

2015 Winter Conference October 20 - 21, 2015 Bellaire, MI

MiDEAL Road Salt Program

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DTMB Procurement

MiDEAL

- MiDEAL Extended Purchasing Program
 - Established in 1984
 - Open to local units of government, schools, universities, authorities, non-profit hospitals
 - Allows members to make purchases from state contracts at the same terms, conditions, pricing
 - Saves hard and soft costs associated with competitive bidding
 - Over 1050 members

Road Salt Highlights

- Road salt contracts heavily used by MiDEAL members
 - Over 400 members participated in this year's bid
 - Prequalification contracts good through August 31, 2016 plus 2 one year options
 - Pricing bid out yearly
- Benefits
 - Quantity is guaranteed
 - All vendors required to keep 30% additional supply to ensure adequate supply in the event of harsh winter
 - Only required to accept 70% of seasonal backup commitment

Process

- MiDEAL members enter requirements into an online application
 - Username and password are provided
- Requirements are entered by drop point and bid out by county
- Quantities are firm commitments
 - Orders may not be cancelled, regardless of final price
 - Person placing order presumed to have authority to do so

2015/2016 Winter Season

- Bid posted 2 weeks earlier (4/30) and evaluation time compressed
- New contracts for the 2015/2016 winter season awarded (6/11)
- Early Fill awards: Awarded vendor for each location will contact entity about delivery in Sept/Oct.
 - Delivered in one lump sum
- Seasonal back-up: Contact the vendor after November 1.
 - Requests must be in 50 ton increments
 - Must be taken in total by August and/or stored by vendor for additional month for extra fee

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2015/2016 Winter Season

- Awarded vendors
 - Compass Minerals (formerly North American): Early Fill
 - Compass Minerals (formerly North American): Seasonal Back-up
 - Cargill: Early Fill
 - Morton: Seasonal Back-up
 - Detroit Salt: Early Fill
 - Detroit Salt: Seasonal Back-up
- Contracts emailed to each participating entity

2015/2016 Winter Season

- Oakland County entities Early Fill: \$55.15
- Oakland County entities Seasonal Backup: \$57.10
- Macomb County entities Early Fill: \$55.15
- Macomb County entities Seasonal Backup: \$58.05
- Wayne County entities Early Fill: \$52.31
- Wayne County entities Seasonal Backup: Various
- Others: See website <http://1.usa.gov/1FWRDgG>

Trend

AVERAGE COST PER TON

