

# Request for Legislative Action

Res. #21139  
Sponsor: Jalen Anderson  
Date: January 9, 2023

## Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	21139
Sponsor(s):	Jalen Anderson	Legislature Meeting Date:	1/9/2023

## Introduction

**Action Items:** ['Award']

**Project/Title:**

Awarding a Twelve (12) Month Term and Supply Contract with One (1) Twelve (12) Month Option to Extend for the furnishing of Calcium Chloride Pellets & Rock Salt for use by Various County Departments to Nu-Life Labs Inc of Kansas City, Missouri under the terms and conditions of Invitation to Bid No. 106-22.

## Request Summary

Various County Departments require a Term and Supply Contract for the furnishing of Calcium Chloride Pellets & Rock Salt. The Purchasing Department issued Invitation to Bid No. 106-22 in response to those requirements. A total of 88 notifications were distributed, 16 document takers and two (2) responses were received and evaluated. An Executive Summary of the Invitation to Bid, including the Contractor's Quotation Sheet and the using County Departments Recommendation Memos are attached.

Pursuant to Section 1054.6 of the Jackson County Code, the Purchasing Department and the using Departments recommend the award of a Twelve (12) Month Term and Supply Contract with One (1) Twelve (12) Month Option to Extend for the furnishing of Calcium Chloride Pellets & Rock Salt for use by Various County Departments to Nu-Life Labs Inc. of Kansas City, Missouri as the lowest and best bid under the terms and conditions of Invitation to Bid No. 106-22.

The estimated annual usage for this contract is \$30,000. This award is made on a "As Needed" basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchase(s) is subject to annual appropriations.

## Contact Information

<b>Department:</b>	Finance	<b>Submitted Date:</b>	12/7/2022
<b>Name:</b>	Keith E. Allen	<b>Email:</b>	keallen@jacksongov.org
<b>Title:</b>	Senior Buyer	<b>Phone:</b>	816-881-3465

## Budget Information

Amount authorized by this legislation this fiscal year:	\$ 0
Amount previously authorized this fiscal year:	\$ 0
Total amount authorized after this legislative action:	\$

## Request for Legislative Action

Is it transferring fund?			No
<b>Single Source Funding:</b>			
Fund:	Department:	Line Item Account:	Amount:
			<b>!Unexpected End of Formula</b>

<b>Prior Legislation</b>	
<b>Prior Ordinances</b>	
Ordinance:	Ordinance date:
<b>Prior Resolution</b>	
Resolution:	Resolution date:

<b>Purchasing</b>	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Formal Bid
Core 4 Tax Clearance Completed:	Not Applicable
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

<b>Compliance</b>	
<b>Certificate of Compliance</b>	
In Compliance	
<b>Minority, Women and Veteran Owned Business Program</b>	
Goals Not Applicable for following reason: Less than \$50000	
MBE:	.00%
WBE:	.00%
VBE:	.00%
<b>Prevailing Wage</b>	
Not Applicable	

<b>Fiscal Information</b>	
<ul style="list-style-type: none"> <li>This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.</li> </ul>	

## Request for Legislative Action

### History

Submitted by Finance requestor: Keith E. Allen on 12/7/2022. Comments:

Approved by Department Approver Bob Crutsinger on 12/7/2022 1:01:21 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 12/7/2022 1:12:51 PM. Comments:

Approved by Compliance Office Approver Katie M. Bartle on 12/7/2022 3:25:17 PM. Comments:

Approved by Budget Office Approver David B. Moyer on 12/7/2022 3:39:20 PM. Comments:

Approved by Executive Office Approver Sylvya Stevenson on 12/8/2022 7:56:00 AM. Comments:

Approved by Counselor's Office Approver Katherine Henry on 1/5/2023 10:59:23 AM. Comments:



## **JACKSON COUNTY Facilities Management Division**

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Jackson County Courthouse  
415 East 12th Street, Third Floor Mezzanine  
Kansas City, Missouri 64106  
jacksongov.org

(816) 881-3258  
Fax: (816) 881-3583

### **MEMORANDUM**

**From:** Rick Gerla, Facilities Management Administrator

**To:** Keith Allen, Senior Buyer, Purchasing Department

**Date:** 12/2/2022

**Subject:** Bid 106-22 Calcium Chloride Pellets & Rock Salt, Term and Supply Contract Recommendation

Keith,

This memorandum is being prepared and submitted in response to your request for feedback regarding the above contract being awarded by Jackson County for Calcium Chloride Pellets & Rock Salt on a Term and Supply basis.

The Facilities Management Division would like to recommend Nu-Life Labs moving forward with a vendor who applied for this contract. Nu-Life has been in service for a number of years covering a wide variety of ice and snow melt materials for the Facilities Management Buildings. Their competitive pricing and experience with both municipal and private customers around Jackson County led me to recommend them, along with having all of the products requested for FMD. Annual spend for Facilities will be around \$17,000.00 for Pipe and Plumbing Supplies.

Thank you,

A handwritten signature in blue ink that reads "R Gerla".

Rick Gerla  
Facilities Management Administrator



**JACKSON COUNTY**  
**Parks + Rec**

22807 Woods Chapel Road  
Blue Springs, Missouri 64015  
MakeYourDayHere.com

Michele Newman, Director  
(816) 503-4800  
Fax: (816) 795-1234

## MEMORANDUM

**TO:** Keith Allen, Senior Buyer, Purchasing

**FROM:** John Johnson, Superintendent, Park Operations

**DATE:** December 1, 2022

**SUBJECT:** 106-22 Calcium Chloride Pellets & Rock Salt

The Parks+Rec Department recommends awarding of this contract to Nu-Life Labs for the materials that Parks will use to treat sidewalks and steps in the park system and at selected County downtown KC and Independence facilities.

Nu-Life was low bidder for the type of ice melt that Parks uses the most and Nu-Life has provided great service the past few years, e.g. resupplying materials quickly, as needed.

Our **projected usage** for the next twelve months is \$10,000.

Please let me know if you have questions or need additional information. Thank you!



*Frank White, Jr., County Executive*



# Office of the JACKSON COUNTY SHERIFF

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Sheriff Darryl Forté

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## INTER-OFFICE MEMO

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**TO:** Keith Allen, Purchasing  
**FROM:** Beth Money, Office Administrator  
**CC:** Sgt. Eli Postlethwait  
**RE:** Recommendation Memo 106-22 – Calcium Chloride Pellets and Rock Salt  
**Date:** December 5, 2022

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The Sheriff's Office has an ongoing need for vendors to provide Calcium Chloride Pellets and Rock Salt. Sgt. Eli Postlethwait has reviewed the bids submitted by Nu-Life Labs, Inc. and Van Diest Supply Company. We recommend awarding the contract to Nu-Life Labs, Inc. as their pricing, products and service will best suit our needs.

The Sheriff's Office will spend approximately \$2,000 annually using this contract.

**ATTACHMENT 1  
BIDDER'S QUOTATION SHEET**

No.	Description	Estimated Qty	Unit Price
1.	Calcium Chloride Pellets, 50 lb. Bag	1865	\$ 14.99
2.	#1 Rock Salt, 50 lb. bag	275	\$ 6.99
3.	#1 Rock Salt, 25 lb. bag	475	\$ -
4.	Blue Ice Melter, 50 lb. bag	400	\$ 8.99

\* Quoting on same items your currently using from us.

Options:

CAN Purchase by the Truckload if needed

Ⓐ Calcium chloride - 900 BAGS Per Load - 50lb. BAGS

Ⓑ Rock salt - 882 BAGS Per Load - 50lb. BAGS

CALL For current pricing if needing to purchase in full Truckload quantities



**Nu-life Labs Inc.**  
P.O. Box 15793  
Lenexa, KS 66285  
913-649-2625 or 888-901-2625  
913-764-1254 Fax  
[www.nu-lifelabs.com](http://www.nu-lifelabs.com)

# Excel™

## Calcium Chloride Pellets

### The Excel Advantage

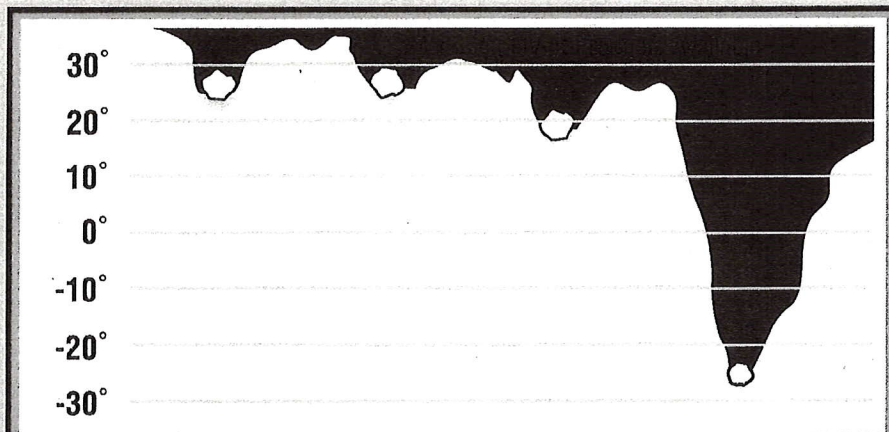
- Effectively melts down to -25°F.
- Begins melting immediately upon impact – generates melting heat fast.
- Quickly penetrates through frozen surfaces to undercut the ice.
- Most efficient de-icer on the market – melts more so application rate is less.
- Long-lasting melting action – requires fewer applications than other de-icers.
- No powdery residue – odorless and colorless.
- Safe on concrete and vegetation when used correctly.

### Available Packaging

- ✓ Bags 40 lb., 50 lb. & 80 lb.
  - ✓ Boxes 50 lb. & 100 lb.
  - ✓ Drum 100 lb.
- 10 lb. & 25 lb. bags available

### Comparison of Melting Points

Urea      Potassium Chloride      Sodium Chloride (Rock Salt)      **Excel**



Quickly penetrates through frozen surfaces to undercut the ice.

CLEANERS-DEGREASERS-DEODORANTS-DISINFECTANTS  
HERBICIDES-INSECTICIDES-JANITORIAL ITEMS  
PAPER GOODS-SNOW AND ICE MELTERS



[www.nu-lifelabs.com](http://www.nu-lifelabs.com)

**NU-LIFE LABS INC.**

P.O. BOX 15793  
LENEXA, KS 66285

**Scott Zavelo**

CELL 816-289-1500

BUS 913-649-2625

FAX 913-764-1254

TOLL FREE 888-901-2625

[scottz@nu-lifelabs.com](mailto:scottz@nu-lifelabs.com)

- Knowledgeable Customer Service
- UPC Coded Packaging
- Wide Variety of Products Available

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## ON GUARD AGAINST SNOW AND ICE BUILDUP

- RELIABLE
- ECONOMICAL
- EFFECTIVE

## SNOW & ICE MELTER

Rock salt is a highly efficient and cost effective product for melting ice and snow. Smaller crystals melt on contact, while larger crystals provide longevity and instant traction.

### Fast Acting

Creates the desired reaction to initiate quick de-icing and meltdown.

### Safer to Handle

Easy to use. No protective clothing necessary.

### Environmentally Formulated

Nature's own ingredients are combined to preserve vegetation and plant life.\*

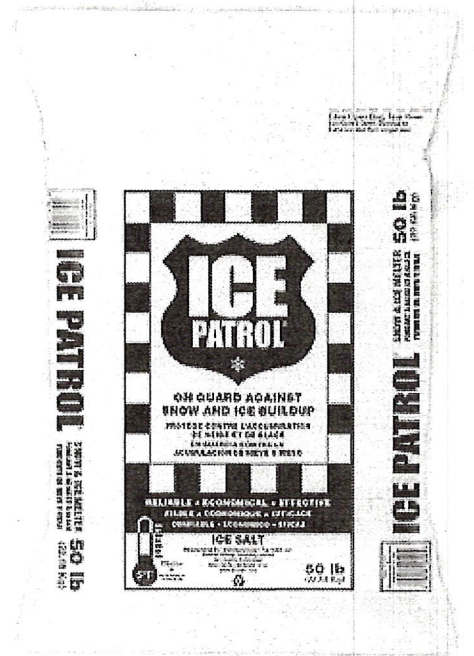
### Less Damage to Concrete

Reduced damage to concrete makes this one of the safest ice melters.\*

### Non-Tracking

Will not harm carpets and floors. Will not damage leather or footwear.\*

\*When used as directed



CONTAINS SODIUM CHLORIDE (ROCK SALT)

CLEANERS-DEGREASERS-DEODORANTS-DISINFECTANTS  
HERBICIDES-INSECTICIDES-JANITORIAL ITEMS  
PAPER GOODS-SNOW AND ICE MELTERS

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scottz@nu-lifelabs.com

BUS 913-649-2625

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TOLL FREE 888-901-2625

HIGH PERFORMANCE

# BLUE MELTER

FAST ACTING DOWN TO -15°F

# 3-WAY

**Nu-life Labs Inc.**  
P.O. Box 15793  
Lenexa, KS 66285  
913-649-2625 or 888-901-2625  
913-764-1254 Fax  
[www.nu-lifelabs.com](http://www.nu-lifelabs.com)

- Easy-to-see "BLUE" crystals for consistent and even applications
- Safe on streets, driveways, sidewalks, steps and the environment\*
- Contains corrosion inhibitors and anti-caking agent

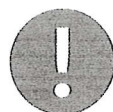
## DIRECTIONS FOR USE

For best results, apply at the rate of 2 - 4oz. (1/4 - 1/2 cup) per square yard evenly over surface areas to be treated. If applying after a large accumulation, it is best to plow or shovel first, then apply the ice melt product. This product may be applied prior to or during accumulation. Remove slush and water to prevent penetration of porous areas and cracks in the concrete, as continual thawing and freezing action can cause damage to poor quality concrete. To avoid potential damage to vegetation, keep product away from vegetation and do not over apply. Variable weather conditions such as temperature, depth of snow, wetness of snow, and ice content, may vary the recommended application amount.

## PRECAUTIONS

BLUE MELTER 3-WAY when used as directed will not cause harm to properly mixed (air-entrained concrete), poured, finished and cured concrete as specified by the Portland Cement Association. The severity of weather, the age, quality and curing of concrete can all increase the potential for surface damage. Avoid use of this or any ice melt product on brick, masonry, stone, unsealed asphalt, precast concrete, concrete with exposed aggregate and concrete less than one year old. If unsure of the quality of surface, consult a concrete professional. BLUE MELTER 3-WAY will not chemically attack concrete, but natural freeze/thaw cycles, and freeze/thaw cycles caused by the use of a deicing material, can cause damage to poor quality concrete. The potential for surface damage can be decreased by sealing surfaces prior to the use of a deicing material and by the removal of all water and slush resulting from the deicing process. Damage to vegetation and lawns may occur from the use of all deicing materials when applied directly on or very close to the vegetation. Vegetation damage is more likely when deicing products are over-applied. To avoid over application, correct application rates should be used when using this or any other ice melting material.

Developed using the same technology as ICE MELTER 3-WAY, BLUE MELTER 3-WAY is a visibility enhanced de-icing product that contains calcium chloride, sodium chloride and potassium chloride. Formulated with the power of calcium chloride, BLUE MELTER 3-WAY has the ability to break the bond that forms between ice and paved surfaces, by quickly boring through ice and snow. By using Nu-Life Labs BLUE MELTER 3-WAY you get eutectic qualities that reach maximum performance in an easy-to-see "BLUE" crystal that allows for a consistent and more even applications.



**WARNING - CAUSES EYE IRRITATION  
KEEP OUT OF REACH OF CHILDREN  
HARMFUL IF SWALLOWED  
NOT FOR FOOD OR DRUG USE**

## FIRST AID

May cause eye irritation. May be harmful if swallowed. If swallowed, give 1 or 2 glasses of water and call a physician or Poison Control Center immediately. In case of contact, flush with water. For eyes, get medical attention if irritation persists. Keep out of open cuts and open wounds. Not for food or drug use.

## DISCLAIMER AND LIMITS OF WARRANTY

Neither Manufacturer nor Seller makes any warranty, express or implied, concerning the use, effects of, or results from the use of this product, other than as indicated on this label. Buyer assumes all responsibility for safety and use not in accordance with directions.

NU-LIFE Laboratories, Inc. warrants that this product conforms to the chemical description on the label and is reasonably fit for the purpose stated on such label only when in accordance with the directions under normal use conditions. Except as specifically stated above, no warranties, whether express or implied, are made with the respect of this product or its use.



## COMPONENTS

Potassium Chloride  
Sodium Chloride  
Calcium Chloride  
Magnesium Chloride

## CAS NUMBER

007447-40-7  
007647-14-5  
01C043-52-4  
007786-30-3



MANUFACTURED FOR AND DISTRIBUTED BY  
NU-LIFE LABORATORIES, INC.

P.O. Box 15793 Lenexa, KS 66285

Product Number: NLBB41450

Net Weight 50 lbs. (22.68 kg.)



# 106-22 - Calcium Chloride Pellets & Rock Salt

## Project Overview

<b>Project Details</b>	
<b>Reference ID</b>	106-22
<b>Project Name</b>	Calcium Chloride Pellets & Rock Salt
<b>Project Owner</b>	Keith Allen
<b>Project Type</b>	ITB
<b>Department</b>	Various Departments
<b>Budget</b>	\$0.00 - \$0.00
<b>Project Description</b>	Jackson County, Missouri is seeking bids for the furnishing of Calcium Chloride Pellets & Rock Salt for use by various Jackson County, MO Departments on a Twelve (12) Month Contract with a Twelve (12) Month Option to Extend.
<b>Open Date</b>	Oct 28, 2022 10:00 AM CDT
<b>Intent to Bid Due</b>	Nov 22, 2022 1:30 PM CST
<b>Close Date</b>	Nov 22, 2022 2:00 PM CST

<b>Highest Scoring Supplier</b>	<b>Score</b>
<b>Nu-Life Labs Inc</b>	<b>89 pts</b>



## Seal status

Requested Information	Unsealed on	Unsealed by
Addenda	Nov 22, 2022 3:30 PM CST	Keith Allen
Affidavit	Nov 22, 2022 3:30 PM CST	Keith Allen
Certificate of Compliance	Nov 22, 2022 3:30 PM CST	Keith Allen
Exhibit F - Bidder's Exceptions	Nov 22, 2022 3:30 PM CST	Keith Allen
Greater Kansas City Metro Area Memo	Nov 22, 2022 3:30 PM CST	Keith Allen
Statement of Contractor's Qualifications	Nov 22, 2022 3:30 PM CST	Keith Allen
Term and Supply Contract Page	Nov 22, 2022 3:30 PM CST	Keith Allen
Attachment 1 - Bidder's Quotation Sheet	Nov 22, 2022 3:30 PM CST	Keith Allen



# 106-22 - Calcium Chloride Pellets & Rock Salt

## Scoring Summary

### Active Submissions

	Total	A - Forms	A-1 - Affidavit	A-2 - Addenda	A-3 - Certificate of Compliance
Supplier	/ 100 pts	/ 0 pts	Pass/Fail	Pass/Fail	Pass/Fail
Nu-Life Labs Inc	89	0	Pass	Pass	Pass
Van Diest Supply Company	84	0	Pass	Pass	Pass

### Eliminated Submissions

	A - Forms	A-1 - Affidavit	A-2 - Addenda	A-3 - Certificate of Compliance	A-4 - Exhibit F - Bidder's Exceptions
Supplier	/ 0 pts	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Snow Joe, LLC	0	Pass	Pass	Pass	Pass



A-4 - Exhibit F - Bidder's Exceptions	A-5 - Term and Supply Contract Page	A-6 - Statement of Contractor's Qualifications	A-7 - Greater KC Metro Area Memo	A-8 - Attachment 1 - Bidder's Quotation Sheet
Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Pass	Pass	Pass	Pass	Pass
Pass	Pass	Pass	Pass	Pass

A-5 - Term and Supply Contract Page	A-6 - Statement of Contractor's Qualifications	A-7 - Greater KC Metro Area Memo	A-8 - Attachment 1 - Bidder's Quotation Sheet	B - Pricing
Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	/ 100 pts
Pass	Pass	Fail	Pass	-



<b>B - Pricing</b>	<b>B-1 - Attachment 1 - Bidder's Quotation Sheet</b>	<b>B-2 - Exhibit F - Exceptions</b>	<b>B-3 - Statement of Contractor's Qualifications</b>
<b>/ 100 pts</b>	<b>/ 50 pts</b>	<b>/ 15 pts</b>	<b>/ 35 pts</b>
89	45	14	30
84	42.67	11.67	29.67

<b>B-1 - Attachment 1 - Bidder's Quotation Sheet</b>	<b>B-2 - Exhibit F - Exceptions</b>	<b>B-3 - Statement of Contractor's Qualifications</b>
<b>/ 50 pts</b>	<b>/ 15 pts</b>	<b>/ 35 pts</b>
-	-	-