

DATE: June 27, 2011
TO: First Selectperson, Municipal Managers, First Assessors, and Town Clerks
FROM: Jay Kamm, Senior Planner
RE: 2012-2013 Road Salt Cooperative Purchase

Northern Maine Development Commission (NMDC) is organizing its annual purchase of road salt as part of our Cooperative Purchasing Program. Our goal is to save participating municipalities as much money as possible in the winter road maintenance budget. We continue to use the Maine Department of Transportation's latest specifications for road salt. These specifications include that the vendor ensure low moisture content, anti-caking, and prompt delivery. Bid requests will be sent out to the all known vendors at the beginning of July with a bid opening mid-month. NMDC's cooperative purchasing committee awards bids based on the lowest average price per ton delivered with NMDC acting only as an agent to obtain these prices.

Please note: ONLY member communities/counties of NMDC are eligible to participate in this program. NMDC member communities cannot include tonnage for non-member communities in their estimated tons. We have been receiving late submittals from towns in recent years, in several cases after the bid has been awarded. Bid packets will be submitted to all known vendors on July 16, 2012 and we will not be able to add tonnages after 3:00 PM on that date. Also, for those submitting this sheet via fax or email, I will confirm within one (1) working day that I have received your form. If you do not hear from me, please call me at the numbers below.

PLEASE estimate your tonnages carefully. There is a clause that states municipalities are responsible to purchase a minimum of 75% of their estimated tonnages. Unfortunately this did not happen in all cases in 2011-12 and we lost an opportunity to maintain pricing. We hold the vendor responsible for maintaining the price for up to 125% of the estimated tonnage so it is fair that we hold municipalities responsible for their tonnage.

If your community is interested in participating in the 2012-2013 Road Salt Cooperative Purchase, please return the attached form by **July 13, 2012**, NO EXCEPTIONS. Please feel free to contact me at 498-8736, (fax) 493-3108, or email jkamm@nmdec.org if you have any questions. We also welcome any suggestions on how the cooperative purchasing program could be improved. Thank you.