



RESOLUTION 2026-40

A RESOLUTION AUTHORIZING THE CITY MANAGER TO AWARD A BID TO SWOP4G FOR HIGHWAY ROCK SALT.

WHEREAS, The City has participated in a co-operative bidding process for highway rock salt; and

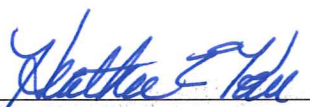
WHEREAS, Council and Staff recommend SWOP4G as the lowest and best bidder for the above-mentioned item

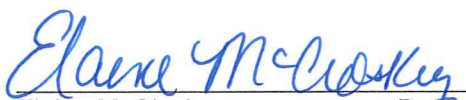
NOW THEREFORE BE IT RESOLVED BY THE CITY OF POWELL, COUNTY OF DELAWARE, STATE OF OHIO, AS FOLLOWS:

Section 1: That Council hereby awards the bid for highway rock salt to SWOP4G and authorizes the City Manager to enter into a contract on behalf of the City for the purpose of purchasing highway rock salt for the 2026-2027 winter season

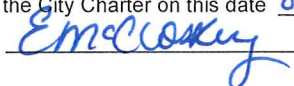
Section 2: It is hereby found and determined that all formal actions of this Council concerning and relating to the passage of this Resolution were adopted in an open meeting of Council and that all deliberations of Council and any of the decision-making bodies of the City of Powell which resulted in such formal actions were in meetings open to the public in compliance with all legal requirements of the City of Powell, Delaware County, Ohio

Section 3: This Resolution shall be in full force and effect immediately upon adoption.

 8/4/26
Heather Karr Date
Mayor

 8/4/26
Elaine McCloskey Date
City Clerk

ADOPTED DATE: August 4, 2026
EFFECTIVE DATE: August 4, 2026

This legislation has been posted in accordance with the City Charter on this date 8/5/26
 City Clerk



OFFICE OF THE CITY MANAGER

47 Hall Street | Powell, OH 43065 | 614.885.5380 | cityofpowell.us

MEMO

From: Andrew D. White, City Manager
To: Members of City Council
Initiated By: Charles E. Dukes, Director of Public Service
Re: Resolution 2026-40, A RESOLUTION AUTHORIZING THE CITY MANAGER TO AWARD A BID TO SWOP4G FOR HIGHWAY ROCK SALT.
Date: August 4, 2026

Summary:

Attached for Council's review is the Southwest Ohio Purchasers for Government (SWOP4G) bid acceptance letter for the 2026–2027 Rock Salt Program, Bid No. 26-010 SWOP4G. The awarded price is \$105.79 per ton for 1,500 tons, resulting in a total contract amount of \$158,685. The contract term is August 1, 2026, through July 31, 2027.

The previous contract price was \$70.71 per ton. The new price represents an increase of \$35.08 per ton, or approximately 49.6%. According to the supplier, the increase is primarily due to reduced inventory availability, higher production and procurement costs, and transportation and delivery considerations.

The 2025–2026 winter season significantly depleted rock salt inventories throughout the Northeast. Suppliers have taken a more cautious approach to pricing and volume commitments to ensure they can replenish inventories and reliably fulfill deliveries throughout the upcoming winter season.

The City currently has approximately 500 tons of rock salt in its stockpile. This inventory will allow the City to enter the winter season with an adequate supply before purchasing salt under the new contract and will provide coverage if winter weather occurs earlier than anticipated.

Legal Review:

The Law Director's office reviewed and approved the resolution as to form.

Finance Review:

The Finance Director has reviewed and supports the resolution.

Recommendation:

Staff recommends approval of Resolution 2026-40.



Department of Finance
Division of Procurement

City Hall
101 W. Third Street
P.O. Box 22
Dayton, OH 45401
(937) 333-4030 / Fax (937) 333-4037
www.daytonohio.gov

July 8, 2026

Via Email

American Rock Salt
ATTN: Jamie McClain
PO Box 190
Mt. Morris, NY 14510

RE: Bid Clarification – Bid No. 26-010SWOP4G – Rock Salt

Jamie,

The City of Dayton (City) seeks clarification of your company's response to our Bid No. 26-010SWOP4G Rock Salt. To ensure that all response documentation is being evaluated fairly and correctly the City seeks additional information.

After reviewing your bid, the City has questions that require additional information to assist with the evaluation of the product(s) and service(s) in your bid response. Please make this clarification of your proposal responses in writing on the attached "Bid Clarification" sheets included in this email.

Please email your clarification(s) to zachary.lee@daytonohio.gov, Subject: Bid No. 26-010SWOP4G Rock Salt. – no later than 5:00 PM local (Dayton OH) time on July 10, 2026.

- Should you have additional questions please feel free to contact the following individual:

Zachary Lee – zachary.lee@daytonohio.gov

To ensure the integrity of the bid process, a signed copy of this bid clarification notice shall be included with your company's response to this document.

Jamie A. McClain

(Print Name)

7/9/2026

(Date)

Jamie A. McClain
(Signature)

American Rock Salt Co., LLC

(Company Name)

Sincerely,

Zachary Lee
Zachary Lee
Buyer



CITY OF DAYTON
Bid No. 26-010SWOP4G
Rock Salt

Bid Clarification:

To: American Rock Salt

The City of Dayton (City) has reviewed your company's bid in response to the City's Bid No. 26-010SWOP4G and has additional questions for clarification. For continued consideration of your bid, all responses to the questions below shall be in writing and submitted back to the City no later than 5:00 PM local (Dayton OH) time on July 10, 2026.

1. What factors were considered when developing your submitted per-ton salt pricing?

Our submitted per-ton pricing was developed based on several factors, including the bid specifications, current inventory availability, and our ability to replenish stockpiles in a timely manner following deliveries.

2. For municipalities where pricing was not provided, what factors contributed to your decision not to submit pricing? Are there any specific barriers or limitations preventing your company from providing pricing to additional participating municipalities?

The same factors outlined above influenced our decision. In evaluating opportunities, we consider the bid specifications, available inventory levels, and our ability to reliably replenish stockpiles after fulfilling deliveries. These considerations are critical to ensuring we can meet customer requirements while maintaining dependable service.

3. Are there any other factors, market conditions, operational considerations, or logistical challenges that influenced your ability to provide pricing across all participating municipalities?

Yes. Transportation logistics, service area considerations, and overall delivered cost all play a significant role in determining where we can competitively and responsibly provide pricing. These operational and logistical factors are important in ensuring reliable product availability and service performance throughout our market area.

4. Is there any additional information you believe would be beneficial for us to understand regarding your pricing structure or participation in this solicitation?

The 2025-2026 winter season significantly depleted rock salt inventories throughout the Northeast, resulting in increased production costs and market pricing. Combined with constrained inventory levels and elevated costs associated with salt production and procurement over the past several months, suppliers have taken a cautious approach to ensure they do not commit to volumes beyond what can be realistically and reliably supplied.



CITY OF DAYTON
Bid No. 26-010SWOP4G
Rock Salt

5. **Can your company supply the full estimated rock salt tonnage for every municipality on which you submitted a bid, in accordance with the requirements of Bid No. 26-010SWOP4G?**

Yes. Our company is fully prepared and committed to supplying the full estimated rock salt tonnage for all municipalities where we were determined to be the apparent low bidder, in accordance with the requirement of Bid No. 26-010SWOP4G.

ROCK SALT BID NO. 26-010SWOP4G BID TAB
SEASON 2026-2027

Low Bid

Delivered price
Pick-up price

Item No.	Organization	Estimated Total Tons	American Rock Salt		Champion Landscape Supply		Morton Salt Inc.	
			Delivered Price	Pick-up Price	Delivered Price	Pick-up Price	Delivered Price	Pick-up Price
1	Batavia Township	1,000			\$119.00	\$116.00	\$125.41	\$110.00
2	Bath Township	500	\$120.43		\$124.00	\$121.00		
3	Beaver Creek Township Public Service	1,500	\$122.52		\$122.50	\$119.50		
4	Beaver Creek, City of	3,000	\$122.52		\$122.50	\$119.50		
5	Bellbrook, City of	400			\$124.00	\$121.00		
6	Bexley, City of	200	\$108.65					
7	Blendon Township	500	\$110.02					
8	Blue Ash, City of	3,000			\$119.00	\$116.00	\$113.04	\$110.00
9	Brookville, City of	300			\$122.50	\$119.50		
10	Butler Township	500			\$122.50	\$119.50		
11	Caesars Creek Township	300	\$122.52		\$121.50	\$118.50		
12	Cardington, Village of	75	\$116.57					
13	Cedarville, Village of	500	\$118.35		\$122.50	\$119.50		
14	Central Ohio Transit Authority (COTA)	600	\$108.65					
15	Champaign County Engineer	3,000			\$134.00	\$131.00		
16	Clayton, City of	1,500			\$122.50	\$119.50		
17	Clermont County Engineer	1,500			\$119.00	\$116.00	\$125.41	\$110.00
18	Clinton Township	200	\$109.31					
19	Concord Township	750	\$106.81					
20	Dayton Public Schools	200	\$121.92		\$121.50	\$118.50		
21	Dayton, City of	5,000			\$121.50	\$118.50		
22	Dublin, City of	2,000	\$110.85					
23	Englewood, City of	1,200			\$124.00	\$121.00		
24	Enon, Village of	100	\$113.77		\$127.00	\$124.00		
25	Evendale, Village of	400			\$121.50	\$118.50	\$113.38	\$110.00
26	Fairborn, City of	1,600	\$120.73		\$122.50	\$119.50		
27	Farmersville, Village of	100			\$121.50	\$118.50		
28	Gahanna, City of	2,000	\$109.25					
29	Genoa Township	400	\$105.79					
30	German Township	250			\$121.50	\$118.50		
31	Germantown, City of	400			\$121.50	\$118.50		
32	Goshen Township	600			\$119.00	\$116.00	\$116.36	\$110.00
33	Grandview Heights, City of	300	\$108.77					
34	Greater Dayton RTA	300			\$122.50	\$119.50		
35	Greene County Engineer	7,500	\$121.03		\$122.50	\$119.50		
36	Hamilton, City of	3,000			\$121.50	\$118.50		
37	Harlem Township	600	\$105.79					
38	Harrison Township	1,000			\$122.50	\$119.50		
39	Huber Heights, City of	6,000	\$115.73		\$122.50	\$119.50		
40	Indian Hill, Village of	2,500			\$119.00	\$116.00		
41	Jackson Township Road Department	150						
42	Jameson, Village of	120	\$120.73					
43	Kettering, City of	5,500	\$121.92		\$122.50	\$119.50		
44	Lebanon, City of	1,000			\$121.50	\$118.50		
45	Mason, City of	5,500			\$121.50	\$118.50		
46	Miami County Engineers Office	6,000			\$127.00	\$124.00		
47	Miami Township (Clermont County)	2,500			\$119.00	\$116.00	\$115.12	\$110.00
48	Miami Township (Montgomery County)	3,000			\$122.50	\$119.50		
49	Miamisburg, City of	2,000			\$122.50	\$119.50		
50	Middletown, City of	3,500			\$121.50	\$118.50		
51	Milford, City of	750			\$119.00	\$116.00	\$115.12	\$110.00
52	Monroe, City of	3,000			\$121.00	\$118.00	\$115.78	\$110.00
53	Montgomery County Engineer's Office	10,000			\$122.50	\$119.50		
54	Montgomery County Parks	1.5			\$122.50	\$119.50		
55	Moraine, City of	1,500			\$122.50	\$119.50		
56	Mount Gilead, Village of	200	\$116.57					
57	New Carlisle, City of	300	\$116.62		\$127.00	\$124.00		
58	New Jasper Township	400	\$121.92					
59	New Lebanon, Village of	50						
60	Oakwood, City of	900			\$122.50	\$119.50		
61	Obetz, City of	800	\$110.02					
62	Perry Township	300	\$110.91					
63	Pierce Township	1,200			\$119.00	\$116.00	\$113.43	\$110.00
64	Piqua, City of	3,000			\$127.00	\$124.00		
65	Powell, City of	1,500	\$105.79					
66	Riverside, City of	1,800	\$116.33		\$122.50	\$119.50		
67	St. Bernard, Village of	400			\$119.00	\$116.00	\$122.37	\$110.00
68	Sharonville, City of	1,500			\$121.00	\$118.00	\$123.38	\$110.00
69	Sidney, City of	1,500			\$142.00	\$139.00		
70	Spring Valley Township	300			\$122.50	\$119.50		
71	Stonewall Township	200			\$121.00	\$118.00	\$125.41	\$110.00
72	Sugarcreek Township	1,500			\$122.50	\$119.50		
73	Tate Township	250			\$119.00	\$116.00	\$125.94	\$110.00
74	Trenton, City of	600			\$121.00	\$118.00	\$116.24	\$110.00
75	Trotwood, City of	2,000			\$122.50	\$119.50		
76	Troy, City of	500			\$126.00	\$123.00		
77	Union Township Trustees	2,400			\$119.00	\$116.00	\$122.74	\$110.00
78	Union, City of	700			\$127.00	\$124.00		
79	Upper Arlington, City of	500	\$109.25					
80	Vandalia, City of	2,000	\$121.92		\$124.00	\$121.00	\$125.94	\$110.00
81	Washington Township (Clermont County)	200			\$124.00	\$121.00		
82	Washington Township (Montgomery County)	2,500			\$122.50	\$119.50		
83	West Carrollton, City of	1,250			\$122.50	\$119.50		
84	West Jefferson, Village of	400	\$110.79					
85	West Milton	300			\$127.00	\$124.00		
86	Whitehall, City of	3,000	\$109.37				\$127.30	\$110.00
87	Williamsburg Township	120						
88	Woodlawn, Village of	300			\$124.00	\$121.00		
89	Worthington, City of	2,000	\$110.02					
90	Wright-Patterson AFB **See item 15.0 in General Specifications	2,100			\$180.00	\$177.00	\$143.36	\$110.00
91	Xenia Township	900	\$121.33		\$124.00	\$121.00		
92	Xenia, City of	1,500	\$121.92		\$124.00	\$121.00		
93	Yellow Springs, Village of	150	\$120.25		\$129.00	\$126.00		