
BID TABULATION: Supplying Sodium Chloride (November 1, 2021 - October 31, 2022)

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

Bid Opening: Friday, May 21, 2021 9:00 a.m.

Present: Becki Riser, City of Brecksville; Tony DiPietro, Cargill Inc.-Salt Road Safety

PLANHOLDERS

**Cargill, Inc.-Salt, Road Safety
Compass Minerals America, Inc.
Detroit Salt Company
Morton Salt, Inc.**

KEY SUMMARY OF BID SUBMISSIONS

Cost for First Year 11/1/2021 – 10/31/2022:

	<u>Untreated - Per Ton, Dump</u>	<u>Treated – Per Ton, Dump</u>
CARGILL	\$54.15	\$62.28
COMPASS MINERALS	\$45.97	NO BID
MORTON SALT, INC.	\$53.62	NO BID
DETROIT SALT COMPANY	NO BID	

CARGILL, INC. SALT, ROAD SAFETY

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

Cost for First Year (11/1/21 – 10/31/22), Untreated Sodium Chloride:

\$54.15 Per Ton, Dump Delivery \$64.15 Per Ton, Piler Delivery

Cost for First Year (11/1/21 – 10/31/22), Treated Sodium Chloride:

\$62.28 Per Ton, Dump Delivery \$72.28 Per Ton, Piler Delivery

Products Bid: Sodium Chloride for Ice Control & Enhanced Clearlane Deicer

80% Contractual Minimum/140% Maximum: Yes

Second and Third Year Optional Extensions: Yes

Guaranteed Delivery Within 24-72 Hours? Yes

Minimum Order? Yes.....Quantity: 22 Tons/Dump 200 Tons/Piler

Exceptions: Cargill, Inc.-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, Inc. 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: 888-739-8705

Contact: Rob Wilder, Customer Care Representative
Salt_CustomerCareRoadSafety@Cargill.com

COMPASS MINERALS

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

Cost for First Year (11/1/21 – 10/31/22), Untreated Sodium Chloride:

\$45.97 Per Ton, Dump Delivery

\$52.97 Per Ton, Piler Delivery

Cost for First Year (11/1/21 – 10/31/22), Treated Sodium Chloride:

No Bid

No Bid

Products Bid:

Untreated Sodium Chloride

80% Contractual Minimum/140% Maximum:

Yes

Second and Third Year Optional Extensions:

No

Guaranteed Delivery Within 24-72 Hours?

Yes

Minimum Order?

Yes..... Quantity:

25 Tons/Dump

400 Tons /Piler

Exceptions:

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: Joel Gerdes, Director of U.S. Highway Sales

highwaygroup@compassminerals.com - Correspondence

highwayorders@compassminerals.com - Orders

[MORTON SALT, INC.](#)

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

Cost for First Year (11/1/21 – 10/31/22), Untreated Sodium Chloride:

\$53.62 Per Ton, Dump Delivery \$58.12 Per Ton, Piler Delivery

Cost for First Year (11/1/21 – 10/31/22), Treated Sodium Chloride:

No Bid No Bid

Products Bid:

Morton Bulk Safe-T-Salt

80% Contractual Minimum/140% Maximum:

Yes

Second and Third Year Optional Extensions:

Yes

Guaranteed Delivery Within 24-72 Hours?

Yes

Minimum Order?

Yes.....Quantity: 20-25 Tons /Dump 500 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, Director, Bulk Deicing U Government Sales
bids@mortonsalt.com