

LIVONIA PUBLIC SCHOOLS

Operations Department

Memorandum

TO: Phil Francis, Director of Operations

FROM: Harry Lau, Administrator of Facilities and Operations

DATE: 12 September 2018

SUBJECT: Recommendation Letter To Purchase Bulk Salt

I am recommending and seeking approval to purchase 1,700 tons of bulk salt from Compass Minerals America through Mi-Deal Purchasing Consortium at \$61.24 a ton, for a total cost of \$104,108.00. Last year's purchase of bulk salt was 50% less at a cost per ton of \$30.97.

I had Angelo's Landscape Supply quote bulk salt; Angelo's terms were that LPS would have to commit to 1,000 tons at a price of \$125.00 a ton for a total cost of \$125,000.00.

Below are the vendors who participated in quotes:

Compass Minerals America	Overland, KS	\$61.24 per ton
Angelo's Landscape Supply	Livonia, MI	\$125.00 per ton

Thank you for your consideration in this matter.

cc: K. Oaks
S. Scott

salt/HL19
91219