

The Salt Bid - 2015



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- The City of Farmington Hills is a main participant in cooperative purchasing through the Michigan Inter-governmental Trade Network (MITN)
- MITN Came on-line in March 2003
- FH one of the 8 founding members
- Currently 153 member agencies

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- Rock Salt Bid – C of FH is lead agency
- Usually 1-yr bid with optional 1-yr renewal
- Renewal is “upon mutual consent”
- Currently 29 communities, 6 Metro Parks and Southfield Schools

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- Total Target = 85,650 Tons
- Bid includes both early & late fill \$'s
- Prior to and After October 1st
- Bid separated by 3 S/E Mi counties for better pricing

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- ⦿ Minimum required purchase is 70% of target
- ⦿ C of FH target is 5,000 ton
- ⦿ Delivery within 72 hrs of order
- ⦿ "Any salt (of the guaranteed 70%) may be carried over and applied to the second year's estimated usage."
- ⦿ Allowed to then adjust 2nd yr's est use.

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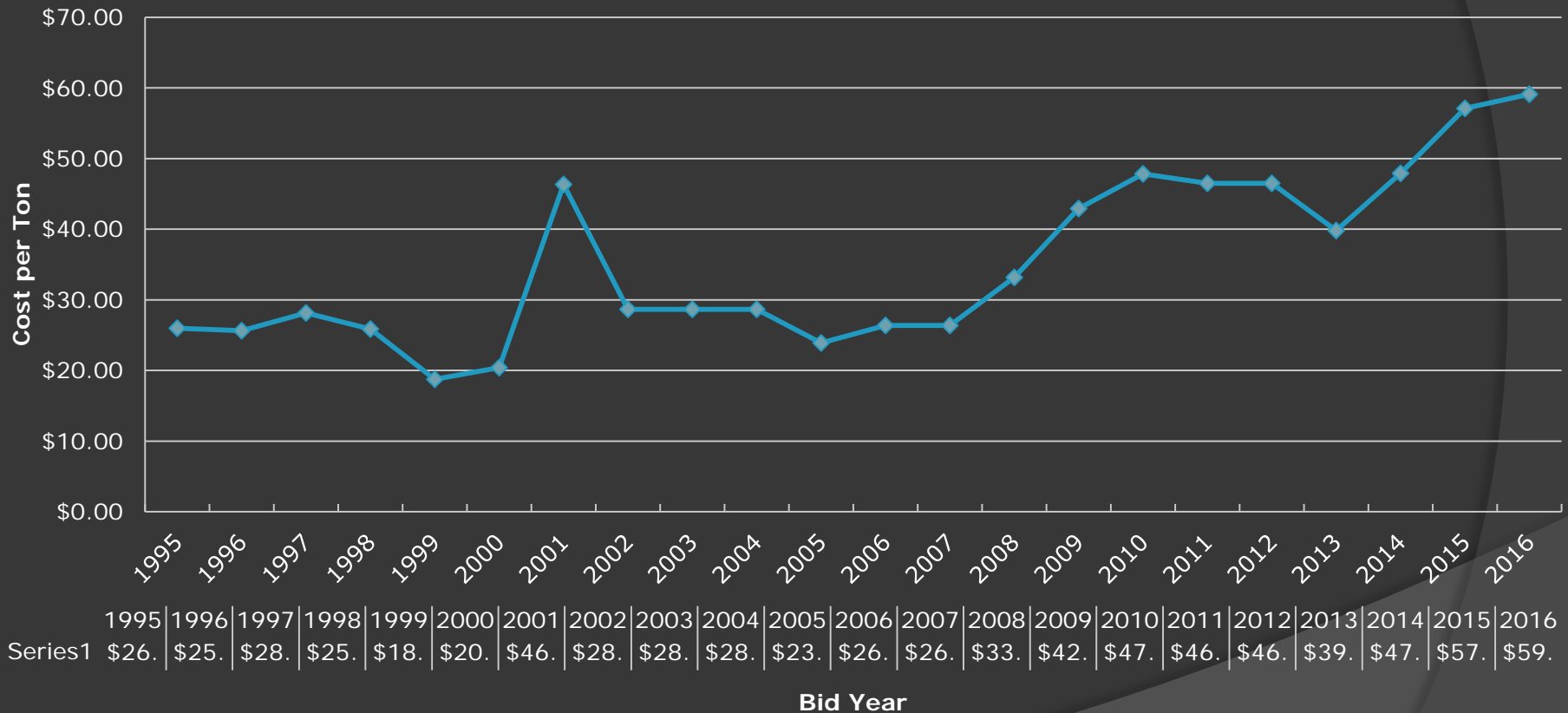
3,750 ton capacity

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PRICING					
2015/16 Season Item - Location	Early fill price per ton delivered before 10/1/2015	Price per ton delivered on/after 10/1/2015	Estimated Quantity	Season Total	
Oakland County Agencies	\$56.61	\$57.11	43100	\$2,461,441	
Macomb County Agencies	\$58.40	\$58.90	30550	\$1,799,395	
Wayne County Agencies	\$54.57	\$55.07	12000	\$660,840	
2016/17 Season Item - Location	Early fill price per ton delivered before 10/1/2016	Price per ton delivered on/after 10/1/2016	Estimated Quantity **	Season Total	
Oakland County Agencies	\$58.61	\$59.11	43100	\$2,547,641	
Macomb County Agencies	\$60.40	\$60.90	30550	\$1,860,495	
Wayne County Agencies	\$56.57	\$57.07	12000	\$684,840	
** Each agency reserves the right to adjust its volume +/- 10% for 2nd yr					

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Salt Price Trend



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Questions?

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