



DEPARTMENT OF CENTRAL SERVICES

April 24, 2018

Detroit Salt  
Emanuel Manos  
12841 Sanders Street  
Detroit, MI 48217

**RE: ITB-FH-17-18-2062 Rock Salt for Ice Control**

Dear Mr. Manos:

The City of Farmington Hills and associated MITN members would like to thank you for submitting your bid. This letter will serve as notice that the aforementioned bid has been awarded to your company, Detroit Salt, by the City Council of Farmington Hills, MI. The action taken at last night's Council meeting is as follows:

City Council has authorized the City Manager to issue a purchase order to Detroit Salt Company for a not to exceed total of amount of 6,500 tons (130% of our estimate 5,000 tons) or \$332,410 for fiscal year 2018/19 and for an estimated amount of 6,500 tons (130% of our estimate 5,000 tons) or \$342,355 for fiscal year 2019/2020. In addition, City Council authorized the City Manager to issue purchase orders for rock salt to Detroit Salt Company for three (3) additional one-year extensions at the approved 3% per year increase upon mutual consent between the City and Detroit Salt Company.

All other agencies: Berkley, Bloomfield Township, Clawson, Huron Clinton Metro Parks, Oak Park, Orchard Lake, Rochester, Rochester Hills, Royal Oak., Southfield, Southfield Public Schools, Walled Lake, Wixom, Centerline, Eastpointe, Roseville, St. Clair Shores, Sterling Heights, Warren, Grosse Pointe Woods, Livonia, Romulus, Grosse Pointe Shores and Westland have been notified of the action taken by Farmington Hills and will notify you as their award processes are completed.

The City of Farmington Hills is happy continue our business relationship with you and will issue a blanket purchase order to Detroit Salt at the beginning of our fiscal, July, 2018. If you have any questions about this information, do not hesitate to contact me at 248-871-2435.

Sincerely,  
CITY OF FARMINGTON HILLS

A handwritten signature in purple ink that reads "Kelly Monico".

Kelly Monico  
Director of Central Services

Cc: Pam Smith  
Karen Mondora  
Kevin McCarthy