



**CITY OF BROADVIEW HEIGHTS  
RESOLUTION NO. 2025-87**

INTRODUCED BY MAYOR AND ENTIRE COUNCIL

**A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN  
AGREEMENT BETWEEN THE CITY OF BROADVIEW HEIGHTS AND CARGILL,  
INCORPORATED FOR ROAD SALT IN THE CITY OF BROADVIEW HEIGHTS  
AND DECLARING AN EMERGENCY**

WHEREAS, the City Council has determined that it is in the best interest of the City to enter into an agreement between the City of Broadview Heights and Cargill, Incorporated for road salt in the City of Broadview Heights.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF BROADVIEW HEIGHTS, COUNTY OF CUYAHOGA AND STATE OF OHIO:

SECTION 1. The Mayor is hereby and herein authorized to enter into an agreement between the City of Broadview Heights and Cargill, Incorporated for road salt in the City of Broadview Heights as delineated in Exhibit "A" attached hereto and made a part hereof as if fully rewritten.

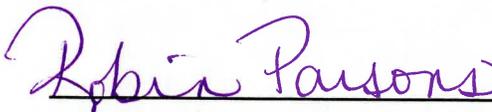
SECTION 2. This Resolution is hereby declared to be an emergency measure necessary for the immediate preservation of the public health, peace, safety and welfare for the reason stated in the Preamble hereof, and provided it receives the affirmative vote of five (5) or more of the members of Council and signature of the Mayor; otherwise it shall take effect and be in force from and after the earliest period allowed by law.

Passed and Adopted by the Council on this 27<sup>th</sup> day of May, 2025

  
\_\_\_\_\_  
Robert Boldt, President of Council

  
\_\_\_\_\_  
Samuel J. Alai, Mayor

May 27, 2025  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Attest: Robin Parsons, Clerk of Council

May 27, 2025  
\_\_\_\_\_  
Date

# **BID TABULATION: Supplying Sodium Chloride (November 1, 2025 - October 31, 2026)**

**Purchasing Consortium Cities:** Beachwood, Bedford, Berea, Brecksville, Broadview Heights, Brooklyn Heights, Cuyahoga County, Independence, Lakewood, Middleburg Heights, North Royalton, Seven Hills, Valley View

**Bid Opening:** Thursday, April 24, 2025, 10:00 AM

**Present:** Monica Bartkiewicz, City of Brecksville; Joseph Kickel, City of Brecksville; Daryl Kingston, City of Brecksville; Amanda Knaus, Cargill, Incorporated – Salt, Road Safety; Jeff Bryda, City of Seven Hills; Shawn Francis, City of Bedford

## **PLANHOLDERS**

Cargill, Incorporated - Salt, Road Safety  
 Compass Minerals  
 Government MLO Supplies USA Inc  
 Mid-America Salt, LLC  
 Morton Salt, Inc.

## **SUMMARY OF BID SUBMISSIONS**

*Cost for First Year 11/1/2025 to 10/31/2026:*

	<u>Untreated, Dump</u>	<u>Untreated, Piled</u>	<u>Treated, Dump</u>	<u>Treated, Piled</u>
CARGILL	\$61.40/ton	\$69.63/ton	\$74.81/ton	\$80.30/ton
MORTON SALT, INC.	\$74.89/ton	\$89.89/ton	No Bid	No Bid
COMPASS MINERALS	\$80.54/ton	\$93.54/ton	No Bid	No Bid

**CARGILL, INCORPORATED - SALT, ROAD SAFETY**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/25 – 10/31/26), Untreated Sodium Chloride:**      \$61.40/ton, Dump Delivery      \$69.63/ton, Piler Delivery

**Cost for First Year (11/1/25 – 10/31/26), Treated Sodium Chloride:**      \$74.81/ton, Dump Delivery      \$80.30/ton, Piler Delivery

**Products Bid:**      Sodium Chloride for Ice Control & ClearLane Enhanced Deicer

**80% Contractual Minimum/140% Contractual Maximum:**      Yes

**Second- and Third-Year Optional Extensions:**      Yes

**Guaranteed Delivery Within 24-72 Hours?:**      Yes

**Pricing for salt in excess of 140% maximum, up to 160%:**      See exceptions.

**Minimum Order?:**      Yes, 22 tons (dump) and 500 tons (piler)

**Exceptions:**      “Cargill, Incorporated – Salt, Road Safety may subsequently agree to supply addition tons of product on mutually agreeable terms, on a request-by-request basis. Under no circumstances shall Cargill, Incorporated be obligated to pay damages or penalties for failing to supply product in excess of the maximum quantity.”

**Name & Address of Bidder:**

Cargill, Inc. – Salt, Road Safety  
24950 Country Club Blvd., Suite 450  
North Olmsted, OH 44070  
Phone: 800-600-7258      Fax: 440-716-0763

**Contact:**      Amanda Kraus, District Manager – Salt, Road Safety  
Amanda\_Kraus@cargill.com

**MORTON SALT, INC.**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/25 – 10/31/26), Untreated Sodium Chloride:**      \$74.89/ton, Dump Delivery      \$89.89/ton, Piler Delivery

**Cost for First Year (11/1/25 – 10/31/26), Treated Sodium Chloride:**      No Bid

**Products Bid:**      Morton Bulk Safe-T-Salt

**80% Contractual Minimum/140% Contractual Maximum:**      Yes

**Second- and Third-Year Optional Extensions:**      Yes

**Guaranteed Delivery Within 24-72 Hours?:**      Yes

**Pricing for salt in excess of 140% maximum, up to 160%:**      \$94.89/ton Untreated, Dump Delivery      \$109.89/ton Untreated, Piler Delivery

**Minimum Order?:**      Yes, 25 tons (dump) and 250 tons (piler)

**Exceptions:**      None

**Name & Address of Bidder:**

Morton Salt, Inc.  
444 West Lake Street, Suite 2900  
Chicago, IL 60606  
Phone: 855-665-4540

**Contact:**      Anthony Patton, Director Bulk Deicing US Government Sales  
                         bids@mortonsalt.com

