

COMMISSION MEETING DATE: July 27, 2021

<b>Vendor Name (&amp; Location):</b>	
Multiple Vendors	
<b>Description:</b>	
Rock Salt - Treated and Untreated (Rebid)	
<b>PROCUREMENT TYPE:</b>	
<input checked="" type="checkbox"/>	Competitive
<input type="checkbox"/>	Non-Competitive
<b>SOLICITATION TYPE:</b>	
<input checked="" type="checkbox"/>	Bid
<input type="checkbox"/>	RFP
<input type="checkbox"/>	State Contract
<input type="checkbox"/>	Sole Source
<input type="checkbox"/>	Other

<b>Number:</b> RM-163826	
<b>Total Amount:</b> \$ 11,369,105.80	
<b>Budget Code:</b>	
Various	
<b>Contract Term (Including Options, if any):</b>	
One-Year contract with the option to extend for two additional one-year terms at the discretion of the Authority and the concurrence of the vendor.	
<b>Funding Source:</b> <input checked="" type="checkbox"/> Operating <input type="checkbox"/> Capital	
<input type="checkbox"/>	FS Funding subject to authorization through WRAF approval process.
<input type="checkbox"/>	F Funds are available in the appropriate operating/capital budgets for the referenced procurements.
<input type="checkbox"/>	FF Future Funded
<input checked="" type="checkbox"/>	FP Subject to funding availability at the time of ordering.
<b>Requesting Department:</b>	
Operations	
<b>Director/Manager:</b>	
Kevin Dunn	
Publicly advertised in the Star Ledger and posted on the Authority's and State's websites on June 7, 2021.	

Authorization is requested to award multiple contracts for the supply of approximately 125,000 tons of treated rock salt and 20,000 tons of untreated rock salt. These products are used to de-ice the Authority's Roadways and bridges during winter storm events. The bid was fully advertised and the 18 vendors listed in the database for this material were notified of the procurement. On May 13, 2021, bids were received from five (5) vendors. Unit prices are in the attached bid summary.

**Treated Rock Salt**

Bidders were required to bid a price per ton as a Primary Supplier (50% of estimated requirement), Secondary supplier (30% of estimated requirement) and/or Tertiary Supplier (20% of estimated requirement) for delivery to any or all of the specified locations ("Delivery Locations") on both Roadways. The bid was divided into 29 individual Delivery Locations. Bidders could bid the same Delivery Location as primary, secondary and/or tertiary supplier; however, no bidder could be awarded the same Delivery Location for more than one category.

All five vendors submitted bids for treated rock salt. (Unit prices are provided in the attached bid summary). Authorization is requested to award the following contracts:

1. **Morton Salt, Inc., Chicago, IL** as the Primary Supplier for all 29 Delivery Locations for an estimated 62,500 tons of treated rock salt for a total contract value not to exceed **\$4,609,481.00**.
2. **Atlantic Salt, Inc., Lowell, MA** as the Secondary Supplier for 15 Delivery Locations, for an estimated 18,400 tons of treated rock salt for a contract value not to exceed \$1,496,266.80, and as the Tertiary Supplier for 2 Delivery Locations for an estimated 1,800 tons for a contract value not to exceed \$159,110.00, for a total amount not to exceed **\$1,655,376.80**.

- 3. **Chemical Equipment Labs of DE, Inc., Newtown Square, PA** as the Secondary Supplier for 7 Delivery Locations, for an estimated 7,800 tons of treated rock salt for a contract value not to exceed \$645,600.00, and as the Tertiary Supplier for 17 Delivery Locations for an estimated 15,200 tons for a contract value not to exceed \$1,244,920.00, for a total amount not to exceed **\$1,890,520.00**.
- 4. **Riverside Construction Materials, Fairless Hills, PA** as the Secondary Supplier for 7 Delivery Locations, for an estimated 11,300 tons of treated rock salt for a contract value not to exceed 889,232.00, and as the Tertiary Supplier for 10 Delivery Locations for an estimated 8,000 tons for a contract value not to exceed \$665,096.00, for a total amount not to exceed **\$1,554,328.00**.

**Untreated Rock Salt**

Bidders were also requested to bid on 20,000 tons of untreated rock salt. Bidders were requested to submit pricing per ton with transportation costs to one of two Authority locations: 1) Parkway Maintenance District 5 (Holmdel) and 2) Turnpike Maintenance District 6A (Woodbridge). Bids were received as follows for the untreated rock salt:

<b><u>Vendor</u></b>	<b><u>Unit Price Per Ton</u></b>	<b><u>Total Bid Amount</u></b>
<b>Morton Salt, Inc., Chicago, IL</b>	<b>\$57.97</b>	<b>\$1,159,400.00</b>
Atlantic Salt, Inc., Lowell, MA	\$65.69	\$1,313,800.00
Chemical Equipment Labs of DE, Inc., Newtown Square, PA	\$66.10	\$1,322,000.00
Cargill, Inc., North Olmstead, OH	\$67.37	\$1,347,400.00
Riverside Construction Materials, Fairless Hills, PA	\$73.00	\$1,460,000.00

Accordingly, authorization is requested to award a contract to **Morton Salt, Inc** for the purchase and delivery of up to 20,000 tons of untreated rock salt for a total contract value not to exceed **\$1,159,400.00**.

**(Optional) Material Pick-up**

Bidders were also requested to provide unit prices for pick-up of untreated or treated rock salt by the Authority or its authorized agents at the supplier’s distribution facility. This option did not factor in the basis of award for either treated or untreated rock salt, but simply allows the Authority to pick up rock salt on an as-needed basis from any vendors that bid on this item. Quotes were received as follows:

<b><u>Vendor</u></b>	<b><u>Price Per Ton</u></b> <b><u>(Treated)</u></b>	<b><u>Price Per Ton</u></b> <b><u>(Untreated)</u></b>
Atlantic Salt, Inc., Lowell, MA	\$79.90	\$65.69
Cargill, Inc., North Olmstead, OH	No Bid	\$68.93
Chemical Equipment Labs of DE, Inc., Newtown Square, PA	\$75.00	\$66.10
Morton Salt, Inc., Chicago, IL	\$71.00	\$56.00
Riverside Construction Materials, Fairless Hills, PA	\$76.00	\$58.00

Accordingly, in the event that there is a need for the Authority or its authorized agents to pick up treated or untreated rock salt at the supplier’s facilities, authorization is requested to issue contracts to the above suppliers at the quoted prices for combined total amount not to exceed **\$500,000.00**.

Departmental Estimate: \$10,525,000.00

Bids were procured, and authorization is being sought to award these contracts in accordance with *N.J.S.A. 27:23-1 et seq.*, the Authority’s enabling legislation, *N.J.A.C. 19:9-2.2*, promulgated pursuant thereto, and Executive Order No. 37 (Corzine 2006). These awards are contingent upon the Treasurer of the State of New Jersey completing the review of all documents submitted by the selected awardee pursuant to Public Law 2005, Chapter 51 and Executive Order No. 117 (Corzine 2008), and having no objection to same.

Accordingly, authorization is requested to award contracts, as stated herein, for 1) delivery of approximately 125,000 tons of treated rock salt in an amount not to exceed \$9,709,705.80, 2) approximately 20,000 tons of untreated rock salt in an amount not to exceed \$1,159,400.00 and 3) for material pick-up, if needed, for an amount not to exceed \$500,000.00 for a combined total authorized amount not to exceed \$11,369,105.80, subject to funding availability at the time of ordering. Authorization is further requested for the Executive Director to approve each of the two, one-year extensions upon satisfactory performance by the vendor.