MORTON SALT

May 1, 2026

Winnebago County,
Purchasing Department
404 Elm Street Room 202,
Rockford, IL 61101

RE: 24B-2345 WINNEBAGO COUNTY HIGHWAY BULK ROCK SALT – PRICE ADJUSTMENT

Dear sir/madame,

Morton Salt is looking forward to continuing its partnership with Winnebago County for the 2026–2027 winter season. Morton respectfully requests consideration for price increases as listed below

	Current Price	New Price
Regular Salt	$87.42	$ 99.11
Treated salt	$114.42	$ 127.05

The price increase is based on the current Consumer Price Index for All Urban Consumers (CPI-U), as well as several additional manufacturing and market factors outlined below:

- Vessel Freight: Freight rates for bulk vessels operating on the Great Lakes have increased significantly. As marine transportation across the Great Lakes is a critical component in replenishing our regional depots, these elevated shipping costs have directly impacted the delivered cost of product.

- Increased Production Costs: Energy, labor, maintenance, and other operational inputs required for salt production and processing have continued to rise, increasing the overall cost of manufacturing.

- Increased Trucking Freight: Domestic transportation costs have also escalated due to higher fuel prices, equipment costs, and driver shortages, resulting in significantly higher trucking rates for deliveries within the state.

- Market Uncertainty: Ongoing volatility in global logistics, energy markets, and commodity supply chains have created a high level of market uncertainty, making it increasingly difficult to maintain current pricing levels while ensuring reliable supply.

If you should have any questions or concerns. Please do not hesitate to reach out to me.

Anthony Patton
Anthony Patton (May 1, 2026 14:51:24 CDT)

Anthony T. Patton
Senior Director of Government Sales

Customer Acceptance:

_____
Signature Date

_____
Print Name Title

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MORTON SALT, INC.