



CITY MANAGER'S REPORT TO MAYOR AND COUNCIL

DATE: 04/27/2026

DEPT: DPW

RE: Award of Cooperative Bid - Rock Salt for Snow & Ice Control

ADMINISTRATIVE SUMMARY

- Sealed bids were advertised, distributed on the MITN e-procurement site, publicly opened and read aloud on Tuesday, April 14, 2026, for Rock Salt for Snow & Ice Control. Notification was sent to three hundred and twelve (312) vendors (including seventy-five (75) vendors that hold the classification of minority owned, woman owned, veteran owned, disabled, disadvantaged or service disabled) we received two (2) responses and two (no-bids).
- This bid is a cooperative contract administered by the City of Farmington Hills that includes Berkley, Bloomfield Township, Clawson, Farmington Hills, Lathrup Village, Huron Clinton Metro Parks, Orchard Lake, Rochester, Rochester Hills, Royal Oak., Southfield, Southfield Public Schools, South Lyon, Walled Lake, Wixom, Centerline, Roseville, St. Clair Shores, Sterling Heights, Warren, Grosse Pointe Woods, Livonia, Romulus, Grosse Pointe Shores and Westland. Cooperative bids have proven to be an effective way to reduce costs due to increased volume and consolidation of bid administration. The total quantity of rock salt bid for this solicitation is 58,100 tons per year. The City of Farmington Hills quantity is 4,500 tons.
- Rock Salt continues to be a challenging commodity to procure. Pricing is dictated by fuel prices, weather conditions, weather predictions, supply and demand. The 2025/26 winter season proved especially challenging due to prolonged low temperatures and above-average snowfall.
- Specifications for this bid allow the participating agencies some flexibility in usage. Unlike other Cooperative efforts, agencies can increase or decrease their quantity commitment by 30% during the season and still maintain the contracted price per ton. This successful model helps agencies deal with the fluctuating demand.
- The City is recommending award to Detroit Salt Company. Due to the fluctuating demand due to weather the award recommendation includes the quantity



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contingency of 130% of the estimated 4,500-ton usage, for a Not-to-Exceed budget amount of 5,850 tons or \$420,089. The City has worked with Detroit Salt Company in the past and they provided excellent service. Their pricing proposal includes rates for Years 1 and 2, along with four (4) additional one-year renewal options, subject to mutual consent.

- The City received a lower bid from Hyer Investments LLC; however, upon review, the vendor has not previously supplied this commodity and was unable to provide any references.
- Funding for Rock Salt is budgeted in the Department of Public Services/DPW Major Road maintenance accounts.

RECOMMENDATION

In view of the above, it is recommended that City Council authorize the Acting City Manager to issue a purchase order to Detroit Salt Company for a not to exceed total of amount of 5,850 tons or \$420,089 for fiscal year 2026/2027 and for an estimated amount of 5,850 tons or \$441,090 for fiscal year 2027/2028. In addition, it is recommended that the City Council authorize the Acting City Manager to issue purchase orders for Rock Salt to Detroit Salt Company for four (4) additional one-year extensions at the approved 5% per year increase upon mutual consent between the City and Detroit Salt Company.

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Prepared by: Michelle Aranowski, Director of Central Services
Reviewed by Derrick Schueller, DPW Superintendent
Reviewed by: Jacob Rushlow, Director of Public Services
Approved by: Karen Mondora, Acting City Manager

City of Farmington Hills, MI
 Bid Tabulation
 Rock Salt for Snow & Ice Control
 ITB-FH-25-26-2570

Recommend for award

Year 1-2026/27		Oakland Cty			Macomb Cty			Wayne Cty			Grand Total -All Counties
		26,700			19,250			12,150			
		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	\$/Ton	\$/Ton	\$/Ton	\$/Ton	\$/Ton	\$/Ton	\$/Ton	
Detroit Salt	Detroit, MI	\$68.81	\$71.81	\$1,917,327.00	\$68.84	\$71.84	\$1,382,920.00	\$67.99	\$70.99	\$862,528.50	\$4,162,775.50
Hyer Investments LLC	Wauwatosa, WI	\$60.00	\$61.00	\$1,628,700.00	\$60.00	\$61.00	\$1,174,250.00	\$60.00	\$61.00	\$741,150.00	\$3,544,100.00

Year 2-2027/28 Season		Oakland Cty			Macomb Cty			Wayne Cty			Grand Total -All Counties
		26,700			19,250			12,150			
		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	\$/Ton	\$/Ton	\$/Ton	\$/Ton	\$/Ton	\$/Ton	\$/Ton	
Detroit Salt	Detroit, MI	\$72.25	\$75.40	\$2,013,180.00	\$72.28	\$75.43	\$1,452,027.50	\$71.39	\$74.54	\$905,661.00	\$4,370,868.50
Hyer Investments LLC	Wauwastosa, WI	\$61.50	\$62.50	\$1,668,750.00	\$61.50	\$62.50	\$1,203,125.00	\$61.50	\$62.50	\$759,375.00	\$3,631,250.00

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									
Detroit Salt	Detroit, MI	\$8,533,644.00	\$0.00	\$0.00	\$0.00	5%	No	Detroit/MI	Yes	N/A
Hyer Investments LLC	Wauwastosa, WI	\$7,175,350.00	-\$1.50	-\$0.75	\$2.50	3%	Yes	Midwest regional mine (Michigan/Wisconsin Supply Network ASTM D632 Compliant sodium chloride)	Yes	N/A

Notification was sent to over 312 vendors. Two (2) "No-Bids were received