



DEPARTMENT OF TRANSPORTATION

Isiah Leggett  
County Executive

Al R. Roshdiel  
Director

MEMORANDUM

August 24, 2018

TO: Cherri Branson, Director  
Office of Procurement  
(Attention: Sarah Fornatora)

VIA: Richard C. Dorsey, Jr., Chief *PCJ*  
Division of Highway Services

FROM: Melissa Garner, Chief *MG* *FW* *MS*  
Support Services Section  
Division of Highway Services

SUBJECT: Recommendation to Award for IFB 1088536  
Cooperative Purchase of Road Deicing Salt  
Zones 1, 2, 3 and 4

The Division of Highway Services completed its review of the bid submissions for cooperative IFB 1088536 wherein the County is seeking contracts with multiple vendors to provide road deicing salt to Montgomery County and members of the Metropolitan Washington Council of Governments who elected to participate in this cooperative solicitation. The solicitation includes four zones, bid separately, with up to three vendors being awarded a contract for that zone: primary, secondary, and tertiary. This recommendation to award is for all Zones 1, 2, 3 and 4.

**Zone 1:**

The County received three (3) bids for Zone 1 from the following vendors: Eastern Salt Company, Inc., Morton Salt, Inc., and Government MLO Supplies USA, Inc. Eastern Salt Company, Inc. submitted the lowest bid and is considered responsible and responsive to the solicitation. The Department utilized market pricing and previously bid contracts as the basis for its price analysis and in accordance with Procurement Regulation 10.1.1., the Department finds the rates quoted by Eastern Salt Company, Inc. to both be fair and reasonable. Morton Salt, Inc. submitted the second lowest bid, however failed to submit mandatory pages E-3 and E-4 of the quotation sheet. Due to the incomplete bid submission, the Department is requesting Morton Salt, Inc. be deemed non-responsive. Government MLO Supplies USA, Inc. submitted the third lowest bid, however, included additional conditions to the solicitation. Due to the addition of conditions within the bid submission, the Department is requesting Government MLO Supplies USA, Inc. be deemed non-responsive. **Therefore, the Department recommends award of the Zone 1 primary contract to Eastern Salt Company, Inc., with no secondary or tertiary vendor awards.**

Division of Highway Services

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**Zone 2:**

The County received five (5) bids for Zone 2 from the following vendors: Eastern Salt Company, Inc., Mid-Atlantic Salt, LLC, Morton Salt, Inc., Cargill, Inc. and Government MLO Supplies USA, Inc. Mid-Atlantic Salt, LLC submitted the lowest bid and is considered responsible and responsive to the solicitation. The Department utilized market pricing and previously bid contracts as the basis for its price analysis and in accordance with Procurement Regulation 10.1.1., the Department finds the rates quoted by Mid-Atlantic Salt, LLC to both be fair and reasonable. Morton Salt, Inc. submitted the second lowest bid, however failed to submit mandatory pages E-3 and E-4 of the quotation sheet. Due to the incomplete bid submission, the Department is requesting Morton Salt, Inc. be deemed non-responsive. Cargill, Inc. submitted the third lowest bid, however, included additional conditions to the solicitation. Due to the addition of conditions within the bid submission, the Department is requesting Cargill, Inc. be deemed non-responsive. Eastern Salt Company, Inc. submitted the fourth lowest bid and is considered responsible and responsive to the solicitation. The Department utilized market pricing and previously bid contracts as the basis for its price analysis and in accordance with Procurement Regulation 10.1.1., the Department finds the rates quoted by Eastern Salt Company, Inc. to both be fair and reasonable. Government MLO Supplies USA, Inc. submitted the fifth lowest bid, however, included additional conditions to the solicitation. Due to the addition of conditions within the bid submission, the Department is requesting Government MLO Supplies USA, Inc. be deemed non-responsive. **Therefore, the Department recommends award of the Zone 2 primary contract to Mid-Atlantic Salt, LLC, and the Zone 2 secondary contract to Eastern Salt Company, Inc., with no award of a tertiary vendor.**

**Zone 3:**

The County received three bids for Zone 3 from the following vendors: Mid-Atlantic Salt, LLC, Morton Salt, Inc. and Government MLO Supplies USA, Inc. Mid-Atlantic Salt, LLC submitted the lowest bid and is considered responsible and responsive to the solicitation. The Department utilized market pricing and previously bid contracts as the basis for its price analysis and in accordance with Procurement Regulation 10.1.1., the Department finds the rates quoted by Mid-Atlantic Salt, LLC to both be fair and reasonable. Morton Salt, Inc. submitted the second lowest bid, however failed to submit mandatory pages E-3 and E-4 of the quotation sheet. Due to the incomplete bid submission, the Department is requesting Morton Salt, Inc. be deemed non-responsive. Government MLO Supplies USA, Inc. submitted the third lowest bid, however included additional conditions to the solicitation. Due to the addition of conditions within the bid submission, the department is requesting Government MLO Supplies USA, Inc. be deemed non-responsive. **Therefore, the Department recommends award of the Zone 3 primary contract to Mid-Atlantic Salt, LLC, with no secondary or tertiary vendor awards.**

**Zone 4:**

The County received four bids for Zone 4 from the following vendors: Eastern Salt Company, Inc., Mid-Atlantic Salt, LLC, Morton Salt, Inc. and Government MLO Supplies USA, Inc. Eastern Salt Company, Inc. submitted the lowest bid and is considered responsible and responsive to the solicitation. The Department utilized market pricing and previously bid contracts as the basis for its price analysis and in accordance with Procurement Regulation 10.1.1., the Department finds the rates quoted by Eastern Salt Company, Inc. to both be fair and reasonable. Mid-Atlantic Salt, LLC submitted the second lowest bid and is considered responsible and responsive to the solicitation. The Department utilized market pricing and previously bid contracts as the basis for its price analysis and in accordance with Procurement Regulation 10.1.1., the Department finds the rates quoted by Mid-Atlantic Salt, LLC to both be fair and reasonable. Morton Salt, Inc. submitted the third lowest bid, however failed to submit mandatory pages E-3 and E-4 of the quotation sheet. Due to the incomplete

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bid submission, the Department is requesting Morton Salt, Inc. be deemed non-responsive. Cargill, Inc. submitted the third lowest bid, however included additional conditions to the solicitation. Due to the addition of conditions within the bid submission, the Department is requesting Cargill, Inc. be deemed non-responsive. Government MLO Supplies USA, Inc. submitted the fourth lowest bid, however included additional conditions to the solicitation. Due to the addition of conditions within the bid submission, the Department is requesting Government MLO Supplies USA, Inc. be deemed non-responsive. **Therefore, the Department recommends award of the Zone 4 primary contract to Eastern Salt Company, Inc., and secondary contract to Mid-Atlantic Salt, LLC, with tertiary vendor award.**

In Sum the Departments recommendations are as follows:

	<b>Primary</b>	<b>Secondary</b>
<b>Zone 1</b>	Eastern Salt Company, Inc.	
<b>Zone 2</b>	Mid-Atlantic Salt, L.L.C.	Eastern Salt Company, Inc.
<b>Zone 3</b>	Mid-Atlantic Salt, L.L.C.	
<b>Zone 4</b>	Eastern Salt Company, Inc.	Mid-Atlantic Salt, L.L.C.

The above recommendations are in accordance with the Montgomery County Procurement Regulations and 'Section A' of the solicitation entitled 'Method of Award'. This is a multi-award for two (2) Contractors, therefore the requisition/purchase order number created for the IFB can be applied as one contract number and a separate requisition will be created for the second contract. Upon the Office of Procurement receipt and approval of the award submissions specified in 'Section B' of the solicitation entitled 'Award Submissions', please execute the subject contracts at your earliest convenience. Please feel free to contact me at 240-777-7695 should you require any additional information.