

# Municipalities may save by buying winter materials through MCOG

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Local municipalities can save money if they bid their winter road treatment material through the Mountain Council of Governments (MCOG).

Recently, MCOG opened bids for road salt for the coming winter. The low bidder was Cargill Deicing Inc., at \$32.82 per ton.

Butler Township Manager Maryanne Petrilla noted the state price this year was \$35.65 per ton. MCOG member Joseph Yannuzzi said that all MCOG members should consider bidding for the material next year through the MCOG.

The reason Yannuzzi was making the request now is because in order to get in on a state contract, the municipality needs to inform the state of their estimated tonnage by the end of January.

Yannuzzi noted the MCOG has beat-

en the state price the last three years, saving participating members thousands of dollars.

He said there is no guarantee the MCOG will always beat the state price, but through the experience of MCOGs that have been bidding over a long period of time. In just about all of the examples, the MCOG beat the state price by a large margin.

Bob Skulsky, the MCOG's executive director, said the more tonnage the MCOG had to offer, puts the MCOG in a better position to negotiate the lowest price.

As an example, the Lackawanna County MCOG also has Cargill as its lowest bidder, but was able to beat the price given the MCOG by \$1 a ton based on their tonnage - 24,000 tons - as opposed to the MCOG's tonnage, only 770 tons.

Meanwhile, fuel bidding for 2004 will be held in January.

A form was provided to all member municipalities to fill out and send in that want to participate in the joint bid for gasoline of all grades, diesel fuel and heating oil.

The deadline to return the form is Dec. 15.

The survey asks whether a municipality plans to purchase gasoline with a credit card, or by it being delivered to municipal tanks. It also asks what kind of gas the municipality wants to buy.

Municipalities are also being asked if they want to purchase diesel fuel or heating fuel. Municipalities are reminded that they have to buy no less than 75 percent of what they estimated.

Yannuzzi and Skulsky also met with members of the Hazleton Area School Board to brief them on MCOG activities, including joint bidding, and asked them if they would consider joining the MCOG to partner in all applicable activities, including joint bidding.