BRUNSWICK CITY
SERVICES, UTILITIES, TECHNOLOGY & CABLE COMMITTEE

Agenda
FEBRUARY 22, 2021
6:25 PM
Or immediately following the Planning & Zoning Committee Meeting

1. Discussion Items

   RES. NO. 19-2021 - An emergency resolution authorizing the City Manager to purchase 1,000 tons of Clearland enhanced road salt for the Service Department from Cargill Road Safety in an amount not to exceed $78,000.00. - **1st Reading** (To be brought from Services, Utilities, Technology & Cable Committee, *Administration/Paul Barnett*)

   RES. NO. 20-2021 - An emergency resolution authorizing the purchase of an additional 300 tons of road for the 2020-2021 winter season in an amount not to exceed $16,026.00. - **1st Reading** (To be brought from Services, Utilities, Technology & Cable Committee, *Administration/Paul Barnett*)

2. General Discussion

3. Adjournment

THE CITY OF BRUNSWICK

PROPOSED LEGISLATION

DATE: 2/22/2021

TO: Vice Mayor Michael Abella Jr. and Members of City Council

FROM: Carl S. DeForest, City Manager
Paul Barnett

COPY: Mayor Ron Falconi

LEGISLATION: **RES. NO. 19-2021** - An emergency resolution authorizing the City Manager to purchase 1,000 tons of Clearland enhanced road salt for the Service Department from Cargill Road Safety in an amount not to exceed $78,000.00. - **1st Reading** (To be brought from Services, Utilities, Technology & Cable Committee, *Administration/Paul Barnett*)

BACKGROUND: The City of Brunswick belongs to the Sourcewell Procurement Program. The price for this enhanced salt under the Sourcewell Procurement Program. The price for this enhanced salt under the Sourcewell Procurement Program, contract number 052919-CGI is $78.00 per ton. The enhanced salt that Brunswick has been using is more difficult to use and is less effective with the Brunswick snow and ice program than the enhanced salt to be purchased in this proposed resolution.

PURPOSE AND EXPLANATION: Plain white salt becomes ineffective at temperatures of 18 degrees and below. In these very cold temperatures an enhanced salt is needed to melt snow and ice. This proposed enhanced salt will provide the service needed in these cold temperatures.

IMPLEMENTATION SCHEDULE: Order as soon as possible.

FINANCIAL INFORMATION: Cargill Road Safety - - Street R & M Fund #117 - 117-0420-55300 - - 78000

FINANCIAL SUMMARY: 1,000 tons at $78.00 per ton = $78,000.

RECOMMENDED ACTION:

One Reading	Yes
Two Readings	No
Three Readings	No

Emergency	Yes
Suspension of Rules	Yes

If emergency or suspension of the rules, why the request?

It is requested that legislation is passed by emergency measure with suspension of the rules for the immediate preservation of the public peace, property, health, safety, or welfare, and so that the legislation will be enacted and enhanced salt can be purchased as soon as possible to be used this winter season.

ADDITIONAL INFORMATION:

CITY OF BRUNSWICK, OHIO
RESOLUTION NO. 19-2021

BY: Mr. Abella, Mr. Ousley and Mr. Capretta

AN EMERGENCY RESOLUTION AUTHORIZING THE CITY MANAGER TO PURCHASE 1,000 TONS OF CLEARLAND ENHANCED ROAD SALT FOR THE SERVICE DEPARTMENT FROM CARGILL ROAD SAFETY IN AN AMOUNT NOT TO EXCEED $78,000.00.

WHEREAS: The City of Brunswick is a member of the Sourcewell joint purchasing program as authorized by this Council and Ohio Revised Code Section 9.48; and

WHEREAS: The proposed purchase of ClearLane enhanced road salt for the Service Department is through the Sourcewell joint purchasing program.

WHEREAS: THE COUNCIL OF THE CITY OF BRUNSWICK HEREBY RESOLVES:

SECTION 1: That the City Manager is hereby authorized to purchase 1,000 tons of ClearLane enhanced road salt for the Service Department from Cargill Road Safety through the Sourcewell joint purchasing program in an amount not to exceed $78,000.00.

SECTION 2: That this Resolution is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, property, health, safety or welfare, and for the additional reason that immediate passage is necessary to immediately acquire ClearLane enhanced road sale for use during the 2020-2021 winter season. Therefore, the same shall be in full force and effect from and after its passage by the required number of votes or from the earliest time allowed by law.

PASSED: 1st Reading_____

Rules Suspended: AYES _____ NAYS _____

ADOPTED: _____ AYES _____ NAYS _____

ATTEST: _____
Clerk of Council
Fijabi Julien-Gallam, CMC

Sourcewell

Solicitation Number: RFP#052919

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Cargill Salt d/b/a Cargill Road Safety, 24950 Country Club Blvd., Suite 450, North Olmsted, OH 44070 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to its members. Participation is open to all levels of governmental entity, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and its Members (Members).

1. TERM OF CONTRACT

A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.

B. EXPIRATION DATE AND EXTENSION. This Contract expires July 17, 2023, unless it is cancelled sooner pursuant to Article 24. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.

C. SURVIVAL OF TERMS. Articles 11 through 16 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Member in advance, Equipment or Products must be delivered as operational to the Member's site.

7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	Cargill has been in business for over 150 years. Today, it is the largest privately held company in the United States with over 155,000 employees. Every day our mission is to nourish the world in a safe, responsible and sustainable way. We have businesses around food ingredients and bio-industrial, animal nutrition, agriculture and supply chain, metals and shipping and protein and salt. The Protein and Salt Platform is broken into multiple segments including Food, Road Safety, Water Quality and Growth Ventures. Our salt is used in food, agriculture, water softening and deicing. We have significant operations in the US and Canada, Central America, China & Southeast Asia and the UK. The Road Safety division of Cargill Salt is Headquartered in North Olmsted, Ohio, and has been a premier deicing solutions provider in North America since 1997. With operating facilities that are strategically placed across North America, we strive to provide our customers with deicing solutions that save lives, enhance commerce and reduce environmental impact. We strive to be more than a vendor. We strive to be a company you can depend on to deliver cost effective, environmentally conscious, high performing products. We understand the importance of keeping roads safe in winter and we understand it cannot come at the expense of the environment. Through collaboration with our customers and a commitment to research and development, we are developing products and services that help keep North America moving in winter times in a manner that is best for the end users of our technologies and Mother Nature. In addition, we have been the industry leader in brine makers for over 15 years. Our business of being focused providing solutions that enhance commerce, keep roads safe and on reduce the environmental impact of salt by providing unique solutions has been a reason why government agencies chose to work with Cargill.
8	Provide a detailed description of the products and services that you are offering in your proposal.	Cargill proposes both a variety of brine makers and options as well as salt and treated salt. Our brine makers meet the needs of both smaller agencies up to the very largest. AccuBatch® Brine Maker This machine is the top of the line entry-level brine making system and is the only one on the market that features a conductivity sensor for automatic brine concentration measurement. Its simple plug and play design allows for easy setup, maintenance, operation and cleanout. the machine is designed to achieve optimum concentration levels without the additional labor time needed to manually check and re-check and can make 800 gallon batches in approximately 20 minutes. There is also no technical assistance required to install or operate the machine. There is no technical assistance needed. Simply hook up the water and power and begin making your brine with a start of a button. The cleanout is safe and easy by simply opening a valve and letting the sediment flow into a loader bucket. AccuBrine® Automated Brine Maker NXT GEN This is a very easy to use yet sophisticated brine production system has significant benefits to customers and is capable of producing up too 6,000 gallons per hour. This machine is easy to use, has high end electronic components, the ability to remote access the machine, tank level management logic for truck loading accuracy and reporting, via an Apple® or Android™ mobile device or desktop computer, is the only machine manufactured from marine-grade fiberglass to withstand the harsh, corrosive nature of salt, water and winter conditions and unlike other brine makers that require risky, time-consuming manual labor, the cleanout process is completely automatic. The system notifies the operator of the necessary cleanout, rinses itself out, and the sloped floor directs runoff to a designated area. This fully-automated system takes brine production to the next level by providing a machine that is very easy to use, yet with the sophistication required in a high end brine maker with a multitude of user benefits. AccuBrine® blend truck loading & blending system This state-of-the-art system works independently of the brine maker and gives agencies the freedom and flexibility to grow their liquids program. With the ability to make brine while filling trucks, tracking multiple user I.D.s, creating recipes for every type of weather event by making a volume ratio blend of brine and various additives directly into the liquid application trucks. This system also will provide for usage reporting and remote access via an Apple® or Android™ mobile device or desktop computer. Cargill Salt Treated with YPS (yellow prussiate of soda) anti-caking agent to help resist caking and prevent clumping, Cargill's bulk deicing salt is a standard for winter maintenance deicing programs. Cargill ClearLane® ClearLane® enhanced deicer is a pre-wet sodium chloride made from a patented liquid magnesium chloride formula and mixing process. Combined with pre-wetting and deicing agents, including a PNS-approved corrosion inhibitor, a coloring agent, and a leaching inhibitor, ClearLane® enhanced deicer is a superior deicer for effective winter road maintenance that's anti-corrosive and better for the environment than traditional road salt.

Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as desribed in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
54	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Cargill will provide the Sourcewell 2% fee along with a 2% discount to a Sourcewell Member for all brine makers. Individual SKU pricing is attached on the spreadsheet. Clear Lane Treated Salt will also be on a separate tab on the spreadsheet.
55	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	2% discount 1 to 4 units purchased on one PO and an additional 1% (total 3%) for 5 or more units purchased on one PO for all brine makers.
56	Describe any quantity or volume discounts or rebate programs that you offer.	If an agency were to purchase more than 5 machines on 1 PO, they would get an additional 1% discount.
57	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Cargill will supply a quote for each such request.
58	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	There are no additional costs to our equipment other than the price of the machine, labor and freight. If there are any custom requirements, Cargill will supply a quote for each such request.
59	If freight, delivery, or shipping is an additional cost to the Sourcewell Member, describe in detail the complete freight, shipping, and delivery program.	Freight is sourced via multiple carriers and we always use the least expensive to the customer and that cost is passed on with no markup.
60	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	We source the most cost effective way to transport equipment to all locations including Alaska and Hawaii and anyplace in North America we sell our equipment, and the cost is passed on to the customer without markup.
61	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Agencies are always welcome to schedule their own pick up or use their own transportation methods, but Cargill has very close and strong national relationships with many Carriers, including our own, that make it very cost effective and is always a pass through.

Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
62	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	2% discount 1 to 4 units on one PO and an additional 1% (total 3%) for 5 or more on one PO. Pricing for ClearLane treated Salt is also included on a seperate tab on the spreadsheet.

Clearlane Treated Salt Sourcewell Price

Clearlane Customer Pick Up Price by Branch Location

	Branch Plant Description	States Covered	2019 Customer Pick Up Price
Clearlane	Baltimore	MD, VA, PA	80
Clearlane	Burns Harbor	IN	87
Clearlane	Camanche	IA,IL,WI	85
Clearlane	Cleveland Midland	OH	78
Clearlane	Columbus	OH	85
Clearlane	Duluth	MN	87
Clearlane	Duryea	PA, NJ	85
Clearlane	Indianapolis	IN	90
Clearlane	Lansing	NY	70
Clearlane	Louisville	KY	95
Clearlane	Mt. Marion	NY	80
Clearlane	Northampton	PA, NJ	82
Clearlane	S. Chicago, Beelman	IL	85
Clearlane	Savage MN	MN	87
Clearlane	Venice	MO,IL	83
Clearlane	West Elizabeth	PA	90
Clearlane	West Springfield	MA, CT	80
Clearlane	Westfield	MA, CT	80
Clearlane	White River Jct.	VT	83
Clearlane	Winona	MN	92

*Call Cargill for Freight Costs if not picking up Clearlane yourselves and would like it delivered

*All orders are subject to availability

*These prices are for the Winter Season of 2019/20. Prices may change for 2020/21 Winter Season.

THE CITY OF BRUNSWICK

PROPOSED LEGISLATION

DATE: 2/22/2021

TO: Vice Mayor Michael Abella Jr. and Members of City Council

FROM: Carl S. DeForest, City Manager
Paul Barnett

COPY: Mayor Ron Falconi

LEGISLATION: **RES. NO. 20-2021** - An emergency resolution authorizing the purchase of an additional 300 tons of road for the 2020-2021 winter season in an amount not to exceed $16,026.00. - **1st Reading** (To be brought from Services, Utilities, Technology & Cable Committee, *Administration/Paul Barnett*)

BACKGROUND: The ODOT Office of Contracts Purchasing Services provides the opportunity for municipal corporations to participate in the State's purchase of sodium chloride (road salt) for snow and ice removal. Resolution 19-2020 authorized utilizing this state contract up to 3,000 tons. The 3,000 tons was Brunswick's commitment for the 2020-2021 winter season +/- 10%. Brunswick still has the opportunity to add 10% or 300 tons to the authorized purchase amount.

PURPOSE AND EXPLANATION: This resolution will allow, if needed, the purchase of an additional 300 tons of rock salt. The salt usage for this winter season is greater than the past few years and the long term forecast projects colder than normal temperatures that may necessitate the use of more salt than normal. Any salt purchased but not used will be saved for future snow and ice events and decrease the amount needed to be purchased in the next winter season.

IMPLEMENTATION SCHEDULE: The ordering of this salt could occur as early as the second week of March, 2021.

FINANCIAL INFORMATION: ODOT salt purchase - - Street R & M Fund #117 - 117-0420-55300 - - 16026

FINANCIAL SUMMARY: The salt bid price awarded is $53.42 per ton. Additional calculated amount requested from original legislation = $16,026.

RECOMMENDED ACTION:

One Reading Yes

Two Readings	No
Three Readings	No
Emergency	Yes
Suspension of Rules	Yes

If emergency or suspension of the rules, why the request?

It is requested that legislation is passed by emergency measure with suspension of the rules for the immediate preservation of the public peace, property, health, safety, or welfare, and so that the legislation will be enacted and additional salt can be purchased for the current winter season.

ADDITIONAL INFORMATION:

CITY OF BRUNSWICK, OHIO
RESOLUTION NO. 20-2021

BY: Mr. Abella, Mr. Ousley and Capretta

AN EMERGENCY RESOLUTION AUTHORIZING THE PURCHASE OF AN ADDITIONAL 300 TONS OF ROAD FOR THE 2020-2021 WINTER SEASON IN AN AMOUNT NOT TO EXCEED $16,026.00.

WHEREAS: Ohio Revised Code Section 5513.01(B) provides the opportunity for political subdivisions to participate in contracts of the Ohio Department of Transportation ("ODOT") for purchase of supplies, including road salt;

WHEREAS: The City has participated in ODOT contracts for road salt in past years, which participation minimizes road salt costs and price increases;

WHEREAS: Pursuant to Resolution No. 19-2020, City Council authorized the purchase of 3,000 tons (+/- 10%) for the 2020-2021 winter season; and

WHEREAS: This Resolution will authorize the purchase of the additional 300 tons of road salt, if necessary, to be used during the 2020-2021 winter season or to be stored for future use.

WHEREAS: THE COUNCIL OF THE CITY OF BRUNSWICK HEREBY RESOLVES:

SECTION 1: The City Manager is hereby authorized and directed, upon the approval of the Law Director, to enter into all necessary agreements with ODOT for the purchase of the additional 300 tons of road salt for the 2020-2021 winter season, if necessary, in an amount not to exceed $16,026.00.

SECTION 2: That this Resolution is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, property, health, safety or welfare, and for the additional reason to purchase additional road salt for the 2020-2021 winter season. Therefore, the same shall be in full force and effect from and after its passage by the required number of votes or from the earliest time allowed by law.

PASSED: 1st Reading_____

Rules Suspended: AYES _____ NAYS _____

ADOPTED: _____ AYES _____ NAYS _____

ATTEST: _____
Clerk of Council

Fijabi Julien-Gallam, CMC