



Open Session Item

SUBJECT: Bid Award (PUR-1699) – Bulk Delivery of Road Salt

PRESENTATION DATE: September 17, 2024

PRESENTATION BY: Brandi Naugle, CPPO, Buyer, Purchasing Department, and Zane Rowe, Deputy Director, Washington County Highway Department.

RECOMMENDED MOTION: Move to award the contract for the purchase and delivery of Bulk Road Salt to the responsible, responsive bidder, Cargill, Incorporated – Road-Salt Safety, of North Olmsted, OH who submitted the price of \$74.86 per ton.

REPORT-IN-BRIEF: On August 7, 2024, the County issued an Invitation to Bid (ITB) for Bulk Road Salt. The salt will be purchased on an as-needed basis to be used on county-maintained roads for snow and ice control. The County uses an average of fifteen thousand (15,000) tons of road salt annually. The contract period is to tentatively begin October 1, 2024, and end April 30, 2025. The above recommendations are for the County’s requirements only; the City of Hagerstown shall make its award independently from the County. The County guarantees neither a minimum/maximum quantity of bulk road salt to be purchased under this contract.

The Invitation to Bid was published in the local newspaper, on the County website, on the State of Maryland’s eMMA “*eMaryland Marketplace Advantage*” website and the County’s new online bidding website through IonWave. Thirty (30) persons/companies registered/downloaded the bid document online. On September 13, 2023, a total of eight (8) bids were received.

DISCUSSION: N/A

FISCAL IMPACT: Funding in the amount of \$791,000 is available in the department’s FY’24 operating budget account 586025-20-20030.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: Bid Matrix Tabulation

AUDIO/VISUAL NEEDS: N/A

Event Number PUR-1699
Event Title BULK DELIVERY OF ROAD SALT
Event Description
Event Type ITB
Issue Date 8/7/2024 06:00:03 AM (ET)
Close Date 9/4/2024 02:00:00 PM (ET)

Organization Washington County, MD
Workgroup Purchasing

Responding Supplier	City	State	Response Submitted	Lines Responded	Response Total
Cargill, Incorporated- Salt, Road	North Olmsted	OH	8/30/2024 03:50:26 PM (ET)	1	\$74.86
DEICING DEPOT LLC	DEERFIELD BEACH	FL	8/30/2024 12:12:36 PM (ET)	1	\$78.18
Morton Salt, Inc.	Chicago	IL	8/30/2024 01:33:23 PM (ET)	1	\$78.45
Elite Windy City Cleaning LLC	Streamwood	IL	9/4/2024 12:25:39 PM (ET)	1	\$79.38
Mid-Atlantic Salt, LLC	Gladwyne	PA	9/3/2024 01:49:38 PM (ET)	1	\$85.00
Cypress Services, LLC	La Plata	MD	9/4/2024 10:32:00 AM (ET)	1	\$86.76
Eastern Salt Co., Inc.	Lowell	MA	8/29/2024 09:55:42 AM (ET)	1	\$87.00
Government MLO Supplies	BETHESDA	MD	9/3/2024 01:22:46 PM (ET)	1	\$96.00

Please note: Lines Responded and Response Total only includes responses to specification. No alternate response data is included.