
BID TABULATION: Supplying Sodium Chloride (November 1, 2018 - October 31, 2019)

Purchasing Consortium Cities: Beachwood, Brecksville, Broadview Heights, Brooklyn, Brooklyn Heights, Cuyahoga County, Independence, Lakewood, Middleburg Heights, North Royalton, Valley View

Bid Opening: Friday, May 18, 2018 9:00 a.m.

Present: Becki Riser, City of Brecksville; Eugene Ruffin, Morton Salt, Tony DiPietro, Cargill Deicing Technology

PLANHOLDERS

Cargill, Inc.
Compass Minerals
Morton Salt, Inc.
PVS Chemicals, Inc.

KEY SUMMARY OF BID SUBMISSIONS

Cost for First Year, Untreated Sodium Chloride:

	<u>Per Ton, Dump Delivery</u>	<u>Per Ton, Piler Delivery</u>	<u>Exceptions</u>
CARGILL	\$58.71	\$63.71	Yes
COMPASS MINERALS	\$82.71	\$87.21	Yes
MORTON SALT, INC.	\$69.61	\$73.11	No

CARGILL DEICING TECHNOLOGY

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

Cost for First Year (11/1/18 – 10/31/19), Untreated Sodium Chloride:

\$58.71 Per Ton, Dump Delivery \$63.71 Per Ton, Piler Delivery

Cost for First Year (11/1/18 – 10/31/19), Treated Sodium Chloride:

\$70.46 Per Ton, Dump Delivery \$75.46 Per Ton, Piler Delivery

Products Bid:

Sodium Chloride for Ice Control & Enhanced Clearlane Deicer

80% Contractual Minimum/No Maximum:

No, see Exceptions

Second and Third Year Optional Extensions:

Yes

Guaranteed Delivery Within 24-72 Hours?

Yes

Minimum Order?

Yes.....Quantity: 22 Tons/Dump 300 Tons/Piler

Exceptions:

Cargill agrees to supply each awarded delivery destination with the awarded quantity of product up to a **maximum of 140%** of the estimated total stated for each destination in the bid totaling 65,030 tons (the "Maximum Quantity"). In no event shall Cargill be obligated to supply Product to any destination in excess of the applicable Maximum Quantity; however, Cargill may subsequently agree to supply additional tons of Product on mutually agreeable terms, on a request-by-request basis. Under no circumstances shall Cargill be obligated to pay damages or penalties for failing to supply Product in excess of the applicable 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: 888-739-8705

Contact: Pamela Burcewicz, Customer Care Representative
Pamela_brcewicz@cargill.com

COMPASS MINERALS

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

Cost for First Year (11/1/18 – 10/31/19), Untreated Sodium Chloride:

\$82.71 Per Ton, Dump Delivery \$87.21 Per Ton, Piler Delivery

Cost for First Year (11/1/18 – 10/31/19), Treated Sodium Chloride:

No Bid No Bid

Products Bid: De-Icing Rock Salt “Untreated Sodium Chloride”

80% Contractual Minimum/No Maximum: No, see Exceptions

Second and Third Year Optional Extensions: No

Guaranteed Delivery Within 24-72 Hours? No, see Exceptions

Minimum Order? Yes..... Quantity: 20 Tons/Dump 200 Tons /Piler

Exceptions: -100% Maximum
-Will BEGIN delivery within 24 hours

Name & Address of Bidder:

Compass Minerals America, Inc.
9900 West 109th Street
Overland Park, KS 66210
Phone: 800-323-1641 Fax: 913-338-7945

Contact: Doug Dyer
dyerd@compassminerals.com

MORTON SALT, INC.

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

Cost for First Year (11/1/18 – 10/31/19), Untreated Sodium Chloride:

\$69.61 Per Ton, Dump Delivery \$73.11 Per Ton, Piler Delivery

Cost for First Year (11/1/18 – 10/31/19), Treated Sodium Chloride:

No Bid No Bid

Products Bid: Morton Bulk Safe-T-Salt

80% Contractual Minimum/No Maximum: Yes

Second and Third Year Optional Extensions: Yes

Guaranteed Delivery Within 24-72 Hours? Yes

Minimum Order? Yes.....Quantity: 23 sto /Dump 200 Tons/Piler

Exceptions: None.

Name & Address of Bidder:

Morton Salt, Inc.
444 West Lake Street, Suite 3000
Chicago, IL 60606
Phone: 855-665-4540 Fax: 312-896-9208

Contact: Anthony Patton/Daniel Thompson
Director, US Gov't Bulk Deicing Sales & Marketing / VP Bulk Deicing Sales & Marketing
bids@mortonsalt.com