

June 3, 2009

TO: Participants in the Highway Rock Salt Bid

We opened the bids for the rock salt yesterday (Tuesday, June 2, 2009). As expected, the prices are DOWN this year, and all are pretty competitive. Each and every entity will be paying less for salt this year than they did last year, with nobody in the triple digits this year!!! Attached is a bid tab for your review.

Five bidders bid the 162,525 Tons of salt for 86 entities. Of this tonnage, Cargill gave the low bid on the vast majority of the salt, taking 153,875 Tons. The other bidders were: Morton Salt, American Rock Salt, North American Salt, and Ohio Rock Salt. 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.

The bid was arranged exactly as it has been in years past, which allows 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.

Some items of note from the bids:

If you are awarding to **North American Salt Company**, please understand that they are only holding these prices for 15 days. You must enter into a contract with them immediately in order to secure these prices. Also, you are required to purchase at least 80% of your estimated tonnage by April 30, 2010, and they will not provide any more than 100% of your estimated tonnage. Further, they will not accept a split bid or a secondary contract.

Cargill is willing to provide up to 120% of the estimated tonnage, and only to those from the bid that awarded to them.

Morton awards must purchase a minimum of 90% of their estimate by July 10, 2010, and Morton will only provide up to 110% of the estimated tonnage.

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, a fax of your PO or quick note to 937-496-3006, or a copy by US mail to me at 451 W 3rd St, 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.

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

Cargill, Inc. – Deicing Technology
24950 Country Club Blvd., Suite 450
North Olmsted, OH 44070
800-600-7258
888-739-8705 – fax
Contact Person: Rosemary Schwarz
Rosemary_Schwarz@cargill.com

American Rock Salt Co., LLC
PO Box 190
Mt. Morris, NY 14510
888-762-7258
585-243-7676 - fax
Contact Person: Michele E. Booher
Michele.booher@americanrocksalt.com

Morton Salt
123 N. Wacker Drive
Chicago, IL 60606-1743
800-433-7258, ext. 2233
Contact Person: Eugene Ruffin
For Ordering:
888/800-8905
312-807-2669 - fax
bids@mortonsalt.com

North American Salt Co.
9900 West 109th St., Ste. 600
Overland Park, KS 66210
800-323-1641
913-338-7945 – fax
Contact Person: Linda Winter
winterl@compassminerals.com

Ohio Rock Salt Inc.
5427 Wilson Mills Rd, #114
Cleveland, OH 44143
Contact Person: James or Ray Ward
216-798-7952
440-853-7340 - fax

Please call me at 937-225-6484, or e-mail me at koppinl@mcoho.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
Purchasing Coordinator
Montgomery County
937-225-6484
937-496-3006 – fax
koppinl@mcoho.org