated for cause or default; and
3. Are not presently indicted or otherwise criminally or civilly charged by a government entity (federal, state, or local) and have not, within the three year period preceding the proposal, been convicted of or had a civil judgment rendered against it:
  - a. For the commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public transaction (federal, state, or local), or a procurement contract under such a public transaction;
  - b. For the violation of federal, or state antitrust statutes, including those proscribing price fixing between competitors, the allocation of customers between competitors, or bid rigging; or
  - c. For the commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.

I understand that a false statement on this certification may be grounds for the rejection of this proposal or the termination of the award. In addition, the general grant of this authority exists within the City's Charter, Chapter 12, Section 12.2- Contracts.

☒ *I am able to certify to the above statements.*

LIQUID CALCIUM CHLORIDE SALES  
Name of Agency/Company/Firm (Please Print)

RODNEY GERARD PRESIDENT  
Name and title of authorized representative (Please Print)

Rodney Gerard  
Signature of authorized representative

Date

☐ *I am unable to certify to the above statements. Attached is my explanation.*



**Proposer's Sworn and Notarized Familial Disclosure**

*(to be provided by the Proposer)*

The undersigned, the owner or authorized officer of LIQUID CALCIUM CHLORIDE SALES (the "Proposer"), pursuant to the familial disclosure requirement provided in the Request for Proposal, hereby represent and warrant, except as provided below, that no familial relationships exist between the owner(s) or any employees of

NONE and any member of the City of Troy City Council or City of Troy management.

**List any Familial Relationships:**

N/A

**BIDDER:**

LIQUID CALCIUM CHLORIDE SALES

By: RODNEY GERARD

Its: PRESIDENT

Rodney Gerard

STATE OF MICHIGAN )

)ss.

COUNTY OF Bay )

This instrument was acknowledged before me on the 20th day of October, 2020, by

Sharon Kay Delt

Bay



**VENDOR CERTIFICATION  
THAT IT IS NOT AN  
"IRAN LINKED BUSINESS"**

Pursuant to Michigan law, (the Iran Economic Sanctions Act, 2012 PA 517, MCL 129.311 et seq.), before accepting any bid or proposal, or entering into any contract for goods or services with any prospective Vendor, the Vendor must first certify that it is not an "IRAN LINKED BUSINESS", as defined by law.

Vendor	
Legal Name	LIQUID CALCIUM CHLORIDE SALES
Street Address	2715 S. HURON ROAD
City	KAWKAWLON, MI 48631
State, Zip	MICHIGAN 48631
Corporate I.D. Number/State	38-2386375
Taxpayer I.D. #	38-2386375

The undersigned, with: 1.) full knowledge of all of Vendors business activities, 2.) full knowledge of the requirements and possible penalties under the law MCL 129.311 et seq. and 3.) the full and complete authority to make this certification on behalf of the Vendor, by his/her signature below, certifies that: the Vendor is NOT an "IRAN LINKED BUSINESS" as require by MCL 129.311 et seq., and as such that Vendor is legally eligible to submit a bid and be considered for a possible contract to supply goods and/or services to the City of Troy.

Signature of Vendor's Authorized Agent: Rodney Gerard

Printed Name of Vendor's Authorized Agent: RODNEY GERARD

Witness Signature: Zachary Gerard

Printed Name of Witness: ZACHARY GERARD



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

## CITY COUNCIL AGENDA ITEM

Date: November 4, 2020

To: Mark F. Miller, City Manager

From: Robert Bruner, Assistant City Manager  
Lisa Burnham, Controller  
Kurt Bovensiepe, Public Works Director  
Scott Carruthers, Streets & Drains Operations Manager  
MaryBeth Murz, Purchasing Manager

Subject: Standard Purchasing Resolution 2: Award to Low Bidder Meeting Specifications – Liquid Calcium Chloride

### History

- The Streets and Drains Division uses a Liquid Calcium Chloride solution on an as needed basis to assist in the snow removal process by applying the solution directly onto the road salt to make it more effective in colder temperatures.
- Depending on temperatures and road conditions the solution is added at a rate of 8 -12 gallons per ton of salt.
- The solution is also used on gravel roads as dust control.
- The current contract expires November 30, 2020.

### Purchasing

- On October 29, 2020 a bid opening was conducted as required by City Charter and Code for seasonal requirements of Liquid Calcium Chloride with and an option to renew for one additional season.
- The bid was posted on the Michigan Inter-governmental Trade Network (MITN) website; [www.mitn.info](http://www.mitn.info).
- Two (2) bid response were received. Below is a detailed summary of potential vendors for the bid opportunity:

Companies notified via MITN	129
Troy Companies notified via MITN	0
Troy Companies - Active email Notification	0
Troy Companies - Active Free	0
Companies that viewed the bid	4
Troy Companies that viewed the bid	0

**MITN** provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. **Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. **Active MITN non-paying members** are responsible to monitor and check the MITN website for opportunities to do business with the City. **Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

- Upon review of the bid responses, *Liquid Calcium Chloride Sales, Inc. of Kawkawlin, Michigan* is the low bidder meeting specifications and is being recommended for the supply of seasonal requirements of Liquid Calcium Chloride with the option to renew for one (1) additional season.
- *Liquid Calcium Chloride Sales, Inc.* included a price break at 6,000 gallons, which made them the low bidder as specified.



500 West Big Beaver  
Troy, MI 48084  
troyml.gov

## CITY COUNCIL AGENDA ITEM

### Purchasing (continued)

- Historically, the City has rarely ordered under 6,000 gallons; most recently was once in 2017 and once in 2015. Other than those two instances in recent years, the City consistently orders at least 6,000 gallons of liquid calcium chloride.

See below for bid pricing comparing *current* bid pricing to the last time this commodity was bid in 2018.

Bid Pricing Comparison	2016-2018	2018-2020	Proposed 2018-2020
	Liquid Calcium Chloride Sales, Inc.	Liquid Calcium Chloride Sales, Inc.	Liquid Calcium Chloride Sales, Inc.
<b>38 % Liquid Calcium Chloride- Dust Control</b>			
3,000 gallons (minimum order)	0.677	0.699	0.730
6,000-9,000 gallons	0.568	0.590	0.613
<b>32% Liquid Calcium Chloride- Snow &amp; Ice Control</b>			
2,000 gallons (minimum order)	0.695	0.713	0.750
6,000-9,000 gallons	0.476	0.495	0.515

### Financial

Funds are available in the Operating Budgets of the Public Works Streets Division for the 2021 Fiscal Year.

### Recommendation

City Management recommends awarding a contract to provide seasonal requirements of Liquid Calcium Chloride with an option to renew for one additional year to the low bidder meeting specifications; *Liquid Calcium Chloride Sales Inc, of Kawkawlin, MI* for an estimated total cost of \$38,010.00 at the unit prices contained in the bid tabulation opened October 29, 2020.



Opening Date: 10/29/2020  
Date Reviewed: 10/29/2020

CITY OF TROY  
BID TABULATION  
LIQUID CALCIUM CHLORIDE

ITB-COT 21-13  
Page 1 of 1

VENDOR NAME:	Liquid Calcium Chloride Sales	Unique Grounds & Supply
CITY:	Kawkawlin, MI	Ray, MI

**PROPOSAL: ONE -YEAR REQUIREMENTS OF LIQUID CALCIUM CHLORIDE WITH AN OPTION TO RENEW FOR ONE ADDITIONAL YEAR**

ESTIMATED QUANTITY	DESCRIPTION	PRICE/ GALLON	PRICE/GALLON WITH 6,000-9,000 Gallon Shipments	PRICE/ GALLON
<b>OPTION A: 38%</b>				
20,000 GALS	Bidder will deliver to a storage tank located at 4693 Rochester Rd., Troy, for dust control at shipments of no less than 3,000 gallons, as requested by the City.	<b>\$0.730</b>	<b>\$0.613</b>	<b>\$0.650</b>
<b>OPTION B: 32%</b>				
50,000 GALS	Bidder will deliver to a storage tank located at 4693 Rochester Rd., Troy, for snow & ice control at shipments of no less than 2,000 gallons, as requested by the City.	<b>\$0.750</b>	<b>\$0.515</b>	<b>\$0.550</b>

Hours of Operation:		8AM - 5PM	8AM - 4PM
24 Hr. Phone Number:		989-684-5860 (Office Hours) 989-245-2518 (24 Hour No.)	586-646-5634
References:	Y or N	Y	Y
Can meet Insurance:	Y or N	Y	Y
Payment Terms:		Net 30	Net 30
Exceptions:	Y or N	N	N
Acknowledgement:	Y or N	Y	Y
Forms:	Y or N	Y	Y

Attest:

(\*Bid Opening conducted via a Go-To Meeting)

Kaitlin Sackner  
Kristine Kallek  
Jackie Ahlstrom  
Heather Chomiak

MaryBeth Murz,  
Purchasing Manager