



Consent Item

Re: Co-Operative Salt Purchase

Department: Public Works

Program: Snow & Ice Control 2026/2027

Explanation: The City of Chesterfield coordinates the purchase and delivery of deicing salt for 49 cities and eight school districts that are members of the St. Louis APWA Salt Co-operative (Co-op). The salt supplier and the hauler price is included in the \$98.90 price per ton. This is different from previous years where the hauling and the salt were split.

TABLE 1	SERVICE PROVIDED	CONTRACT UNIT PRICE
Compass Minerals	Furnishing Salt	\$98.90/ton
Budget Amount		\$160,000.00

There is approximately 3,100 tons of salt remaining in the dome from this past winter. The Co-op requires a minimum delivery of 25 tons to stay in the salt co-op program each year.

In the spring of 2026 we purchased \$46,661.50 of Salt from the order in 2025. Combined with the \$113,338.50 proposed for the fall order that will total \$160,000 which is the budgeted amount for 2026.

The early 2027 purchase/delivery of 500 tons will be in the 2027 budget. We are required by the Co-op to place the spring 2027 order by August 15th of 2026.

RECOMMENDATION: We recommend awarding the contract for 1146 tons of salt for late 2026 delivery and an additional 500 tons for early 2027 delivery to the City of Chesterfield Co-op/Compass Minerals based on the unit prices in Table 1.

TABLE 2	CONTRACT UNIT PRICE	FALL 2026 DELIVERY (1,146 TONS)	EARLY 2027 DELIVERY (500 TONS)
Compass Minerals	\$98.90	\$113,338.50	\$49,450.00

Submitted By: Jim Link

Date: May 5th , 2026