

MEETING DATE: October 28, 2025

STAFF PERSON RESPONSIBLE: Daniel Roberts, Assistant Director, Operations

DESCRIPTION: Anti-Icing Deicing Material Bid Award.

SUMMARY: An invitation for Bids IFB#036-24 was issued to solicit bids for the purchase of Anti-icing/De-icing products to be used on county-maintained roadways during the 2024/2025 winter season. Bids were received from six vendors in response to IFB#036-24 as summarized below and shown on the attached bid tabulation. Douglas County Public Works Operations chooses to extend pricing for the 2025/2026 Snow Season.

Liquid Anti-icing/Deicing Material:

GMCO Corporation	-	Torch IB	\$1.10/gallon (+.08/gallon) =
			\$1.18/gallon
		Torch LT	\$1.11/gallon (+.08/gallon) = \$1.19/gallon
Envirotech Services	-	Meltdown Apex	\$1.21/gallon

Salt Based De-Icer Material:

Central Salt, LLC	Bulk Deice Rock Salt	\$83.35/ton all locations (+\$2.50/ton)
		= \$85.85/ton
Central Salt, LLC	Snowslicer	\$110.35/ton all locations
GMCO	Torch RT	\$145.53/ton all locations (+3.75/ton) =
		\$149.28/ton
Envirotech Services	Ice Slicer	\$141.61/ton all locations

Staff evaluated the unit prices bid and the past performance of the vendors who submitted bids for this IFB.

Douglas County uses three types of de-icing materials during winter months, a liquid deicer, and salt-based deicer.

The liquid and salt based de-icing products in this IFB are used mostly in the northern tier of the County. These products reduce the amount of street

sweeping required and help meet regional air quality standards.

The liquid deicing product used is a blend of magnesium chloride and water that is non-toxic and contains a naturally occurring rust inhibitor. It is designed to work at lower temperatures than regular road salt.

The County received extension bids for seven salt based de-icing products. The low bid was submitted by Central Salt, LLC (Bulk Deice Salt). Staff recommends an award to Central Salt, LLC (Bulk Deice Salt) and Envirotech Services as the primary supplier.

**RECOMMENDED
ACTION:**

The Board of County Commissioners authorize Public Works Operations to purchase liquid deicing products from GMCO (Torch IB) as the primary supplier and Envirotech Services (Meltdown Apex) as the backup supplier in the event products fail to perform as stated or are not readily available from GMCO.

Purchase order in the amount of \$500,000 to be issued to GMCO for Torch IB or Torch LT.

The Board of County Commissioners also authorize Public Works Operations to purchase salt based de-icing products from Central Salt (Bulk Deice Rock Salt) and Envirotech Services or GMCO (Torch RT) as the backup suppliers in the event Central Salt (Bulk Deice Salt) deicer is not readily available from Central Salt, LLC.

Purchase order in the amount of \$500,000 to be issued to Central Salt, LLC for Bulk Deicing Salt.

Purchase order in the amount of \$400,000 to be issued to Envirotech Services for Ice Slicer.

REVIEW:

Janet Herman	Approve	10/16/2025
Jeff Garcia	Approve	10/17/2025
Christie Guthrie	Approve	10/20/2025
Doug DeBord	Approve	10/21/2025

ATTACHMENTS:

Anti Icing Deicing Bid Award Extension Letters 2025_2026

