

RESOLUTION NO. 59-96
CITY OF CENTERVILLE, OHIO

SPONSORED BY COUNCILMEMBER SUSAN LIENESCH ON THE
21ST DAY OF OCTOBER, 1996.

A RESOLUTION ACCEPTING THE BID FROM AKZO SALT, INC., AND AUTHORIZING THE CITY MANAGER TO ENTER INTO AN AGREEMENT WITH AKZO SALT, INC., FOR THE PURCHASE OF HIGHWAY ROCK SALT FOR SNOW AND ICE CONTROL FOR 1997 FOR THE CITY OF CENTERVILLE, OHIO.

WHEREAS, the Southwest Ohio Purchasers for Government (SWOP4G) advertised for bidders for Highway Rock Salt pursuant to specifications prepared by SWOP4G; and

WHEREAS, SWOP4G accepted bids from Akzo Salt, Inc., North American Salt Company, Cargill, Inc., and Morton International, Inc., for the purchase of highway rock salt; and

WHEREAS, Akzo Salt, Inc., is the low and best bidder for the City of Centerville, Ohio.

NOW, THEREFORE, THE MUNICIPALITY OF CENTERVILLE HEREBY RESOLVES:

Section 1. That the bid submitted by Akzo Salt, Inc., for the purchase of highway rock salt according to the specifications marked exhibit "A" attached hereto and made a part hereof, is hereby accepted for the purchase price of \$30.25 per ton, plus \$1.50 per ton piling charge.

Section 2. That the City Manager is hereby authorized and directed to enter into any necessary agreement to evidence acceptance of said bid and to make payment pursuant thereto.

Section 3. This Resolution shall become effective at the earliest date allowed by law.

PASSED this 21st day of OCTOBER, 1996.

Sally D. Bueck
Mayor of the City of Centerville, Ohio

ATTEST:

Peggy S. Whisen
Clerk of Council, City of Centerville, Ohio

CERTIFICATE

The undersigned, Clerk of the Council of the City of Centerville, Ohio, hereby certifies that the foregoing is a true and correct copy of Resolution Number 59-96, passed by the Council of the City of Centerville, Ohio, on the 21ST day of OCTOBER, 1996.

Peggy S. Whi
Clerk of Council

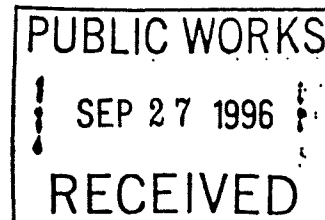
Approved as to form, consistency
with the Charter and Constitutional Provisions.

Department of Law
Robert N. Farquhar
Municipal Attorney



CITY OF MIDDLETOWN

1995 Bid.
30.74
29.24



September 25, 1996

TO: All Participants in Rock Salt Bid

FROM: Cindy Strayer, Middletown Purchasing Agent, Lead Entity for Salt Bid *Cindy*

SUBJECT: BID TABULATION FOR ROCK SALT

Enclosed please find a bid tabulation for the rock salt bid opened Tuesday of this week. This has been a very difficult bid to evaluate this year. Bids were all over the board - a few were lower, but most were higher. We averaged a \$1.33 increase in salt prices this year. Akzo was the apparent low bidder on 135,500 Tons, with North American taking 18,050 Tons, Morton taking 7,350 Tons and Cargill taking 7,200 Tons. These numbers do not include piler charges, which will make a difference since North American charged a higher amount (\$2.00 vs. \$1.50 charged by the other bidders).

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, as well as the minimum deliveries (see last page of bid tab). You will need to choose the lowest and best bidder for your entity and make your own award, using your normal award process (purchase order, letter of intent, etc.). Be sure to 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. Also, please be sure to let me know with which company you placed your order. If you award to other than the low bidder on the bid tab (also considering the piler charges and minimum deliveries), please call me to discuss before you place your order - the integrity of the bid rests on placing orders with the lowest bidders. You can mail me a copy of your purchase order, drop me a handwritten note, or fax a copy of your purchase order to me at 513-425-1830. I did not mail complete copies of the bid due to the mailing costs involved. If your entity requires a complete copy, please let me know and I'll send one out.

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

Akzo Salt, Inc.
Abington Executive Park
P.O. Box 352
Clarks Summit, PA 18411
1-800-752-7258
1-800-600-7258 (Fax)
Contact: Any Sales Representative

North American Salt Co.
8300 College Blvd.
Overland Park, KS 66210
1-800-323-1641
Contact: Steven Briggs



September 25, 1996
Page two

Cargill, Inc.
Salt Division
P.O. Box B
Lansing, NY 14882
1-800-225-8508 or 607-533-4221
Contact: Shawn Pratt (ext. 339)
Annette Henry (ext. 340)

Morton International, Inc.
Morton Salt Division
100 N. Riverside Plaza
Chicago, IL 60606-1597
1-800-433-7258
Contact: Eugene Ruffin (ext. 2233)

We were late bidding salt this year since we were waiting on the State to bid. Waiting longer than usual did not appear to hurt us this year, since the majority of the State prices were higher than our bid. Our tonnage this year was less than last year, due to the fact that one of the larger entities cut their order in half. We had 70 entities participate this year (up from 69 last year), bidding a total of 168,100 Tons of salt, which represents well over \$5 million in salt.

As a side note, you may be aware that Cargill is in the process of purchasing Akzo. The sale should be completed by the end of this year. This did not appear to affect our bids this year, but puts next year's bids on a whole new playing field since we'll be down to only three bidders.

Please be sure to keep me informed of any problems you have throughout the season. I can be reached at 513-425-7832. Hopefully, this winter will be extremely mild, and we won't have any of the problems we've experienced in the past. Keep your fingers crossed!

Highway Rock Salt - SWOP4G Bid #5652-35 - Opened September 24, 1996							
				Akzo Noble	North American	Morton	Cargill
			Qty./Tons	Price/Ton	Price/Ton	Price/Ton	Price/Ton
Bath Township			500.00	\$ 33.50	\$ 41.54	\$ 34.04	\$ 32.46
Beavercreek City of			3,000.00	\$ 30.75	\$ 33.62	\$ 33.84	\$ 32.46
Bellbrook City of			600.00	\$ 33.75	\$ 40.17	\$ 34.04	\$ 32.46
Bethel Township			500.00	\$ 34.44	\$ 32.21	\$ 35.64	\$ 34.46
Bexley City of			500.00	\$ 36.95	\$ 39.24	\$ 36.55	\$ 39.66
Blendon Township			800.00	\$ 38.21	\$ 31.24	\$ 34.99	\$ 40.86
Brookville Cityof			350.00	\$ 32.25	\$ 40.09	\$ 34.45	\$ 35.46
Butler Township			2,000.00	\$ 31.12	\$ 38.84	\$ 34.41	\$ 35.46
Centerville City of			2,700.00	\$ 30.25	\$ 32.84	\$ 33.24	\$ 35.46
Central Ohio Transit Authority			400.00	\$ 33.42	\$ 40.76	\$ 38.80	\$ 41.91
Clark County Engineers			2,000.00	\$ 33.15	\$ 31.17	\$ 35.24	\$ 37.46
Clermont County Engineers			10,000.00	\$ 28.45	No Bid	\$ 27.63	\$ 33.86
Columbus City of			35,000.00	\$ 34.92	\$ 42.04	\$ 36.37	\$ 36.66
Columbus Airport Authority			600.00	\$ 36.95	\$ 42.04	\$ 36.37	\$ 41.66
Dayton City of			12,000.00	\$ 30.40	\$ 37.62	\$ 33.37	\$ 35.46
Dayton Bd of Education			150.00	\$ 30.75	\$ 38.84	\$ 34.45	\$ 35.46
Delaware City of			800.00	\$ 35.60	\$ 30.72	\$ 40.70	\$ 40.86
Englewood City of			500.00	\$ 31.50	\$ 41.57	\$ 35.04	\$ 32.46
Fairborn City of			2,500.00	\$ 31.50	\$ 30.50	\$ 34.54	\$ 32.46
Farmersville Village of			100.00	\$ 31.25	\$ 29.77	\$ 31.99	\$ 35.46
Franklin County Engineer			12,000.00	\$ 34.92	No Bid	\$ 36.69	No Bid
Franklin Township (Warren Cty)			1,250.00	\$ 29.75	\$ 32.64	\$ 29.49	\$ 30.76
Germantownship Road Dept			200.00	\$ 31.25	\$ 30.46	\$ 33.37	\$ 35.46
Germantown Village of			500.00	\$ 31.25	\$ 34.26	\$ 33.37	\$ 35.46
Goshen Township Road Dept			500.00	\$ 31.75	\$ 30.24	\$ 32.44	\$ 34.79
Greene County Highway Dept			5,000.00	\$ 30.75	\$ 36.04	\$ 33.84	\$ 32.46
Harrison Township Mont. Cty.			1,500.00	\$ 31.15	\$ 31.64	\$ 33.62	\$ 32.46
Huber Hgts City of			4,000.00	\$ 30.75	\$ 40.04	\$ 33.63	\$ 35.46
Jackson Township Road Dept			150.00	\$ 31.25	\$ 30.37	\$ 35.09	\$ 32.46
Jefferson Township Road Dept			600.00	\$ 32.75	\$ 32.64	\$ 34.04	\$ 32.46
Kettering City of			3,500.00	\$ 30.75	\$ 40.04	\$ 33.63	\$ 35.46
Lebanon City of			1,200.00	\$ 31.25	\$ 32.24	\$ 32.84	\$ 31.26
Liberty Township			500.00	\$ 35.60	\$ 32.74	\$ 38.99	\$ 40.86

				Akzo Noble	North American	Morton	Cargill
Mad River Township Clark Cty		400.00	\$	34.44	\$ 30.91	\$ 36.04	\$ 34.46
Mason City of		2,500.00	\$	28.75	\$ 33.29	\$ 27.70	\$ 34.26
Miami County Engineer		3,500.00	\$	33.15	\$ 37.17	\$ 35.54	\$ 37.66
Miami Township Clermont Cty		2,500.00	\$	33.15	\$ 34.55	\$ 31.74	\$ 34.66
Miami Township Mont Cty		3,000.00	\$	30.25	\$ 31.84	\$ 33.84	\$ 36.75
Miami Valley RTA		100.00	\$	32.75	\$ 31.44	\$ 35.32	\$ 32.46
Miamisburg City of		1,700.00	\$	30.25	\$ 32.64	\$ 33.41	\$ 35.46
Middletown City of		1,500.00	\$	32.25	\$ 32.63	\$ 32.64	\$ 31.26
Milford City of		400.00	\$	35.94	\$ 31.62	\$ 32.62	\$ 34.18
Monroe City of		700.00	\$	32.25	\$ 31.45	\$ 32.84	\$ 31.26
Montgomery Cty Engineers		13,000.00	\$	30.68	\$ 39.84	\$ 32.87	\$ 35.46
Moorefield Township Clark Cty		500.00	\$	34.44	\$ 30.95	\$ 36.04	\$ 34.46
Moraine City of		1,100.00	\$	30.25	\$ 31.04	\$ 33.37	\$ 35.46
New Albany Village of		600.00	\$	36.95	\$ 30.44	\$ 39.37	\$ 36.16
New Carlisle City of		300.00	\$	34.44	\$ 32.64	\$ 35.57	\$ 34.46
Oakwood City of		1,000.00	\$	31.15	\$ 34.87	\$ 34.83	\$ 32.46
**Pataskala Village of		500.00	\$	37.98	\$ 28.74	\$ 41.37	\$ 38.61
Piqua City of		1,500.00	\$	33.15	\$ 32.83	\$ 37.24	\$ 34.66
Plain Township Trustees		400.00	\$	36.95	\$ 40.04	\$ 39.15	\$ 36.66
Powell Village of		400.00	\$	35.60	\$ 29.27	\$ 39.31	\$ 40.86
Randolph Township		600.00	\$	32.75	\$ 34.44	\$ 34.04	\$ 32.46
Riverside City of		3,500.00	\$	31.15	\$ 38.63	\$ 33.84	\$ 32.46
Sidney City of		1,800.00	\$	35.95	\$ 38.63	\$ 36.24	\$ 35.66
Springboro City of		1,500.00	\$	35.95	\$ 29.66	\$ 32.84	\$ 31.26
Springfield City of		3,000.00	\$	33.15	\$ 31.29	\$ 35.46	\$ 34.46
Springfield Township		800.00	\$	34.44	\$ 34.20	\$ 36.04	\$ 34.46
Trenton City of		250.00	\$	32.25	\$ 37.37	\$ 32.84	\$ 31.26
Trotwood City of		2,000.00	\$	31.50	\$ 44.31	\$ 34.04	\$ 32.46
Troy City of		1,100.00	\$	33.15	\$ 37.37	\$ 35.24	\$ 37.66
Upper Arlington City of		3,000.00	\$	34.92	\$ 42.04	\$ 37.45	\$ 39.66
Urbana City of		600.00	\$	32.90	\$ 44.15	\$ 37.30	\$ 35.06
Vandalia City of		2,500.00	\$	30.84	\$ 43.45	\$ 33.84	\$ 32.46
Versailles Village of		250.00	\$	35.25	\$ 42.80	\$ 37.07	\$ 34.86
Washington Twp Mont Cty		2,600.00	\$	32.44	\$ 37.74	\$ 33.34	\$ 35.46
West Carrollton City of		1,200.00	\$	30.25	\$ 42.55	\$ 32.66	\$ 35.46
West Milton Village of		400.00	\$	32.25	\$ 42.30	\$ 35.03	\$ 37.66

					Akzo Noble	North American	Morton	Cargill				
Xenia Village of			1,500.00	\$	30.75	\$	41.69	\$	33.49	\$	35.46	
Piling Charge Per Ton, All locations.					\$	1.50	\$	2.00	\$	1.50	\$	1.50
Note: Piler Minimum Tonnage					200T			200T		200T		
Note: Dump Minimum Tonnage								24T				
**North American withdrew bid due to a pricing error.												