

IFB # 1088536

MONTGOMERY COUNTY, MARYLAND
Cooperative Purchase of Road Deicing Salt
SOLICITATION, BID AND AWARD SHEET

RETURN BID TO:
 OFFICE OF PROCUREMENT
 255 ROCKVILLE PIKE, STE. 180
 ROCKVILLE, MD 20850-4166

PART I: SOLICITATION (Invitation for Bids ("IFB"))

SEALED BIDS IN ORIGINAL AND ONE (1) COPIES TO FURNISH THE SUPPLIES AND/OR SERVICES DESCRIBED ON THE ATTACHED QUOTATION SHEET(S) WILL BE RECEIVED UP TO 11:00 A.M. LOCAL TIME ON 8/7/2018. BIDS WILL BE PUBLICLY OPENED AT THE DATE AND TIME STATED. **BIDS RECEIVED AFTER THE DATE AND TIME SPECIFIED WILL NOT BE CONSIDERED AND WILL BE RETURNED UNOPENED TO THE BIDDER.** THE FOLLOWING DOCUMENTS ARE HEREBY INCORPORATED BY REFERENCE INTO AND MADE PART OF ANY CONTRACT AWARDED. In the event of any conflict among the provisions of the bid documents, or those documents comprising the resultant Contract, the conflict must be resolved by giving precedence to the below documents in the following order:

1. The "General Conditions of Contract between County and Contractor", and the "Special Terms and Conditions" shown in Sections B and C of this document.
2. The "Instructions, Conditions and Notices" shown in Section A of this IFB.
3. The specifications/scope of work shown in Section D of this document.
4. All solicitation amendments that change Section D will supersede in the event of a conflict.
5. All representations and certifications listed in this document.
6. This "Solicitation, Bid and Award Sheet" and the attached solicitation Quotation Sheet(s).

PART II-BID

The Bidder, by signing this solicitation, agrees that the County has 120 calendar days from the bid opening date in which to make an award of this solicitation. The Bidder agrees that its prices and/or discounts for all desired goods and/or services shall remain firm for the above time period prior to contract award. Also, the Bidder agrees that all instructions, terms, conditions, specifications, and amendments of this solicitation shall remain firm for the above time period prior to contract award. The County's Standard Payment Terms are Net Thirty (30) Days. This does not preclude an offeror from offering a prompt payment discount for payment of proper invoices in less than (30) days. An optional prompt payment term is not required, but may be offered conditioned on the following basis: Only a prompt payment discount, conditioned on a thirty-day or greater payment basis, will be utilized to recalculate prices for purposes of the Method of Award process for price/cost only. Prompt payment discounts may be offered on a shorter payment basis and adopted by the County at time of award, but will not be considered during the Method of Award process.

NAME AND SIGNATURE REQUIREMENTS FOR BIDS AND CONTRACTS: The correct and full legal business name of the bidder must be used in bids received and on all contracts issued as a result of this solicitation. A trade name (i.e., a shortened or different name under which the firm does business) must not be used when the full legal name is different. Corporations must have names that comply with State Law, which requires a suffix indicating the corporate status of the business (e.g. Inc., Incorporated, etc.). Trade names may be indicated by individuals or corporations with the individual or corporate name followed by "t/a" (trading as) or "d/b/a" (doing business as) respectively. The offeror's signature on the proposal, contract, amendment(s), or related correspondence, must conform to the following:

All signatures must be made by an authorized officer, partner, manager, member, or employee. The signing of an offer or a contract is a representation by the person signing that the person signing is authorized to do so on behalf of the offeror or contractor.

BIDDER'S CORRECT AND FULL LEGAL BUSINESS NAME:

Mid-Atlantic Salt, LLC

TELEPHONE NO.:

724-287-0770

ADDRESS:

197 New Castle Rd. Butler, PA 16001

TOLL FREE NO.:

866-DEICING

REMITTANCE ADDRESS: (If Remittance Address is Different from Above Address)

P.O. Box 135 Gladwyne, PA 19035

FAX NO.:

724-287-0540

BIDDER'S E-MAIL ADDRESS:

Sales@mid-atlantic-salt.com

ACKNOWLEDGEMENT OF AMENDMENTS

The bidder acknowledges receipt of amendments to the solicitation for offers and related documents numbered and dated as follows:

Amendment No./Date	Amendment No./Date
1 / August 1, 2018	2 / August 2, 2018

Suzanne Stein, Vice President

NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER (TYPE OR PRINT):



SIGNATURE OF ABOVE PERSON:

8/2/18
DATE:**PART III: AWARD (TO BE MADE BY THE COUNTY'S CONTRACTING OFFICER (OFFICE USE ONLY))**

YOUR BID IS ACCEPTED AS TO THE FOLLOWING AND/OR AS ATTACHED TO THIS DOCUMENT:

YOUR CONTRACT NUMBER IS:

MONTGOMERY COUNTY, MARYLAND

BY _____
 PRINTED NAME OF CONTRACTING OFFICER SIGNATURE OF CONTRACTING OFFICER AWARD DATE

THIS FORM HAS BEEN APPROVED AS TO FORM AND LEGALITY BY THE OFFICE OF THE COUNTY ATTORNEY

IFB #1088536

QUOTATION SHEET

Cooperative Purchase of Road Deicing Salt

Contract(s) will be awarded by zone. All items in any particular zone must be bid upon, or the bid for that zone, will be declared non-responsive. See page A, SECTION A, Provision 3 (E), Method of Award.

ZONE is defined as the following:

Zone 001 – Suburban Maryland, including the following jurisdictions:

- *Montgomery County, MD
- Montgomery County Public Schools, MD
- Prince George's County, MD
- Prince George's County Public Schools, MD
- City of Bowie, MD
- City of College Park, MD
- City of Frederick, MD
- City of Gaithersburg, MD
- City of Greenbelt
- City of Rockville, MD
- Anne Arundel County Public Schools, MD

Zone 002 – Suburban Virginia, including the following jurisdictions:

- Arlington County, VA
- Loudon County Government, VA
- Prince William County Public Schools, VA
- Prince William County Service Authority
- City of Alexandria, VA
- City of Fairfax, VA
- City of Falls Church, VA
- Town of Herndon, VA
- Town of Leesburg, VA
- Town of Vienna, VA

Zone 003 – Washington DC, including the following jurisdictions:

(DC DPW) District Department of Public Works
Washington Metropolitan Area Transit Authority

Zone 004 – Southern Maryland, including the following jurisdictions:

Charles County, MD

* The estimated road deicing salt annual quantities for Montgomery County, MD are inclusive of both Montgomery County, MD and Montgomery College in Montgomery County, MD.

IFB # 1038536
QUOTATION SHEET (Continued)

Contract(s) will be awarded by ZONE to the lowest and second lowest responsive bid(s) submitted by a responsible bidder(s) as determined by the Director, Office of Procurement. If there are any discrepancies in the arithmetic calculations, the unit price will prevail and the County reserves the right to recalculate the extended price and the total aggregate price.

Zone	Item	Description	Tons	X	Unit Price	=	Extended Price
001	A	Rock Salt - 10 Ton Min. Pick Up by Ordering Department or Agency Pick Up Location:	1,000	X	\$ <u>N/B</u> /ton	=	\$ <u>N/B</u>
001	B	Rock Salt - (FOB) Delivered to Locations as Specified on Page(s) 14-16	117,440	X	\$ <u>N/B</u> /ton	=	\$ <u>N/B</u>
Total Aggregate Price (Extended Price A+B) For Zone 001							\$

Zone	Item	Description	Tons	X	Unit Price	=	Extended Price
002	A	Rock Salt - 10 Ton Min. Pick Up by Ordering Department or Agency Rukert Terminal, 2021 S. Clinton St. Pick Up Location: <u>Baltimore, MD 21224</u>	1,000	X	\$ <u>59.00</u> /ton	=	\$ <u>59,000</u> ^{XX} / ₁₀₀
002	B	Rock Salt - (FOB) Delivered to Locations as Specified on Page(s) 17-19	28,550	X	\$ <u>65.00</u> /ton	=	\$ <u>1,855,750</u> ^{XX} / ₁₀₀
Total Aggregate Price (Extended Price A+B) For Zone 002							\$ <u>1,914,750</u> ^{XX} / ₁₀₀

Zone	Item	Description	Tons	X	Unit Price	=	Extended Price
003	A	Rock Salt - 10 Ton Min. Pick Up by Ordering Department or Agency Rukert Terminal, 2021 S. Clinton St. Pick Up Location: <u>Baltimore, MD 21224</u>	1,000	X	\$ <u>59.00</u> /ton	=	\$ <u>59,000</u> ^{XX} / ₁₀₀
003	B	Rock Salt - (FOB) Delivered to Locations as Specified on Page(s) 20	<u>49,900</u>	X	\$ <u>64.00</u> /ton	=	\$ <u>3,193,600</u> ^{XX} / ₁₀₀
Total Aggregate Price (Extended Price A+B) For Zone 003							\$ <u>3,252,600</u> ^{XX} / ₁₀₀

Zone	Item	Description	Tons	X	Unit Price	=	Extended Price
004	A	Rock Salt - 10 Ton Min. Pick Up by Ordering Department or Agency Rukert Terminal, 2021 S. Clinton St. Pick Up Location: <u>Baltimore, MD 21224</u>	1,000	X	\$ <u>59.00</u> /ton	=	\$ <u>59,000</u> ^{XX} / ₁₀₀
004	B	Rock Salt - (FOB) Delivered to Locations as Specified on Page(s) 21	11,000	X	\$ <u>69.00</u> /ton	=	\$ <u>759,000</u> ^{XX} / ₁₀₀
Total Aggregate Price (Extended Price A+B) For Zone 004							\$ <u>5,185,350</u> ^{XX} / ₁₀₀

\$818,000 ^{XX}/₁₀₀

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QUOTATION SHEET(Continued)

NOTICE TO BIDDERS

All items and quantities in this Solicitation and specified by these Special Provisions are provided for use when and as directed by the Contract Administrator or Designee. The estimated quantities for these items are established for the sole purpose of obtaining a bid price. The "Quotation Sheet" quantities are estimated quantities for an average winter. The quantities for the items may be increased or decreased without any adjustments to the Contract Unit Price or the item(s) may be deleted entirely from the Contract by the Contract Administrator or Designee without negotiation. The Contractor will not be allowed to submit a claim against the County or any jurisdiction listed in this solicitation for any adjustment to the Contract Unit Price should the quantity for the item(s) be increased, decreased or the item(s) be eliminated in its/their entirety. As stated, this is a "Requirements" type Contract and the issuance of orders (the use of any amount of quantities) is contingent upon the annual approval of funding.

Contact person for questions concerning your Bid:

NAME: Suzanne Stein PHONE #: 724-287-0770
EMAIL: Sales@mid-atlanticsalt.com FAX# 724-287-0540

Contact person to handle any problems with delivery, etc.:

NAME: Cindy Graham PHONE #: 724-287-0770
Email ADDRESS: Sales@mid-atlanticsalt.com FAX#: 724-287-0540

If you will be using a subcontractor to perform any of the work listed herein, please list below the firm's name and the portion of the work that will be provided by the subcontractor:

PORION OF WORK: None

NAME: _____

ADDRESS: _____

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QUOTATION SHEET(Continued)

DESIRED AND REQUIRED DELIVERY SCHEDULE

The County requires delivery of the goods or services to be made according to the schedule below. A Bidder may offer a delivery schedule that falls between the "Desired" delivery schedule and the "Required" delivery schedule without prejudicing evaluation of the bid. However, bids that indicate a delivery schedule exceeding the "Required" delivery time period specified will be declared nonresponsive and rejected. The County may elect to award under the Bidder's proposed delivery schedule if it offers delivery in less time than the desired or required delivery schedule. If the Bidder does not indicate its own delivery schedule, then the Bidder shall accept the desired delivery schedule and it will apply to the award.

DELIVERY SCHEDULE

Number of calendar days after County's signature date of a "Notice to Proceed" or a purchase order.

ITEM NO.	QTY	DEL. DESIRED BY COUNTY	DEL. REQUIRED BY COUNTY	BIDDER'S PROPOSED DEL.
Furnish & Load (Pick up by County) Item Numbers 001A, 002A, 003A, 004A	AS REQUESTED BY COUNTY	1 (one) Calendar Day	1 (one) Calendar Day	<u>1</u> Calendar Days

ITEM NO.	QTY	DEL. DESIRED BY COUNTY	DEL. REQUIRED BY COUNTY	BIDDER'S PROPOSED DEL.
Delivery Item Numbers 001B, 002B, 003B, 004B	AS REQUESTED BY COUNTY	3 (three) Calendar Days	5 (five) Calendar Days	<u>3</u> Calendar Days

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OFFICE OF PROCUREMENT
255 Rockville Pike, Suite 180, Rockville, MD 20850-4166
VOICE: 240-777-9942 TTY: 240-777-9956 FAX: 240-777-9952

August 1, 2018

SOLICITATION AMENDMENT#1

IFB #1088536

PAGE 1 of 4 FOR THE PROCUREMENT: for
Cooperative Purchase of Road Deicing Salt

ALL SOLICITATION AMENDMENTS MUST BE ACKNOWLEDGED BY THE OFFEROR PRIOR TO THE HOUR AND DATE SPECIFIED IN THE SOLICITATION FOR RECEIPT OF OFFERS.
FAILURE TO ACKNOWLEDGE AN AMENDMENT MAY BE CAUSE TO REJECT OFFER.

Change #1

Replace page E-1 with Revised Page E-1, changes in bold, italic, and underlined.

Change #2

Replace page E-2 with Revised Page E-2, changes in bold, underlined, and italic.

Change #3

Replace page 20 with Revised Page 20, changes in bold and italic.

Change #4

The bid opening date is changed from 11:00 am August 7, 2018 to 11:00 am August 10, 2018.

THE SOLICITATION PROVISION ENTITLED "SOLICITATION AMENDMENT" IS APPLICABLE TO THIS AMENDMENT. THE CHANGE SET FORTH BELOW ARE HEREBY INCORPORATED INTO THE ABOVE-CITED SOLICITATION. THE DATE SPECIFIED FOR RECEIPT OF OFFERS IS EXTENDED.

ISSUED BY: Cherri Branson
Cherri Branson, Director, Office of Procurement

NAME OF OFFEROR: Mid-Atlantic Salt, LLC
(Type or print)

NAME AND TITLE OF PERSON

AUTHORIZED TO SIGN: Suzanne Stein, Vice President
(Type or print)

OFFEROR'S SIGNATURE: Suzanne Stein DATE: 8/2/18



OFFICE OF PROCUREMENT
255 Rockville Pike, Suite 180, Rockville, MD 20850-4166
VOICE: 240-777-9942 TTY: 240-777-9956 FAX: 240-777-9952

August 2, 2018

SOLICITATION AMENDMENT#2

IFB #1088536

PAGE 1 of 2 FOR THE PROCUREMENT: for

Cooperative Purchase of Road Deicing Salt

ALL SOLICITATION AMENDMENTS MUST BE ACKNOWLEDGED BY THE OFFEROR PRIOR TO THE HOUR AND DATE SPECIFIED IN THE SOLICITATION FOR RECEIPT OF OFFERS.

FAILURE TO ACKNOWLEDGE AN AMENDMENT MAY BE CAUSE TO REJECT OFFER.

Change #1

Replace page E-2 with Revised Page E-2, changes in bold, underlined, and italic.

THE SOLICITATION PROVISION ENTITLED "SOLICITATION AMENDMENT" IS APPLICABLE TO THIS AMENDMENT. THE CHANGE SET FORTH BELOW ARE HEREBY INCORPORATED INTO THE ABOVE-CITED SOLICITATION. THE DATE SPECIFIED FOR RECEIPT OF OFFERS IS NOT EXTENDED.

ISSUED BY: Cherri Branson
Cherri Branson, Director, Office of Procurement

NAME OF OFFEROR: Mid-Atlantic Salt, LLC
(Type or print)

NAME AND TITLE OF PERSON

AUTHORIZED TO SIGN: Suzanne Stein, Vice President
(Type or print)

OFFEROR'S SIGNATURE: [Signature] DATE: 8/2/18

MID-ATLANTIC PURCHASING TEAM RIDER CLAUSE**USE OF CONTRACT(S) BY MEMBERS COMPRISING MID-ATLANTIC PURCHASING TEAM COMMITTEE****A. Extension to Other Jurisdictions**

The [issuing jurisdiction] extends the resultant contract(s), including pricing, terms and conditions to the members of the Mid-Atlantic Purchasing Team, as well as all other public entities under the jurisdiction of the United States and its territories.

B. Contract Agreement

Any jurisdiction or entity using the resultant contract(s) may enter into its own contract with the successful Contractor(s). There shall be no obligation on the part of any participating jurisdiction to use the resultant contract(s). Contracts entered into with a participating jurisdiction may contain general terms and conditions unique to the jurisdiction including, by way of illustration and not limitation, clauses covering minority participation, non-discrimination, indemnification, naming the jurisdiction as an additional insured under any required Comprehensive General Liability policies, and venue.

C. A negative reply will not adversely affect consideration of your bid.**D. It is the awarded offeror's responsibility to notify the members shown below of the availability of the Contract(s)****E. The issuing jurisdiction shall not be held liable for any costs or damages incurred by another jurisdiction as a result of any award extended to the jurisdiction by the awardee.****F. Inclusion of Governmental and Nonprofit Participants (Optional Clause)**

This shall include but not be limited to private schools, Parochial schools, non-public schools such as charter schools, special districts, intermediate units, non-profit agencies providing services on behalf of government and/or state community and/or private colleges/universities that require these goods, commodities and/or services.

G. Notification and Reporting

The Contractor agrees to notify if requested by the issuing jurisdiction of those entities that wish to use any contract resulting from this solicitation and will also provide usage information, which may be requested. The Contractor will provide the copy of the solicitation and resultant contract documents to any requesting jurisdiction or entity.

MID-ATLANTIC PURCHASING TEAM:

YES	NO	JURISDICTION	YES	NO	JURISDICTION
<input type="checkbox"/>	<input type="checkbox"/>	Alexandria, Virginia	<input type="checkbox"/>	<input type="checkbox"/>	Howard County Schools
<input type="checkbox"/>	<input type="checkbox"/>	Alexandria Public Schools	<input type="checkbox"/>	<input type="checkbox"/>	Herndon, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Alexandria Sanitation Authority	<input type="checkbox"/>	<input type="checkbox"/>	Leesburg, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Annapolis City	<input type="checkbox"/>	<input type="checkbox"/>	Loudoun County, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Anne Arundel County	<input type="checkbox"/>	<input type="checkbox"/>	Loudoun County Public Schools
<input type="checkbox"/>	<input type="checkbox"/>	Anne Arundel Schools	<input type="checkbox"/>	<input type="checkbox"/>	Loudoun County Water Authority
<input type="checkbox"/>	<input type="checkbox"/>	Arlington County, Virginia	<input type="checkbox"/>	<input type="checkbox"/>	Manassas, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Arlington County Public Schools	<input type="checkbox"/>	<input type="checkbox"/>	City of Manassas Public Schools
<input type="checkbox"/>	<input type="checkbox"/>	Baltimore City	<input type="checkbox"/>	<input type="checkbox"/>	Manassas Park, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Baltimore County Schools	<input type="checkbox"/>	<input type="checkbox"/>	MD-National Capital Park & Planning Comm.
<input type="checkbox"/>	<input type="checkbox"/>	Bladensburg, Maryland	<input type="checkbox"/>	<input type="checkbox"/>	Metropolitan Washington Airports Authority
<input type="checkbox"/>	<input type="checkbox"/>	Bowie, Maryland	<input type="checkbox"/>	<input type="checkbox"/>	Metropolitan Washington Council of Governments
<input type="checkbox"/>	<input type="checkbox"/>	BRCPC	<input type="checkbox"/>	<input type="checkbox"/>	Montgomery College
<input type="checkbox"/>	<input type="checkbox"/>	Carroll County	<input type="checkbox"/>	<input type="checkbox"/>	Montgomery County Public Schools
<input type="checkbox"/>	<input type="checkbox"/>	Carroll County Schools	<input type="checkbox"/>	<input type="checkbox"/>	Prince George's County, Maryland
<input type="checkbox"/>	<input type="checkbox"/>	Charles County Government	<input type="checkbox"/>	<input type="checkbox"/>	Prince George's Public Schools
<input type="checkbox"/>	<input type="checkbox"/>	Charles County Schools	<input type="checkbox"/>	<input type="checkbox"/>	Prince William County, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	City of Fredericksburg	<input type="checkbox"/>	<input type="checkbox"/>	Prince William County Public Schools
<input type="checkbox"/>	<input type="checkbox"/>	College Park, Maryland	<input type="checkbox"/>	<input type="checkbox"/>	Prince William County Service Authority
<input type="checkbox"/>	<input type="checkbox"/>	District of Columbia Government	<input type="checkbox"/>	<input type="checkbox"/>	Rockville, Maryland
<input type="checkbox"/>	<input type="checkbox"/>	District of Columbia Schools	<input type="checkbox"/>	<input type="checkbox"/>	Spotsylvania County Govt. & Schools
<input type="checkbox"/>	<input type="checkbox"/>	District of Columbia Water & Sewer Auth.	<input type="checkbox"/>	<input type="checkbox"/>	Stafford County, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Fairfax County, Virginia	<input type="checkbox"/>	<input type="checkbox"/>	Takoma Park, Maryland
<input type="checkbox"/>	<input type="checkbox"/>	Fairfax County Water Authority	<input type="checkbox"/>	<input type="checkbox"/>	Upper Occoquan Sewage Authority
<input type="checkbox"/>	<input type="checkbox"/>	Falls Church, Virginia	<input type="checkbox"/>	<input type="checkbox"/>	University of the District of Columbia
<input type="checkbox"/>	<input type="checkbox"/>	Fauquier County Schools & Govt., Virginia	<input type="checkbox"/>	<input type="checkbox"/>	Vienna, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Frederick, Maryland	<input type="checkbox"/>	<input type="checkbox"/>	Washington Metropolitan Area Transit Auth.
<input type="checkbox"/>	<input type="checkbox"/>	Gaithersburg, Maryland	<input type="checkbox"/>	<input type="checkbox"/>	Washington Suburban Sanitary Commission
<input type="checkbox"/>	<input type="checkbox"/>	Greenbelt, Maryland	<input type="checkbox"/>	<input type="checkbox"/>	Winchester, Virginia
<input type="checkbox"/>	<input type="checkbox"/>	Harford County	<input type="checkbox"/>	<input type="checkbox"/>	Winchester Public Schools
<input type="checkbox"/>	<input type="checkbox"/>	Harford County Schools			
<input type="checkbox"/>	<input type="checkbox"/>	Howard County			

Mid-Atlantic Salt, LLC
Vendor Name



DEPARTMENT OF TRANSPORTATION

Isiah Leggett
County Executive

Al R. Roshdiah
Director

MEMORANDUM

August 24, 2018

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

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

FROM: Melissa Garner, Chief *AB 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

100 Edison Park Drive, 4th Floor • Gaithersburg, Maryland 20878 • 240-777-7623 • 240-777-7670 FAX
www.montgomerycountymd.gov

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

Recommendation to Award
IFB 1088536
August 24, 2018

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:

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