

COMMISSION MEETING DATE: August 27, 2024

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

Number: RM-187706			
Total Amount: \$ 12,145,489.00			
Budget Code:			
010 01 900 461020			
010 02 900 461020			
Contract Term (Including Options, if any):			
One-Year contract with the option to extend for two (2) additional one-year terms at the discretion of the Authority and the concurrence of the vendor.			
Funding Source:		<input checked="" type="checkbox"/>	Operating
		<input type="checkbox"/>	Capital
FS	<input type="checkbox"/>	F	<input type="checkbox"/>
Funding subject to authorization through WRAF approval process.		Funds are available in the appropriate operating/capital budgets for the referenced procurements.	
FF	<input type="checkbox"/>	FP	<input checked="" type="checkbox"/>
Future Funded		Subject to funding availability at the time of ordering.	
Requesting Department:			
Operations			
Director/Manager:			
Kevin Dunn			
Publicly advertised in the Star Ledger and Asbury Park Press and posted on the Authority's and State's websites on July 2, 2024.			

Under these contracts, multiple vendors will provide up to 141,000 tons of granular sodium chloride (treated and untreated rock salt) annually for use on both Roadways for roadway de-icing during winter storm events. The bid was fully advertised, and seven (7) vendors were notified of the procurement. On July 17, 2024, five (5) bids were received. Bids were reviewed by staff from both the Operations and Procurement and Materials Management ("PMM") Departments.

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 twenty-nine (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:

- Riverside Construction Materials, Fairless Hills, PA** as the Primary Supplier for fourteen (14) Delivery Locations for an estimated 29,000 tons of treated rock salt for a contract value not to exceed **\$2,358,850.00**, and as the Secondary Supplier for fifteen (15) Delivery Locations for an estimated 18,400 tons of treated rock salt for a contract value not to exceed **\$1,625,260.00**, for a total contract amount not to exceed **\$3,984,110.00**.

2. **Morton Salt Inc., Chicago, IL** as the Primary Supplier for fifteen (15) Delivery Locations, for an estimated 31,500 tons of treated rock salt for a contract value not to exceed **\$2,478,148.00**, as the Secondary Supplier for ten (10) Delivery Locations for an estimated 14,300 tons of treated rock salt for a contract value not to exceed **\$1,209,579.00** and as the Tertiary Supplier for four (4) Delivery Locations for an estimated 2,400 tons for a contract value not to exceed **\$222,944.00**, for a total contract amount not to exceed **\$3,910,671.00**.
3. **Chemical Equipment Labs of DE, Inc., Newtown Square, PA** as the Secondary Supplier for four (4) Delivery Locations, for an estimated 3,600 tons of treated rock salt for a contract value not to exceed **\$324,450.00**, and as the Tertiary Supplier for ten (10) Delivery Locations for an estimated 9,200 tons for a contract value not to exceed **\$875,800.00**, for a total contract amount not to exceed **\$1,200,250.00**.
4. **Atlantic Salt, Inc., Lowell, MA** as the Tertiary Supplier for fifteen (15) Delivery Locations, for an estimated 12,600 tons of treated rock salt for a contract value not to exceed **\$1,220,458.00**.

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 (1) of two (2) 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:

<u>Vendor</u>	<u>Unit Price Per Ton</u>	<u>Total Bid Amount</u>
Riverside Construction Materials, Fairless Hills, PA	\$66.50	\$1,330,000.00
Morton Salt, Inc., Chicago, IL	\$67.23	\$1,344,600.00
Atlantic Salt, Inc., Lowell, MA	\$79.00	\$1,580,000.00
Chemical Equipment Labs of DE, Inc., Newtown Square, PA	\$92.00	\$1,840,000.00
Cargill, Inc., North Olmstead, OH	No Bid	N/A

Accordingly, authorization is requested to award a contract to **Riverside Construction Materials, Fairless Hills, PA** for the purchase and delivery of up to 20,000 tons of untreated rock salt for a total contract value not to exceed **\$1,330,000.00**.

(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:

<u>Vendor</u>	<u>Price Per Ton (Treated)</u>	<u>Price Per Ton (Untreated)</u>
Atlantic Salt, Inc., Lowell, MA	\$79.00	\$79.00
Cargill, Inc., North Olmstead, OH	No Bid	No Bid
Chemical Equipment Labs of DE, Inc., Newtown Square, PA	\$90.00	\$80.00
Morton Salt, Inc., Chicago, IL	\$75.00	\$67.00
Riverside Construction Materials, Fairless Hills, PA	\$85.00	\$65.00

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 suppliers' 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: **\$11,369,105.80**

Bids for these contracts were procured, and the authorization being sought is to award these fair and open contracts to the lowest responsible bidder, in accordance with N.J.S.A. 27:23-6.1, N.J.A.C. 19:9-2.2, and Executive Order No. 37 (Corzine 2006).

Accordingly, authorization is requested to award contracts, as stated herein, for 1) delivery of approximately 121,000 tons of treated rock salt in an amount not to exceed \$10,315,489.00, 2) approximately 20,000 tons of untreated rock salt in an amount not to exceed \$1,330,000.00 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 \$12,145,489.00, 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.