

**BID TABULATION # 18325**

VENDOR CONTRACT FOR ROCK SALT  
 OPENED 09/07/2021 @ 2:00 PM-CST

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BIDDER	ITEM #	ITEM DESCRIPTION	UOM	UNIT PRICE PER TON	ESTIMATED USAGE PER YEAR	TOTAL	GRAND TOTAL (THREE YEARS )	LBE AFFIDAVIT SUBMITTED?	BUY MILWAUKEE / AMERICAN AFFIDAVIT SUBMITTED?	SRC AFFIDAVIT SUBMITTED?
CARGILL, INCORPORATED - SALT, ROAD SAFETY (NORTH OLMSTED, OH)	1	ROCK SALT (YEAR ONE)	TON	\$64.85	55,000	\$3,566,750.00	\$12,668,150.00	N/A	YES, AMERICAN	NO
	2	DELIVERY	TON	\$7.50	55,000	\$412,500.00				
	3	ROCK SALT (YEAR TWO)	TON	\$68.74	55,000	\$3,780,700.00				
	4	DELIVERY	TON	\$7.95	55,000	\$437,250.00				
	5	ROCK SALT (YEAR THREE)	TON	\$72.86	55,000	\$4,007,300.00				
	6	DELIVERY	TON	\$8.43	55,000	\$463,650.00				

**NON-COMPLYING BIDS** WERE RECEIVED FROM THE FOLLOWING:

COMPASS MINERALS AMERICA, INC. (OVERLAND PARK, KANSAS) DID NOT COMPLY WITH THE DELIVERY REQUIREMENTS

STEPHANIE G HAMPTON DBA HAMPTON LIVING AND KLS PROPERTIES, LLC (MILWAUKEE,WI) - DID NOT SUBMIT PROOF OF VENDOR QUALIFICATIONS SPECIFIED IN SPEC NO. 10b-F-1 AND ATTACHMENT A

AWARD WILL BE MADE IN TOTAL TO THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER COMPLYING WITH THE BID SPECIFICATIONS AND DELIVERY REQUIREMENTS. BIDDERS MUST QUOTE ALL ITEMS TO BE ELIGIBLE FOR AN AWARD.

LOW BIDDER WILL BE DETERMINED BY MULTIPLYING THE QUOTED UNIT PRICES BY THE ESTIMATED QUANTITY AND ADDING EACH TOTAL TO OBTAIN THE GRAND TOTAL.

IF A LOCAL BUSINESS ENTERPRISE (LBE) IS A RESPONSIVE AND RESPONSIBLE BIDDER, THE LBE SHALL BE AWARDED THE CONTRACT PROVIDED ITS BID DOES NOT EXCEED THE LOWEST BID BY MORE THAN 5% AND THE DIFFERENCE DOES NOT EXCEED \$25,000. **EFFECTIVE JANUARY 01, 2017**, IF THE LBE IS CERTIFIED AS A SMALL BUSINESS ENTERPRISE (SBE) WITH THE CITY OF MILWAUKEE'S OFFICE OF SMALL BUSINESS DEVELOPMENT, THE LBE SHALL BE AWARDED THE CONTRACT PROVIDED ITS BID NOT EXCEED THE LOWEST BID BY MORE THAN 10% AND THE DIFFERENCE DOES NOT EXCEED \$30,000.

CONTRACTS SHALL BE AWARDED TO THE LOWEST RESPONSIBLE BIDDER WHO QUALIFIES FOR THE CITY OF MILWAUKEE-MADE, MILWAUKEE COUNTY-MADE OR AMERICAN-MADE PROGRAM (ORDINANCE 310-18.9) IF:

- THE BIDDER SUBMITS AN AFFIDAVIT WITH THEIR BID INDICATING THEY MEET THE REQUIREMENTS OF THE ORDINANCE, AND
- THE BID DOES NOT EXCEED THE LOWEST BID BY MORE THAN 12% or \$25,000.

ANY BIDDER PROPOSING TO SUPPLY GOODS UNDER ORDINANCE 310-18.9 SHALL NOT ALSO RECEIVE THE BENEFIT OF THE BID AWARD PROVIDED UNDER THE LOCAL BUSINESS ENTERPRISE PROGRAM. IF A MILWAUKEE-MADE GOOD IS NOT AVAILABLE, THE CITY SHALL THEN PURCHASE A MILWAUKEE COUNTY-MADE GOOD, PROVIDED THE PURCHASE DOES NOT INCREASE THE COST BY MORE THAN 12% or \$25,000. IF A MILWAUKEE-MADE OR MILWAUKEE COUNTY-MADE GOOD IS NOT AVAILABLE, THE CITY SHALL THEN PURCHASE AN AMERICAN-MADE GOOD, PROVIDED THE PURCHASE DOES NOT INCREASE THE COST BY MORE THAN 12% OR \$25,000.

EFFECTIVE DECEMBER 12, 2018, IF A BIDDER IS SEEKING TO QUALIFY FOR THE SOCIALLY-RESPONSIBLE CONTRACTORS (SRC) BID INCENTIVE AND IS A RESPONSIVE AND RESPONSIBLE BIDDER, THE "SRC BIDDER" SHALL BE AWARDED THE CONTRACT PROVIDED ITS BID DOES NOT EXCEED THE LOWEST BID BY MORE THAN 5% AND THE DIFFERENCE DOES NOT EXCEED \$25,000.

ANY BIDDER PROPOSING TO SUPPLY GOODS AND/OR SERVICES UNDER ORDINANCE 310-10, AND WHO DEMONSTRATES ENTITLEMENT TO THE PREFERENCE PROVIDED BY THAT ORDINANCE, SHALL NOT ALSO RECEIVE THE BENEFIT OF THE BID AWARD PROVIDED UNDER THE LOCAL BUSINESS ENTERPRISE (LBE) PROGRAM IN SECTION 365-7-1. A BIDDER MAY APPLY FOR BOTH PREFERENCES, BUT WILL FIRST BE CONSIDERED FOR ENTITLEMENT TO THE PREFERENCE PROVIDED UNDER ORDINANCE 365-7-1. SHOULD A BIDDER SEEK TO QUALIFY FOR ALL THREE BID PREFERENCES (LBE, BUY AMERICAN AND SRC) AND IN A SITUATION WHERE MULTIPLE BIDDERS ARE SEEKING TO QUALIFY FOR VARIOUS DIFFERENT BID PREFERENCES, PRECEDENCE SHALL BE GIVEN TO THE BIDDER SEEKING TO QUALIFY FOR A BID INCENTIVE IN THE FOLLOWING DESCENDING ORDER:

1. LBE BID INCENTIVE
2. BUY AMERICAN BID INCENTIVE
3. SRC BID INCENTIVE