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**BID TABULATION: Supplying Sodium Chloride** (November 1, 2022 - October 31, 2023)

**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 20, 2022 9:00 a.m.

**Present:** Becki Riser, City of Brecksville; Ron Weidig, City of Brecksville; Kaitlyn Jackson, Cargill Salt; Heather Campbell, Cargill Salt; Jessica Bauman, Cargill Salt; Nora Mouggadim, Cargill Salt

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**PLANHOLDERS**

Allied Solution Enterprise  
Cargill, Inc.-Salt, Road Safety  
Compass Minerals America, Inc.  
Morton Salt, Inc.

**KEY SUMMARY OF BID SUBMISSIONS**

*Cost for First Year 11/1/2022 – 10/31/2023:*

	<u>Untreated - Per Ton, Dump</u>	<u>Treated – Per Ton, Dump</u>
ALLIED SOLUTION ENTERPRISE	NO BID	NO BID
CARGILL	\$52.21	\$68.32
MORTON SALT, INC.	\$61.76	NO BID
COMPASS MINERALS	\$77.99	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 (11/1/22 – 10/31/23), Untreated Sodium Chloride:**

\$52.21 Per Ton, Dump Delivery      \$59.21 Per Ton, Piler Delivery

### **Cost for First Year (11/1/22 – 10/31/23), Treated Sodium Chloride:**

\$68.32 Per Ton, Dump Delivery      \$75.32 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:** Kaitlyn Jackson, Customer Care Representative  
[Kaitlyn\\_Jackson@Cargill.com](mailto:Kaitlyn_Jackson@Cargill.com)

## MORTON SALT, INC.

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

### **Cost for First Year (11/1/22 – 10/31/23), Untreated Sodium Chloride:**

\$61.76 Per Ton, Dump Delivery      \$71.76 Per Ton, Piler Delivery

### **Cost for First Year (11/1/22 – 10/31/23), 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 US Government Sales  
[bids@mortonsalt.com](mailto:bids@mortonsalt.com)

## **COMPASS MINERALS**

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

### **Cost for First Year (11/1/22 – 10/31/23), Untreated Sodium Chloride:**

\$77.99 Per Ton, Dump Delivery

\$87.99 Per Ton, Piler Delivery

### **Cost for First Year (11/1/22 – 10/31/23), 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:**

None.

### **Name & Address of Bidder:**

Compass Minerals America, Inc.

9900 West 109<sup>th</sup> 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](mailto:highwaygroup@compassminerals.com) - Correspondence