

MEMO 25-16

RECEIVED

JUN 09 2025

CITY OF GROSSE POINTE WOODS
CLERK'S DEPARTMENT

TO: Frank Schulte, City Administrator

FROM: James Kowalski, Director of Public Services *g.k.*

DATE: May 30, 2025

SUBJECT: Recommendation – Road Salt 2025/2026 Season

On March 28, 2023, 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 26 cooperative participants, including the City of Grosse Pointe Woods.

Detroit Salt Company's bid overall came in lower 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.


On April 17, 2025, the Detroit Salt Company renewed the agreement at the 3% increase, bringing the cost to \$58.28 per ton for early fill (before 10/1/2025) and \$62.59 per ton for late fill (after 10/1/2025) for the 2025/2026 winter season.

I am requesting that council approve the third year of the cooperative salt contract upon mutual consent between the City and Detroit Salt Company. We have committed to 1,000 tons for the upcoming 2025/2026 winter season. The 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 2025/2026 winter maintenance season at a price of \$58.28 to \$62.59 per ton in an amount of \$81,367.00 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 2025/26 budget in the Major Streets Winter Maintenance Operating Supplies account no. 202-478-757.000 in the amount of \$20,342.00 and in the Local Streets Winter Maintenance Operating Supplies account no. 203-478-757.000 000 in the amount of \$61,025.00.

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


Frank Schulte, City Administrator

6-9-25
Date

Fund Certification:

Account numbers and amounts have been verified as presented.


Steven Schmidt, Treasurer/Comptroller

6/9/25
Date



DEPARTMENT OF CENTRAL SERVICES

ADDENDUM NOTICE NO. 1
OF
CONTRACT NO. FH- 22-23-2388
ROCK SALT FOR SNOW & ICE CONTROL

NAME & ADDRESS OF VENDOR: Detroit Salt Company, L.C. 12841 Sanders Street Detroit, MI 48217 Contact-Jean Szatkowski 313.488.1891 jszatkowski@detroitsalt.com	CONTRACT TERM: Current-April 10, 2023 – April 9, 2025 Renewal Option 1- April 10, 2025 – April 9, 2026 Renewal Option 2- April 10, 2026 – April 9, 2027 Renewal Option 3- April 10, 2027 – April 9, 2028 Renewal Option 4- April 10, 2028 – April 9, 2029
TERMS: Net 30	BUYER: Michelle Aranowski, Director of Central Services (248) 871-2426 maranowski@fhgov.com
F.O.B.: Delivered	COOPERATIVE: Extension approved to all MITN Purchasing Cooperative Members

NATURE OF CHANGE(S):

The City of Farmington Hills agrees to extend the contract for Rock Salt for Snow & Ice Control with the listed contractor at an increase of 3% over the unit prices listed on said contract.

All other terms, conditions, specifications and pricing provisions remain unchanged.

AUTHORITY/REASON:

Requested by City of Farmington Hills, Original approval of agreement 04/10/2023, CMR #4-23-49

YEAR 3 PRICING

OAKLAND COUNTY: EARLY FILL \$/TON-\$59.28, LATE FILL \$/TON \$63.25

MACOMB COUNTY: EARLY FILL \$/TON-\$59.51, LATE FILL \$/TON \$63.50

WAYNE COUNTY: EARLY FILL \$/TON-\$58.62, LATE FILL \$/TON \$62.59

ACCEPTANCE/APPROVAL OF CONTRACT ADDENDUM 1

SIGNED: Steven M. Briggs
Steven M. Briggs (Apr 15, 2025 15:34 CDT)

PRINTED: Steven M. Briggs, VP of Sales and Marketing

DATE: 04/15/2025

Jeanne Duffy

From: Michelle Aranowski <MAranowski@fhgov.com>
Sent: Thursday, April 17, 2025 10:39 AM
To: Alek Mizikar; Bryan Babcock; Chelsea Rodgers; Craig Treppa; Derrick Schueller; Devin Adams; Don Rohraff; Ed Mlynczyk; Gary Harris; Gary McKinney; Gerry McCallum; Jason Dickinson; Jeanne Duffy; Jesse Sutton; Jill Nowak; Lisa Cummins; Martha Ritchie; Michael Way; Mike Slater; Motyka, Leah; Noah Mehalski; Pamela Bratschi; Paul Horen; Paul Vandamme; Paul Zelenak; Ray Krajewski; 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
Cc: Nikki Lumpkin; Jean Szatkowski
Subject: Rock Salt, year 3, addendum #1 - is extended!
Attachments: MI MITN bid 2388 Addendum 1 Year 3 - signed.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

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 news, Detroit Salt extended the agreement for another year! Attached is the addendum. Below are the updated quantities I have received, please confirm the number are correct, this is important as you will be responsible for that amount for the upcoming year.

Year 3 pricing

Oakland County: Early fill \$/ton-\$59.28, Late fill \$/ton \$63.25

Macomb County: Early fill \$/ton-\$59.51, Late fill \$/ton \$63.50

Wayne County: Early fill \$/ton-\$58.62, Late fill \$/ton \$62.59

Agency	Delivery Address	City/State	Estimated quantity (tons) April 2025- Apr 2026
Oakland County Agencies			
Berkley, City of	3238 Bacon	Berkley, MI 48072	1,200
Bloomfield Township	4200 Telegraph	Bloomfield, MI 48303	3,500
Clawson, City of	635 W. Elmwood	Clawson, MI 48017	1,200
Farmington Hills, City of	27245 Halsted	Farmington Hills, MI 48336	4,500
Lathrup Village	19101 Twelve Mile	Lathrup Village, MI 48076	200
Huron-Clinton Metroparks at:			
Kensington Metropark	2240 W. Buno Rd.	Milford, MI	400
Stony Creek Metropark	4250 26 Mile	Shelby Twp, MI	250
Hudson Mills Metropark	8801 N. Territorial Rd.	Dexter, MI	100

Indian Springs Metropark	5199 Indian Trail	White Lake, MI	50
Huron Meadows Metropark	8765 Hammel Rd.	Brighton, MI	50
Lake St. Clair Metropark	31300 Metro Parkway	Harrison Twp, MI	150
Willow Metropark	23140 Interloop Road	New Boston, MI	150
Orchard Lake, City of	3955 Orchard Lake Rd.	Orchard Lake, MI 48323	550
Rochester, City of	1141 Wilcox	Rochester, MI 48307	1,750
Rochester Hills, City of	511 E. Auburn Rd.	Rochester Hills, MI 48309	2,750
Royal Oak, City of	1600 N. Campbell	Royal Oak, MI 48067	3,850
Southfield DPW, City of	25501 Clara Lane	Southfield, MI	5,000
Southfield Public Schools	24661 Lahser	Southfield, MI 48033	800
Walled Lake, City of	1499 E. West Maple	Walled Lake, MI	450
Wixom, City of	2041 Charms Rd.	Wixom, MI 48393	900
Oakland County Total			27,800
Macomb County Agencies			
Centerline, City of	6685 E. 10 Mile Road	Centerline, MI 48015	650
Roseville, City of	29411 Calahan Street	Roseville, MI 48066	2,400
St. Clair Shores, City of	19700 Pleasant	St. Clair Shores 48080	2,100
Sterling Heights, City of	7200 18 Mile Road	Sterling Heights, MI 48311	5,500
Warren, City of	12801 Stephens	Warren, MI 48093	6,000
Macomb County Total			16,650
Wayne County Agencies			
Grosse Pointe Woods, City of	1200 Parkway Drive	Grosse Pointe Woods, MI 48236	1,000
Livonia, City of	12973 Farmington	Livonia, MI 48154	2,800
Romulus, City of	12600 Wayne Road	Romulus, MI 48174	2,200
Grosse Pointe Shores, Village	795 Lake Shore Road	Grosse Pointe Shores, MI 48236	150
Westland, City of	37137 Marquette	Westland, MI 48185	6,000
Wayne County Total			12,150

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

