

AGENDA ITEM COVER SHEET

Trustee Meeting Date:	Agenda Item Type:
October 13, 2026	Requisition Item
Submitted By:	
Mike Huxsoll, Director of Public Works/Community Services	

Motion:
Cargill, Inc. - \$166,323.40 - Purchase road salt for 2026-2027 winter season

Background:

In preparation for the 2026-2027 winter season, the Butler County Engineer’s Office solicited bids and negotiated a contract for the purchase of road salt. Compass Minerals America Inc was selected for this season’s salt purchase. The contract price is \$110.68 per ton dumped.

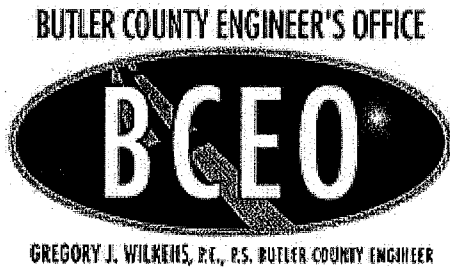
Below is a history of road salt pricing:

Year	Amount	Purchased (Tons)	Price per Ton Dumped
2017 – 2018		3,348	\$58.73
2018 – 2019		3,143	\$62.98
2019 – 2020		1,118	\$73.21
2020 – 2021		4,020	\$74.71
2021 – 2022		3,508	\$76.29
2022 – 2023		2,527	\$85.92
2023 – 2024		1,884	\$90.31
2024 – 2025		2,459	\$92.12
2025 – 2026		4,499	\$96.40

The Community Services Department budgeted \$300,000.00 for road salt in 2026, and an additional \$498,060.00 for 2027. We refilled the dome in the spring and currently have over 4,000 tons of salt on hand.

The Community Services Department requests a PO in the amount of \$166,323.40 for the purchase of road salt to begin the 2026-2027 winter season.

Finance	Budgeted Item:	Yes; Operational		
	CIP #:			
	TIF Info:			
	Purchase Req. #:	26003270	Total Encumbrance:	\$ 166,323.40



To: Jim Rigsby & Danielle Upton – West Chester Township

From: Paula Burton

Date: 7/1/26

RE: Salt Contract 2026-14M

Jim & Danielle,

Cargill, Inc. has been awarded the salt contract for 2026 at a price of \$110.68 per ton for dump.

To place an order, you will need to call 800-600-7258

If you have any questions, please let me know.

Thanks

Paula Burton
Administrative Secretary
513-785-4141
burtonp@bceo.org

THIS CONTRACT, made and entered into this 30 day of June in the year Two Thousand Twenty Six by and between the Board of County Commissioners of Butler County, Ohio ("COUNTY"), and Cargill, Inc. ("CONTRACTOR").

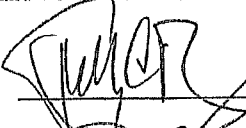
WITNESSETH: That the CONTRACTOR has agreed, and by these presents does agree with the COUNTY for the consideration herein below mentioned, to provide at CONTRACTOR'S own proper cost and expense all necessary materials and labor of every description, and to carry out complete in good, firm, and substantial manner the Furnishing of ODOT Spec. 712.03 Bulk-Treated Sodium Chloride for Butler County, Cities, Villages and Townships, Exhibit A (Specifications), Exhibit B (Schedule for Billing and Delivery), the Legal Ad, the Description of Bid, the Schedule of Prices, the requirements of the Invitation to Bid (also including necessary forms), the Contract Bond, and any addenda or clarifications issued prior to bid selection are hereby incorporated into this contract.

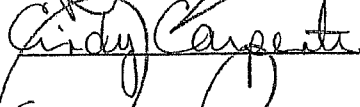
The quantity of 8,850 tons (more or less, as provided in the Specifications) of ODOT Spec. 712.03 Bulk-Treated Sodium Chloride for County use shall be provided at a unit price of \$110.68 per ton for dump. The quantity of 6,800 tons (more or less, as provided in the Specifications) of ODOT Spec. 712.03 Bulk-Treated Sodium Chloride for City and Village use shall be provided at a unit price of \$110.68 per ton for dump. The quantity of 13,200 tons (more or less, as provided in the Specifications) of ODOT Spec. 712.03 Bulk-Treated Sodium Chloride for Township use shall be provided at a unit price of \$110.68 per ton for dump. The quantities for County, City, Village and Township use are to be billed and shipped directly to the County, City, Village or Township, as indicated on the "Schedule for Billing and Delivery" and as arranged directly between each jurisdiction and the CONTRACTOR, at the foregoing unit prices without further cost to any jurisdiction for delivery.

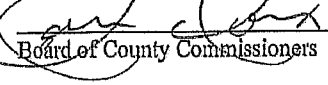
CONTRACTOR hereby agrees to release, indemnify, defend, and hold harmless Butler County and its agencies, offices, officials, and all employees thereof from and against any and all liability, actions, claims, suits, demands, costs, expenses, penalties, fines, or judgments on account of any loss or damage to any person or property or any failure to comply with governmental laws and regulations which result from or arise out of any act or omission of the Contractor or its subcontractors or the agents, officers, employees, or material men of either, jointly or severally, while engaged in the work to be performed under this contract.

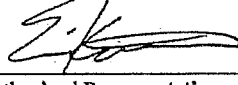
CONTRACTOR shall be responsible for the Contractor's work under this contract, and for the work of other parties undertaking any portion of the Contractor's responsibility or obligation, including compliance with all applicable local, State, and Federal laws and regulations concerning workplace safety.

IN WITNESS WHEREOF, the said COUNTY of Butler, Ohio, has caused its name to be affixed by the Board of County Commissioners, and CONTRACTOR has set its hand on the day and year aforesaid.






Board of County Commissioners

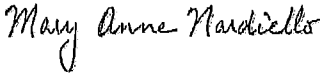


Authorized Representative of Contractor
Eric Koester

Printed Name
Customer Care Supervisor

Title

Approved as to form only:



Assistant Prosecuting Attorney

CONTRACT NO. 2026-14M

EXHIBIT "A"

SPECIFICATIONS

1. QUANTITY - Is approximate and is on a "more or less" basis. Supplier shall meet all needs through May 31, 2027. Actual orders may be more or less than estimated. Estimates indicated will be used solely for the purposes of making a tabulation of bids. The Contractor shall bid on the contract as a whole. Partial bids will not be separated or accepted.
2. PRICE - To be guaranteed through May 31, 2027.
3. DELIVERY - Shall be made by the supplier within seventy-two (72) hours of notification.
4. STRAIGHT DUMP - Price quotes required for straight dump (price per ton of materials).
5. ANTI-CAKING AGENT - To be contained in salt.
6. LOAD LIMITS - Vehicles hauling goods and/or materials for the Butler County Engineer's Office shall conform to the Ohio State Laws governing load weight limits of roads and bridges. The County Engineer will not be responsible for any goods and/or materials delivered by a vehicle not in compliance with such laws. Weight slips from vehicles indicating noncompliance may be turned over to the proper law enforcement agency for appropriate action. Vehicles shall be tarped and/or enclosed to prevent spillage of material.
7. TESTING - Material supplied shall be in conformance with the State of Ohio Department of Transportation "Construction and Material Specifications" Manual dated January 1, 2023. A notarized Certificate of Conformance from the Ohio Department of Transportation or a certified independent testing laboratory stating that the material as bid is in conformance with 712.03 shall be submitted along with the bid.

**CONTRACT 2026-14M
BULK-TREATED SODIUM CHLORIDE FOR BUTLER COUNTY, CITIES,
VILLAGE AND TOWNSHIPS**

Schedule of Prices Signature Page

The bidder's signature below indicates that the bidder attests to and agrees to be bound by all statements made in its bid and that the bidder has read, understands, and agrees to be bound by all of Butler County's terms, conditions, specifications, addenda, and requirements relating to this project.

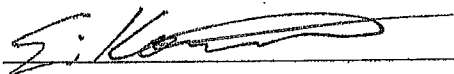
Project Number: 2026-14M

Name of company submitting bid: Cargill, Incorporated- Deicing Solutions

Address: 24950 Country Club Blvd. Suite 450

Phone: 800-600-7258

Date: 4/10/2026

Authorized signature of bidder: 

Title of person signing above: Customer Care Supervisor

Type or print name shown above: Eric Koester