



City of North Royalton

Mayor Robert A. Stefanik

Nick Cinquepalmi

Service Director

Service Department

440-582-3002

fax 440-582-3089

TO: Streets Committee – Paul Marnecheck, Chairman
Larry Antoskiewicz, Vice Chair
John Nickell

FROM: Nick Cinquepalmi, Service Director

DATE: May 27, 2015

RE: 2015-2016 Salt Bid Recommendation

Please find attached the bid tally sheets and forms from the Consortium Bid Opening for the 2015-2016 Salt Bid Program. Also note the optional 2nd and 3rd 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 2015-2016, including the optional 2nd and 3rd year renewal.

I request this bid recommendation be placed on Council Agenda June 2, 2015 meeting for approval. If there are any questions, do not hesitate to contact me. Thanks.

/aca

Encl.

c: Mayor Robert Stefanik
Laura Haller, Legislative Director
File

BID TABULATION: Supplying Sodium Chloride (November 1, 2015-November 1, 2016)

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

Bid Opening: Friday, May 15, 2015 9:00 a.m.

Present: Becki Riser, City of Brecksville; Ron Weidig, City of Brecksville; Tony DiPietro, Cargill, Inc.

PLANHOLDERS

**American Rock Salt Company
Cargill, Inc.
Morton Salt, Inc.
Compass Minerals**

KEY SUMMARY

Cost for First Year, Untreated Sodium Chloride:

	Per Ton, Dump Delivery	Per Ton, Piler Delivery
AMERICAN ROCK SALT	No Bid	No Bid
CARGILL, INC.	\$56.29	\$59.79
MORTON SALT, INC.	\$80.31	\$83.31
COMPASS MINERALS	\$76.24	\$80.18

CARGILL, INC.

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

Cost for First Year (11/1/15 – 10/31/16), Untreated Sodium Chloride:

\$56.29 Per Ton, Dump Delivery \$59.79 Per Ton, Piler Delivery

Cost for First Year (11/1/15 – 10/31/16), Treated Sodium Chloride:

\$67.03 Per Ton, Dump Delivery \$70.53 Per Ton, Piler Delivery

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

Second and Third Year Optional Extensions: Yes

Guaranteed Delivery Within 24-72 Hours? Yes

Minimum Order? Yes.....Quantity: 25 Tons_/Dump 300 Tons/Piler

Exceptions: None.

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

Contact: Tamara Roy, Customer Solutions Specialist
tamara_roy@cargill.com

MORTON SALT, INC.

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

Cost for First Year (11/1/15 – 10/31/16), Untreated Sodium Chloride:

\$80.31 Per Ton, Dump Delivery \$83.31 Per Ton, Piler Delivery

Cost for First Year (11/1/15 – 10/31/16), Treated Sodium Chloride:

No Bid No Bid

Products Bid:

Untreated Sodium Chloride (Morton Safe-T-Salt)

Second and Third Year Optional Extensions:

Yes, based on mutual agreement

Guaranteed Delivery Within 24-72 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 2015-2016 based on mutual agreement.

Morton Salt, Inc. guarantees 1-5 delivery days ARO.

Name & Address of Bidder:

Morton Salt, Inc.
Ice Control Marketing
123 N. Wacker Drive
Chicago, IL 60606-1743
Phone: 855-665-4540 Fax: 312-807-2669

Contact: Anthony Patton/Leah Pittacora
Director, US Gov't Bulk Deicing Sales & Mktg/Project Manager Ice Control Salt Group
buyroadsalt@mortonsalt.com

COMPASS MINERALS

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

Cost for First Year (11/1/15 – 10/31/16), Untreated Sodium Chloride:

\$76.24 Per Ton, Dump Delivery \$80.18 Per Ton, Piler Delivery

Cost for First Year (11/1/15 – 10/31/16), Treated Sodium Chloride:

No Bid No Bid

Products Bid:

Sodium Chloride treated with (YPS) Yellow Prussiate of Soda

Second and Third Year Optional Extensions:

No

Guaranteed Delivery Within 24-72 Hours?

No

Minimum Order?

Yes..... Quantity: 20-25 Tons/Dump 200 Tons /Piler

Exceptions:

- Quote is binding for (30) days after May 9, 2015.
- CMP will not be able to accept a secondary or back-up award.
- The City agrees to purchase 80% of the base bid amount of 72,000 tons, and
CMP agrees to provide up to 100% of the base bid amount.
- The City agrees not to take any tons prior to July 1, 2015.
- The City agrees to take delivery of the 80% minimum on or before March 31, 2016
(Please understand that CMP is unable to carry over any inventory at our depot.)
- Contract expires on April 30, 2016.

Name & Address of Bidder:

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

Contact: Doug Dyer

dyerd@compassminerals.com

HISTORICAL PRICING FOR PURCHASING CONSORTIUM:

Year	Awarded Bidder		Price for Untreated Sodium Chloride – Dump Delivery
2000	Cargill Salt, Inc.		\$ 22.25
2001	Cargill Salt, Inc.		\$ 27.98
2002	Cargill Salt, Inc.		\$ 29.43
2003/04	Cargill Salt, Inc.		\$ 30.68
2004/05	Cargill Salt, Inc.		\$ 30.35
2005/06	Cargill Salt, Inc.	(Extension)	\$ 31.45
2006/07	Cargill Salt, Inc.		\$ 32.97
2007/08	Cargill Salt, Inc.	(Extension)	\$ 34.22
2008/09	Cargill Salt, Inc.		\$ 41.06
2009/10	Cargill Salt, Inc.	(Extension)	\$ 47.21
2010/11	Cargill Salt, Inc.	(Extension)	\$ 47.21
2011/12	Cargill Salt, Inc.		\$ 47.97
2012/13	Cargill Salt, Inc.	(Extension)	\$ 47.97
2013/14	Cargill Salt, Inc.		\$45.38
2014/15	Cargill Salt, Inc.	(Extension)	\$49.39

Apparent Low Bidder:

2015/16 Cargill Salt, Inc. \$56.29