

CITY OF BEDFORD, OHIO

ORDINANCE NO. 044-25

AN ORDINANCE AUTHORIZING A CONTRACT WITH CARGILL FOR SODIUM CHLORIDE (ROCK SALT) FOR THE 2025-2026 WINTER AND DECLARING AN EMERGENCY

WHEREAS, the City of Bedford participated in a consortium with several communities to obtain the lowest and best bid.

WHEREAS, the administration recommends Cargill as the lowest and best bid submitted to the consortium.

NOW THEREFORE, BE IT ORDAINED by the Council of the City of Bedford, County of Cuyahoga and State of Ohio:

Section 1. That the City Manager is hereby authorized to execute a contract with Cargill pursuant to the terms of the attached contract.

Section 2. That the Finance Director is hereby authorized to appropriate and pay the sums specified in said contract pursuant to its terms as she deems appropriate.

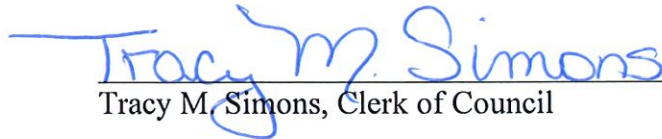
Section 3. That actions of this Council concerning and relating to the passage of this legislation were adopted in an open meeting of this Council and that all deliberations of this Council and of any of its committees that resulted in such formal action were in meetings open to the public, in compliance with all legal requirements including Section 121.22 of the Ohio Revised Code.

Section 4. This Ordinance is hereby declared to be an emergency measure immediately necessary for the public peace, health, safety, and welfare and to timely comply with the terms of the bid.

WHEREFORE, this Ordinance shall take effect and be in force from and after the earliest date permitted by law.




Stanley C. Koci, Mayor-President of Council



Tracy M. Simons, Clerk of Council

Prepared and approved as legal content by: \_\_\_\_\_



John J. Montello, Law Director

PASSED: June 2, 2025

FAILED: \_\_\_\_\_

# **BID SPECIFICATIONS**

**SUPPLYING SODIUM CHLORIDE**

**TO A PURCHASING CONSORTIUM FOR THE FOLLOWING OHIO MUNICIPALITIES:**

*BEACHWOOD, BEDFORD, BEREA, BRECKSVILLE, BROADVIEW HEIGHTS,*

*BROOKLYN, BROOKLYN HEIGHTS, CUYAHOGA COUNTY,*

*INDEPENDENCE, LAKEWOOD, MIDDLEBURG HEIGHTS,*

*NORTH ROYALTON, SEVEN HILLS & VALLEY VIEW*

BRECKSVILLE CITY HALL  
9069 BRECKSVILLE ROAD  
BRECKSVILLE, OHIO 44141

BID OPENING:  
10:00 AM  
Thursday, April 24, 2025

## INSTRUCTIONS TO BIDDERS

Sealed bids will be received by the Purchasing Director of the City of Brecksville in the Purchasing Department office at 9069 Brecksville Road, Brecksville, Ohio, 44141, until 10:00 AM on April 24, 2025, for supplying sodium chloride to be used for ice control by the City Service Departments of the following "Consortium Member Agencies" (to be referred to as CMA): Beachwood, Bedford, Berea, Brecksville, Broadview Heights, Brooklyn, Brooklyn Heights, Cuyahoga County, Independence, Lakewood, Middleburg Heights, North Royalton, Seven Hills, and Valley View. Bids will be opened and read immediately thereafter. This is a cooperative purchasing effort on behalf of the above-named communities and is a solicitation for bids on behalf of each entity.

All bidders must use the attached Bid Form. Bids must be presented in a sealed envelope clearly marked, "April 2025 Sodium Chloride Bid."

Exceptions to these specifications must be fully detailed on the enclosed Exception Sheet, and submitted with the Bid Form; if none, bidder shall state such on the Exception Sheet and submit with bid.

Each proposal must contain the full name and address of each person or company interested herein. The firm, corporation or individual name of a bidder must be signed by the authorized bidder. In the case of a corporation, the person signing must be authorized by the corporation to do so, and must indicate his title. In the case of a partnership, at least one of the managing partners must sign, and such person shall indicate that he is a member of the firm. In the case of an individual operating under a trade name, such individual shall sign the bid and shall indicate the name under which the business is conducted.

Bids must be accompanied by the Bid Guaranty & Contract Bond provided on pages 15 and 16 of the Bid Specifications, or a certified check or bond in the amount of 10% of the total bid, (price per ton x 56,500 tons = total bid), payable to the City of Brecksville, as a guarantee that if said bid is accepted, a contract will be entered

into and its performance properly secured. Checks/bonds of unsuccessful bidders will be returned after a firm contract is entered into with the successful bidder.

The CMA are exempt from Ohio Sales Tax and Federal Excise Tax. All prices shall be exclusive of all such taxes.

The successful bidder shall not assign, transfer, convey, sublet or otherwise dispose of said contract, or his right, title or interest in or to same, or any part thereof, without previous consent in writing from the CMA, endorsed on or attached to, the contract.

### CONTRACT REMEDIES

- A. Actual Damages: The successful bidding vendor is liable to the CMA for all actual and direct damages caused by the vendor's default. An individual CMA may substitute supplies or services, from a third party, for those that were to be provided by the vendor. An individual CMA may recover the costs associated with acquiring substitute supplies or services from the vendor, less any expenses or costs saved by vendor's default.
- B. Liquidated Damages: If actual and direct damages are uncertain or difficult to determine, the individual CMA may recover liquidated damages in the amount of 1% of the value of the order, deliverable or milestone, that is the subject of the default for every day that the default is not cured by the vendor. If delay of the cure is caused by the individual CMA, the delivery date shall be extended accordingly to offset such delays. Approval to extend any scheduled delivery date shall be at the sole discretion of that individual CMA.
- C. Deduction of Damages from Contract Price: An individual CMA may deduct all or any part of the damages resulting from the vendor's default from any part of the price still due on their contract, upon prior written notice issued to the vendor by that CMA.

## Supplying Sodium Chloride Specifications April 2025

An individual CMA or the contractor may terminate the resulting contract at any time by either party giving thirty days written notice to the other party of the intention to terminate the contract.

By submitting a bid, each bidder is ensuring that he is an Equal Opportunity Employer, and that his employees and applicants for employment are not discriminated against because of their race, creed, color, sex or national origin. By signing a contract with the CMA, the successful bidder guarantees that he complies with the above provision, and all other applicable state and federal laws regarding public contract work.

Before a bid is awarded, the CMA may request that a bidder furnish evidence satisfactory to the CMA that the company has the necessary equipment, ability, supply and financial resources to fulfill the conditions of the contract and specifications. A Pre-Award meeting with the CMA may be scheduled with the apparent lowest and best bidder(s) to review and discuss these capabilities.

The Councils of the CMA named herein reserve the right to accept or reject any or all bids, or any portion thereof, and to waive any informalities or irregularities in the bids received and to accept any bid which it deems favorable.

**EXECUTION OF CONTRACT**

The successful bidder shall execute a contract on behalf of each named CMA in this cooperative purchasing group. After a contract has been signed, it shall only become operative upon receipt of a purchase order, phone or facsimile order from the individual CMA.

**Each CMA shall be obligated under the contract to purchase 80% of the amount estimated in the specifications on the following page for their agency, and are not to exceed 140% of that estimated amount in total ordering quantity for the contract term.**

Invoices shall be the sole responsibility of the ordering CMA and shall be mailed directly to the entity. Delivery shall be to the locations on the following page, as instructed by the CMA placing the order:

(LEFT INTENTIONALLY BLANK)

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<i>Location of Salt Storage Facilities</i>	<i>Type of Delivery</i>	<i>Estimated Quantities <sup>1</sup></i>
<b>Beachwood</b> 23355 Mercantile Road 26001 Shaker Boulevard	Dump	7,000 tons
<b>Berea</b> 400 Barrett Road	Dump	750 Tons 2,000 tons TREATED
<b>Bedford</b> 100 Solon Road	Dump	3,600 tons
<b>Brecksville</b> 9023 Brecksville Road 6916 Stadium Drive	Dump	8,000 tons
<b>Broadview Heights</b> 9543 Broadview Road	Dump	5,000 tons
<b>Brooklyn</b> 9400 Memphis Avenue	Dump or Piled	2,400 tons
<b>Brooklyn Heights</b> 233 Tuxedo Avenue	Dump	700 tons
<b>Cuyahoga County</b> 1334 Main Street	Dump	350 tons
<b>Independence</b> 6350 Selig Drive	Dump	5,500 tons
<b>Lakewood</b> 1699 Metro Park Drive	Dump	4,000 tons
<b>Middleburg Heights</b> 7375 Engle Road	Dump	7,000 tons TREATED
<b>North Royalton</b> 11545 Royalton Road	Dump	6,000 tons
<b>Seven Hills</b> 7355 Broadview Road	Dump	2,800 tons
<b>Valley View</b> 6875 Hathaway Road	Dump	1,400 tons
<b>TOTAL</b>		<b>47,500 tons Untreated</b> <b><u>9,000 tons Treated</u></b> <b>56,500 TONS TOTAL</b>

<sup>1</sup> Untreated unless otherwise specified as "TREATED"

## SPECIFICATIONS

**QUANTITY:** Approximately 56,500 tons, as specified under “Estimated Quantities,” on the previous page with an 80% minimum and 140% maximum purchase commitment from each consortium member agency. Bidders may provide optional pricing for CMA salt quantities in excess of the respective 140% maximum quantity and up to 160% of the Estimated Quantity.

**SCOPE:** These specifications cover sodium chloride (rock salt), meeting Ohio Department of Transportation Specification 712.03, covering ASTM D-632, type 1, grade 1, to be used for ice control by the CMA Service Departments.

Bids will also be accepted for treated sodium chloride, useable by the CMA as delivered, containing corrosion inhibitors, which will remain free-flowing at low temperatures and provide less scatter when applied to road surfaces. Bidders are to submit complete product specs, chemical analysis of all the components, handling and storage instructions, recommended application rates and environmental impact. Each CMA will reserve the right to order either treated or untreated salt at its own discretion, as needed, during the contract period.

**DELIVERY:** Sodium chloride to be shipped bulk by truck and dumped in designated storage bins and/or piler delivered. Bid prices shall be F.O.B. destination. **The successful bidding vendor shall guarantee delivery within 24 to 72 hours of order placement.**

**Prior to each winter season, the successful bidder shall provide to each CMA the name of the trucking company to be used for delivery and a point of contact from the trucking company, their direct phone number, and email address.** Such contacts shall be reachable during normal business hours for CMA inquiries, and should that individual not be available, the CMA shall be provided with alternate contact information.

In the event delivery is not made within the required 24 to 72 hour timeframe, the CMA may exercise their “Contract Remedies” including the procurement of sodium chloride from a third party supplier, and the vendor shall be responsible for any price differential.

**QUALITY:** All sodium chloride shall be treated as to prevent caking, hardening or clotting. The sodium chloride shall arrive at the delivery point in a free-flowing and usable condition. Product shall be rejected if it fails to pass any of the requirements of these specifications.

**TERM:** Beginning November 1, 2025 and continuing at a firm price through October 31, 2026.

The consortium has the option, based on unanimous agreement of all members, to extend their contract for a second (2<sup>nd</sup>) year and third (3<sup>rd</sup>) year. Prices are to be negotiated with the successful bidder through the consortium administrator, and accepted by all members, prior

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to the expiration of the first- and second-year contracts.  
**BID FORM**

To supply in accordance with the specifications for a one-year period:

**Cost for FIRST year, Untreated Sodium Chloride:**

\$ \_\_\_\_\_ Per Ton, Dump Delivery                      \$ \_\_\_\_\_ Per Ton, Piler Delivery

**Cost for FIRST year, Treated Sodium Chloride:**

\$ \_\_\_\_\_ Per Ton, Dump Delivery                      \$ \_\_\_\_\_ Per Ton, Piler Delivery

**Products Bid:** \_\_\_\_\_

**80% Contractual Minimum/140% Maximum, per CMA:**     Yes                       No  
*(based on Estimated Quantities, pg.4)*

**Guaranteed Delivery Within 24 - 72 Hours?**     Yes                       No  
*(as outlined in Delivery specifications, pg. 5)*

**Pricing for salt in excess of the CMA 140% maximum quantity offered, up to 160% of Estimated Quantity (OPTIONAL)?**

Yes                       No

If yes, cost for Untreated Sodium Chloride in excess of CMA's 140% maximum quantity:

\$ \_\_\_\_\_ Per Ton, Dump Delivery                      \$ \_\_\_\_\_ Per Ton, Piler Delivery

If yes, cost for Treated Sodium Chloride in excess of CMA's 140% maximum quantity:

\$ \_\_\_\_\_ Per Ton, Dump Delivery                      \$ \_\_\_\_\_ Per Ton, Piler Delivery

**Second- and Third-Year Optional Extensions\*:**                       Yes                       No

*\*Optional second year and third year extensions of the contract based upon acceptance by the CMA of prices negotiated through the consortium administrator on behalf of all consortium members.*

**Minimum Order?**                       No.                       Yes, Quantity:    \_\_\_\_\_ /Dump                      \_\_\_\_\_ /Piler

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**Name & Address of Bidder:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Authorized Signature:**

\_\_\_\_\_

\_\_\_\_\_  
(Please type or print name)

**Title:**

\_\_\_\_\_

**Enclosed:** \_\_\_\_\_ Bid Guaranty/Contract Bond \_\_\_\_\_ 10% Bid Bond \_\_\_\_\_ Bid Check, Amount \$ \_\_\_\_\_

**Date of Bid Submission:** \_\_\_\_\_ **Last Addendum Received:** \_\_\_\_\_



**REFERENCES**

List references for similar contract work completed during the last two (2) years. Include name and phone number of a contact person for each reference listed.

1. Company or Municipality Name \_\_\_\_\_  
Address \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_  
Contract Date \_\_\_\_\_
  
2. Company or Municipality Name \_\_\_\_\_  
Address \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_  
Contract Date \_\_\_\_\_
  
3. Company or Municipality Name \_\_\_\_\_  
Address \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_  
Contract Date \_\_\_\_\_

NAME OF BIDDER \_\_\_\_\_

**CITY OF BRECKSVILLE BIDDER'S AFFIDAVIT  
PERSONAL PROPERTY TAX DELINQUENCY**

RE: City of Brecksville

**Bid: Supplying Sodium Chloride in 2025/2026**  
Personal Property Tax Certification  
Required by Ohio Revised Code  
Section 5719.042

City of Brecksville  
9069 Brecksville Road  
Brecksville, OH 44141

Dear Sir:

\_\_\_\_\_  
Company Name President/Owner

(A) The above hereby certifies that the party to whom contract award is being considered was not charged with any delinquent personal property tax on the general tax list of personal property for any county in the State of Ohio at the time the bid was submitted for the above referenced contract.

OR

\_\_\_\_\_  
Company Name President/Owner

(B) The above hereby certifies that the party to whom contract award is being considered has been charged with a delinquency regarding personal property tax on the general tax list of personal property for any county in the State of Ohio at the time of bid opening for the above referenced contract. The amount of the due and unpaid delinquent taxes, including any due and unpaid penalties and interest thereon, is \$ \_\_\_\_\_. It is understood that the Treasurer is required to transmit this statement to the County Treasurer.

It is understood that, by law, this statement is to be signed by the party whose bid has been tentatively accepted, and must be affirmed under oath. If the statement indicates that the taxpayer was charged with any such taxes, a copy of the statement shall be transmitted to the Cuyahoga County Fiscal Officer within thirty days of the date it is submitted. The statement must be incorporated into the contract before any payment can be made under the subject contract.

\_\_\_\_\_ SWORN TO before me and subscribed in my  
presence this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_

\_\_\_\_\_  
Notary Public

**CERTIFICATE OF COMPLIANCE**

By signing this certificate, I certify that I/my company is in full compliance with the political contributions limitations established in Ohio Revised Code 3517.13, and is therefore eligible to receive a contract from each City represented in this bid, except the City of \_\_\_\_\_ (state NONE if no exceptions).

Ohio Revised Code 3517.13 states in part that no political subdivision shall award any contract for the purchase of goods or services with a cost aggregating more than ten thousand dollars in a calendar year, to any individual, partnership or other unincorporated business, if any member of the firm, their spouse and/or certain other individuals has made, within the previous twenty-four months, one or more contributions totaling in excess of one thousand dollars to the holder of the public office having ultimate responsibility for the award of the contract or to the public officer's campaign committee, or one or more contributions totaling in excess of two thousand dollars for the business. Bidders are responsible for understanding the code, how it pertains to their business and whether they comply. The complete Code can be found at <http://codes.ohio.gov/orc/3517.13>.

A list of City officials for each community can be found on their websites.

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_  
\_\_\_\_\_

AUTHORIZED SIGNATURE \_\_\_\_\_

PRINTED NAME \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

DATE SIGNED \_\_\_\_\_



**DESCRIPTION OF WORK TO BE PERFORMED**

Supplying Sodium Chloride & Delivery When Required

**NON-COLLUSION AFFIDAVIT OF  
PRIME BIDDER**

State of Ohio                    )  
  )ss  
County of \_\_\_\_\_)

\_\_\_\_\_, being first duly sworn, deposes and  
says that:

He/She is \_\_\_\_\_ of \_\_\_\_\_, the bidder that has  
submitted the attached bid;

He is fully informed respecting the preparation and contents of the attached bid and all  
pertinent circumstances respecting such bid;

Such bid is genuine and is not a collusive or sham bid; either the said bidder nor any of its officers, partners,  
owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way  
colluded, conspired, connived, or agreed directly or indirectly with any other bidder, firm, or person to submit  
a collusive or sham bid in connection with the contract for which the attached bid has been submitted, or to  
refrain from bidding in connection with such contract, or has in any manner directly or indirectly sought by  
agreement, collusion, communication, or conference with any other bidder, firm, or person to fix the price or  
prices in the attached bid or of any other bidder, or to fix any overhead, profit, or cost element of bid price or  
the bid price of any other bidder, or to secure through any collusion, conspiracy, connivance, or unlawful  
agreement any advantage against the City of Brecksville, Ohio, or any person interested in the proposed  
contract; and the price or prices quoted in the attached bid are fair, proper, and not tainted by any  
collusion, conspiracy, connivance, or unlawful agreement on the part of the bidder or any of its agent's  
representatives, owners, employees, or parties in interest, including this affiant.

Signed: \_\_\_\_\_

Title: \_\_\_\_\_

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public Signature

My Commission expires \_\_\_\_\_

**FINDINGS FOR RECOVERY CERTIFICATION**

I am aware that Ohio law, under certain circumstances, prohibits a political subdivision from awarding a contract for goods, services or construction to any person against whom a finding of recovery has been issued by the Auditor of State, if that finding is unresolved.

I hereby certify that an unresolved finding for recovery has not been issued against:

---

(Company Name)

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

## BID GUARANTY AND CONTRACT BOND

KNOW ALL MEN BY THESE PRESENTS: That we, the undersigned \_\_\_\_\_, as Principal and \_\_\_\_\_ as Surety, are hereby held and firmly bound unto the City of Brecksville, Ohio as Obligee in the penal sum of the dollar amount of the bid submitted by the Principal to the Obligee on \_\_\_\_\_, 20\_\_\_\_, to undertake the project known as **Supplying Sodium Chloride to Municipal Purchasing Consortium.**

The penal sum referred to herein shall be the dollar amount of the Principal's bid to the Obligee, incorporating any additive or deductive alternate proposals made by the Principal on the date referred to above to the Obligee, which are accepted by the Obligee. In no case shall the penal sum exceed the amount of 100 percent of the payment of the penal sum, well and truly to be made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

THE CONDITION OF THE ABOVE OBLIGATION, IS SUCH that whereas the above named Principal has submitted a bid for the project.

NOW, THEREFORE, if the Obligee accepts the bid of the principal and the Principal fails to enter into a proper contract in accordance with the bid, plans, details, specifications, and bills of material; and in the event the Principal pays to the Obligee the difference not to exceed ten percent of the penalty hereof between the amount specified in the bid and such larger amount for which the Obligee may in good faith contract with the next lowest bidder to perform the work covered by the bid; or in the event the Obligee does not award the contract to the next lowest bidder and resubmits the project for bidding, the Principal pays to the Obligee the difference not to exceed the percent of the penalty hereof between the amount specified in the bid or the costs, in connection with the resubmission, of printing new contract documents, required advertising, and printing and mailing notices to prospective bidders, whichever is less, then this obligation shall be null and void, otherwise to remain in full force and effect; if the Obligee accepts the bid of the Principal and the Principal within ten days after receipt of notification of award of the contract enters into a proper contract in accordance with the bid, plans, details, specifications, and bills of material, which said contract is made a part of this bond the same as though set forth herein:

NOW ALSO, if the said Principal shall well and faithfully do and perform the things agreed by the Principal to be done and performed according to the terms of said contract; and shall pay all lawful claims of subcontractors, materialmen, and laborers, for labor performed and materials furnished in the carrying forward, performing or completing of said contract; we agreeing and assenting that this undertaking shall be for the benefit of any materialman or laborer having a just claim, as well as for the Obligee herein; then this obligation shall be void; otherwise the same shall remain in full force and effect; it being expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall in no event exceed the penal amount of this obligation as herein stated.

The said Surety hereby stipulates and agrees that no modifications, omissions, or additions, in or to the terms of the said contract or in or to the plans or specifications therefore shall in any way affect the obligations of said Surety on its bond.

Supplying Sodium Chloride Specifications  
April 2025

Signed this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

PRINCIPAL:

SURETY COMPANY ADDRESS:

\_\_\_\_\_

\_\_\_\_\_

Street

By: \_\_\_\_\_

\_\_\_\_\_

Title: \_\_\_\_\_

City

State

Zip

SURETY:

SURETY AGENT'S ADDRESS:

\_\_\_\_\_

\_\_\_\_\_

Agency Name

By: \_\_\_\_\_

\_\_\_\_\_

Attorney-in Fact

Street

State

Zip

# **BID TABULATION: Supplying Sodium Chloride (November 1, 2025 - October 31, 2026)**

**Purchasing Consortium Cities:** Beachwood, Bedford, Berea, Brecksville, Broadview Heights, Brooklyn, Brooklyn Heights, Cuyahoga County, Independence, Lakewood, Middleburg Heights, North Royalton, Seven Hills, Valley View

**Bid Opening:** Thursday, April 24, 2025, 10:00 AM

**Present:** Monica Bartkiewicz, City of Brecksville; Joseph Kickel, City of Brecksville; Daryl Kingston, City of Brecksville; Amanda Knaus, Cargill, Incorporated – Salt, Road Safety; Jeff Bryda, City of Seven Hills; Shawn Francis, City of Bedford

## **PLANHOLDERS**

Cargill, Incorporated - Salt, Road Safety  
Compass Minerals  
Government MLO Supplies USA Inc  
Mid-America Salt, LLC  
Morton Salt, Inc.

## **SUMMARY OF BID SUBMISSIONS**

*Cost for First Year 11/1/2025 to 10/31/2026:*

	<u>Untreated, Dump</u>	<u>Untreated, Piled</u>	<u>Treated, Dump</u>	<u>Treated, Piled</u>
<b>CARGILL</b>	\$61.40/ton	\$69.63/ton	\$74.81/ton	\$80.30/ton
<b>MORTON SALT, INC.</b>	\$74.89/ton	\$89.89/ton	No Bid	No Bid
<b>COMPASS MINERALS</b>	\$80.54/ton	\$93.54/ton	No Bid	No Bid

**CARGILL, INCORPORATED - SALT, ROAD SAFETY**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/25 – 10/31/26), Untreated Sodium Chloride:** \$61.40/ton, Dump Delivery \$69.63/ton, Piler Delivery

**Cost for First Year (11/1/25 – 10/31/26), Treated Sodium Chloride:** \$74.81/ton, Dump Delivery \$80.30/ton, Piler Delivery

**Products Bid:** Sodium Chloride for Ice Control & ClearLane Enhanced Deicer

**80% Contractual Minimum/140% Contractual Maximum:** Yes

**Second- and Third-Year Optional Extensions:** Yes

**Guaranteed Delivery Within 24-72 Hours?:** Yes

**Pricing for salt in excess of 140% maximum, up to 160%:** See exceptions.

**Minimum Order?:** Yes, 22 tons (dump) and 500 tons (piler)

**Exceptions:** “Cargill, Incorporated – Salt, Road Safety may subsequently agree to supply additional tons of product on mutually agreeable terms, on a request-by-request basis. Under no circumstances shall Cargill, Incorporated be obligated to pay damages or penalties for failing to supply product in excess of the maximum quantity.”

**Name & Address of Bidder:**

Cargill, Inc. – Salt, Road Safety  
24950 Country Club Blvd., Suite 450  
North Olmsted, OH 44070  
Phone: 800-600-7258 Fax: 440-716-0763

**Contact:** Amanda Knaus, District Manager – Salt, Road Safety  
Amanda\_Knaus@cargill.com

**MORTON SALT, INC.**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/25 – 10/31/26), Untreated Sodium Chloride:** \$74.89/ton, Dump Delivery \$89.89/ton, Piler Delivery

**Cost for First Year (11/1/25 – 10/31/26), Treated Sodium Chloride:** No Bid

**Products Bid:** Morton Bulk Safe-T-Salt

**80% Contractual Minimum/140% Contractual Maximum:** Yes

**Second- and Third-Year Optional Extensions:** Yes

**Guaranteed Delivery Within 24-72 Hours?:** Yes

**Pricing for salt in excess of 140% maximum, up to 160%:** \$94.89/ton Untreated, Dump Delivery \$109.89/ton Untreated, Piler Delivery

**Minimum Order?:** Yes, 25 tons (dump) and 250 tons (piler)

**Exceptions:** None

**Name & Address of Bidder:**

Morton Salt, Inc.  
444 West Lake Street, Suite 2900  
Chicago, IL 60606  
Phone: 855-665-4540

**Contact:** Anthony Patton, Director Bulk Deicing US Government Sales  
bids@mortonsalt.com

**COMPASS MINERALS AMERICA INC.**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/25 – 10/31/26), Untreated Sodium Chloride:** \$80.54/ton, Dump Delivery \$93.54/ton, Piler Delivery

**Cost for First Year (11/1/25 – 10/31/26), Treated Sodium Chloride:** No Bid

**Products Bid:** Untreated Sodium Chloride

**80% Contractual Minimum/140% Contractual Maximum:** Yes

**Second- and Third-Year Optional Extensions:** No

**Guaranteed Delivery Within 24-72 Hours?:** Yes

**Pricing for salt in excess of 140% maximum, up to 160%:** \$90.54/ton Untreated, Dump Delivery \$103.54/ton Untreated, Piler Delivery

**Minimum Order?:** Yes, 25 tons (dump) and 400 tons (piler)

**Exceptions:** None

**Name & Address of Bidder:**

Compass Minerals America Inc.

9900 W. 109<sup>th</sup> Street

Overland Park, KS 66210

Phone: 800-323-1641

Fax: 913-338-7945

**Contact:** Joel Gerdes, Director US Highway Sales

highwaygroup@compassminerals.com