



City of San Antonio

Contract Summary Sheet

Date: 18-6140
Agenda Item: 12/6/2018

Name/Title (Caption as shown on agenda): Annual Contract for Salt Pellets 6100010778 SM	
Brief Description of Item(s) and Use: This contract will provide for the purchase and delivery of Soft Salt Pellets which are used for softening water at the Aviation Central Utility Plant. These salt pellets are packaged in 40 lb. bags and will be ordered on an as needed basis.	
Total \$:	\$43,000.00 annually; \$215,000.00 contract period
Contract Period:	Upon award through March 31, 2022, with two, one year renewal options
Method of Procurement:	Competitive (2 bids received)
Price Trend:	16.46% increase in price per pound due to packaging change from 50 lb. bags to 40 lb. bags
Contract Info:	Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>
Recommended Contractor(s):	Salt Exchange, Inc., 4231 Director Drive, San Antonio, TX 78219 (Local)
Previous Contractor(s):	Salt Exchange, Inc., 4231 Director Drive, San Antonio, TX 78219
Comments:	N/A
Anticipated Future Requirements and Action:	N/A
Procurement Alternative:	Should this contract not be approved, the City will be required to purchase salt pellets on an as needed basis, where increased costs due to non-contract buying could be realized and cause a delay in delivery times.
Using Department (s):	Aviation