

CITY OF MIDDLEBURG HEIGHTS, OHIO

Resolution No. 2024-**38**

Introduced By: Mr. Bortolotto
Co-Sponsors: Mr. Meany, Mr. Ference

**A RESOLUTION
ACCEPTING THE CONSORTIUM BID OF
CARGILL, INC. – SALT, ROAD SAFETY
FOR UNTREATED SODIUM CHLORIDE FOR THE
2024/2025 SEASON (11/1/2024 – 10/31/2025)**

WHEREAS, through Resolution 2015-29, the City entered into an agreement with various surrounding municipalities for the purpose of forming a Joint Municipal Improvement Consortium; and

WHEREAS, the City may purchase road salt through its membership in the Joint Municipal Improvement Consortium (JMIC) at a lower rate than if purchased on the open market; and

WHEREAS, the Consortium has received a bid from Cargill, Inc. Salt, Road Safety, 24950 Country Club Blvd., Suite 450, North Olmsted, OH 44070 for the purchase and delivery of **Untreated Sodium Chloride** in the amount of \$54.30 per ton, dump delivery and \$61.58 per ton, piler delivery for the period November 1, 2024, through October 31, 2025, as set forth in Exhibit A attached hereto, is determined to be the lowest and best bid submitted.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF MIDDLEBURG HEIGHTS, STATE OF OHIO, AS FOLLOWS:

Section 1: That the bid of Cargill, Inc. Salt, Road Safety, through the Joint Municipal Improvement Consortium, for the supplying of **Untreated Sodium Chloride** in the amount of \$54.30 per ton, dump delivery and \$61.58 per ton, piler delivery for the period of November 1, 2024, through October 31, 2025, as set forth in Exhibit A attached hereto, is hereby accepted as the lowest and best bid submitted.

Section 2: That the Mayor and Finance Director are hereby authorized to enter into a contract with Cargill, Inc. Salt, Road Safety, 24950 Country Club Blvd., Suite 450, North Olmsted, OH 44070, in accordance with Section 1 of this Resolution.

Section 3: It is hereby found and determined that all formal actions of this Council concerning and relating to the passage of this Resolution were adopted in an open

meeting of this Council, and that all deliberations of this Council and any of its committees that resulted in such formal actions were in meetings open to the public, in compliance with all legal requirements, including Chapter 107 of the Middleburg Heights Code and Section 121.22 of the Ohio Revised Code.

Passed: 5/14/24

David Bortolotto
President of Council

Attest: M. Meala
Clerk of Council

Approved On: 5-15-24

Presented to Mayor: 5/15/24

Matthew Costello
Mayor

| | Yea | Nay |
|------------|---------------|-------|
| Bortolotto | <u>X</u> | _____ |
| Ali | <u>X</u> | _____ |
| Sage | <u>ABSENT</u> | _____ |
| Meany | <u>X</u> | _____ |
| McGregor | <u>X</u> | _____ |
| Ference | <u>X</u> | _____ |
| Zakel | <u>X</u> | _____ |

I, Mary Ann Meala Clerk of the Council of the City of Middleburg Hts., Ohio, hereby certify that Res 2024-38 adopted by the Council of the City of Middleburg Hts., on 5/14/24 was posted for a period of fifteen days, beginning 5/15/24 and remained so posted for fifteen days at the two posting places as designated by Charter.

Mary Ann Meala
Clerk

CERTIFICATE

I, Mary Ann Meala Clerk of Council of the City of Middleburg Heights, Ohio, do hereby certify that the foregoing is a true and accurate copy of Res 2024-38 passed on the 14th day of May 2024 by said Council.

Mary Ann Meala
Clerk of Council



24950 Country Club Blvd, Suite 450
North Olmsted, OH 44070

May 1, 2024

Rebeca Riser
City of Brecksville
9069 Brecksville Rd
Brecksville, OH 44141

Dear Becki Riser,

This letter is in response to your request for a renewal proposal and our interest in renewing with the Brecksville Consortium for the 2024/2025 winter season.

We value the relationship Cargill has had with the Brecksville Consortium. We are planning our capabilities to meet demand that winter requires to keep people safe and commerce moving. Cargill is truly invested in the Consortium's members winter safety. Cargill Road Safety wants to make sure we continue to meet the Consortiums needs by providing deicing products that help save lives, enhance commerce, and reduce environmental impact.

Cargill proposes the following terms for the 2024/2025 winter season:

- Continuation of the terms from the 2022/2023 bid.
- A 4% price increase on each product, with the proposed prices stated below.
- Cargill will waive the minimum obligation for the 2023/2024 contract season.

Below, you'll find our proposed prices for the 2024/2025 contract season:

| | |
|--|------------------|
| Untreated Road Salt Delivered and Dumped | \$54.30 Per ton. |
| Untreated Road Salt Delivered and Piled | \$61.58 Per ton. |
| ClearLane® Delivered and Dumped | \$71.05 Per ton. |
| ClearLane® Delivered and Piled | \$78.33 Per ton. |

We look forward to the approval of our proposal. Please let me know your intentions by Friday, May 3rd. If you have any questions, please let me know. Thank you in advance for your consideration of this request.

Sincerely,

Amanda Knaus
District Manager
Cargill Inc.- Salt, Road Safety
Amanda_Knaus@cargill.com
Direct: 440-590-6518

AUTHORIZED SIGNATURE agreeing to the above notation:

NAME and TITLE: Matthew Castelli, Mayor

SIGNATURE: Matthew Castelli DATE: 5-15-24

The information in this Certification should be treated as strictly confidential as it reflects Cargill's proprietary information and business trade secrets.