

June 6, 2018

TO: GPCOG Road Salt Bid Municipal Participants

FROM: John Duncan, GPCOG Cooperative Purchasing Director

RE: **2018 Sodium Chloride (Road Salt) and De-Icing Products Bid Award**

GPCOG is pleased to present the results of the Sodium Chloride (Road Salt) and De-Icing Products Bid for the contract period June 11, 2018 through June 10, 2019.

Four vendors submitted bids for various products. The bid has been awarded as follows:

Sodium Chloride: The low bidder for sodium chloride is **Morton Salt** with a price of **\$54.53 per ton delivered**. (*Note: This is \$5.17 less than last year!*)

Please note:

If your town has not ordered through Morton before please call customer service (see phone number below) 5-7 days prior to ordering product so they can set up an account number for you. For all towns that have ordered in the past, they will use the same account number.

Pre-Treated Sodium Chloride: The sole bidder for pre-treated sodium chloride is **Morton Salt** with a price of **\$72.53 per ton delivered**.

The phone number for Morton Salt, Inc. for customer service, product orders and delivery of the above products is: 855-665-4540.

Liquid Calcium Chloride: The sole bidder for liquid calcium chloride was **Monson Companies, LLC** with a price of **\$1.59 / gallon delivered** and a **4,000 gallon minimum order**.

The phone number for product orders for Monson Companies, LLC is: 800-235-2959.

Calcium Chloride (Flakes): The sole bidder for calcium chloride flakes was **Monson Companies, LLC**. For pallet lots of 55 - 50 pound bags, the price is **\$0.295 per pound delivered**; for 22 bag lots of 2000 pound bags the price is **\$0.2335 per pound delivered**.

The phone number for product orders for Monson Companies, LLC is: 800-235-2959.

Magnesium Chloride (Flakes): No bids were received.

Liquid Calcium Chloride w/ OBPE: The sole bidder for liquid calcium chloride was **Safe Road Services, LLC**. For 4,500 gallons or more the price is **\$1.30 per pound delivered**; for 2,500 to 4,999 gallons the price is **\$1.40 per pound delivered**.

The phone number for product orders for Safe Road Services is: 508-364-1739.

Liquid Brine: No bids were received.

Ice B'Gone Liquid De-Icer: No bids were received.

Bid Fees: Please be advised that there is a bid participation fee associated with purchases of products through the GPCOG Road Salt Bid. Non-members will be invoiced for 1.5% per ton of road salt purchases (capped at \$44.50 per ton), based upon vendor sales reports. Members will be invoiced for 0.75% per ton (capped at \$44.50 per ton). You will receive bills for these amounts directly from GPCOG in late spring.

Please contact John Duncan (jduncan@gpcog.org) if you have any questions. Thank you.