

INTRODUCED BY: COUNCIL MEMBER(s) Hendrickson

1 **AN ORDINANCE RENEWING THE BID AWARDS FOR CERTAIN**
2 **PRODUCTS AND SERVICES FOR HIGHWAY SALT 2018, DEPARTMENT OF**
3 **PUBLIC WORKS.**

4 **WHEREAS**, Pursuant to Ordinance 18-0304 Jefferson County, Missouri and the
5 Department of Public Works entered into a Contract, known as the Highway Salt 2018
6 contract, with Compass Minerals America, Inc.; and

7 **WHEREAS**, Jefferson County, Missouri, (hereafter, the "County") recommends
8 the renewal of the following bid awards at the revised terms and conditions, for an
9 additional one-year term:

10 **BID NAME**

11 Highway Salt 2018

12 **AWARDED BIDDER**

13 Compass Minerals America, Inc.

14 **ORDINANCE NUMBERS**

15 18-0304

16 **WHEREAS**, the Department of Public Works of Jefferson County, Missouri,
17 requested renewal from the awarded bidder, Compass Minerals America, Inc. to renew the
18 contract for the Highway Salt 2018 with the County; and

FILED

JUN 13 2019

KEN WALLER
COUNTY CLERK, JEFFERSON COUNTY, MO

1 **WHEREAS**, the Department of Public Works of Jefferson County, Missouri,
2 requests an increase in expected tonnage to 11,000 tons, and a per ton price decrease of
3 \$0.70; and

4 **WHEREAS**, the Department of Public Works of Jefferson County, Missouri, finds
5 it is in the best interest of the County to renew the bid award for Highway Salt 2018 for the
6 term of 6-25-19 to 6-24-20 with Compass Minerals America, Inc. with approval of the
7 County Council and County Executive up to **\$825,000.00 per term, for total amount not**
8 **to exceed \$825,000.00 for the term**, subject to budgetary limitations.

9 **BE IT ENACTED BY THE JEFFERSON COUNTY, MISSOURI, COUNCIL,**

10 **AS FOLLOWS:**

11 Section 1. The County authorizes the renewal of the bid awards for an
12 additional one-year term as follows:

13 BID NAME

14 Highway Salt 2018

15 TERM

16 6-25-19 to 6-24-20

17 Upon approval of the County Council and County Executive

18 AMOUNT

19 Up to \$825,000.00 per term.

20 for total amount not to exceed \$825,000.00 for the term.

21 subject to budgetary limitations

22 AWARDED BIDDER

Compass Minerals America, Inc.

2 Section 2. The Jefferson County, Missouri, Council hereby authorizes the
3 County Executive to execute a renewal agreement, attached hereto and incorporated herein
4 by reference and attached as Exhibit A. The County Executive is further authorized to take
5 any and all actions necessary to carry out the intent of this Ordinance.

6 Section 3. Copies of all Invitations for Bid, Requests for Proposals, responses
7 thereto, and any contracts or agreements shall be maintained by the Department of the
8 County Clerk consistent with the rules and procedures for the maintenance and retention
9 of records as promulgated by the Secretary of State.

10 Section 4. This Ordinance shall be in full force and effect from and after its
11 date of approval. If any part of this Ordinance is invalid for any reason, such invalidity
12 shall not affect the remainder of this Ordinance.

THIS BILL BEING DULY INTRODUCED, THE MEMBERS OF THE JEFFERSON COUNTY, MISSOURI, COUNCIL VOTED AS FOLLOWS:

Council Member District 1, Brian Haskins	<u>Yes</u>
Council Member District 2, Renee Reuter	<u>Yes</u>
Council Member District 3, Phil Hendrickson	<u>Yes</u>
Council Member District 4, Charles Groeteke	<u>Yes</u>
Council Member District 5, Tracey Perry	<u>Yes</u>
Council Member District 6, Daniel Stallman	<u>Yes</u>
Council Member District 7, James Terry	<u>Yes</u>

THE ABOVE BILL ON THIS 10th DAY OF June, 2019:

✓ PASSED FAILED



Charles Groeteke, County Council Chair

Pat Schlette
Pat Schlette, Council Executive Assistant

THIS BILL WAS X APPROVED BY THE JEFFERSON COUNTY EXECUTIVE AND ENACTED AS AN ORDINANCE OF JEFFERSON COUNTY, MISSOURI, THIS 12th DAY OF June, 2019.

THIS BILL WAS _____ VETOED AND RETURNED TO THE JEFFERSON COUNTY, MISSOURI, COUNCIL WITH WRITTEN OBJECTIONS BY THE JEFFERSON COUNTY EXECUTIVE, THIS _____ DAY OF _____, 2019.

Dennis J. Gannon
Dennis J. Gannon, Jefferson County, Missouri, Executive

ATTEST:

Ken Waller
Ken Waller, County Clerk
BY: Deah Sutliff

Reading Date: 06-10-2019

PLEASE COMPLETE FORM AND RETURN TO CONTRACTS AND GRANTS. FAX 636-797-5067 OR

vpratt@jeffcomo.org, msauer@jeffcomo.org, and Purchasing@jeffcomo.org

Call with any questions: 636-797-5380

EXHIBIT

A

CHECK ONE OPTION

AWARD **REJECT** **CHANGE ORDER** **RENEW**

If no Bid or Bids have not been awarded by the County Council within forty-five (45) days following the opening of the bids then all bids will be deemed Rejected.

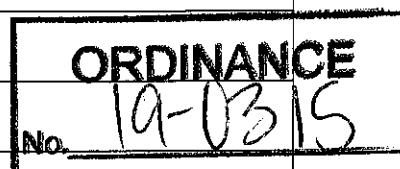
DATE	05/31/2019	DEPARTMENT	Public Works - Highway Division
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CONTACT NAME	Kurt Wengert	PHONE NUMBER	(636) 797-5427
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BID NAME	Highway Salt 2018	BID OPENING DATE	06/19/2018
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TIME SENSITIVE	If yes, explain:	Yes - Current contract expires June 24, 2019
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AWARD BID REJECT BID CHANGE ORDER (give detailed information)	Renew Contract with:
	Compass Minerals America, Inc.



ANNUAL EXPENDITURE	Not to exceed \$825,000.00
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ACCOUNT STRING(S) TO CHARGE	200-0061-5453
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TERM OF CONTRACT	One year from County Execution
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CONTRACT NAME	C19HIGHWAYSALT
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COMMENTS (give detailed information and attach any documentation if needed)	The anticipated quantity purchased will increase to 11,000
	tons. The per ton price will decrease from \$73.40 to \$72.70
	during this term after discussion between the Highway
	Superintendent (in consultation with the Director of Public
	Works) and Compass Minerals.

Director/Elected Official Signature: _____ Date: _____

Vickie Pratt

From: Kurt Wengert
Sent: Friday, May 31, 2019 3:02 PM
To: Jackie TalarSKI; Vickie Pratt
Cc: Jason Jonas
Subject: RENEW - Highway Salt
Attachments: 2019 RENEW Highway Salt.pdf

This renewal includes an increase in expected tonnage to 11,000 tons, and a per ton price decrease of \$0.70. These items were discussed with Jason Jonas on May 30, 2019 and finalized with Compass Minerals on May 31.

Kurt W. Wengert, P.E.

Highway Division Superintendent
Jefferson County (MO) Public Works
Office: **(636) 797-5427**
Mobile: **(636) 232-8282**

Vickie Pratt

From: Kurt Wengert
Sent: Friday, May 31, 2019 3:58 PM
To: Vickie Pratt
Subject: FW: [External] RE: Compass Minerals Proposal

Does this email chain provide enough documentation?

Kurt W. Wengert, P.E.

Highway Division Superintendent
Jefferson County (MO) Public Works
Office: (636) 797-5427
Mobile: (636) 232-8282

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From: Joel Gerdes <gerdesj@compassminerals.com>
Sent: Friday, May 31, 2019 3:31 PM
To: Kurt Wengert <kwengert@jeffcomo.org>
Cc: Curtis Herman <HermanC@compassminerals.com>; Jason Jonas <jonas@jeffcomo.org>; Daniel Naunheim <dnaunheim@jeffcomo.org>; Joel Gerdes <gerdesj@compassminerals.com>
Subject: RE: [External] RE: Compass Minerals Proposal

Kurt,

This is great news. Thanks for working on this with us. We are looking forward to another successful season. I am glad that we were able to come to an agreement.

Regards,



Joel Gerdes
Sales Manager – Highway Sales
D: 913.344.9360 M: 913.302.4504
E: gerdesj@compassminerals.com
W: compassminerals.com

From: Kurt Wengert <kwengert@jeffcomo.org>
Sent: Friday, May 31, 2019 2:48 PM
To: Joel Gerdes <gerdesj@compassminerals.com>
Cc: Curtis Herman <HermanC@compassminerals.com>; Jason Jonas <jonas@jeffcomo.org>; Daniel Naunheim <dnaunheim@jeffcomo.org>
Subject: RE: [External] RE: Compass Minerals Proposal

Jefferson County would be in agreement with these terms. I will send over a contract term renewal to our Purchasing Office to get the paperwork going.

Thank you, gentlemen.

Kurt W. Wengert, P.E.

Highway Division Superintendent
Jefferson County (MO) Public Works
Office: (636) 797-5427
Mobile: (636) 232-8282

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From: Joel Gerdes <gerdesj@compassminerals.com>
Sent: Friday, May 31, 2019 2:16 PM
To: Kurt Wengert <kwengert@jeffcomo.org>
Cc: Curtis Herman <HermanC@compassminerals.com>; Joel Gerdes <gerdesj@compassminerals.com>
Subject: RE: [External] RE: Compass Minerals Proposal

Kurt,

After reviewing further and discussing with my manager, I am going to be able to offer a slight discount to last year's price of \$.70 per ton. Our new price for the upcoming season would be \$72.70. Please confirm that you are in agreement and we will plan accordingly to service your business for another year.

Regards,



Joel Gerdes
Sales Manager -- Highway Sales
D: 913.344.9360 M: 913.302.4504
E: gerdesj@compassminerals.com
W: compassminerals.com

From: Kurt Wengert <kwengert@jeffcomo.org>
Sent: Friday, May 31, 2019 8:20 AM
To: Joel Gerdes <gerdesj@compassminerals.com>
Subject: [External] RE: Compass Minerals Proposal

Based on the increased tonnage, is there any possibility of lowering the price to, say \$70.00 per ton delivered?

Kurt W. Wengert, P.E.

Highway Division Superintendent
Jefferson County (MO) Public Works
Office: (636) 797-5427
Mobile: (636) 232-8282

From: Joel Gerdes <gerdesj@compassminerals.com>
Sent: Friday, May 31, 2019 8:17 AM
To: Kurt Wengert <kwengert@jeffcomo.org>
Cc: Joel Gerdes <gerdesj@compassminerals.com>
Subject: Compass Minerals Proposal

Kurt,

Thanks for taking the time to speak with me earlier. Per our conversation, I would like to propose rolling your salt contract for next season, 1 year, at flat pricing, \$73.40, and increasing your required tons from 6,400 to 11,000. Please confirm that you are in agreement with this proposal and we will move forward with planning on servicing your business for another season.

Please let me know if there are any questions or if we need to discuss further.

Regards,



Joe Gerdes
Sales Manager – Highway Sales
D: 913.344.9360 M: 913.302.4504
E: gerdesj@compassminerals.com
W: compassminerals.com

I hereby certify under section 50.660 RSMo there is either: (1) a balance of funds, otherwise unencumbered, to the credit of the appropriation to which the obligation contained herein is chargeable, and a cash balance otherwise unencumbered, in the treasury, to the credit of the funds from which payment is to be made, each sufficient to meet the obligation contained herein; or (2) bonds or taxes have been authorized by vote of the people and there is a sufficient unencumbered amount of the bonds yet to be sold or of the taxes levied and yet to be collected to meet the obligation in case there is not a sufficient unencumbered cash balance in the treasury.

Kathy W. Appill
County Auditor