



Morristown City Council Agenda Item Summary

Date: July 7, 2026

Agenda Item: Authorize the purchase of rock salt from Morton Salt Company in an amount not to exceed \$95,000 via Statewide Contract (#507)

Prepared By: Jeanna Vanek

Subject: Rock Salt Order – FY 27

Background: During Fiscal Year 26, we were unable to purchase salt as planned because of supplier shortages due to the winter storms. The funds originally set for this purchase have been carried over into Fiscal Year 27, allowing us to combine them with the new budget and placing multiple orders for future winter weather needs.

Findings/Current Activity:

Pricing for the rock salt has been approved under statewide contract #507. Morton Salt Company has been awarded the contract for our region, Region #1, of the state. Public Works will order salt as needed throughout the FY27 winter season.

Financial Impact:

Funding, totaling \$95,000 has been appropriated in the FY27 budget

Action options/Recommendations:

Staff recommends approval.

Attachment: SWC #507



SWC #507 Rock Salt

Contract Information and Usage Instructions

Contract Period:

Start Date – June 1, 2025

End Date – May 31, 2028, with two (2) one-year renewal options remaining

Summary/Background Information:

This contract includes product and delivery of Rock Salt for all State agencies, local governmental units, higher education institutions, and eligible 501(c)(3) tax-exempt corporations. All orders of 150 tons or larger are required to use this contract.

State Contract Administrator:

Lauryen Harris

Category Specialist

Central Procurement Office

(615) 361-4868

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Contractor Contact Information:

Cargill Inc.

Contract Number: 87298

Main:

salt_customercareroadsafety@cargill.com

Amanda Knaus

(800) 600-7258

Amanda_Knaus@cargill.com

24950 Country Club Blvd., Suite 450 North

Olmstead, OH 44070

Compass Minerals America, Inc

Contract Number: 87299

Main:

highwaygroup@compassminerals.com

Phone (Orders): 1-800-323-1641

Austin Hilbrands

hilbrandsa@compassminerals.com

9900 W 109th St. Suite 100

Overland Park, KS 66210

Morton Salt Inc.

Edison Contract Number: 87297

Andrew Lorenzini

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444 W Lake St. Ste. 3000

Chicago, IL 60606

Usage Instructions:**1. Specific Ordering Information:**

- a. Locate the Contractor that is appropriate for your county/bin location through the "SWC 507 Rock Salt TDOT and County Pricing Sheet" listed on the following website; <https://www.tn.gov/generalservices/procurement/central-procurement-office--cpo-/state-agencies-/statewide-contract-instruction--swc-.html>
- b. Contact the appropriate Contractor and submit a purchase order for your needs.
- c. Please see the contract line items for pricing information

2. General Delivery Information:

- a. Pick up is not allowed on this contract. All salt must be delivered directly to the purchasing agency by the Contractor.
- b. Deliveries shall be completed within thirty (30) days of order unless otherwise requested by the purchasing Authorized User.
- c. Deliveries must be completed during regular State business hours (Monday - Friday, 8:00 AM – 4:30 PM, excluding authorized State holidays), unless otherwise requested by the purchasing agency.

3. Minimum Order Requirements:

Per section 7.2. of the Terms and Conditions, the minimum order under this Contract is one hundred fifty (150) tons.

4. Local Government/Non-TDOT Usage Instructions:

- a. Non-TDOT Authorized Users shall provide an estimated quantity to the Contractor by October 1 of each contract year. Estimates provided by non-TDOT Authorized Users are not a guarantee or commitment of quantity to purchase.
- b. If a non-TDOT entity informs their Contractor of their intent to purchase by October 1 of each contract year the Contractor will be obligated to provide service to that respective non-TDOT entity. However, if a non-TDOT Authorized User does not provide the estimated quantity to the Contractor by October 1, whether or not to provide services to the non-TDOT Authorized User will be at the discretion of the Contractor.