



BoardDocs Cover Page

(Due to final Cabinet-level approval on Monday at noon, 2+ weeks prior to BOE meeting date)

Meeting Date:	September 27, 2017		
Agenda Session: (Category)	<input type="checkbox"/> Closed <input type="checkbox"/> Public Hearing	<input type="checkbox"/> Regular (Information, Reports, System Recognitions) <input checked="" type="checkbox"/> Work Session (Bids, former F&F items)	
Title (Subject):	Bid 18M2, Ice Melt		
Access:	<input type="checkbox"/> Private <input checked="" type="checkbox"/> Public		
Type:	<input checked="" type="checkbox"/> Action (e.g., bids) <input type="checkbox"/> Action/Consent (e.g., staffing, grants over \$25k) <input type="checkbox"/> Discussion <input type="checkbox"/> Information (e.g., grants under \$25k) <input type="checkbox"/> Report		
Aspirational Goals: (May select multiple)	<input type="checkbox"/> 1-Student Achievement <input type="checkbox"/> 2-Effective and Engaged Staff <input checked="" type="checkbox"/> 3-Resource Allocation <input type="checkbox"/> 4-Family and Community Involvement <input type="checkbox"/> 5-Health and Safety		
Recommended Action:	Board approval of Bid 18M2, Ice Melt		
Backup Documents:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO If yes, how many? 1 Is one a PowerPoint (PPT): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Submitted: <input checked="" type="checkbox"/> Herewith <input type="checkbox"/> Later <input type="checkbox"/> Both Comment: _____		
Immediately following receipt of an email confirmation that this item has been approved by the Superintendent, the person posting this agenda topic to BoardDocs is responsible for emailing the approved PPT to tim.dean@fcps.org .			

PURPOSE OF PRESENTATION: Staff has reviewed the attached contract and recommends approval by the Board of Education of Frederick County.

BACKGROUND/SUMMARY: This recommendation is to establish a contract for supply and delivery of ice melt.

PRESENTER(S) & TITLE(S):

Shane Ryberg, Purchasing Agent
John Carnahan, Custodial Services Manager

SUBMITTED BY:

Stephen P. Starmer, C.P.M., CSBA, Purchasing Manager
Leslie R. Pellegrino, Chief Financial Officer

BID 18M2
ICE MELT

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for the supply and delivery of ice melt for Frederick County Public Schools. Bids were opened on August 24, 2017.

1. **Bid participation:**

45 proposals downloaded
5 companies submitted a bid

2. **Bids were received from:**

Eddie Mercer Agri-Services, Inc. (Frederick, MD)

EnviroTech Services, Inc. (Greeley, CO)
Joseph Gartland, Inc. dba: Beautiful Rags (Bellmawr, NJ)
National Supply Company (Beltsville, MD)
Natural Alternative, Inc. (Frederick, MD)

3. **Other facts:**

- The contract term will be effective from the date of award through October 31, 2019, with two additional two-year renewal options available.
- All pricing will remain firm throughout the contract term.
- Selection was based on a total score of each contractor's technical and price proposals.
- Approximately \$21,400 was spent in FY17.
- This contract will be administered by John Carnahan, Custodial Services Manager.

4. **Source of funding:** FY18 Approved Operating Budget and contingent upon Board approval of FY19 and FY20 Operating Budgets.

B. **Recommendation:** Staff recommends that Bid 18M2, Ice Melt, be awarded to Eddie Mercer Agri-Services, Inc., of Frederick, MD, per the attached bid tabulation.

C. **Action taken by the Board (Purchasing use only):**

<u>AB</u> Approved	<u> </u> Denied	<u> </u> Deferred	<u> </u> Other	SR/ab
09.27.17 Date	<u> </u> Date	<u> </u> Date	<u> </u> Date	BOE Mtg.: 09.27.17

BID 18M2, ICE MELT
BID TABULATION

BOE STOCK #	DESCRIPTION	EST QTY	UOM	VENDOR	REFERENCE MANUFACTURER	REFERENCE MANUFACTURE R ITEM NUMBER	PACKAGIN G QTY	MANUFACTURER	MANUFACTURE R ITEM NUMBER	PACK. QTY	UNIT PRICE DELIVERY TO WAREHOUSE	UNIT PRICE PER MEASURE	TOTAL PRICE DELIVERY TO WAREHOUSE
2730	DE-ICIER, ANTI-CAKING, 50 LB. BAGS ONLY, NON-FLAKING, CALCIUM AND MAGNESIUM CHLORIDE BASE. <u>**Must meet specs on questionnaire**</u>	3000	Bag	EDDIE MERCER AGRI-SERVICES	EDDIE MERCER AGI-SERVICES	BG165	50 LB. BAGS (ONLY)	EDDIE MERCER AGI-SERVICES	BG165	50 LB. BAGS	\$ 0.25	\$6.70/Bag	\$ 6.95
2730	DE-ICIER, ANTI-CAKING, 50 LB. BAGS ONLY, NON-FLAKING, CALCIUM AND MAGNESIUM CHLORIDE BASE. <u>**Must meet specs on questionnaire**</u>	3000	Bag	ENVIROTECH SERVICES			50 LB. BAGS (ONLY)	ENVIROTECH SERVICES	NATURES BEST	18 PALLETS PER TRUCK, 50 BAGS PER PALLET	\$ 8.00	Bag	\$ 8.00
2730	DE-ICIER, ANTI-CAKING, 50 LB. BAGS ONLY, NON-FLAKING, CALCIUM AND MAGNESIUM CHLORIDE BASE. <u>**Must meet specs on questionnaire**</u>	3000	Bag	NATIONAL SUPPLY	MELTCO ROCKET		50 LB. BAGS (ONLY)	MELTCO ROCKET		50 LB. BAGS	\$ 6.95	Bag	\$ 6,116.00 *
2730	DE-ICIER, ANTI-CAKING, 50 LB. BAGS ONLY, NON-FLAKING, CALCIUM AND MAGNESIUM CHLORIDE BASE. <u>**Must meet specs on questionnaire**</u>	3000	Bag	NATURAL ALTERNATIVE	10009	10009	50 LB. BAGS (ONLY)	NATURAL ALTERNATIVE	10009	50 LB. BAGS	\$ 9.50	9.50/Bag	\$ 9.50
2730	DE-ICIER, ANTI-CAKING, 50 LB. BAGS ONLY, NON-FLAKING, CALCIUM AND MAGNESIUM CHLORIDE BASE. <u>**Must meet specs on questionnaire**</u>	3000	Bag	JOSEPH GARTLAND dba: BEAUTIFUL RAGS	MINERALS INTERNATIONAL	FROST BITE	50 LB. BAGS (ONLY)	MINERALS INTERNATIONAL	FROST BITE	49 BAGS (PALLET)	\$ 14.95	Bag	N/A

* Amount \$6,116.00 based on truckload of 880 bags

SR/ab
BOE Mtg.: 9.27.17

BID 18M2, ICE MELT

SCORING SUMMARY

VENDOR	FINAL TECH SCORE = 50 POINTS MAX	COST SCORE = 50 POINTS MAX (AGGREGATE)	TOTAL SCORE 100% AGGREGATE COST
Eddie Mercer	46	50	96
National Supply Tech	33.5	50	83.5
Envirotech	34	43.44	77.4
Natural Alternative	33.5	23.24	56.7
Joseph Gartland	24.17	23.24	47.4