

City of Farmington Hills, MI
 Bid Tabulation
 Rock Salt
 ITB-FH-17-18-2062

| Year 1-2018-2019 Season | | Oakland Cty | | | Macomb Cty | | | Wayne Cty | | | Grand Total -All Counties |
|--------------------------|-------------------|-------------|-----------|------------------|------------|-----------|------------------|------------|-----------|------------------|---------------------------|
| | | 37,600 | | | 22,250 | | | 13,150 | | | |
| | | Early fill | Late fill | Total(late fill) | Early fill | Late fill | Total(late fill) | Early fill | Late fill | Total(late fill) | |
| Vendor | City/State | \$/Ton | \$/Ton | Total(late fill) | \$/Ton | \$/Ton | Total(late fill) | \$/Ton | \$/Ton | Total(late fill) | |
| Compass Minerals America | Overland Park, KS | \$72.55 | \$72.55 | \$2,727,880.00 | \$72.55 | \$72.55 | \$1,614,237.50 | \$67.82 | \$67.82 | \$891,833.00 | \$5,233,950.50 |
| Morton Salt | Chicago, IL | \$52.26 | \$52.26 | \$1,964,976.00 | \$52.09 | \$52.09 | \$1,159,002.50 | \$51.28 | \$51.28 | \$674,332.00 | \$3,798,310.50 |
| Detroit Salt | Detroit, MI | \$50.14 | \$51.14 | \$1,922,864.00 | \$50.05 | \$50.81 | \$1,130,522.50 | \$49.35 | \$49.85 | \$655,527.50 | \$3,708,914.00 |

| Year 2-2019-2020 Season | | Oakland Cty | | | Macomb Cty | | | Wayne Cty | | | Grand Total -All Counties |
|--------------------------|-------------------|-------------|-----------|------------------|------------|-----------|------------------|------------|-----------|------------------|---------------------------|
| | | 37,600 | | | 22,250 | | | 13,150 | | | |
| | | Early fill | Late fill | Total(late fill) | Early fill | Late fill | Total(late fill) | Early fill | Late fill | Total(late fill) | |
| Vendor | City/State | \$/Ton | \$/Ton | Total(late fill) | \$/Ton | \$/Ton | Total(late fill) | \$/Ton | \$/Ton | Total(late fill) | |
| Compass Minerals America | Overland Park, KS | \$72.55 | \$72.55 | \$2,727,880.00 | \$72.55 | \$72.55 | \$1,614,237.50 | \$67.82 | \$67.82 | \$891,833.00 | \$5,233,950.50 |
| Detroit Salt | Detroit, MI | \$52.67 | \$52.67 | \$1,980,392.00 | \$52.33 | \$52.33 | \$1,164,342.50 | \$51.35 | \$51.35 | \$675,252.50 | \$3,819,987.00 |
| Morton Salt | Chicago, IL | \$52.26 | \$52.26 | \$1,964,976.00 | \$52.09 | \$52.09 | \$1,159,002.50 | \$51.28 | \$51.28 | \$674,332.00 | \$3,798,310.50 |

| GRAND TOTAL BID | | GRAND TOTAL YEAR'S 1 & 2 | Discount if increase 80% guarantee | Discount if decrease 120% guarantee | Blue Dye per ton | Optional Extension Beyond Year 2 | Accept P-card | Production Origin & Delivery | Extendable to other MITN agencies | Exceptions |
|--------------------------|-------------------|--------------------------|------------------------------------|-------------------------------------|------------------|----------------------------------|---------------|--|-----------------------------------|------------|
| Vendor | City/State | | | | | | | | | |
| Compass Minerals America | Overland Park, KS | \$10,467,901.00 | N/A | N/A | N/A | 5% | Yes | Goderich ON CA/Detroit Motor City Trucking | No | N/A |
| Morton Salt | Chicago, IL | \$7,596,621.00 | -1% | N/A | Already Applies | 0% | Yes | Detroit/Customer Service | No | N/A |
| Detroit Salt | Detroit, MI | \$7,528,901.00 | \$0.00 | \$0.00 | \$0.00 | 3% | No | Detroit/Multiple | Yes | N/A |

Notification was sent to over 100 vendors. Two (2) "No-Bids were received