

MEMO 26-08

RECEIVED

JUL 08 2026

CITY OF GROSSE POINTE WOODS
CLERK'S DEPARTMENT

TO: Susan Como, City Manager
FROM: James Kowalski, Director of Public Services *JK*
DATE: July 1, 2026
SUBJECT: Recommendation – Road Salt 2026/2027 and 2027/2028 Seasons

A two-year bid request for supplying road salt for the winter maintenance seasons was posted on the Michigan Intergovernmental Trade Network (MITN) website by the City of Farmington Hills for the Oakland County Road Commission on behalf of 25 cooperative participants, including the City of Grosse Pointe Woods. The following bids were received on April 14, 2026:

	Year 1		Year 2	
	Before 10/1/2026	After 10/1/2026	Before 10/1/2027	After 10/1/2027
Hyper Investments LLC	\$ 60.00	\$ 61.00	\$ 61.50	\$ 62.50
The Detroit Salt Co.	\$ 67.99	\$ 70.99	\$ 71.39	\$ 74.54

While Hyper Investments LLC bid was lower, they do not have references, and Farmington Hills were not comfortable having the cooperative serve as their first project. Detroit Salt Company's bid was reasonable, and the City of Farmington awarded them the bid on April 27, 2026 for the two-year contract and offered an option of four additional one-year extensions at the approved 3% per year increase upon mutual consent between the City and Detroit Salt Company. They provided salt to the city through the MITN/Oakland County Road Commission cooperative bid since 2008 and their service has been satisfactory.

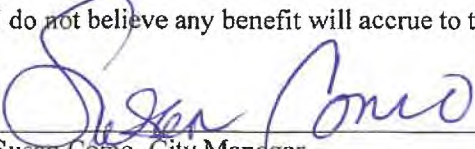
We have committed to 1,000 tons for each of the upcoming winter seasons. City is required to take a minimum of 700 tons or can take a maximum of 1,300 tons.

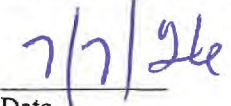
I concur with the decision of the MITN/Oakland County Road Commission cooperative and recommend that we purchase road salt for the 2026/2027 winter maintenance season at a price of \$67.99 to \$70.99 per ton in an amount of \$92,287.00 and for the 2027/2028 winter maintenance season at a price of \$71.39 to \$74.54 per ton in an amount of \$96,902.00 from The Detroit Salt Company, 12841 Sanders Street, Detroit, MI 48217 for the maximum of 1,300 tons.

This is a budgeted item included in the 2026/2027 fiscal year budget in accounts 202-478-757.000 in the amount of \$20,953.00 and 203-478-757.000 in the amount of \$62,858.00. Due to the bid received being higher than anticipated, this will require budget amendment and transfers from account no. 202-000-692.000, Transfer from prior year Reserve Fund Balance into account no. 202-478-757.000 in the amount of 2,118.75 and from account no. 203-000-692.000, Transfer from prior year Reserve Fund Balance into account no. 203-478-757.000 in the amount of 6,657.25.

The unencumbered funds in accounts 202-478-757.000 (\$24,225.50) and 203-478-757.000 (\$72,676.50) will be available upon approval of the 2027/2028 budget.

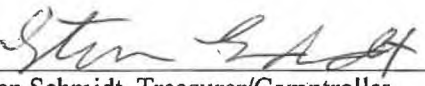
I do not believe any benefit will accrue to the City by seeking further bids. Approved for Council consideration.


Susan Como, City Manager


Date

Fund Certification:

Account numbers and amounts have been verified as presented.


Steven Schmidt, Treasurer/Comptroller

7/8/20
Date

Jeanne Duffy

From: Michelle Aranowski <MAranowski@fhgov.com>
Sent: Wednesday, April 15, 2026 4:26 PM
To: Bryan Babcock; Chelsea Rodgers; Craig Treppa; Derrick Schueller; Devin Adams; Don Rohraff; Ed Mlynczyk; Gary McKinney; Jason Dickinson; Jeanne Duffy; Jesse Sutton; Jill Nowak; Lisa Cummins; Martha Ritchie; Michael Way; Mike Slater; Motyka, Leah; Noah Mehalski; Paul Horen; Paul Vandamme; Robert Sacppaticci; Sean Young; Tim Skima; gkandah@livonia.gov; Erik Skurda; tzablocki@cityofclawson.com; syoung@berkleymich.net; Michael Greene; nhumphries@cityofsouthfield.com; Gary McKinney; jesse.sutton@southfieldk12.org; nahmida.chowdhury@southfieldk12.org; neil.eby@metroparks.com; crparker@romulusgov.com; kevin.yee@romi.gov; joseph.corace@southfieldk12.org; phillip.curran@southfieldk12.org; NSchaefer@rochestermi.org; citymgr@cityoforchardlake.com; Chelsea Pesta
Cc: Nikki Lumpkin; Art Walker
Subject: RE: New bid for Rock Salt for Snow & Ice Control
Attachments: Hyer Enterprise Rock Salt Bid Sheet.pdf; Detroit Salt.pdf; itb-fh-25-26-2570_tab.pdf

CAUTION: This email originated from outside of the organization. DO NOT click links, open attachments or reply to this message unless you recognize the sender and know the content is safe:

Good afternoon,

I opened bids yesterday and was extremely disappointed with the responses. We received three electronic submissions and one hard copy; however, two were no-bids (Cargill and Compass). The remaining bids came from Detroit Salt and a company called Hyer Enterprise, which is a distributor with no prior experience in this type of work.

While Hyer's bid was lower, they do not have references, and we are not comfortable having our cooperative serve as their first project. Fortunately, Detroit Salt's bid was reasonable, and the City of Farmington Hills will be recommending them for award on the 27th.

If anyone has any other thoughts, opinions or questions, please feel free to reach out.

For comparison only, this is what WAS going to be extended before Detroit Salt changed their mind.

Year 4 pricing

Oakland County: Early fill \$/ton-\$61.06, Late fill \$/ton \$65.15

Macomb County: Early fill \$/ton-\$61.30, Late fill \$/ton \$65.41

Wayne County: Early fill \$/ton-\$60.38, Late fill \$/ton \$64.47

Michelle Aranowski

Director of Central Services

O: (248) 871-2426

Email: maranowski@fhgov.com



31555 W. Eleven Mile Rd. | Farmington Hills, MI 48336



From: Michelle Aranowski

Sent: Friday, March 27, 2026 3:16 PM

To: Bryan Babcock <babcockb@scsmi.net>; Chelsea Rodgers <croders@walledlake.com>; Craig Treppa <ctreppa@cityofwarren.org>; Derrick Schueller <DSchueller@fhgov.com>; Devin Adams <dadams@cityofwestland.com>; Don Rohraff <drohraff@livonia.gov>; Ed Mlynczyk <emlynczyk@oakparkmi.gov>; Gary McKinney <gmckinney@centerline.gov>; Gerry McCallum <dcg@cityoforchardlake.com>; Jason Dickinson <JDickinson@rochestermi.org>; Jeanne Duffy <jduffy@gpwmi.us>; Jesse Sutton <jesse.sutton@southfieldk12.org>; Jill Nowak <JNowak@rochestermi.org>; Lisa Cummins <cumminsl@rochesterhills.org>; Martha Ritchie <martha.ritchie@southfieldk12.org>; Michael Way <mway@gpshoresmi.gov>; Mike Slater <mslater@ci.livonia.mi.us>; Motyka, Leah <LeahM@romi.gov>; Noah Mehalski <nmeahalski@bloomfieldtwp.org>; Paul Horen <PHoren@bloomfieldtwp.org>; Paul Vandamme <pvandamme@roseville-mi.gov>; Robert Sacppaticci <rscappaticci@romulusgov.com>; Sean Young <syoun@berkleymich.net>; Tim Skima <TSikma@wixomgov.org>; gkandah@livonia.gov; Erik Skurda <eskurda@sterling-heights.net>; tzablocki@cityofclawson.com; syoun@berkleymich.net; Michael Greene <mgreene@lathrupvillage.org>; nhumphries@cityofsouthfield.com; Gary McKinney <gmckinney@centerline.gov>; jesse.sutton@southfieldk12.org; nahmida.chowdhury@southfieldk12.org; neil.eby@metroparks.com; crparker@romulusgov.com; kevin.yee@romi.gov; joseph.corace@southfieldk12.org; phillip.curran@southfieldk12.org; NSchaefer@rochestermi.org
Cc: Nikki Lumpkin <NLumpkin@fhgov.com>; Art Walker <AWalker@fhgov.com>
Subject: New bid for Rock Salt for Snow & Ice Control

The bid is now published on the MITN. Thank you all for your responses in such a short period of time, I appreciate it.

Michelle Aranowski

Director of Central Services

O: (248) 871-2426

Email: maranowski@fhgov.com



City of Farmington Hills | www.FHgov.com

31555 W. Eleven Mile Rd. | Farmington Hills, MI 48336



From: Michelle Aranowski

Sent: Tuesday, March 24, 2026 11:29 AM

To: 'Bryan Babcock' <babcockb@scsmi.net>; 'Chelsea Rodgers' <croders@walledlake.com>; 'Craig Treppa' <ctreppa@cityofwarren.org>; Derrick Schueller <DSchueller@fhgov.com>; 'Devin Adams' <dadams@cityofwestland.com>; 'Don Rohraff' <drohraff@livonia.gov>; 'Ed Mlynczyk' <emlynczyk@oakparkmi.gov>;

'Gary McKinney' <gmckinney@centerline.gov>; 'Gerry McCallum' <dcg@cityoforchardlake.com>; 'Jason Dickinson' <JDickinson@rochestertermi.org>; 'Jeanne Duffy' <jduffy@gpwwmi.us>; 'Jesse Sutton' <jesse.sutton@southfieldk12.org>; 'Jill Nowak' <JNowak@rochestertermi.org>; 'Lisa Cummins' <cumminsl@rochesterhills.org>; 'Martha Ritchie' <martha.ritchie@southfieldk12.org>; 'Michael Way' <mway@gpshoresmi.gov>; 'Mike Slater' <mslater@ci.livonia.mi.us>; 'Motyka, Leah' <LeahM@romi.gov>; 'Noah Mehalski' <nmehalski@bloomfieldtwp.org>; 'Paul Horen' <PHoren@bloomfieldtwp.org>; 'Paul Vandamme' <pvandamme@roseville-mi.gov>; 'Robert Sacppaticci' <rscappaticci@romulusgov.com>; 'Sean Young' <syoung@berkleymich.net>; 'Tim Skima' <TSikma@wixomgov.org>; 'gkandah@livonia.gov' <gkandah@livonia.gov>; 'Erik Skurda' <eskurda@sterling-heights.net>; 'tzablocki@cityofclawson.com' <tzablocki@cityofclawson.com>; 'syoung@berkleymich.net' <syoung@berkleymich.net>; 'Michael Greene' <mgreene@lathrupvillage.org>; 'nhumphries@cityofsouthfield.com' <nhumphries@cityofsouthfield.com>; 'Gary McKinney' <gmckinney@centerline.gov>; 'jesse.sutton@southfieldk12.org' <jesse.sutton@southfieldk12.org>; 'nahmida.chowdhury@southfieldk12.org' <nahmida.chowdhury@southfieldk12.org>; 'neil.eby@metroparks.com' <neil.eby@metroparks.com>; 'crparker@romulusgov.com' <crparker@romulusgov.com>; 'kevin.yee@romi.gov' <kevin.yee@romi.gov>; 'joseph.corace@southfieldk12.org' <joseph.corace@southfieldk12.org>; 'phillip.curran@southfieldk12.org' <phillip.curran@southfieldk12.org>; 'NSchaefer@rochestertermi.org' <NSchaefer@rochestertermi.org>
Cc: Nikki Lumpkin <NLumpkin@fhgov.com>; Art Walker <AWalker@fhgov.com>
Subject: RE: Year 4 pricing for Rock Salt extension - Detroit Salt is NOT extending
Importance: High

Good morning,

I just found out Detroit salt will not be extending their pricing for this agreement. They *did* offer pricing at a ridiculous % increase. So sorry for the inconvenience. I plan to go out for bid immediately.

Here is my plan of attack for dates:

March 26 – Responses due by noon if you are going to continue to participate. (If I do not hear back from by end of day, I will assume you want to continue. If you email me after that date and tell me you do not want to continue, I will post an addendum)

March 27th – the latest date I will post the bid. If I hear back from everyone sooner, I will post sooner.

April 14th – Due date for responses

April 27th – Award bid

So, I have a new question for you? Are you still interested in participating with this bid? Please let me know by end of day, March 26, 2026.

Updated quantities attached.

Michelle Aranowski

Director of Central Services

O: (248) 871-2426

Email: maranowski@fhgov.com



City of Farmington Hills | www.FHgov.com

31555 W. Eleven Mile Rd. | Farmington Hills, MI 48336



From: Michelle Aranowski

Sent: Friday, March 13, 2026 10:34 AM

To: 'Bryan Babcock' <babcockb@scsmi.net>; 'Chelsea Rodgers' <croddgers@walledlake.com>; 'Craig Treppa' <ctreppa@cityofwarren.org>; Derrick Schueller <DSchueller@fhgov.com>; 'Devin Adams' <dadams@cityofwestland.com>; 'Don Rohraff' <drohraff@livonia.gov>; 'Ed Mlynczyk' <emlynczyk@oakparkmi.gov>; 'Gary Harris' <gharris@romulusgov.com>; 'Gary McKinney' <gmckinney@centerline.gov>; 'Gerry McCallum' <dcs@cityoforchardlake.com>; 'Jason Dickinson' <JDickinson@rochestertermi.org>; 'Jeanne Duffy' <jduffy@gpwwmi.us>; 'Jesse Sutton' <jesse.sutton@southfieldk12.org>; 'Jill Nowak' <JNowak@rochestertermi.org>; 'Lisa Cummins' <cumminsl@rochesterhills.org>; 'Martha Ritchie' <martha.ritchie@southfieldk12.org>; 'Michael Way' <mway@gpshoresmi.gov>; 'Mike Slater' <mslater@ci.livonia.mi.us>; 'Motyka, Leah' <LeahM@romi.gov>; 'Noah Mehalski' <nmeahlski@bloomfieldtwp.org>; 'Pamela Bratschi' <treasurer@lathrupvillage.org>; 'Paul Horen' <PHoren@bloomfieldtwp.org>; 'Paul Vandamme' <pvandamme@roseville-mi.gov>; 'Paul Zelenak' <pzelenak@southlyonmi.org>; 'Ray Krajewski' <rkrajewski@oakparkmi.gov>; 'Robert Sacppaticci' <rscappaticci@romulusgov.com>; 'Sean Young' <syounng@berkleymich.net>; 'Tim Skima' <TSikma@wixomgov.org>; 'gkandah@livonia.gov' <gkandah@livonia.gov>; 'Erik Skurda' <eskurda@sterling-heights.net>; 'tzablocki@cityofclawson.com' <tzablocki@cityofclawson.com>; 'syounng@berkleymich.net' <syounng@berkleymich.net>; 'Michael Greene' <mgreene@lathrupvillage.org>; 'nhumphries@cityofsouthfield.com' <nhumphries@cityofsouthfield.com>; 'Gary McKinney' <gmckinney@centerline.gov>; 'jesse.sutton@southfieldk12.org' <jesse.sutton@southfieldk12.org>; 'nahmida.chowdhury@southfieldk12.org' <nahmida.chowdhury@southfieldk12.org>; 'neil.eby@metroparks.com' <neil.eby@metroparks.com>; 'crparker@romulusgov.com' <crparker@romulusgov.com>; 'kevin.yee@romi.gov' <kevin.yee@romi.gov>; 'joseph.corace@southfieldk12.org' <joseph.corace@southfieldk12.org>; 'phillip.curran@southfieldk12.org' <phillip.curran@southfieldk12.org>
Cc: Nikki Lumpkin <NLumpkin@fhgov.com>; Art Walker <AWalker@fhgov.com>
Subject: Year 4 pricing for Rock Salt extension

Good afternoon,

I hope this email finds you well. I had a couple agencies asking what the status is of the MITN Rock Salt bid, here is the update. I emailed Jean from Detroit Salt on Monday, and she is working on the extension, but it is not signed yet. I would like to get the extension started in anticipation of the renewal. The 4th extension of the contract will be an increase of 3% as indicated on the contract. The prices are as follows:

Oakland County: Early fill \$/ton-\$61.06, Late fill \$/ton \$65.15

Macomb County: Early fill \$/ton-\$61.30, Late fill \$/ton \$65.41

Wayne County: Early fill \$/ton-\$60.38, Late fill \$/ton \$64.47

I usually send out your agencies numbers, but I do not have the list yet. **IF** you know your number and have the following information, please email me back. If not, hang tight and I will supply you with that information after the 24th. I will be on vacation next week and I will return the Tuesday, March 24th.

1. Will your agency be extending/participating in the extension April 10, 2026 - April 9, 2027
2. Any changes, that you know of to your quantities?
3. Any changes to your contact information?

Michelle Aranowski

Director of Central Services

O: (248) 871-2426

Email: maranowski@fhgov.com



City of Farmington Hills | www.FHgov.com

31555 W. Eleven Mile Rd. | Farmington Hills, MI 48336





DEPARTMENT OF CENTRAL SERVICES

April 27, 2026

To: All Interested Vendors

Re: itb-fh-25-26-2570, ROCK SALT FOR SNOW & ICE CONTROL

To whom it may concern:

This correspondence will serve as notice that the aforementioned agreement has been awarded by the Farmington Hills City Council to Detroit Salt Company. City Council authorize the City Manager to issue a purchase order to Detroit Salt Company for a not to exceed total of amount of 5,850 tons or \$420,089 for fiscal year 2026/27 and for an estimated amount of 5,850 tons or \$441,090 for fiscal year 2027/28. In addition, it is recommended that the City Council authorize the City Manager to issue purchase orders for rock salt to Detroit Salt Company for four (4) additional one-year extensions at the approved 5% per year increase upon mutual consent between the City and Detroit Salt Company.

cc: Carly Lindahl



CITY MANAGER'S REPORT TO MAYOR AND COUNCIL

DATE: 04/27/2026

DEPT: DPW

RE: Award of Cooperative Bid - Rock Salt for Snow & Ice Control

ADMINISTRATIVE SUMMARY

- Sealed bids were advertised, distributed on the MITN e-procurement site, publicly opened and read aloud on Tuesday, April 14, 2026, for Rock Salt for Snow & Ice Control. Notification was sent to three hundred and twelve (312) vendors (including seventy-five (75) vendors that hold the classification of minority owned, woman owned, veteran owned, disabled, disadvantaged or service disabled) we received two (2) responses and two (no-bids).
- This bid is a cooperative contract administered by the City of Farmington Hills that includes Berkley, Bloomfield Township, Clawson, Farmington Hills, Lathrup Village, Huron Clinton Metro Parks, Orchard Lake, Rochester, Rochester Hills, Royal Oak., Southfield, Southfield Public Schools, South Lyon, Walled Lake, Wixom, Centerline, Roseville, St. Clair Shores, Sterling Heights, Warren, Grosse Pointe Woods, Livonia, Romulus, Grosse Pointe Shores and Westland. Cooperative bids have proven to be an effective way to reduce costs due to increased volume and consolidation of bid administration. The total quantity of rock salt bid for this solicitation is 58,100 tons per year. The City of Farmington Hills quantity is 4,500 tons.
- Rock Salt continues to be a challenging commodity to procure. Pricing is dictated by fuel prices, weather conditions, weather predictions, supply and demand. The 2025/26 winter season proved especially challenging due to prolonged low temperatures and above-average snowfall.
- Specifications for this bid allow the participating agencies some flexibility in usage. Unlike other Cooperative efforts, agencies can increase or decrease their quantity commitment by 30% during the season and still maintain the contracted price per ton. This successful model helps agencies deal with the fluctuating demand.
- The City is recommending award to Detroit Salt Company. Due to the fluctuating demand due to weather the award recommendation includes the quantity



CITY MANAGER'S REPORT TO MAYOR AND COUNCIL

contingency of 130% of the estimated 4,500-ton usage, for a Not-to-Exceed budget amount of 5,850 tons or \$420,089. The City has worked with Detroit Salt Company in the past and they provided excellent service. Their pricing proposal includes rates for Years 1 and 2, along with four (4) additional one-year renewal options, subject to mutual consent.

- The City received a lower bid from Hyer Investments LLC; however, upon review, the vendor has not previously supplied this commodity and was unable to provide any references.
- Funding for Rock Salt is budgeted in the Department of Public Services/DPW Major Road maintenance accounts.

RECOMMENDATION

In view of the above, it is recommended that City Council authorize the Acting City Manager to issue a purchase order to Detroit Salt Company for a not to exceed total of amount of 5,850 tons or \$420,089 for fiscal year 2026/2027 and for an estimated amount of 5,850 tons or \$441,090 for fiscal year 2027/2028. In addition, it is recommended that the City Council authorize the Acting City Manager to issue purchase orders for Rock Salt to Detroit Salt Company for four (4) additional one-year extensions at the approved 5% per year increase upon mutual consent between the City and Detroit Salt Company.

###

Prepared by: Michelle Aranowski, Director of Central Services
Reviewed by Derrick Schueller, DPW Superintendent
Reviewed by: Jacob Rushlow, Director of Public Services
Approved by: Karen Mondora, Acting City Manager

City of Farmington Hills, MI
Bid Tabulation
Rock Salt for Snow & Ice Control
ITB-FH-25-26-2570

Year 1-2026/27		Oakland Cty			Macomb Cty			Wayne Cty			Grand Total -All Counties
		26,700			19,260			12,150			
		Early fill	Late fill		Early fill	Late fill		Early fill	Late fill		
Vendor	City/State	\$/Ton	\$/Ton	Total(late fill)	\$/Ton	\$/Ton	Total(late fill)	\$/Ton	\$/Ton	Total(late fill)	
Detroit Salt	Detroit, MI	\$68.81	\$71.81	\$1,917,327.00	\$68.84	\$71.84	\$1,382,920.00	\$67.99	\$70.99	\$862,528.50	\$4,162,775.50
Hyer Investments LLC	Wauwatosa, WI	\$60.00	\$61.00	\$1,628,700.00	\$60.00	\$61.00	\$1,174,250.00	\$60.00	\$61.00	\$741,150.00	\$3,544,100.00

Year 2-2027/28 Season		Oakland Cty			Macomb Cty			Wayne Cty			Grand Total -All Counties
		26,700			19,250			12,150			
		Early fill	Late fill	Total(late fill)	Early fill	Late fill	Total(late fill)	Early fill	Late fill	Total(late fill)	
Vendor	City/State	\$/Ton	\$/Ton	Total(late fill)	\$/Ton	\$/Ton	Total(late fill)	\$/Ton	\$/Ton	Total(late fill)	
Detroit Salt	Delroit, MI	\$72.25	\$75.40	\$2,013,180.00	\$72.28	\$75.43	\$1,452,027.50	\$71.39	\$74.54	\$905,661.00	\$4,370,868.50
Hyer Investments LLC	Wauwastosa, WI	\$61.50	\$62.50	\$1,668,750.00	\$61.50	\$62.50	\$1,203,125.00	\$61.50	\$62.50	\$759,375.00	\$3,631,250.00

GRAND TOTAL BID		GRAND TOTAL YEAR'S 1 & 2	Discount if increase 80% guarantee	Discount if decrease 120% guarantee	Blue Dye per ton	Optional Extension Beyond Year 2	Accept P-card	Production Origin & Delivery	Extendable to other MITN agencies	Exceptions
Vendor	City/State									
Detroit Salt	Detroit, MI	\$8,533,644.00	\$0.00	\$0.00	\$0.00	5%	No	Detroit/MI	Yes	N/A
Hyer Investments LLC	Wauwatosa, WI	\$7,175,350.00	-\$1.50	-\$0.75	\$2.50	3%	Yes	Midwest regional mine (Michigan/Wisconsin Supply Network ASTM D632 Compliant sodium chloride)	Yes	N/A

Notification was sent to over 312 vendors. Two (2) "No-Bids were received



40. PRICING

A. YEAR 1

2026/27 Season Item - Location	Early fill Price per ton delivered before 10/1/2026	Price per ton – delivered on/after 10/1/2026	Estimated quantity	Total (At Seasonal Rate)
Rock Salt – Oakland County Agencies	\$ 68.81/ton	\$ 71.81/ton	26,700	\$ 1,917,327.00
Rock Salt – Macomb County Agencies	\$ 68.84/ton	\$ 71.84/ton	19,250	\$ 1,382,920.00
Rock Salt – Wayne County Agencies	\$ 67.99/ton	\$ 70.99/ton	12,150	\$ 862,528.50

B. YEAR 2

2027/28 Season Item - Location	Early fill Price per ton delivered before 10/1/2027	Price per ton – delivered on/after 10/1/2027	Estimated quantity	Total (At Seasonal Rate)
Rock Salt – Oakland County Agencies	\$ 72.25/ton	\$ 75.40/ton	26,700	\$2,013,180.00
Rock Salt – Macomb County Agencies	\$ 72.28/ton	\$ 75.43/ton	19,250	\$ 1,452,027.50
Rock Salt – Wayne County Agencies	\$ 71.39/ton	\$ 74.54/ton	12,150	\$ 905,661.00

C. ALTERNATE PRICING REQUESTS

ITEM	DISCOUNT
Please list the discount per ton if the agencies choose to guarantee a minimum of 80% of their estimate	0
Please list the discount per ton if the agencies choose to lower their maximum order from 130% of the estimate to 120%	0
Please list the additional cost per ton if agencies choose to add blue dye consistent with industry standards to the salt.	0

41. FIRM PRICE GUARANTEE

All Prices will remain firm for ninety (90) days or bid award, whichever comes first, except for the successful bidder whose prices are to remain firm for two (2) years from date of award. The City of Farmington Hills reserves the right to renew this contract as stated herein, with the awarded bidder, through mutual consent and under the same terms and conditions for a period of four (4) one-year periods after the contract completion date.

Please indicate below your percentage of increase per year over the prices listed in Section B – YEAR 2 for four (4) one- year extension of this contract.

Prices listed herein will increase 5 % each year beginning at the third year of award



41. PAYMENT METHOD

Does your company accept MasterCard (or other credit card) for payment as well? YES X NO

If yes, please state any applicable discount, fees, etc. for this method of payment: _____

Please select company's preferred payment method:

- X Check – minimally 60 days from receipt of order
X ACH – 45 days from receipt of invoice
____ Credit Card – 20 days from receipt of invoice

42. PRODUCT ORIGIN

Origin of mined product and storage location in MI Detroit, MI

Delivery agent (name, address, contact person, phone) Multiple

43. EXTENSION OF AWARD

Is your Company willing to extend pricing and terms given to the named Cooperative Members to other local entities (within the counties listed herein) that are part of our purchasing cooperative (With the understanding that your company will retain the right of refusal if the Cooperative member does not meet the requirements set by your company)?

X Yes No

If Yes please complete the extension information below:

_____ is a member of the MITN Purchasing Cooperative
(Extending City, Township or Entity will fill-out as needed)

And located in one of the counties listed above.

If your company is awarded item(s) referenced in the bid proposal, the cooperative governmental entities may wish to use this contract and will use a purchase order for the item(s) awarded in this bid proposal following requirements set forth in the bid document. Each entity will provide their own purchase order and delivery location (s) and must be invoiced separately to the address indicated on the purchase order.

(X) If an award is made to Detroit Salt Company, LC, it is agreed that
(Company)

the contract will be extended to any entity in the MITN Purchasing Cooperative under the same prices, terms, and conditions.

Signature of Company Representative

Anthony Patton
Anthony Patton
Senior Director of Government Sales

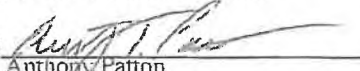
44. EXCEPTIONS

Note any exceptions to the specifications herein: N/A

45. ACKNOWLEDGEMENT OF OFFICIAL DOCUMENTS

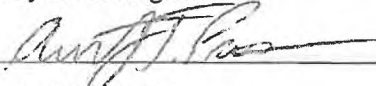
I Anthony Patton, certify that I have read section 3 (Official Documents) of the invitation to bid and that the bid proposal documents contained herein were obtained directly from the City of Farmington Hills Purchasing Office or MITN website, www.mitn.info and is an official copy of the authorized version.

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE


Anthony Patton
Senior Director of Government Sales

46. ACCEPTANCE OF SPECIFICATIONS

The undersigned herein submits this bid and agrees to enter into an agreement with the City of Farmington Hills & other agencies listed herein in accordance with the specification documents. In submitting this completed and signed bid, it is understood that the right is reserved by the City of Farmington Hills reserves the right, in its sole and exclusive discretion to reject any or all bids and to make such award that, in the opinion of the City Council, is in the best interest of the City of Farmington Hills.

SIGNED  COMPANY Detroit Salt Company, LC
PRINTED Anthony Patton ADDRESS 12841 Sanders Street
TITLE Senior Director of Government Sales CITY/STATE/ZIP Detroit, MI 48217
PHONE 313-841-5144 FAX 313-841-0466
CONTACT PERSON Jean Szatkowski OR _____
EMAIL sales@detroitsalt.com WEBSITE www.detroitsalt.com
FEIN: 38-3341484 DATE: 4-13-26



CENTRAL SALT

Safety Data Sheet (SDS)

OSHA HazCom Standard 29 CFR 1910.1200(g) revised in 2012 and GHS Rev 03.

Page 1/7

Issue date 05/05/2020

Reviewed on 05/05/2020

Product Identifier

- Trade Name: Rock Salt for De-icing with YPS and color
- Relevant identified uses of the substance or mixture and uses advised against:
- Product Description: Sodium Chloride with YPS and color

Details of the Supplier of the Safety Data Sheet:

Manufacturer/Supplier:

Detroit Salt Company
12841 Sanders St.
Detroit, MI 48217
313-841-5144
www.detroitsalt.com
sales@detroitsalt.com

- Emergency telephone number: 313-841-5144

Classification of the substance or mixture: Non-Regulated Material

Additional information:

Sodium Chloride

Sodium ferrocyanide decahydrate, FD&C Blue No. 1 and Citric Acid: Concentration is minimal and determined to be insignificant. These minimal concentrations require no reporting.

Label elements:

Hazard pictograms: Non-Regulated Material

Signal word: Non-Regulated Material

Hazard statements: Non-Regulated Material

Unknown acute toxicity:

This value refers to knowledge of known, established toxicological or ecotoxicological values.

0 % of the mixture consists of component(s) of unknown toxicity.

Classification system: NFPA/HMIS Definitions: 0-Least, 1-Slight, 2-Moderate, 3-High, 4-Extreme

NFPA ratings (scale 0 - 4)



Health = 0

Fire = 0

Reactivity = 0

HMIS-ratings (scale 0 - 4)



Health = 1

Fire = 0

REACTIVITY 0 Physical Hazard = 0

Hazard(s) not otherwise classified (HNOC): None known

Non-hazardous components:

CAS: 7647-14-5	Sodium Chloride	95.5-99.7%
RTECS: VZ4725000		
CAS: 14434-22-1	Sodium ferrocyanide decahydrate	≈±0.002-0.0084%
CAS: 3844-45-9	Blue Coloring	≈±0.00004%

Chemical characterization: Mixtures

Description: Mixture with non-hazardous additions.

(Contd. on page 2)



CENTRAL SALT

Page 2/7

Safety Data Sheet (SDS)

OSHA HazCom Standard 29 CFR 1910.1200(g) revised in 2012 and GHS Rev 03.

Issue date 05/05/2020

Reviewed on 05/05/2020

Trade Name: Rock Salt for De-icing with YPS and color

• **Dangerous Components:**

CAS: 77-92-9 Citric Acid
RTECS: GE 7350000

⚠ Eye Irrit. 2A, H319 ≈±0.00004%

• **Additional information:**

The exact percentages of the ingredients of this mixture are considered to be proprietary and are withheld in accordance with the provisions of paragraph (i) of §1910.1200 of 29 CFR 1910.1200 Trade Secrets.

• **Description of first aid measures**

• **General information:**

Symptoms of poisoning may occur after exposure to dust, fumes or particulates; seek medical attention if feeling unwell.

• **After inhalation:** Supply fresh air; consult doctor in case of complaints.

• **After skin contact:** If skin irritation occurs, consult a doctor.

• **After eye contact:**

If eye irritation occurs, consult a doctor.

Rinse opened eye for several minutes under running water.

• **After swallowing:**

If swallowed and symptoms occur, consult a doctor.

Rinse out mouth and then drink plenty of water.

• **Information for doctor**

• **Most important symptoms and effects, both acute and delayed:** No further relevant information available.

• **Indication of any immediate medical attention and special treatment needed:**

No further relevant information available.

• **Extinguishing media**

• **Suitable extinguishing agents:** Use fire fighting measures that suit the environment.

• **For safety reasons unsuitable extinguishing agents:** No further relevant information.

• **Special hazards arising from the substance or mixture:** No further relevant information available.

• **Advice for firefighters**

• **Special protective equipment for firefighters:**

As in any fire, wear self-contained breathing apparatus pressure-demand (NIOSH approved or equivalent) and full protective gear to prevent contact with skin and eyes.

• **Personal precautions, protective equipment and emergency procedures:** Not required.

• **Environmental precautions:** No special measures required.

• **Methods and material for containment and cleaning up:**

Dispose of contaminated material as waste according to section 13.

Dispose of the collected material according to regulations.

• **Reference to other sections:**

See Section 7 for information on safe handling.

See Section 8 for information on personal protection equipment.

See Section 13 for disposal information.

• **Protective Action Criteria for Chemicals**

• **PAC-1:**

None of the ingredients are listed.

(Contd. on page 3)



CENTRAL SALT

Safety Data Sheet (SDS)

OSHA HazCom Standard 29 CFR 1910.1200(g) revised in 2012 and GHS Rev 03.

Page 3/7

Issue date 05/05/2020

Reviewed on 05/05/2020

Trade Name: Rock Salt for De-icing with YPS and color

PAC-2:

None of the ingredients are listed.

PAC-3:

None of the ingredients are listed.

Handling

- Precautions for safe handling:** No special precautions are necessary if used correctly.
- Information about protection against explosions and fires:** No special measures required.
- Conditions for safe storage, including any incompatibilities**
- Storage**
- Requirements to be met by storerooms and receptacles:** No special requirements.
- Information about storage in one common storage facility:** Not required.
- Further information about storage conditions:** None.
- Specific end use(s):** No further relevant information available.

- Additional information about design of technical systems:** No further data; see section 7.

Control parameters:

Components with occupational exposure limits:

The product does not contain any relevant quantities of materials with critical values that have to be monitored at the workplace.

- Additional information:** The lists that were valid during the creation of this SDS were used as basis.

Exposure controls:

Personal protective equipment

General protective and hygienic measures:

Keep away from foodstuffs, beverages and feed.
Wash hands before breaks and at the end of work.

- Breathing equipment:** Not required.

- Protection of hands:** Not required.

- Material of gloves:** Not applicable.

- Penetration time of glove material:** Not applicable.

- Eye protection:** Not required.

- Limitation and supervision of exposure into the environment:** None

Information on basic physical and chemical properties

General Information

Appearance:

Form:

Crystalline

Color:

Translucent, grey or milky white, light blue/green

Odor:

Slight

Odor threshold:

Not determined.

pH-value:

Not determined.

Change in condition

Melting point/Melting range:

Not determined.

Boiling point/Boiling range:

≥1,461 °C (≥34,661 °F)

(Contd. on page 4)



CENTRAL SALT

Page 4/7

Safety Data Sheet (SDS)

OSHA HazCom Standard 29 CFR 1910.1200(g) revised in 2012 and GHS Rev 03.

Issue date 05/05/2020

Reviewed on 05/05/2020

Trade Name: Rock Salt for De-icing with YPS and color

· Flash point:	None
· Flammability (solid, gaseous):	Not determined.
· Ignition temperature:	Not applicable
· Decomposition temperature:	Not determined.
· Auto igniting:	Product is not self-igniting.
· Danger of explosion:	Product does not present an explosion hazard.
· Explosion limits:	
Lower:	Not determined.
Upper:	Not determined.
· Vapor pressure:	Not applicable.
· Density @ 20 °C (68 °F):	2.165 g/cm ³ (18.0669 lbs/gal)
· Bulk density:	≥786.3-≤1,670.4 kg/m ³
· Relative density:	Not determined.
· Vapor density:	Not applicable.
· Evaporation rate:	Not applicable.
· Solubility in / Miscibility with:	
Water:	Soluble.
· Partition coefficient (n-octanol/water):	Not determined.
· Viscosity:	
Dynamic:	Not applicable.
Kinematic:	Not applicable.
· Solvent content:	
VOC content:	0.00 %
Solids content:	100.0 %
· Other information:	No further relevant information available.

-
- **Reactivity:** No further relevant information available.
 - **Chemical stability:** Product is stable under normal conditions.
 - **Thermal decomposition / conditions to be avoided:** No decomposition if used according to specifications.
 - **Possibility of hazardous reactions:** No dangerous reactions known.
 - **Conditions to avoid:**
 - Contact with acids.
 - Moisture
 - Water
 - **Incompatible materials:** Strong acids
 - **Hazardous decomposition products:** No dangerous decomposition products known.

(Contd. on page 5)



CENTRAL SALT

Page 5/7

Safety Data Sheet (SDS)

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Issue date 05/05/2020

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Trade Name: Rock Salt for De-icing with YPS and color

• **Information on toxicological effects:**

• **Acute toxicity:**

• **LD/LC50 values that are relevant for classification:**

7647-14-5 Sodium Chloride

Oral LD50 4,000 mg/kg (Mouse)

3,000 mg/kg (Rat)

Dermal LD50 >10,000 mg/kg (Rabbit)

• **Primary irritant effect:**

• **On the skin:** Not listed as irritant

• **On the eye:** Not listed as irritant

• **Additional toxicological information:**

The product shows the following dangers according to internally approved calculation methods for preparations:

• **Carcinogenic categories:**

• **IARC (International Agency for Research on Cancer):**

None of the ingredients are listed.

• **NTP (National Toxicology Program):**

None of the ingredients are listed.

• **OSHA-Ca (Occupational Safety & Health Administration):**

None of the ingredients are listed.

• **Toxicity:**

• **Aquatic toxicity:**

7647-14-5 Sodium Chloride

EC50 340.7-469.2 mg/l (Water flea)

• **Persistence and degradability:** No further relevant information available.

• **Behavior in environmental systems:**

• **Bioaccumulative potential:** No further relevant information available.

• **Mobility in soil:** No further relevant information available.

• **Additional ecological information:**

• **General notes:**

Do not allow undiluted product or product that has not been neutralized to reach ground water, water course or sewage system.

• **Results of PBT and vPvB assessment:**

• **PBT:** Not applicable.

• **vPvB:** Not applicable.

• **Other adverse effects:** No further relevant information available.

• **Waste treatment methods**

• **Recommendation:**

Observe all federal, state and local environmental regulations when disposing of this material.

(Contd. on page 5)



CENTRAL SALT

Page 6/7

Safety Data Sheet (SDS)

OSHA HazCom Standard 29 CFR 1910.1200(g) revised in 2012 and GHS Rev 03.

Issue date 05/05/2020

Reviewed on 05/05/2020

Trade Name: Rock Salt for De-icing with YPS and color

- **Uncleaned packaging**
- **Recommendation:** Disposal must be made according to official regulations.
- **Recommended cleansing agent:** Water, if necessary with cleansing agents.

• UN-Number:	
• DOT, ADR/ADN, IMDG, IATA	Non-Regulated Material
• UN proper shipping name:	
• DOT, ADR/ADN, IMDG, IATA	Non-Regulated Material
• Transport hazard class(es):	
• DOT, ADR/ADN, ADN, IMDG, IATA	
• Class:	Non-Regulated Material
• Packing group:	
• DOT, ADR/ADN, IMDG, IATA	Non-Regulated Material
• Environmental hazards:	Not applicable.
• Special precautions for user:	Not applicable.
• Transport in bulk according to Annex II of MARPOL73/78 and the IBC Code:	Not applicable.
• UN "Model Regulation":	Non-Regulated Material

• **Safety, health and environmental regulations/legislation specific for the substance or mixture:**

• **SARA (Superfund Amendments and Reauthorization):**

• **Section 355 (extremely hazardous substances):**

None of the ingredients are listed.

• **Section 313 (Specific toxic chemical listings):**

None of the ingredients are listed.

• **TSCA (Toxic Substances Control Act):**

All components have the value ACTIVE.

• **Hazardous Air Pollutants**

None of the ingredients are listed.

• **California Proposition 65:**

• **Chemicals known to cause cancer:**

None of the ingredients are listed.

• **Chemicals known to cause reproductive toxicity for females:**

None of the ingredients are listed.

• **Chemicals known to cause reproductive toxicity for males:**

None of the ingredients are listed.

• **Chemicals known to cause developmental toxicity:**

None of the ingredients are listed.

• **New Jersey Right-to-Know List:**

None of the ingredients are listed.

• **New Jersey Special Hazardous Substance List:**

None of the ingredients are listed.

(Contd. on page 7)



CENTRAL SALT

Page 7/7

Safety Data Sheet (SDS)

OSHA HazCom Standard 29 CFR 1910.1200(g) revised in 2012 and GHS Rev 03.

Issue date 05/05/2020

Reviewed on 05/05/2020

Trade Name: Rock Salt for De-icing with YPS and color

• **Pennsylvania Right-to-Know List:**

None of the ingredients are listed.

• **Pennsylvania Special Hazardous Substance List:**

None of the ingredients are listed.

• **Carcinogenic categories:**

• **EPA (Environmental Protection Agency):**

None of the ingredients are listed.

• **TLV (Threshold Limit Value established by ACGIH):**

None of the ingredients are listed.

• **NIOSH-Ca (National Institute for Occupational Safety and Health):**

None of the ingredients are listed.

• **GHS label elements:** Non-Regulated Material

• **Hazard pictograms:** Non-Regulated Material

• **Signal word:** Non-Regulated Material

• **Hazard statements:** Non-Regulated Material

• **National regulations:**

None of the ingredients are listed.

• **Chemical safety assessment:** A Chemical Safety Assessment has not been carried out.

The information and recommendations in this safety data sheet are, to the best of our knowledge, accurate as of the date of issue. Nothing herein shall be deemed to create warranty, expressed or implied, and shall not establish a legally valid contractual relationship. It is the responsibility of the user to determine applicability of this information and the suitability of the material or product for any particular purpose.

• **Date of last revision/ revision number:** 05/05/2020 / 2

• **Abbreviations and acronyms:**

ADR: The European Agreement concerning the International Carriage of Dangerous Goods by Road

ADN: The European Agreement concerning the International Carriage of Dangerous Goods by Inland Waterways

IMDG: International Maritime Code for Dangerous Goods

DOT: US Department of Transportation

IATA: International Air Transport Association

ACGIH: American Conference of Governmental Industrial Hygienists

EINECS: European Inventory of Existing Commercial Chemical Substances

ELINCS: European List of Notified Chemical Substances

CAS: Chemical Abstracts Service (division of the American Chemical Society)

NFPA: National Fire Protection Association (USA)

HMIS: Hazardous Materials Identification System (USA)

VOC: Volatile Organic Compounds (USA, EU)

LC50: Lethal concentration, 50 percent

LD50: Lethal dose, 50 percent

PBT: Persistent, Bioaccumulative and Toxic

vPvB: very Persistent and very Bioaccumulative

NIOSH: National Institute for Occupational Safety and Health

OSHA: Occupational Safety & Health Administration

TLV: Threshold Limit Value

PEL: Permissible Exposure Limit

REL: Recommended Exposure Limit

Eye Irrit. 2A: Serious eye damage/eye irritation – Category 2A

• *** Data compared to the previous version altered.**

SDS created by MSDS Authoring Services www.msdsauthoring.com +1-877-204-9106