



TOWN OF UPTON, MASSACHUSETTS DEPARTMENT OF PUBLIC WORKS

September 14, 2016

Memo To: Blythe C. Robinson, Town Manager
Subject: Contract Award – Eastern Minerals, Inc. – Contract 17-10

On August 30, 2016 the Town of Shrewsbury along with 17 other municipal consortium members, including Upton participated in a bid opening from four (4) vendors for Rock Salt. This material, used for treating road surfaces during winter storm events was bid under Commonwealth M.G.L. Chapter 30B which covers all municipal purchasing of Supplies and Services. Based upon the quantities of materials within the bid document, the low bid was received from Eastern Minerals, Inc. of Lowell, MA in the amount of \$59.00/ton. This price is \$8.00 less per ton from last year's price (\$67.00/ton) with a subsequent savings of \$20,000 if purchasing the same quantity used last winter. Based upon the bid submission and Upton's upper use (2,500 tons) of Rock Salt material, I recommend that the Board of Selectmen deem Eastern Minerals, Inc a responsive and responsible bidder and award a contract.

The funding sources for this purchase is from the Town's appropriation for the Snow and Ice Budget. In the event of a severe winter, the possibility exists to purchase additional material beyond the fixed quantities of this agreement. The Massachusetts Attorney General's Office has advised that this action would be permissible under Massachusetts Procurement Laws. Consequently, allowing for a 20% increase to the quantity amount, I recommend that the Board of Selectmen set the not-to-exceed contract value at \$147,500.00.

Given that the value of the contract exceeds \$25,000, I am requesting that the Board of Selectmen review this recommendation, take action to approve the contract and provide the Town Manager with authorization to execute it on the Town's behalf. Please let me know if you have any further questions about this request, or need any additional information.

Sincerely,


Vincent J. Roy
Director of Public Works

Cc: John J. Johnson, Highway Supervisor
File