

MEMORANDUM

July 25, 2025

TO: Brent Morelock, Procurement Manager
FROM: Tim Elsea, Assistant Public Works Director
SUBJECT: Rock Salt Bid Award

Greg Willis and I have reviewed the recent bids that the City of Knoxville received for Rock Salt.

Our recommendation for the Rock Salt bid would be to award to Compass Minerals America, Incorporated as the primary vendor. Their bid offering is the lowest for the City of Kingsport at \$126.41 per ton. This represents an increase of 5.03% over last year's cost of \$120.35 per ton.

We would also like to have the option to purchase salt from **TN State Contract # 507** in the event an additional source is needed. This would be a safeguard for the City having a purchasing option with them in case of an emergency situation such as a bad winter where salt supply or delivery becomes an issue.

If you have any questions please contact me at your convenience at 229-9451.