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

FROM: Kris Kamps, Service Director

DATE: April 24, 2012

RE: 2012-2013 Salt Bid Recommendation

Please find attached an email from the Consortium and letter from Cargill, Inc extending the current contract (Ord No. 11-48) pricing for the 2012-2013 Salt Bid Program. Cargill has agreed to hold 2011-2012 pricing ($47.97/T) for all Consortium members through October 31, 2013 and for go the 2nd year renewal option pricing ($49.93/T) under the current contract.

I am recommending the City of North Royalton accept Cargill’s bid extension for the 2012-2013 season for approval at the May 1, 2012 Council Meeting.

/ljmd

Encl.

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

File
April 16, 2012

Becki Burlingham  
Director of Purchasing  
City of Brecksville  
9069 Brecksville Rd.  
Brecksville, OH 44141

Dear Becki,

This letter is to provide written confirmation that Cargill Inc. Deicing Technology agrees to extend the Sodium Chloride contract from November 1, 2012 through October 31, 2013 with the following cities:

<table>
<thead>
<tr>
<th>Beachwood</th>
<th>Independence</th>
<th>Brecksville</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Royalton</td>
<td>Broadview Heights</td>
<td>Seven Hills</td>
</tr>
<tr>
<td>Brooklyn</td>
<td>Valley View</td>
<td>Brooklyn Heights Village</td>
</tr>
</tbody>
</table>

The cost of materials delivered will be the same as 2011-2012 and are as follows:

For dump delivery: 11/1/12-10/31/13: $47.97/ton untreated salt, $59.53/ton treated salt
For piler delivery: 11/1/12-10/31/13: $50.97/ton untreated salt, $63.03/ton treated salt

As per the contract, there are no minimums or maximums on the estimated quantities submitted by each participating agency. We assume the estimates from the 2011-2012 contract remain the same for the 2012-2013 season.

Sincerely,

**Tony DiPietro**

Tony DiPietro  
Strategic Account Manager

Signature  
Name Kris J. Kampes  
Title Service Director NE  
Date 4/16/12  

24950 Country Club Blvd suite 450  
North Olmsted, Ohio 44070  
440-716-4712
**Joyce Deacon**

From: Burlingham, Becki [bburlingham@brecksville.oh.us]
Sent: Monday, April 16, 2012 9:26 AM
To: RMack@broadview-heights.org; snyderbumd@independenceohio.org; Kris Kamps; service@beachwoodohio.com; ehatgas@brooklynhts.org; Service Department; Joyce Deacon; John Verba; Barb Stanton; Weidig, Ron; service@valleyview.net
Cc: Hruby, Maycr
Subject: [BULK] Salt Consortium: Cargill Renewal Offer
Importance: Low
Attachments: brecksville 2012-2013 renewal offer.pdf

**TO:** MEMBERS OF THE PURCHASING CONSORTIUM FOR SODIUM CHLORIDE

Attached is the offer letter from Cargill, Inc. for the second year renewal of our agreement for Sodium Chloride for the term of **November 1, 2012 - October 31, 2013**.

As you will see, they have declined our request for the lower ODOT price, but **have offered to hold at our current contract price of $47.97**. In our meeting on April 11, we agreed that this would be a satisfactory outcome to the majority of members. If you have any concerns to address about this offer, please reply to me by no later than 4:00 p.m. on Wednesday, April 18. On Thursday, April 19, I will execute the letter on behalf of the consortium, and return to Tony DiPietro.

**After Thursday, April 19**, please proceed with your respective processes of Mayor/Council authorization to accept this offer of the second year renewal, as well as your individual agreements with Cargill.

Unless circumstances govern otherwise, we will plan to meet again in March/April of next year, and a public bid would be required for the contract beginning November 1, 2013.

Please don’t hesitate to contact me if you have any questions.

Thank you for your cooperation.

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**Becki**

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**Becki Burlingham, Director of Purchasing**
City of Brecksville
9069 Brecksville Road | Brecksville, OH 44141
Office 440-526-2622 | 440-526-1594 Fax
bburlingham@brecksville.oh.us | www.brecksville.oh.us

4/16/2012
April 12, 2012

Mr. Tony DiPietro
Cargill, Inc.
24950 Country Club Blvd., Ste. 450
North Olmsted, OH 44070

Dear Tony,

On Wednesday, April 11, 2012, a meeting of the Purchasing Consortium for Sodium Chloride for the following cities was held at the City of Brecksville:

- Beachwood
- Brecksville
- Broadview Heights
- Brooklyn
- Brooklyn Heights
- Independence
- North Royalton
- Seven Hills
- Valley View

The meeting was attended by a majority group of 6 members, and the primary topic for discussion was a review of the options for renewal or bidding for the 2012/2013 contract term.

The purpose of this letter is to submit, on behalf of the consortium, our written request for Cargill, Inc. to extend the current ODOT price for sodium chloride of $45.59/T (Dump Delivery) to these consortium cities for the second year renewal term of their contract from November 1, 2012 – October 31, 2013.

All other contract terms would remain the same, including no minimums or maximums on the estimated quantities submitted by each participating agency, and 24 hour delivery.

Additionally, final motions for approval to accept this renewal are pending with the governing Councils for each participating consortium member. Please provide the contract renewal offer to me in writing on Cargill stationery for presentation to these respective Councils and committees.

Thank you for your consideration of this request.

Sincerely,

Becki Burlingham
City of Brecksville, Director of Purchasing
9069 Brecksville Road
Brecksville, OH 44141
Phone: (440) 526-2622
E-mail: bburlingham@brecksville.oh.us

cc: Ed Hatgas
    Mayor Jerry N. Hruby
    Kris Kamps
    Stewart Lovece
    Ray Mack
    Dale Pekarek
    Dave Snyderburn
    Ladd Soldat
    John Verba
    Ron Weidig