



City of North Royalton

Mayor Robert A. Stefanik

Nick Cinquepalmi

Service Director

Service Department

440-582-3002

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TO: Streets Committee – Gary Petrusky, Chairman
Larry Antoskiewicz, Vice Chair
John Nickell

FROM: Nick Cinquepalmi, Service Director

DATE: May 20, 2013

RE: 2013-2014 Salt Bid Recommendation

Please find attached the bid tally sheets and forms from the Consortium Bid Opening for the 2013-2014 Salt Bid Program. Also note the optional 2nd year renewal included in the bid.

I am recommending that the City of North Royalton accept the bid of **Cargill, Inc** as the lowest and best bid for the year 2013-2014, including the optional 2nd year renewal.

I request this bid recommendation be placed on Council Agenda June 4, 2013 meeting for approval. If there are any questions, do not hesitate to contact me. Thanks.

/acd

Encl.

c: Mayor Robert Stefanik
Thomas A. Kelly, Law Director
Karen Fegan, Finance Director
Wards 3 – 4 – 5 – 6
Laura Haller, Legislative Director
File

BID TABULATION: Supplying Sodium Chloride (November 1, 2013-November 1, 2014)

Purchasing Consortium Cities: Beachwood, Brecksville, Broadview Heights, Brooklyn, Brooklyn Heights, Independence, North Royalton, Seven Hills, Valley View

Bid Opening: Friday, May 17, 2013 9:00 a.m.

Present: Becki Burlingham, City of Brecksville; Ron Weidig, City of Brecksville; Eugene Ruffin, Morton Salt, Inc.; Tony DiPietro, Cargill, Inc.; Ashley Sliffe, Cargill, Inc.

PLANHOLDERS

Cargill, Inc.

Morton Salt, Inc.

North American Salt Company

American Rock Salt Company (No Bid)

Detroit Salt Company (No Bid)

Dart Seasonal Products (No Bid)

KEY SUMMARY

Cost for First Year, Untreated Sodium Chloride:

	Per Ton, Dump Delivery	Per Ton, Piler Delivery
CARGILL, INC.	\$45.38	\$48.88
MORTON SALT, INC.	\$52.57	\$55.57
NORTH AMERICAN SALT COMPANY	\$52.05	\$52.05
AMERICAN ROCK SALT	NO BID	NO BID
DETROIT SALT COMPANY	NO BID	NO BID
DART SEASONAL PRODUCTS	NO BID	NO BID

CARGILL, INC.

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

Cost for first year, Untreated Sodium Chloride:
\$45.38 Per Ton, Dump Delivery \$48.88 Per Ton, Piler Delivery

Cost for first year, Treated Sodium Chloride:
\$56.94 Per Ton, Dump Delivery \$60.44 Per Ton, Piler Delivery

Cost for SECOND year, Untreated Sodium Chloride: (See "Exceptions")	Accept %	Above ODOT
Per Ton, Dump Delivery At No More Than 5% Above The 2014 ODOT Contract Price:	_____	Negotiable
Per Ton, Piler Delivery At No More Than 5% Above The 2014 ODOT Contract Price:	_____	Negotiable
Cost for SECOND year, Treated Sodium Chloride:		
Per Ton, Dump Delivery At No More Than 5% Above The 2014 ODOT Contract Price:	_____	Negotiable
Per Ton, Piler Delivery At No More Than 5% Above The 2014 ODOT Contract Price:	_____	Negotiable

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

Guaranteed Delivery Within 24 Hours? Yes

Minimum Order? Yes.....Quantity: 25 Tons/Dump 200 Tons/Piler

Exceptions: Cargill, Inc. Deicing Technology Business Unit may be interested in renewing the second year term, based on mutually negotiated and agreed upon pricing.

Name & Address of Bidder:
Cargill Incorporated Deicing Technology Business Unit
24950 Country Club Blvd., Suite 450
North Olmsted, OH 44070
Phone: 800-600-7258 Fax: 888-739-8705

MORTON SALT, INC.

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

Cost for first year, Untreated Sodium Chloride:

\$52.57 Per Ton, Dump Delivery \$55.57 Per Ton, Piler Delivery

Cost for first year, Treated Sodium Chloride:

NO BID - Per Ton, Dump Delivery NO BID - Per Ton, Piler Delivery

**Cost for SECOND year, Untreated Sodium Chloride:
(See "Exceptions")**

Accept %

**Above
ODOT**

Per Ton, Dump Delivery At No More Than **5%** Above The 2014 ODOT Contract Price: See "Exceptions"

Per Ton, Piler Delivery At No More Than **5%** Above The 2014 ODOT Contract Price: See "Exceptions"

Cost for SECOND year, Treated Sodium Chloride:

Per Ton, Dump Delivery At No More Than **5%** Above The 2014 ODOT Contract Price: NO BID

Per Ton, Piler Delivery At No More Than **5%** Above The 2014 ODOT Contract Price: NO BID

Products Bid: Untreated Sodium Chloride (Morton Safe-T-Salt)

Guaranteed Delivery Within 24 Hours? 1 – 5 Days ARO

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

Exceptions: Morton Salt, Inc. is willing to extend the contract for 2014-2015 based on mutual agreement.

Name & Address of Bidder:

Morton Salt, Inc.
Ice Control Marketing
123 N. Wacker Drive
Chicago, IL 60606-1743
Phone: 888-800-8905 Fax: 440-639-4205

NORTH AMERICAN SALT COMPANY

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

Cost for first year, Untreated Sodium Chloride:

\$52.05 Per Ton, Dump Delivery \$52.05 Per Ton, Piler Delivery

Cost for first year, Treated Sodium Chloride:

NO BID - Per Ton, Dump Delivery NO BID - Per Ton, Piler Delivery

**Cost for SECOND year, Untreated Sodium Chloride:
(See "Exceptions")**

Accept %

**Above
ODOT**

Per Ton, Dump Delivery At No More Than **5%** Above The 2014 ODOT Contract Price:

✓

5%

Per Ton, Piler Delivery At No More Than **5%** Above The 2014 ODOT Contract Price:

✓

5%

Cost for SECOND year, Treated Sodium Chloride:

Per Ton, Dump Delivery At No More Than **5%** Above The 2014 ODOT Contract Price:

NO

Per Ton, Piler Delivery At No More Than **5%** Above The 2014 ODOT Contract Price:

NO

Products Bid: Untreated Sodium Chloride (see specs)

Guaranteed Delivery Within 24 Hours? Yes

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

Exceptions: None

Name & Address of Bidder:

North American Salt Company
9900 West 109th Street
Overland Park, KS 66210
Phone: 800-323-1641

HISTORICAL PRICING FOR PURCHASING CONSORTIUM:

Year	Awarded Bidder	Price for Untreated Dump/Piler
2000	Cargill Salt, Inc.	\$ 22.25/24.25
2001	Cargill Salt, Inc.	\$ 27.98/29.98
2002	Cargill Salt, Inc.	\$ 29.43/31.43
2003/04	Cargill Salt, Inc.	\$ 30.68/33.18
2004/05	Cargill Salt, Inc.	\$ 30.35/32.85
2005/06	Cargill Salt, Inc. (Extension)	\$ 31.45/33.95
2006/07	Cargill Salt, Inc.	\$ 32.97/35.47
2007/08	Cargill Salt, Inc. (Extension)	\$ 34.22/36.72
2008/09	Cargill Salt, Inc.	\$ 41.06/44.56
2009/10	Cargill Salt, Inc. (Extension)	\$ 47.21/50.71
2010/11	Cargill Salt, Inc. (Extension)	\$ 47.21/50.71
2011/12	Cargill Salt, Inc.	\$ 47.97/50.97
2012/13	Cargill Salt, Inc. (Extension)	\$ 47.97/50.97 (expires 11/1/13)

Apparent Low Bidder:

2013/14 Cargill Salt, Inc. \$ 45.38/48.88