

# COUNCIL CHAMBER

City of Berea, Ohio

ORDINANCE No. 2019-51

By Nick Haschka Sponsored By Mayor Cyril M. Kleem

## AN ORDINANCE

### AUTHORIZING THE DIRECTOR OF PUBLIC SERVICE TO PARTICIPATE IN THE JOINT MUNICIPAL IMPROVEMENT CONSORTIUM FOR THE PURCHASE OF ROAD SALT FROM CARGILL DEICING TECHNOLOGY FOR 2019-2020.

WHEREAS, eleven (11) surrounding communities in Cuyahoga County formed the Joint Municipal Improvement Consortium through the City of Brecksville for the purpose of purchasing various public works products, including road salt and other deicing materials; and

WHEREAS, the Director of Public Service has determined that the City could purchase road salt and deicing materials through the Joint Municipal Improvement Consortium at a price lower than if purchased on the open market or through the ODOT Road Salt Program and under more favorable terms and conditions; and

WHEREAS, the Consortium received a bid from Cargill for 2019-2020 for \$63.41 per ton untreated and \$76.10 per ton for ClearLane, which was determined by the Consortium to be the lowest and best bid submitted.

NOW, THEREFORE, BE IT ORDAINED by the Council of the City of Berea, State of Ohio:

**SECTION 1.** That the Director of Public Service be authorized to participate in the Joint Municipal Improvement Consortium for the purchase of road salt and other deicing materials from Cargill Deicing Technology for 2019-2020, as set forth in Exhibit "A", attached hereto as the lowest and best and most responsive and responsible bid.

**SECTION 2.** That the Director of Public Service is hereby authorized to execute any and all documents necessary to effectuate the purposes of this Ordinance.

**SECTION 3.** That it is found and determined that all formal actions of this Council concerning and relating to the adoption of this Ordinance were adopted in an open meeting of this Council and that all deliberations of this Council and of any of its committees that resulted in such formal actions were in meetings open to the public, in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

**SECTION 4.** That this Ordinance shall take effect and be in force from and after the earliest period allowed by law.

PASSED: June 3, 2019

President of Council

ATTEST: Clerk of Council

APPROVED: June 5, 2019  
Mayor

Approved as to Form:

Director of Law

Exhibit "A"

**BID TABULATION: Supplying Sodium Chloride (November 1, 2018 - October 31, 2019)**

Purchasing Consortium Cities: Beachwood, Brecksville, Broadview Heights, Brooklyn, Brooklyn Heights, Cuyahoga County, Independence, Lakewood, Middleburg Heights, North Royalton, Valley View

Bid Opening: Friday, May 18, 2018 9:00 a.m.

Present: Becki Riser, City of Brecksville; Eugene Ruffin, Morton Salt, Tony DiPietro, Cargill Deicing Technology

**PLANHOLDERS**

- Cargill, Inc.
- Compass Minerals
- Morton Salt, Inc.
- PVS Chemicals, Inc.

**KEY SUMMARY OF BID SUBMISSIONS**

Cost for First Year, Untreated Sodium Chloride:

	<u>Per Ton, Dump Delivery</u>	<u>Per Ton, Piler Delivery</u>	<u>Exceptions</u>
CARGILL	\$58.71	\$63.71	Yes
COMPASS MINERALS	\$82.71	\$87.21	Yes
MORTON SALT, INC.	\$69.61	\$73.11	No

## **CARGILL DEICING TECHNOLOGY**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/18 – 10/31/19), Untreated Sodium Chloride:** \$58.71 Per Ton, Dump Delivery \$63.71 Per Ton, Piler Delivery

**Cost for First Year (11/1/18 – 10/31/19), Treated Sodium Chloride:** \$70.46 Per Ton, Dump Delivery \$75.46 Per Ton, Piler Delivery

**Products Bid:** Sodium Chloride for Ice Control & Enhanced Clearlane Deicer

**80% Contractual Minimum/No Maximum:** No, see Exceptions

**Second and Third Year Optional Extensions:** Yes

**Guaranteed Delivery Within 24-72 Hours?** Yes

**Minimum Order?** Yes.....Quantity: 22 Tons/Dump 300 Tons/Piler

**Exceptions:** Cargill agrees to supply each awarded delivery destination with the awarded quantity of product up to a maximum of 140% of the estimated total stated for each destination in the bid totaling 65,030 tons (the "Maximum Quantity"). In no event shall Cargill be obligated to supply Product to any destination in excess of the applicable Maximum Quantity; however, Cargill may subsequently agree to supply additional tons of Product on mutually agreeable terms, on a request-by-request basis. Under no circumstances shall Cargill be obligated to pay damages or penalties for failing to supply Product in excess of the applicable Maximum Quantity.

**Name & Address of Bidder:**  
Cargill, Inc. – Salt, Road Safety  
24950 Country Club Blvd., Suite 450  
North Olmsted, OH 44070  
Phone: 800-600-7258 Fax: 888-739-8705

**Contact:** Pamela Burciewicz, Customer Care Representative  
[Pamela\\_burciewicz@cargill.com](mailto:Pamela_burciewicz@cargill.com)

## **COMPASS MINERALS**

To supply in accordance with specifications, for a one-year period, the sum of:

**Cost for First Year (11/11/18 – 10/31/19), Untreated Sodium Chloride:**

\$82.71 Per Ton, Dump Delivery

\$87.21 Per Ton, Piler Delivery

**Cost for First Year (11/11/18 – 10/31/19), Treated Sodium Chloride:**

No Bid

No Bid

### **Products Bid:**

De-Icing Rock Salt "Untreated Sodium Chloride"

80% Contractual Minimum/No Maximum:

No, see Exceptions

Second and Third Year Optional Extensions:

No

Guaranteed Delivery Within 24-72 Hours?

No, see Exceptions

Minimum Order?

Yes..... Quantity: 20 Tons/Dump

200 Tons /Piler

Exceptions:

-100% Maximum

-Will BEGIN delivery within 24 hours

### **Name & Address of Bidder:**

Compass Minerals America, Inc.  
9900 West 109<sup>th</sup> Street  
Overland Park, KS 66210  
Phone: 800-323-1641 Fax: 913-338-7945

Contact: Doug Dyer

[dyerd@compassminerals.com](mailto:dyerd@compassminerals.com)

**MORTON SALT, INC.**

*To supply in accordance with specifications, for a one-year period, the sum of:*

**Cost for First Year (11/1/18 – 10/31/19), Untreated Sodium Chloride:**  
\$69.61 Per Ton, Dump Delivery      \$73.11 Per Ton, Piler Delivery

**Cost for First Year (11/1/18 – 10/31/19), Treated Sodium Chloride:**  
No Bid      No Bid

**Products Bid:** Morton Bulk Safe-T-Salt

**80% Contractual Minimum/No Maximum:** Yes

**Second and Third Year Optional Extensions:** Yes

**Guaranteed Delivery Within 24-72 Hours?** Yes

**Minimum Order?** Yes.....Quantity: 23 slo /Dump      200 Tons/Pier

**Exceptions:** None.

**Name & Address of Bidder:**  
Morton Salt, Inc.  
444 West Lake Street, Suite 3000  
Chicago, IL 60606  
Phone: 855-665-4540      Fax: 312-896-9208

**Contact:** Anthony Patton/Daniel Thompson  
Director, US Gov't Bulk Deicing Sales & Marketing / VP Bulk Deicing Sales & Marketing  
[bids@mortonsalt.com](mailto:bids@mortonsalt.com)

# HISTORICAL PRICING FOR PURCHASING CONSORTIUM:

Year	Awarded Bidder	Price for Untreated Sodium Chloride – Dump Delivery
2000	Cargill	\$ 22.25
2001	Cargill	\$ 27.98
2002	Cargill	\$ 29.43
2003/04	Cargill	\$ 30.68
2004/05	Cargill	\$ 30.35
2005/06	Cargill	(Extension) \$ 31.45
2006/07	Cargill	\$ 32.97
2007/08	Cargill	(Extension) \$ 34.22
2008/09	Cargill	\$ 41.06
2009/10	Cargill	(Extension) \$ 47.21
2010/11	Cargill	(Extension) \$ 47.21
2011/12	Cargill	\$ 47.97
2012/13	Cargill	(Extension) \$ 47.97
2013/14	Cargill	\$45.38
2014/15	Cargill	(Extension) \$49.39
2015/16	Cargill	\$56.29
2016/17	Cargill	(Extension) \$53.29
2017/18	Cargill	(Extension) \$52.29
Apparent Low Bidder		
2018/19	Cargill	\$58.71 Untreated (\$70.46 Treated)

BID BOND

KNOW ALL BY THESE PRESENTS, That we, Cargill, Incorporated - Deicing Technology  
of 24950 Country Club Blvd., Ste. 450, North Olmstead, OH 44070

(hereinafter called the Principal), as Principal, and Liberty Mutual Insurance Company

(hereinafter called the Surety), as Surety are held and firmly bound unto the City of Brecksville

(hereinafter called the Obligor) in the penal sum of two hundred seventy two seven hundred seven and 95/100  
Dollars ( \$272,707.95 )

for the payment of which the Principal and the Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, That WHEREAS, the Principal has submitted or is about to submit a proposal to the Obligor on a contract for furnishing bulk road salt

NOW, THEREFORE, If the said Contract be timely awarded to the Principal and the Principal shall, within such time as may be specified, enter into the Contract in writing, and give bond, if bond is required, with surety acceptable to the Obligor for the faithful performance of the said Contract, then this obligation shall be void; otherwise to remain in full force and effect.

Signed and sealed this 17<sup>th</sup> day of May, 2018

[Signature]

Witness

Cargill, Incorporated - Deicing Technology (Seal)

Principal

Pamela S. Burcewicz  
Pamela S. Burcewicz  
Customer Care Rep. II

Title

Liberty Mutual Insurance Company

By S. R. Donovan  
S. R. Donovan

Attorney-in-Fact

[Signature]

Witness



**THIS POWER OF ATTORNEY IS NOT VALID UNLESS IT IS PRINTED ON RED BACKGROUND.**

This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Certificate No. 58-0506

American Fire and Casualty Company  
The Ohio Casualty Insurance Company

Liberty Mutual Insurance Company  
West American Insurance Company

**POWER OF ATTORNEY**

KNOWN ALL PERSONS BY THESE PRESENTS: That American Fire & Casualty Company and The Ohio Casualty Insurance Company are corporations duly organized under the laws of the State of New Hampshire, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint Brian Turnwall, S.R. Donovan

all of the city of Wayzata, state of MN each individually if there be more than one named its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver for and on its behalf as surely and as its act and deed any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 8th day of January, 2015

American Fire and Casualty Company  
The Ohio Casualty Insurance Company  
Liberty Mutual Insurance Company  
West American Insurance Company

By: David M. Carey  
David M. Carey, Assistant Secretary

STATE OF PENNSYLVANIA ss  
COUNTY OF MONTGOMERY

On this 8th day of January, 2015, before me personally appeared David M. Carey, who acknowledged himself to be the Assistant Secretary of American Fire and Casualty Company, Liberty Mutual Insurance Company, The Ohio Casualty Insurance Company, and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at Plymouth Meeting, Pennsylvania, on the day and year first above written.

By: Teresa Pastella  
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of American Fire and Casualty Company, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company which resolutions are now in full force and effect reading as follows

ARTICLE IV - OFFICERS - Section 12. Power of Attorney. Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surely any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority

ARTICLE XIII - Execution of Contracts - SECTION 5. Surety Bonds and Undertakings. Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surely any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation - The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surely any and all undertakings, bonds, recognizances and other surety obligations.

Authorization - By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed

I, Gregory W. Davenport, the undersigned, Assistant Secretary, of American Fire and Casualty Company, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 17<sup>th</sup> day of May, 2018

By: Gregory W. Davenport  
Gregory W. Davenport, Assistant Secretary

To confirm the validity of this Power of Attorney call  
1-610-832-8240 between 9:00 am and 4:30 pm EST on any business day.



Acknowledgment

STATE OF MINNESOTA }  
                                  } ss.  
COUNTY OF HENNEPIN }

On this 17<sup>th</sup> day of May, 2018, before me a Notary Public within and for said County, personally appeared S. R. DONOVAN to me personally known, who being by me duly sworn did say that she is the Attorney-in-Fact of LIBERTY MUTAL INSURANCE COMPANY, the corporation named in the foregoing instrument, and that the seal affixed to said instrument is the Corporate Seal of said corporation, and that said instrument was signed and sealed on behalf of said corporation by authority of its Board of Directors and said S. R. DONOVAN acknowledged said instrument to be the free act and deed of said corporation.

  
Marie D. Saliterman, Notary Public

My Commission Expires: 1/31/2020



### BID FORM

To supply in accordance with the specifications for a one-year period:

**Cost for FIRST year, Untreated Sodium Chloride:**

\$ 58.71 Per Ton, Dump Delivery

\$ 63.71 Per Ton, Piler Delivery

**Cost for FIRST year, Treated Sodium Chloride:**

\$ 70.46 Per Ton, Dump Delivery

\$ 75.46 Per Ton, Piler Delivery

Products Bid: Sodium Chloride for Ice Control and Enhanced ClearLane<sup>®</sup> Deicer

80% Contractual Minimum/No Maximum, per CMA:  
(based on Estimated Quantities, pg. 4)

☐ Yes

☒ No

\*see exception page

Guaranteed Delivery Within 24 - 72 Hours?  
(as outlined in Delivery specifications, pg. 5)

☒ Yes

☐ No

Second and Third Year Optional Extensions:

☒ Yes

☐ No

Optional second year and third year extensions of the contract based upon acceptance by the CMA of prices negotiated through the consortium administrator on behalf of all consortium members.

Minimum Order?

☐ No

☒ Yes, Quantity: 22 tons/Dump 300 tons /Piler

Name & Address of Bidder:

Cargill, Inc. - Salt, Road Safety

24950 Country Club Blvd., Ste. 450

North Olmsted, OH 44070

Phone: 800-600-7258 Fax: 888-739-8705

Email: pamela\_burcewicz@cargill.com

Authorized Signature:

Pamela S. Burcewicz

Pamela S. Burcewicz  
(Please type or print name)

Title:

Customer Care Rep. II

Enclosed: ☒ 10% Bid Bond OR ☐ Bid Check, Amount \$ \_\_\_\_\_

Date of Bid Submission: May 17, 2018 Last Addendum Received: n/a

Please list any and all exceptions to the specifications upon which your bid is based. If there are no exceptions listed on this page, your bid will be considered to be in complete accordance with specifications.

Cargill agrees to supply each awarded delivery destination with the awarded quantity of product up to a maximum of 140% of the estimated total stated for each destination in the bid totaling 65,030 tons (the "Maximum Quantity"). In no event shall Cargill be obligated to supply Product to any destination in excess of the applicable Maximum Quantity; however, Cargill may subsequently agree to supply additional tons of Product on mutually agreeable terms, on a request-by-request basis. Under no circumstances shall Cargill be obligated to pay damages or penalties for failing to supply Product in excess of the applicable Maximum Quantity.

NAME OF BIDDER Cargill, Inc. - Salt, Road Safety

**REFERENCES \*\*\*\*SEE ATTACHED\*\*\*\***

List references for similar contract work completed during the last two years. Include name and phone number of a contact person for each reference listed.

1. Company or Municipality Name \_\_\_\_\_  
Address \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_  
Contract Date \_\_\_\_\_
  
2. Company or Municipality Name \_\_\_\_\_  
Address \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_  
Contract Date \_\_\_\_\_
  
3. Company or Municipality Name \_\_\_\_\_  
Address \_\_\_\_\_  
Contact Name \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_  
Contract Date \_\_\_\_\_

NAME OF BIDDER Cargill, Inc. - Salt, Road Safety



24950 Country Club Blvd, Suite 450  
North Olmsted, OH 44070

Dear Valued Customer,

We are pleased to announce that Cargill, Incorporated – Deicing Technology Business will be transitioning its name to Cargill, Incorporated – Salt, Road Safety to better reflect our mission to protect lives and enhance commerce by providing sustainable Road Safety solutions.

You will notice our new name on the following bid documents and on future documents. As expected, this transition will take time and you will notice either Cargill, Incorporated – Deicing Technology Business or Cargill, Incorporated – Salt, Road Safety on various documents over the course of the year. This change is for naming purposes only as our office location, contact information, remit to addresses, and federal ID will remain the same. We anticipate this transition to be completed by May 31, 2019.

If you have any questions or concerns, please feel free to contact our Customer Care department at 800-600-7258. Thank you.

Sincerely,

A handwritten signature in black ink that reads "Pamela S. Burcewicz". The signature is written in a cursive, flowing style.

Pamela S. Burcewicz  
Cargill, Inc. - Salt, Road Safety  
Customer Care Representative II  
1.800.600.SALT (7258)



Salt, Road Safety  
24950 Country Club Blvd, Suite 450  
North Olmsted, OH 44070

## CUSTOMER REFERENCES

### CITY OF CLEVELAND, OHIO

Randall Scott, Acting Commissioner  
Division of Streets  
601 Lakeside City Hall R25  
Cleveland, OH 44114  
PHONE 216-664-2093

### STATE OF INDIANA

Abigail Chittenden, Vendor Contract Manager  
402 W. Washington St W-468  
Indianapolis, IN 46204  
PHONE 317-234-6906

### STATE OF KENTUCKY

Michael Williams, Snow and Ice Coordinator  
11234 Wilkinson Blvd.  
Frankfort, KY 40622-0001  
PHONE 502-782-5616

### STATE OF OHIO

Thomas Pannett, Administrator  
1980 West Broad St.  
Columbus, OH 43223  
PHONE 614-728-2071

### STATE OF WEST VIRGINIA

W.Kyle Stollings PE, Director Maintenance Div.  
Bldg 5 Rm A-350  
1900 Kanawha Blvd., East  
Charleston, WV 25305  
PHONE 304-558-2901



Salt, Road Safety  
24950 Country Club Blvd, Suite 450  
North Olmsted, OH 44070

### **Clearlane® Enhanced Deicer References**

- 1) Town of Newington (CT)  
Contact: Tom Molloy  
131 Cedar St  
Newington, CT 06111  
Ph# (860) 667-5810
- 2) Town of Webster (MA)  
Contact: Kenneth Pizzetti  
23 Cudworth Rd.  
Webster, MA 01570  
Ph# (508) 949-3862
- 3) City of St. Paul (MN)  
Contact: Chris Reese- Street Maintenance Supervisor III  
873 North Dale Street  
St. Paul, MN 55103  
Ph# (651) 261-9703
- 4) City of Noblesville (IN)  
Contact: Patty Johnson  
1575 Pleasant Street  
Noblesville, IN 46060  
Ph# (317) 776-6348 ext. 113
- 5) City of Bloomington (IN)  
Contact: Joe Vandeventer  
1981 South Henderson  
Bloomington, IN 47401  
Ph# (812) 327-3336
- 6) City of Indianapolis (IN)  
Contact: Steve Pruitt  
1725 South West St  
Indianapolis, IN 46225  
Ph# (317) 327-2912
- 7) Abraxus Snow Removal (OH)  
Contact: Frank Dedon  
P.O. Box 30550  
Cleveland, OH 44130  
Ph# (216) 244-6793

**CITY OF BRECKSVILLE BIDDER'S AFFIDAVIT  
PERSONAL PROPERTY TAX DELINQUENCY**

RE: City of Brecksville

Bid: Supplying Sodium Chloride in 2018/2019  
Personal Property Tax Certification  
Required by Ohio Revised Code  
Section 5719.042

City of Brecksville  
9069 Brecksville Road  
Brecksville, OH 44141

Dear Sir:

Cargill, Inc. - Salt, Road Safety  
Company Name



President/Owner

Vice President – Road Safety Managing Director

(A) The above hereby certifies that the party to whom contract award is being considered was not charged with any delinquent personal property tax on the general tax list of personal property for any county in the State of Ohio at the time the bid was submitted for the above referenced contract.

OR

\_\_\_\_\_  
Company Name

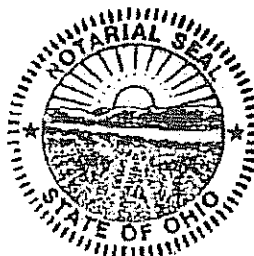
\_\_\_\_\_  
President/Owner

(B) The above hereby certifies that the party to whom contract award is being considered has been charged with a delinquency regarding personal property tax on the general tax list of personal property for any county in the State of Ohio at the time of bid opening for the above referenced contract. The amount of the due and unpaid delinquent taxes, including any due and unpaid penalties and interest thereon, is \$\_\_\_\_\_. It is understood that the Treasurer is required to transmit this statement to the County Treasurer.

It is understood that, by law, this statement is to be signed by the party whose bid has been tentatively accepted, and must be affirmed under oath. If the statement indicates that the taxpayer was charged with any such taxes, a copy of the statement shall be transmitted to the Cuyahoga County Fiscal Officer within thirty days of the date it is submitted. The statement must be incorporated into the contract before any payment can be made under the subject contract.

Kenneth G. Howe SWORN TO before me and subscribed in my  
presence this 17th day of May, 20 18

Deborah D Williams  
Notary Public



Deborah D Williams  
Notary Public, State of Ohio  
My Commission Expires 11/22

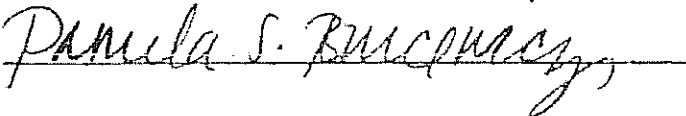


## CERTIFICATE OF COMPLIANCE

By signing this certificate, I certify that I/my company is in full compliance with the political contributions limitations established in Ohio Revised Code 3517.13, and is therefore eligible to receive a contract from each City represented in this bid, except the City of NONE (state NONE if no exceptions).

Ohio Revised Code 3517.13 states in part that no political subdivision shall award any contract for the purchase of goods or services with a cost aggregating more than ten thousand dollars in a calendar year, to any individual, partnership or other unincorporated business, if any member of the firm, their spouse and/or certain other individuals has made, within the previous twenty-four months, one or more contributions totaling in excess of one thousand dollars to the holder of the public office having ultimate responsibility for the award of the contract or to the public officer's campaign committee, or one or more contributions totaling in excess of two thousand dollars for the business. Bidders are responsible for understanding the code, how it pertains to their business and whether they comply. The complete Code can be found at <http://codes.ohio.gov/orc/3517.13>.

A list of City officials for each community can be found on their websites.

COMPANY NAME	<u>Cargill, Inc. - Salt, Road Safety</u>
ADDRESS	<u>24950 Country Club Blvd., Ste. 450</u> <u>North Olmsted, OH 44070</u>
AUTHORIZED SIGNATURE	<u></u>
PRINTED NAME	<u>Pamela S. Burcewicz</u>
EMAIL ADDRESS	<u>pamela_burcewicz@cargill.com</u>
DATE SIGNED	<u>May 17, 2018</u>

\*\*\*\*\*

### DESCRIPTION OF WORK TO BE PERFORMED

Supplying Sodium Chloride & Delivery When Required

NON-COLLUSION AFFIDAVIT OF  
PRIME BIDDER

State of Ohio )  
 )ss  
County of Lorain )

Pamela S. Burcewicz, being first duly sworn, deposes and  
says that:

He/She is Customer Care Rep. II of Cargill, Inc. - Salt Road Safety the bidder that  
has submitted the attached bid;

He is fully informed respecting the preparation and contents of the attached bid and all  
pertinent circumstances respecting such bid;

Such bid is genuine and is not a collusive or sham bid; either the said bidder nor any of its officers, partners,  
owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way  
colluded, conspired, connived, or agreed directly or indirectly with any other bidder, firm, or person to submit a  
collusive or sham bid in connection with the contract for which the attached bid has been submitted, or to  
refrain from bidding in connection with such contract, or has in any manner directly or indirectly sought by  
agreement, collusion, communication, or conference with any other bidder, firm, or person to fix the price or  
prices in the attached bid or of any other bidder, or to fix any overhead, profit, or cost element of bid price or  
the bid price of any other bidder, or to secure through any collusion, conspiracy, connivance, or unlawful  
agreement any advantage against the City of Brecksville, Ohio, or any person interested in the proposed  
contract; and the price or prices quoted in the attached bid are fair, proper, and not tainted by any  
collusion, conspiracy, connivance, or unlawful agreement on the part of the bidder or any of its agent's  
representatives, owners, employees, or parties in interest, including this affiant.

Signed:

Pamela S. Burcewicz

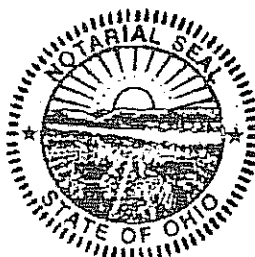
Title:

Customer Care Rep. II

Subscribed and sworn to before me this 17th day of May, 2018.

Deborah D. Williams  
Notary Public Signature

My Commission expires 11/2022



Deborah D. Williams  
Notary Public, State of Ohio  
My Commission Expires \_\_\_\_\_

## FINDINGS FOR RECOVERY CERTIFICATION

I am aware that Ohio law, under certain circumstances, prohibits a political subdivision from awarding a contract for goods, services or construction to any person against whom a finding of recovery has been issued by the Auditor of State, if that finding is unresolved.

I hereby certify that an unresolved finding for recovery has not been issued against:

Cargill, Inc. - Salt, Road Safety

(Company Name)

Signature:

Pamela S. Burcewicz

Printed Name: Pamela S. Burcewicz

Title:

Customer Care Rep. II

Date:

May 17, 2018

**POWER OF ATTORNEY**  
**Cargill, Incorporated - Salt, Road Safety**

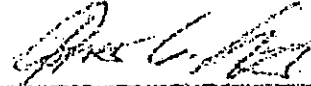
KNOW ALL MEN BY THESE PRESENTS, That Cargill, Incorporated, a Corporation duly organized and existing under the laws of the State of Delaware, and having its Home Office in the City of Minneapolis, Minnesota, has made, constituted and appointed, and does by these presents, constitute and appoint:

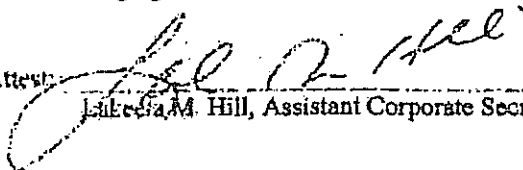
Jim Anderson	Gail Hubbell	John Petryszyn
Thomas Bowling	Brittney Ingold	Sean M. Riley
Stacey Bruzda	Rebekah Irish	Tameka Roby
Pamela S. Burcewicz	Kaitlyn L. Jackson	Christine M. Rupert
Descree Caver	Mary Kleiner	Anna Sarley
Jean Davis	Amanda Knaus	Ashley Sliffe
Tony DiPietro	Denise A. Koch	George Varga
Adam Donegan	Sarah Liederbach	Ryann Walsh
Ron Erjavec	Alison Marincek	Danielle Wilford
Joshua D. Evcic	Bill Miller	Deborah D. Williams
Courtney Fugate	Katelyn Mondak	Roger Wilson
Chris Gampfer	Lisa O'Neal	Chet Wornack
Nadine Gilbert	Aileen Orlando	
Jim Hart	Angele Peterson	
Kenneth G. Howe	Stewart Petrick	

each its true and lawful Attorneys-in-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, seal, acknowledge and deliver bids, bid bonds, contracts, performance bonds, and such other documents as may be necessary or required in connection with the bid, sale or delivery of mineral rock salt, solar salt, salt chemical mixtures, evaporated salt, and/or road deicing salt, to any state, county, city, municipality, or corporate body with which the Company may do business and to bind the Corporation thereby as fully and to the same extent as if such documents were signed by an officer of the Salt group, sealed with the Corporate Seal of the Corporation and duly attested by its Assistant Corporate Secretary, hereby ratifying and confirming all the said Attorney(s)-in-Fact may do in the premises.

IN WITNESS WHEREOF, Cargill, Incorporated has caused these presents to be signed by its Vice President, Cargill Salt, and its Assistant Corporate Secretary, and its Corporate Seal to be hereunto affixed this 19th day of April, 2018.

Cargill, Incorporated

By:   
Kenneth G. Howe, Vice President, Cargill Salt  
Managing Director, Road Safety

Attest:   
Liliana M. Hill, Assistant Corporate Secretary

STATE OF OHIO

) ss

COUNTY OF Lorain

On May 17, 2018, before me, a Notary Public in and for said County and State, residing therein, duly commissioned and sworn, personally appeared Pamela S. Burcewicz known to me to Attorney-in-Fact of CARGILL, INCORPORATED, the Corporation described in and that executed the within and fore-going instrument, and known to me to be the person who executed the said instrument in behalf of the said corporation; and he duly acknowledged to me that such corporation executed the same.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, the day and year stated in the certificate above.

Deborah D Williams  
Notary Public



## Technical Information

# Bulk Ice Control Salt

### DESCRIPTION:

Bulk Ice Control Salt is a coarse screened, translucent to white crystalline solid obtained from underground bedded salt deposits by physical mining. The salt is exploited by drilling and blasting with explosives in a manner similar to that used in other types of mineral mining. The mined salt is then crushed, screened and hoisted to the surface where it is stockpiled awaiting distribution as a highway deicing product.

### COMPLIANCE:

Bulk Ice Control Salt is not approved for human or animal consumption. It is intended for use only as a chemical deicer on roadways and thoroughfares. This salt complies fully with ASTM Specification D 632-99 Type 1, Grade 1.

### ADDITIVES:

Bulk Ice Control Salt may contain Yellow Prussiate of Soda, which is added to improve caking resistance.

### APPLICATIONS:

Bulk Ice Control Salt is intended for use as an ice and snow removal agent on highways and other roadways.

### PACKAGING AND SHIPPING:

Bulk Ice Control Salt is available only in bulk form. Bulk quantities are shipped by rail or truck.

### METHODS OF ANALYSIS:

Methods of analysis and product performance evaluation are taken from the ASTM designations D 632 and E 534.

### CHEMICAL ANALYSIS:

Component	Units	Typical	Specification
Sodium Chloride (dry basis) <sup>1</sup>	%	95.8	95.0 min.
Calcium & Magnesium (as Ca) <sup>1</sup>	%	1.1	-
Sulfate (as SO <sub>4</sub> ) <sup>1</sup>	%	2.7	-
Water Insolubles <sup>1</sup>	%	0.4	2.0 max.
Surface Moisture <sup>2</sup>	%	0.1	1.0 max.
Yellow Prussiate of Soda <sup>3</sup>	ppm	50	100 max.

<sup>1</sup>By difference of impurities before conditioning.

<sup>2</sup>110°C for 2 hours before conditioning.

<sup>3</sup>Optional anticaking agent (sodium ferrocyanide decahydrate).

### SIEVE ANALYSIS:

U.S.S. Mesh	Opening Inches	Opening Microns	Typical	Specification
1/2"	0.500	12500	100	100 min.
3/8"	0.375	9500	98	95 - 100
4	0.187	4750	71	20 - 90
8	0.0937	2360	39	10 - 60
30	0.0232	600	11	15 max.

Note: Sieve analysis is reported as percent passing.

### BULK DENSITY:

Parameter	Typical	Specification
Pounds per Cubic Foot	75	71 - 79
Grams per Liter	1200	1135 - 1265

Note: Bulk density is reported as loose (uncompacted).

PRODUCING LOCATION: CLEVELAND, OH

Material Number 100011135

No. 4700 Revised December 2013

**CARGILL SALT**  
P.O. Box 5621  
Minneapolis, MN  
55440  
1-888 385-7258

NOTICE: All of the above statements, recommendations, suggestions and data are based on our laboratory results, and we believe some to be reliable. Nevertheless, with the exception of data showing an express guaranty (such as in the case of products specifically designed for use as nutrient supplements), all such statements, recommendations, suggestions and data hereinabove presented are made without guaranty, warranty or responsibility of any kind on our part.



## SAFETY DATA SHEET

### 1. Identification

**Product Identifier** Bulk Ice Control Salt with YPS

**Other means of Identification**

**SDS number** NB2

**Synonyms** Sodium Chloride (Salt). \* Ice Control Salt.

**Recommended use** Salt may be intended for food or animal feed (agricultural) as well as several industrial applications including deicing and water conditioning.

**Recommended restrictions** None known.

**Manufacturer/Importer/Supplier/Distributor information**

**Manufacturer**

**Company name** Cargill Incorporated

**Address** Minneapolis, MN 55440

**Telephone** 1-888-385-7258

**Website** www.cargillsalt.com

**Emergency telephone number** CHEMTREC (800) 424-9300

### 2. Hazard(s) Identification

**Physical hazards** Not classified.

**Health hazards** Not classified.

**OSHA defined hazards** Not classified.

**Label elements**

**Hazard symbol** None.

**Signal word** None.

**Hazard statement** The mixture does not meet the criteria for classification.

**Precautionary statement**

**Prevention** Observe good industrial hygiene practices.

**Response** Wash hands after handling.

**Storage** Store away from incompatible materials.

**Disposal** Dispose of waste and residues in accordance with local authority requirements.

**Hazard(s) not otherwise classified (HNOC)** None known.

### 3. Composition/Information on Ingredients

#### Mixtures

Chemical name	CAS number	%
Sodium Chloride	7647-14-5	95.8-99.8
Sodium Ferrocyanide Decahydrate	13601-19-9	0.0050-0.0100

GRAS Substance (Generally Recognized As Safe).

### 4. First-aid measures

**Inhalation** If dust from the material is inhaled, remove the affected person immediately to fresh air. Call a physician if symptoms develop or persist.

**Skin contact** Wash off with soap and water. Get medical attention if irritation develops and persists.

**Eye contact** Rinse with water. Get medical attention if irritation develops and persists.

**Ingestion** Give one or two glasses of water if patient is alert and able to swallow. Get medical attention if symptoms occur.

**Most important symptoms/effects, acute and delayed** Direct contact with eyes may cause temporary irritation.

**Indication of immediate medical attention and special treatment needed** Treat symptomatically.

**General information** Ensure that medical personnel are aware of the material(s) involved, and take precautions to protect themselves.

## 5. Fire-fighting measures

**Suitable extinguishing media** Water fog. Foam. Dry chemical powder. Carbon dioxide (CO<sub>2</sub>).

**Unsuitable extinguishing media** Do not use water jet as an extinguisher, as this will spread the fire.

**Specific hazards arising from the chemical** During fire, gases hazardous to health may be formed.

**Special protective equipment and precautions for firefighters** Self-contained breathing apparatus and full protective clothing must be worn in case of fire.

**Fire-fighting equipment/instructions** Use water spray to cool unopened containers.

**Specific methods** Use standard firefighting procedures and consider the hazards of other involved materials.

**General fire hazards** This product is not flammable or combustible.

## 6. Accidental release measures

**Personal precautions, protective equipment and emergency procedures** Keep unnecessary personnel away. Avoid inhalation of dust from the spilled material. Use a NIOSH/MSHA approved respirator if there is a risk of exposure to dust/fume at levels exceeding the exposure limits. Do not touch damaged containers or spilled material unless wearing appropriate protective clothing. For personal protection, see section 8 of the SDS.

**Methods and materials for containment and cleaning up** If sweeping of a contaminated area is necessary use a dust suppressant agent which does not react with the product. Collect dust using a vacuum cleaner equipped with HEPA filter. Minimize dust generation and accumulation. Avoid release to the environment. Following product recovery, flush area with water. For waste disposal, see section 13 of the SDS.

**Environmental precautions** Avoid discharge into drains, water courses or onto the ground.

## 7. Handling and storage

**Precautions for safe handling** Provide appropriate exhaust ventilation at places where dust is formed. Minimize dust generation and accumulation. Avoid breathing dust. Avoid contact with eyes. Avoid contact with water and moisture. Keep away from strong acids. Practice good housekeeping.

**Conditions for safe storage, including any incompatibilities** Store in original tightly closed container. Store in a well-ventilated place. Store away from incompatible materials (see Section 10 of the SDS). Becomes hygroscopic at 70-75% relative humidity. Avoid humid or wet conditions as product will cake and become hard.

## 8. Exposure controls/personal protection

**Occupational exposure limits** No exposure limits noted for ingredient(s).

**Biological limit values** No biological exposure limits noted for the ingredient(s).

**Appropriate engineering controls** Ventilation should be sufficient to effectively remove and prevent buildup of any dusts or fumes that may be generated during handling or thermal processing.

**Individual protection measures, such as personal protective equipment**

**Eye/face protection** Unvented, tight fitting goggles should be worn in dusty areas.

**Skin protection**

**Hand protection** Wear appropriate chemical resistant gloves.

**Other** Wear suitable protective clothing.

**Respiratory protection** Use a NIOSH/MSHA approved respirator if there is a risk of exposure to dust/fume at levels exceeding the exposure limits. If engineering controls do not maintain airborne concentrations below recommended exposure limits (where applicable) or to an acceptable level (in countries where exposure limits have not been established), an approved respirator must be worn.

**Thermal hazards** Wear appropriate thermal protective clothing, when necessary.



**General hygiene considerations**

Always observe good personal hygiene measures, such as washing after handling the material and before eating, drinking, and/or smoking. Routinely wash work clothing and protective equipment to remove contaminants.

**9. Physical and chemical properties**

Appearance	White crystalline solid
Physical state	Solid.
Form	Crystalline solid.
Color	White to opaque
Odor	Halogen odor when heated
Odor threshold	Not available.
pH	Not available.
Melting point/freezing point	1473.8 °F (801 °C)
Initial boiling point and boiling range	2669 °F (1465 °C) (760 mmHg)
Flash point	Not available.
Evaporation rate	Not available.
Flammability (solid, gas)	Not available.
Upper/lower flammability or explosive limits	
Flammability limit - lower (%)	Not available.
Flammability limit - upper (%)	Not available.
Explosive limit - lower (%)	Not available.
Explosive limit - upper (%)	Not available.
Vapor pressure	2.4 mm Hg (1376.6 °F (747 °C))
Vapor density	Not available.
Relative density	2.16 (H <sub>2</sub> O = 1)
Solubility(ies)	
Solubility (water)	26.4 %
Partition coefficient (n-octanol/water)	Not available.
Auto-ignition temperature	Not available.
Decomposition temperature	Not available.
Viscosity	Not available.
Other information	
Bulk density	35 - 83 lb/ft <sup>3</sup>
Molecular formula	NaCl
Molecular weight	58.44
pH in aqueous solution	6 - 9

**10. Stability and reactivity**

Reactivity	The product is stable and non-reactive under normal conditions of use, storage and transport.
Chemical stability	Material is stable under normal conditions.
Possibility of hazardous reactions	No dangerous reaction known under conditions of normal use.
Conditions to avoid	Contact with incompatible materials. Avoid dispersal of dust in the air (i.e., clearing dust surfaces with compressed air).
Incompatible materials	Avoid contact with strong acids. Becomes corrosive to metals when wet.
Hazardous decomposition products	May evolve chlorine gas when in contact with strong acids.

## 11. Toxicological information

### Information on likely routes of exposure

Ingestion	Expected to be a low ingestion hazard.
Inhalation	Inhalation of dusts may cause respiratory irritation.
Skin contact	Prolonged or repeated skin contact may cause irritation.
Eye contact	Dust in the eyes will cause irritation.

### Symptoms related to the physical, chemical and toxicological characteristics

Eye and skin contact: Exposure may cause temporary irritation, redness, or discomfort. For ingestion, consuming less than a few grams would not be harmful. The following effects were observed after ingesting an excessive quantity: nausea and vomiting, diarrhea, cramps, restlessness, irritability, dehydration, water retention, nose bleed, gastrointestinal tract damage, fever, sweating, sunken eyes, high blood pressure, muscle weakness, dry mouth and nose, shock, cerebral edema (fluid on brain), pulmonary edema (fluid in lungs), blood cell shrinkage, and brain damage (due to dehydration of brain cells). Death is generally due to cardiovascular collapse or CNS damage.

### Information on toxicological effects

Acute toxicity In some cases of confirmed hypertension, ingestion may result in elevated blood pressure.

Components	Species	Test Results
Sodium Chloride (CAS 7647-14-5)		
Acute Oral LD50	Mouse	4000 mg/kg
	Rat	3000 mg/kg
	Mouse	2802 mg/kg

Skin corrosion/irritation Prolonged skin contact may cause temporary irritation.

Serious eye damage/eye irritation Dust in the eyes will cause irritation.

### Respiratory or skin sensitization

Respiratory sensitization Not available.

Skin sensitization This product is not expected to cause skin sensitization.

Germ cell mutagenicity No data available to indicate product or any components present at greater than 0.1% are mutagenic or genotoxic.

Carcinogenicity This product is not considered to be a carcinogen by IARC, ACGIH, NTP, or OSHA.

### OSHA Specifically Regulated Substances (29 CFR 1910.1001-1050)

Not listed.

Reproductive toxicity This product is not expected to cause reproductive or developmental effects.

Specific target organ toxicity - single exposure Not classified.

Specific target organ toxicity - repeated exposure Not classified.

Aspiration hazard Due to the physical form of the product it is not an aspiration hazard.

## 12. Ecological information

Ecotoxicity The product is not classified as environmentally hazardous. However, this does not exclude the possibility that large or frequent spills can have a harmful or damaging effect on the environment.

Components	Species	Test Results
Sodium Chloride (CAS 7647-14-5)		
Aquatic Crustacea Fish	EC50	Water flea (Daphnia magna)
	LC50	Rainbow trout, donaldson trout (Oncorhynchus mykiss)

Persistence and degradability No data is available on the degradability of this product.

Bioaccumulative potential No data available.

Mobility in soil No data available.  
Other adverse effects None known.

### 13. Disposal considerations

**Disposal Instructions** Collect and reclaim or dispose in sealed containers at licensed waste disposal site.  
**Local disposal regulations** Dispose in accordance with all applicable regulations.  
**Hazardous waste code** The waste code should be assigned in discussion between the user, the producer and the waste disposal company.  
**Waste from residues / unused products** Dispose of in accordance with local regulations. Empty containers or liners may retain some product residues. This material and its container must be disposed of in a safe manner (see: Disposal instructions).  
**Contaminated packaging** Empty containers should be taken to an approved waste handling site for recycling or disposal. Since emptied containers may retain product residue, follow label warnings even after container is emptied.

### 14. Transport information

#### DOT

Not regulated as dangerous goods.

#### IATA

Not regulated as dangerous goods.

#### IMDG

Not regulated as dangerous goods.

**Transport in bulk according to Annex II of MARPOL 73/78 and the IBC Code** Not applicable.

### 15. Regulatory information

**US federal regulations** All components are on the U.S. EPA TSCA Inventory List.  
This product is not known to be a "Hazardous Chemical" as defined by the OSHA Hazard Communication Standard, 29 CFR 1910.1200.

#### TSCA Section 12(b) Export Notification (40 CFR 707, Subpt. D)

Not regulated.

#### OSHA Specifically Regulated Substances (29 CFR 1910.1001-1050)

Not listed.

#### CERCLA Hazardous Substance List (40 CFR 302.4)

Not listed.

#### Superfund Amendments and Reauthorization Act of 1986 (SARA)

**Hazard categories** Immediate Hazard - No  
Delayed Hazard - No  
Fire Hazard - No  
Pressure Hazard - No  
Reactivity Hazard - No

#### SARA 302 Extremely hazardous substance

Not listed.

**SARA 311/312 Hazardous chemical** No

#### SARA 313 (TRI reporting)

Not regulated.

#### Other federal regulations

##### Clean Air Act (CAA) Section 112 Hazardous Air Pollutants (HAPs) List

Not regulated.

##### Clean Air Act (CAA) Section 112(r) Accidental Release Prevention (40 CFR 68.130)

Not regulated.

**Safe Drinking Water Act (SDWA)** Not regulated.

#### US state regulations

##### US. Massachusetts RTK - Substance List

Not regulated.

##### US. New Jersey Worker and Community Right-to-Know Act

Not listed.

##### US. Pennsylvania Worker and Community Right-to-Know Law

Not listed.

##### US. Rhode Island RTK

Not regulated.

##### US. California Proposition 65

California Safe Drinking Water and Toxic Enforcement Act of 1986 (Proposition 65): This material is not known to contain any chemicals currently listed as carcinogens or reproductive toxins.

##### US - California Proposition 65 - Carcinogens & Reproductive Toxicity (CRT): Listed substance

Not listed.

#### International inventories

Country(s) or region	Inventory name	On inventory (yes/no)*
Australia	Australian Inventory of Chemical Substances (AICS)	Yes
Canada	Domestic Substances List (DSL)	Yes
Canada	Non-Domestic Substances List (NDSL)	No
China	Inventory of Existing Chemical Substances in China (IECSC)	Yes
Europe	European Inventory of Existing Commercial Chemical Substances (EINECS)	Yes
Europe	European List of Notified Chemical Substances (ELINCS)	No
Japan	Inventory of Existing and New Chemical Substances (ENCS)	Yes
Korea	Existing Chemicals List (ECL)	Yes
New Zealand	New Zealand Inventory	Yes
Philippines	Philippine Inventory of Chemicals and Chemical Substances (PICCS)	Yes
United States & Puerto Rico	Toxic Substances Control Act (TSCA) Inventory	Yes

\*A "Yes" indicates this product complies with the inventory requirements administered by the governing country(s).

A "No" indicates that one or more components of the product are not listed or exempt from listing on the inventory administered by the governing country(s).

#### 16. Other information, including date of preparation or last revision

Issue date 12-August-2014

Revision date

Version # 01

HMIS® ratings

Health: 1  
Flammability: 0  
Physical hazard: 0  
Personal protection: A

Disclaimer

All statements, technical information and recommendations contained herein are, the best of our knowledge, reliable and accurate; however no warranty, either expressed or implied is made with respect thereto, nor will any liability be assumed for damages resultant from the use of the material described.

It is the responsibility of the user to comply with all applicable federal, state and local laws and regulations. It is also the responsibility of the user to maintain a safe workplace. The user should consider the health hazards and safety information provided herein as a guide and should take the necessary steps to instruct employees and to develop work practice procedures to ensure a safe work environment.

This information is not intended as a license to operate under, or a recommendation to practice or infringe upon any patent of this Company or others covering any process, composition of matter or use.



## Technical Information

# ClearLane<sup>®</sup> enhanced deicer

### DESCRIPTION:

ClearLane<sup>®</sup> enhanced deicer is an enhanced deicing salt product containing a pre-wetting agent, coloring agent, and a corrosion inhibitor. It is a highly effective performer that protects exposed steel surfaces from damp salt corrosion and remains free-flowing at low temperatures. It adheres to the road surface more effectively than dry salt, minimizing loss of deicer from wind and traffic scatter, providing more efficient deicing.

### COMPLIANCE:

ClearLane<sup>®</sup> enhanced deicer is not approved for human or animal consumption. It is intended for use only as a chemical deicer on roadways and thoroughfares.

### ADDITIVES:

ClearLane<sup>®</sup> enhanced deicer contains a patent pending pre-wetting agent.

### APPLICATION:

ClearLane<sup>®</sup> enhanced deicer can be applied at the same rate as regular highway deicing salt. Depending on the conditions present at the time of application, ClearLane<sup>®</sup> enhanced deicer may be applied at lower application rates than regular deicing salt.

### HANDLING AND STORAGE:

ClearLane<sup>®</sup> enhanced deicer requires no additional handling, equipment or labor over and above that used for regular highway deicing salt. To improve caking resistance and reduce run-off, it is recommended that the product be stored in a covered storage shed or tarped. Normal precautionary measures for the safe handling of deicers should be observed.

### PACKAGING:

ClearLane<sup>®</sup> enhanced deicer is available only in bulk form.

**CARGILL DEICING  
TECHNOLOGY**  
24950 Country Club  
Blvd. Ste 450  
North Olmsted, OH  
44070  
1-800-600-7258

### METHODS OF ANALYSIS:

Methods of analysis are taken from the ASTM designations D 632-99, E 534-98, and from Cargill Salt. pH is reported on a dilution of 1 part pre-wetting agent to 4 parts water.

### CHEMICAL ANALYSIS OF TREATED SALT

Component	Units	Typical
Sodium Chloride Deicing Salt	%	95.9
Pre-wetting Agent	%	4.1

### CHEMICAL ANALYSIS OF PRE-WETTING AGENT

Component	CAS	Units	Typical
Water	7732-18-5	%	67 - 70
Magnesium chloride	7786-30-3	%	26 - 29
Sodium gluconate	527-07-1	%	0.25 - 0.35
Xanthan Gum	11138-66-2	%	0.2 - 0.4
Colorant Blend		%	0.01 - 0.06
FDC Blue 1	3844-45-9		
Tartrazine	1934-21-0		
FD&C Red 40	25956-17-6		
Trans-2851	proprietary	ppm	0.4 - 0.8
pH			7.0 - 8.6

### SIEVE ANALYSIS:

U.S.S. Mesh	Opening Inches	Opening Microns	Specification
1/4"	0.500	12700	100
3/8"	0.375	9525	95 - 100
4	0.187	4760	20 - 90
8	0.0937	2380	10 - 60
30	0.0232	590	0 - 15

Note: Sieve analysis is reported as percent passing. The dry salt utilized in this product complies fully with ASTM specification D632-99, Type 1, Grade 1. Sieve analysis of the final product differs from the ASTM dry salt specification due to the effect of the liquid prewetting agent on the sieve.

### PRODUCING LOCATIONS: VARIOUS LOCATIONS ACROSS THE U.S.

Material Number 100012763

No. 7714- Sept 2015 Rev 11

NOTICE: All of the above statements, recommendations, suggestions and data are based on our laboratory results, and we believe some to be reliable. Nevertheless, with the exception of data showing an express guaranty (such as in the case of products specifically designed for use as nutrient supplements), all such statements, recommendations, suggestions and data hereinabove presented are made without guaranty, warranty or responsibility of any kind on our part.



## SAFETY DATA SHEET

### 1. Identification

**Product identifier** ClearLane® enhanced deicer

**Other means of identification**

**SDS number** NC19

**Synonyms** Sodium Chloride mixed with Magnesium Chloride

**Recommended use** Salt may be intended for food or animal feed (agricultural) as well as several industrial applications including deicing and water conditioning.

**Recommended restrictions** None known.

**Manufacturer/Importer/Supplier/Distributor information**

**Manufacturer**

**Company name** Cargill Incorporated

**Address** Minneapolis, MN 55440

**Telephone** 1-888-385-7258

**Website** [www.cargillsalt.com](http://www.cargillsalt.com)

**Emergency telephone number** CHEMTREC (800) 424-9300

### 2. Hazard(s) Identification

**Physical hazards** Not classified.

**Health hazards** Not classified.

**OSHA defined hazards** Not classified.

**Label elements**

**Hazard symbol** None.

**Signal word** None.

**Hazard statement** The mixture does not meet the criteria for classification.

**Precautionary statement**

**Prevention** Observe good industrial hygiene practices.

**Response** Wash hands after handling.

**Storage** Store away from incompatible materials.

**Disposal** Dispose of waste and residues in accordance with local authority requirements.

**Hazard(s) not otherwise classified (HNOC)** None known.

**Supplemental information** None.

### 3. Composition/information on ingredients

#### Mixtures

Chemical name	CAS number	%
Sodium Chloride	7647-14-5	91.0-96.0
Water	7732-18-5	2.3-3.6
Magnesium chloride	7786-30-3	1.0-1.3

Sodium Gluconate	527-07-1	<0.02
Xanthan gum	11138-66-2	<0.02
FD&C Blue No. 1	3844-45-9	0.05 – 0.20
FD&C Red 40	25956-17-6	0.05 – 0.20
Tartrazine	1934-21-0	0.05 – 0.20
Trans -2851	Proprietary	0.4-0.8 ppm

#### 4. First-aid measures

<b>Inhalation</b>	If dust from the material is inhaled, remove the affected person immediately to fresh air. Call a physician if symptoms develop or persist.
<b>Skin contact</b>	Wash off with soap and water. Get medical attention if irritation develops and persists.
<b>Eye contact</b>	Rinse with water. Get medical attention if irritation develops and persists.
<b>Ingestion</b>	Give one or two glasses of water if patient is alert and able to swallow. Get medical attention if symptoms occur.
<b>Most important symptoms/effects, acute and delayed</b>	Direct contact with eyes may cause temporary irritation.
<b>Indication of immediate medical attention and special treatment needed</b>	Treat symptomatically.
<b>General information</b>	Ensure that medical personnel are aware of the material(s) involved, and take precautions to protect themselves.

#### 5. Fire-fighting measures

<b>Suitable extinguishing media</b>	Use extinguishing agent suitable for type of surrounding fire.
<b>Unsuitable extinguishing media</b>	None known.
<b>Specific hazards arising from the chemical</b>	During fire, gases hazardous to health may be formed.
<b>Special protective equipment and precautions for firefighters</b>	Self-contained breathing apparatus and full protective clothing must be worn in case of fire.
<b>Fire fighting equipment/instructions</b>	Use water spray to cool unopened containers.
<b>Specific methods</b>	Use standard firefighting procedures and consider the hazards of other involved materials.
<b>General fire hazards</b>	This product is not flammable or combustible.

#### 6. Accidental release measures

<b>Personal precautions, protective equipment and emergency procedures</b>	Keep unnecessary personnel away. Avoid inhalation of dust from the spilled material. Use a NIOSH/MSHA approved respirator if there is a risk of exposure to dust/fume at levels exceeding the exposure limits. Do not touch damaged containers or spilled material unless wearing appropriate protective clothing. For personal protection, see section 8 of the SDS.
<b>Methods and materials for containment and cleaning up</b>	If sweeping of a contaminated area is necessary use a dust suppressant agent which does not react with the product. Collect dust using a vacuum cleaner equipped with HEPA filter. Minimize dust generation and accumulation. Avoid release to the environment. Following product recovery, flush area with water. For waste disposal, see section 13 of the SDS.
<b>Environmental precautions</b>	Avoid discharge into drains, water courses or onto the ground.

#### 7. Handling and storage

<b>Precautions for safe handling</b>	Provide appropriate exhaust ventilation at places where dust is formed. Minimize dust generation and accumulation. Avoid breathing dust. Avoid contact with eyes. Avoid contact with water and moisture. Keep away from strong acids. May evolve chlorine gas when in contact with strong acids. Hydrogen chloride release above 1400°F. Do not reuse containers. Practice good housekeeping.
<b>Conditions for safe storage, including any incompatibilities</b>	Store in original tightly closed container. Store in a well-ventilated place. Store away from incompatible materials (see Section 10 of the SDS). Becomes hygroscopic at 70-75% relative humidity. Avoid humid or wet conditions as product will cake and become hard. Keep out of reach of children.

## 8. Exposure controls/personal protection

Occupational exposure limits	No exposure limits noted for ingredient(s).
Biological limit values	No biological exposure limits noted for the ingredient(s).
Appropriate engineering controls	Ventilation should be sufficient to effectively remove and prevent buildup of any dusts or fumes that may be generated during handling or thermal processing.
Individual protection measures, such as personal protective equipment	
Eyeface protection	Unvented, tight fitting goggles should be worn in dusty areas.
Skin protection	
Hand protection	Wear appropriate chemical resistant gloves.
Skin protection	
Other	Wear suitable protective clothing.
Respiratory protection	Use a NIOSH/MSHA approved respirator if there is a risk of exposure to dust/fume at levels exceeding the exposure limits. If engineering controls do not maintain airborne concentrations below recommended exposure limits (where applicable) or to an acceptable level (in countries where exposure limits have not been established), an approved respirator must be worn.
Thermal hazards	Wear appropriate thermal protective clothing, when necessary.
General hygiene considerations	Always observe good personal hygiene measures, such as washing after handling the material and before eating, drinking, and/or smoking. Routinely wash work clothing and protective equipment to remove contaminants.

## 9. Physical and chemical properties

Appearance	Green damp crystalline solid.
Physical state	Solid.
Form	Damp crystalline solid.
Color	Green.
Odor	None.
Odor threshold	Not available.
pH	7 - 8.6
Melting point/freezing point	1473.8 °F (801 °C)
Initial boiling point and boiling range	2669 °F (1465 °C) (760 mmHg)
Flash point	Not available.
Evaporation rate	Not available.
Flammability (solid, gas)	Not available.
Upper/lower flammability or explosive limits	
Flammability limit - lower (%)	Not available.
Flammability limit - upper (%)	Not available.
Explosive limit - lower (%)	Not available.
Explosive limit - upper (%)	Not available.
Vapor pressure	2.4 mm Hg (1376.6 °F (747 °C))
Vapor density	Not available.
Relative density	2.16 (H2O = 1)
Solubility(ies)	
Solubility (water)	26.4 %
Partition coefficient (n-octanol/water)	Not available.
Auto-ignition temperature	Not available.
Decomposition temperature	Not available.
Viscosity	Not available.



<b>Other information</b>	
Bulk density	72 - 80 lb/ft <sup>3</sup>
Molecular formula	NaCl, MgCl <sub>2</sub>
Molecular weight	NaCl = 58.44, MgCl <sub>2</sub> = 95.22
pH in aqueous solution	5 - 9

## 10. Stability and reactivity

Reactivity	The product is stable and non-reactive under normal conditions of use, storage and transport.
Chemical stability	Material is stable under normal conditions.
Possibility of hazardous reactions	No dangerous reaction known under conditions of normal use.
Conditions to avoid	Contact with incompatible materials. Avoid dispersal of dust in the air (i.e., clearing dust surfaces with compressed air).
Incompatible materials	Avoid contact with strong acids, caustics, ammonia and cyanides. Sodium chloride is incompatible with lithium and bromine trifluoride. Magnesium chloride is incompatible with Furan-2-peroxycarboxylic acid.
Hazardous decomposition products	May evolve chlorine gas when in contact with strong acids. Possibly chlorine, nitrogen and sodium containing compounds.

## 11. Toxicological Information

### Information on likely routes of exposure

Inhalation	Inhalation of dusts may cause respiratory irritation.
Skin contact	Prolonged or repeated skin contact may cause irritation. If applied to damaged skin, absorption can occur with effects similar to those via ingestion.
Eye contact	Dust in the eyes will cause irritation.
Ingestion	Expected to be a low ingestion hazard.
Symptoms related to the physical, chemical and toxicological characteristics	Eye and skin contact: Exposure may cause temporary irritation, redness, or discomfort. For ingestion, consuming less than a few grams would not be harmful. The following effects were observed after ingesting an excessive quantity: nausea and vomiting, diarrhea, cramps, restlessness, irritability, dehydration, water retention, nose bleed, gastrointestinal tract damage, fever, sweating, sunken eyes, high blood pressure, muscle weakness, dry mouth and nose, shock, cerebral edema (fluid on brain), pulmonary edema (fluid in lungs), blood cell shrinkage, and brain damage (due to dehydration of brain cells). Death is generally due to cardiovascular collapse or CNS damage.

### Information on toxicological effects

Acute toxicity	In some cases of confirmed hypertension, ingestion may result in elevated blood pressure. Ingestion of large amounts (greater than 0.1 pound) can cause gastrointestinal upset and irritation of the stomach. Rare cases of over exposure can lead to systemic toxicity related to the binding of ionized blood calcium.
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Components	Species	Test Results
Sodium Chloride (CAS 7647-14-5)		
Acute		
Oral		
LD50	Rat	3000 mg/kg
Skin corrosion/irritation	Prolonged skin contact may cause temporary irritation.	
Serious eye damage/eye irritation	Dust in the eyes will cause irritation.	
Respiratory or skin sensitization		
Respiratory sensitization	Not available.	
Skin sensitization	This product is not expected to cause skin sensitization.	
Germ cell mutagenicity	No data available to indicate product or any components present at greater than 0.1% are mutagenic or genotoxic.	
Carcinogenicity	This product is not considered to be a carcinogen by IARC, ACGIH, NTP, or OSHA.	
IARC Monographs. Overall Evaluation of Carcinogenicity		
FD&C Blue No. 1 (CAS 3844-45-9)	3 Not classifiable as to carcinogenicity to humans.	

## NTP Report on Carcinogens

Not listed.

## OSHA Specifically Regulated Substances (29 CFR 1910.1001-1050)

Not regulated.

Reproductive toxicity	This product is not expected to cause reproductive or developmental effects.
Specific target organ toxicity - single exposure	Not classified.
Specific target organ toxicity - repeated exposure	Not classified.
Aspiration hazard	Due to the physical form of the product it is not an aspiration hazard.

## 12. Ecological information

Ecotoxicity	The product is not classified as environmentally hazardous. However, this does not exclude the possibility that large or frequent spills can have a harmful or damaging effect on the environment.
Persistence and degradability	No data is available on the degradability of this product.
Bioaccumulative potential	No data available.
Mobility in soil	No data available.
Other adverse effects	None known.

## 13. Disposal considerations

Disposal instructions	Collect and reclaim or dispose in sealed containers at licensed waste disposal site.
Local disposal regulations	Dispose in accordance with all applicable regulations.
Hazardous waste code	The waste code should be assigned in discussion between the user, the producer and the waste disposal company.
Waste from residues / unused products	Dispose of in accordance with local regulations. Empty containers or liners may retain some product residues. This material and its container must be disposed of in a safe manner (see: Disposal instructions).
Contaminated packaging	Empty containers should be taken to an approved waste handling site for recycling or disposal. Since emptied containers may retain product residue, follow label warnings even after container is emptied.

## 14. Transport Information

### DOT

Not regulated as dangerous goods.

### IATA

Not regulated as dangerous goods.

### IMDG

Not regulated as dangerous goods.

Transport in bulk according to Annex II of MARPOL 73/78 and the IBC Code Not applicable.

## 15. Regulatory information

US federal regulations	All components are on the U.S. EPA TSCA Inventory List. This product is not known to be a "Hazardous Chemical" as defined by the OSHA Hazard Communication Standard, 29 CFR 1910.1200.
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### TSCA Section 12(b) Export Notification (40 CFR 707, Subpt. D)

Not regulated.

### OSHA Specifically Regulated Substances (29 CFR 1910.1001-1050)

Not regulated.

### CERCLA Hazardous Substance List (40 CFR 302.4)

Not listed.

### Superfund Amendments and Reauthorization Act of 1986 (SARA)

Hazard categories	Immediate Hazard - No Delayed Hazard - No Fire Hazard - No Pressure Hazard - No Reactivity Hazard - No
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SARA 302 Extremely hazardous substance

Not listed.

SARA 311/312 Hazardous chemical

No

SARA 313 (TRI reporting)

Not regulated.

#### Other federal regulations

Clean Air Act (CAA) Section 112 Hazardous Air Pollutants (HAPs) List

Not regulated.

Clean Air Act (CAA) Section 112(r) Accidental Release Prevention (40 CFR 68.130)

Not regulated.

Safe Drinking Water Act (SDWA)

Not regulated.

#### US state regulations

US. Massachusetts RTK - Substance List

FD&C Blue No. 1 (CAS 3844-45-9)

US. New Jersey Worker and Community Right-to-Know Act

Not listed.

US. Pennsylvania Worker and Community Right-to-Know Law

Not listed.

US. Rhode Island RTK

Not regulated.

US. California Proposition 65

California Safe Drinking Water and Toxic Enforcement Act of 1986 (Proposition 65): This material is not known to contain any chemicals currently listed as carcinogens or reproductive toxins.

#### International Inventories

Country(s) or region	Inventory name	On inventory (yes/no)*
Australia	Australian Inventory of Chemical Substances (AICS)	No
Canada	Domestic Substances List (DSL)	Yes
Canada	Non-Domestic Substances List (NDSL)	No
China	Inventory of Existing Chemical Substances in China (IECSC)	No
Europe	European Inventory of Existing Commercial Chemical Substances (EINECS)	No
Europe	European List of Notified Chemical Substances (ELINCS)	No
Japan	Inventory of Existing and New Chemical Substances (ENCS)	No
Korea	Existing Chemicals List (ECL)	No
New Zealand	New Zealand Inventory	No
Philippines	Philippine Inventory of Chemicals and Chemical Substances (PICCS)	No
United States & Puerto Rico	Toxic Substances Control Act (TSCA) Inventory	Yes

\*A "Yes" indicates this product complies with the inventory requirements administered by the governing country(s).

A "No" indicates that one or more components of the product are not listed or exempt from listing on the inventory administered by the governing country(s).

#### 16. Other information, including date of preparation or last revision

Issue date 30-December-2014  
Revision date 17-November-2015  
Version # 03  
HMIS® ratings Health: 1  
Flammability: 0  
Physical hazard: 0  
Personal protection: A

## Disclaimer

All statements, technical information and recommendations contained herein are, the best of our knowledge, reliable and accurate; however no warranty, either expressed or implied is made with respect thereto, nor will any liability be assumed for damages resultant from the use of the material described.

It is the responsibility of the user to comply with all applicable federal, state and local laws and regulations. It is also the responsibility of the user to maintain a safe workplace. The user should consider the health hazards and safety information provided herein as a guide and should take the necessary steps to instruct employees and to develop work practice procedures to ensure a safe work environment.

This information is not intended as a license to operate under, or a recommendation to practice or infringe upon any patent of this Company or others covering any process, composition of matter or use.

<p align="center"><b>PURCHASING CONSORTIUM FOR SODIUM CHLORIDE</b>  <b>2019/2020 Members</b></p>
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*\*Primary Contacts for Scheduling  
 and Deliveries*



9069 Brecksville Road

Brecksville, OH 44141

**TO:** Tony DiPietro, Cargill Road Safety  
**FROM:** Rebecca Riser, City of Brecksville  
**DATE:** April 16, 2019  
**RE:** Acceptance of Second Year Contract Renewal Terms for 11/1/19 – 10/31/20

On behalf of the Purchasing Consortium for Sodium Chloride, I am providing written confirmation of our acceptance of the agreement terms as presented in your attached letter dated April 9, 2019, for a second year renewal of the existing contracts between the members of the consortium and Cargill Road Safety.

At this time, the (12) member agencies of the consortium will proceed with their specific approval processes, followed by communication with you directly regarding their individual required documents for the second year renewal with Cargill.

Thank you for your assistance with this renewal process, and we look forward to working with you and your team again in the 2019-2020 winter season.

cc: Mayor Jerry N. Hruby

Attachment



Salt, Road Safety  
24950 Country Club Blvd, Suite 450  
North Olmsted, OH 44070

April 9, 2019

Dear Mrs. Riser,

I am in receipt of your April 2, 2019 correspondence regarding a Second Year Contract Renewal Request of the existing contracts between the Brecksville consortium and Cargill Road Safety (CRS) for the 2019/2020 winter season.

We reviewed your proposal and considered internal factors and external market conditions and Cargill is willing to offer a renewal with the understanding that all members of the consortium will be making their minimum contractually required purchases, under the existing agreements, by December 31, 2019. Our offer is consistent with your correspondence, all terms proposed are accepted by both parties.

- Pricing for 2019/2020 season: \$63.41 per ton untreated  
\$76.10 per ton ClearLane®
- Estimated quantities for 2019/2020


o Beachwood	8,000	Independence	5,000
o Brecksville	7,500	Lakewood	3,750
o Broadview Heights	4,200	Middleburg Heights	4,500 ClearLane
o Brooklyn	2,800	North Royalton	7,000
o Brooklyn Heights	650	Valley View	1,400
o Cuyahoga County	400	Berea	1,500 ClearLane
			1,000
TOTAL		47,700 tons	

- In an effort to provide some assistance, for those participants who have not yet reached the 80% minimum requirement, Cargill is willing to defer those purchases until 12/31/19. Orders placed between now and 12/31/19 to reach the minimum requirement from the 2018/2019 contract will be billed at the 2018/2019 prices of \$58.71 per ton untreated salt and \$70.46 for ClearLane® enhanced deicer. Please understand that this offer is merely an effort to assist with the storage issue. Cargill is not waiving the requirement to purchase the remaining tonnage from the 2018/2019 season and expects that tonnage to be purchased.
- If a municipality does not reach its 80% minimum from the 2018/2019 contract by 12/31/19, on 1/1/20 it will receive a monthly storage fee invoice of \$15.00 per ton per month for the remaining tonnage. In addition, the obligation to purchase that remaining tonnage will still be intact. Once that obligation is met, new orders will be billed at the price established for the 2019/2020 season.
- For the 2019/2020 winter season, the same terms and conditions of 80% minimum and 140% maximum and 24-72-hour delivery guarantee as outlined in the contract's original 2018/2019 bid specifications will be intact

Cargill appreciates this partnership with the Brecksville consortium. After you have reviewed this offer please respond back by April 15, 2019. We look forward to working with you again during the next winter season.

Sincerely,

*Tony DiPietro*

Tony DiPietro  
District Manager  
Ph: 800-600-7258 x 4712