



City of North Royalton

Mayor Robert A. Stefanik

KRIS KAMPS

Service Director

Service Department

440-582-3002

fax 440-582-3089

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

FROM: Kris Kamps, Service Director *KK*

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.

/jmd

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:

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

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,

TonyDiPietro

Tony DiPietro
Strategic Account Manager

Signature 

Name Kris J. Kamps

Title Service Director NR

Date 4/16/12

Joyce Deacon

From: Burlingham, Becki [bburlingham@brecksville.oh.us]
Sent: Monday, April 16, 2012 9:26 AM
To: RMack@broadview-heights.org; snyderburnd@independenceohio.org; Kris Kamps; service@beachwoodohio.com; ehatgas@brooklynhts.org; Service Department; Joyce Deacon; John Verba; Barb Stanton; Weidig, Ron; service@valleyview.net
Cc: Hrubby, Mayor
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.

Becki

**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



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:

<i>Beachwood</i>	<i>Brooklyn</i>	<i>North Royalton</i>
<i>Brecksville</i>	<i>Brooklyn Heights</i>	<i>Seven Hills</i>
<i>Broadview Heights</i>	<i>Independence</i>	<i>Valley View</i>

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