



# City of North Royalton

Mayor Larry Antoskiewicz

**Nick Cinquepalmi**

*Service Director*

Service Department

440-582-3002

fax 440-582-3089

**TO:** Streets Committee – Joanne Krejci, Chair  
Linda Barath, Vice Chair  
Paul Marnecheck

**FROM:** Nick Cinquepalmi, Service Director

**DATE:** June 1, 2023

**RE:** 2023-2024 Salt Bid Recommendation

Please find attached letter from Cargill, Inc for a 2<sup>nd</sup> Year Contract Renewal for Supplying Sodium Chloride for 2023-2024 Winter Season Consortium. As you will see, Cargill is offering an exact renewal based on the pricing, terms and quantities listed in the 2022-2023 bid documents.

I am recommending the City of North Royalton accept Cargill's bid extension for the 2023-2024 season on the next Council Meeting.

If there are any questions, do not hesitate to contact me. Thanks.

/aca

Encl.

c: Mayor Larry Antoskiewicz  
Dana Schroeder, Legislative Director  
File



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

April 17, 2023

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

Dear Becki Riser

We value the relationship Cargill has had with the Brecksville Consortium. We are planning our capabilities to meet strong demand that winter requires to keep people safe and commerce moving. Cargill is truly invested in the Brecksville 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.

This letter is being submitted to you to request a renewal of the Brecksville Consortium Bid, for the 2023-2024 winter season. The bid would be a continuation of the original terms and quantities listed on the 2022-2023 bid documents.

Based on our commitment and this information, Cargill would like to request no changes for the Brecksville Consortium Contract. Below you'll find our proposed prices for the 2023/2024 contract season:

Untreated Road Salt Delivered and Dumped	\$52.21 Per ton
Untreated Road Salt Delivered and Piled	\$59.21 Per ton
ClearLane® Delivered and Dumped	\$68.32 Per ton
ClearLane® Delivered and Piled	\$75.32 Per ton

~~We look forward to your approval of the price adjustment for the factors outlined above so that we can pass this adjustment on to help cover a portion of our various cost increases.~~ If you have any questions, please let me know. Thank you in advance for your consideration of this request.

Sincerely,

*Kaitlyn Jackson*

Kaitlyn Jackson  
District Manager  
Cargill Inc.- Salt, Road Safety  
Kaitlyn\_jackson@cargill.com  
Direct; (440) 225-8252

**AUTHORIZED SIGNATURE agreeing to the above notation:**

**NAME and TITLE:** \_\_\_\_\_

**SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

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