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**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.

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**PLANHOLDERS**

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

**KEY SUMMARY**

*Cost for First Year, Untreated Sodium Chloride:*

	<b>Per Ton, Dump Delivery</b>	<b>Per Ton, Piler Delivery</b>
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](mailto: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](mailto: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 109<sup>th</sup> Street  
Overland Park, KS 66210  
Phone: 800-323-1641

Contact: Doug Dyer

[dyerd@compassminerals.com](mailto:dyerd@compassminerals.com)