

July 23, 2013

TO: Participants in the Highway Rock Salt Bid

We opened the bids for the rock salt yesterday (Tuesday, July 23, 2013). As anticipated, the pricing fell again this year. Attached is a bid tab for your review.

Six bidders bid the 195,575 Tons of salt for 95 entities. Of this tonnage, North American gave the low bid for 154,875 Tons (79.19%) and Cargill was low for 38,300 Tons (19.58%). The remaining 2,400 Tons (1.23%) was taken by Morton and Detroit. This pricing is based on dumped salt, and does not take into consideration piling charges. You will want to carefully evaluate the bids, since piling charges will change the overall bid price if you need a piler. The apparent low bidder may not be low for your entity when piling charges are figured in.

As in past bids, this bid was written to allow each entity the right to require a performance bond. If you require a bond, notify the company when you place your order. They should send you a copy. In addition, no vendor responded with a Minimum/Maximum restriction.

I am recommending each entity make the award to the company giving the lowest and best price for that entity. When determining lowest and best bid, be sure to note piler charges (see the last page of the bid tab). You will need to choose the lowest and best bid for your entity and make your own award, using your normal award process (purchase order, letter of intent, etc.). Also note on your order whether you need a piler with your delivery. As in the past, your orders need to reference the SWOP4G bid coordinated by the City of Middletown. Please let me know who you place your final order with so I can note it to the file. A short e-mail to [koppinl@mcoho.org](mailto:koppinl@mcoho.org), a fax of your PO to 937-496-7714, a quick call to 937-225-4759, or a copy by US mail to me at 451 W. Third Street, Dayton, OH 45422, would be fine. If you award to other than the low bidder on the bid tab (considering piling charges), please call me to discuss so I have an answer for the salt companies when they call to ask why they were not awarded the bid. **The integrity of the bid rests on placing orders with the low bidders**, but I realize that accepting the low bid is not always in the best interest of the entity. If you have specific reasons why you can't go with the low bidder, please be sure to let me know.

If anyone needs the bid sent to them, please let me know via e-mail: [koppinl@mcoho.org](mailto:koppinl@mcoho.org). I will send the corresponding bid to the e-mail requesting it.

Cargill submitted an alternate bid this year for their enhanced product (treated salt). As this was not requested in the bid, the pricing is not included on the bid tabulation. If you truly have an interest in this product, please contact me so we can discuss. I hadn't received word from anyone last season that there was enough interest in this product to include on the bid.

Please notify the supplier as soon as you are able of your intent to award so they may get you set up in their delivery system and be prepared for your orders when the weather starts rolling in.

Orders may be placed by contacting one of the following companies:

North American Salt Co. (NAMSCO)  
9900 West 109<sup>th</sup> St Suite 100  
Overland Park, KS 66210  
800/323-1641  
913/338-7945 – fax  
Contact: Monica Lloyd, Sales Manager or Julia Yates  
[lloydm@compassminerals.com](mailto:lloydm@compassminerals.com) or [yatesj@compassminerals.com](mailto:yatesj@compassminerals.com)

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Cargill Inc – Deicing Technology  
24950 Country Club Blvd Ste 450  
North Olmstead, OH 44070  
800/600-7258  
888/739-8705 – fax  
Contact: Joy Bektas  
[Joy\\_Bektas@cargill.com](mailto:Joy_Bektas@cargill.com)

Morton Salt  
123 N. Wacker Drive  
Chicago, IL 60606-1743  
216-481-9215  
Contact Person: Eugene Ruffin  
For Ordering:  
888/800-8905  
440/639-4205 - fax  
[bids@mortonsalt.com](mailto:bids@mortonsalt.com)

Please call me at 937-225-4759, or e-mail me at [koppinl@mcchio.org](mailto:koppinl@mcchio.org) if you have any questions or problems during the season. I need to know whenever problems arise so I'm prepared to go to bat for other entities that may be having the same problems.

Lisa Koppin, CPPB  
Contract Evaluator/Negotiator  
Montgomery County  
Office of Family and Children First  
937-225-4759  
937-496-7714 – fax