



BOARD OF COUNTY COMMISSIONERS

March 1, 2019

John E. Manning  
*District One*

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*District Two*

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*District Three*

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Frank Mann  
*District Five*

Roger Desjarlais  
*County Manager*

Richard Wm. Wesch  
*County Attorney*

Donna Marie Collins  
*Hearing Examiner*

Mr. Peter Sashin  
Morton Salt, Inc.  
444 West Lake Street  
Suite 3000  
Chicago, IL 60606

SUBJECT:           Renewal of Annual Contract No.B170542GWT  
Supply of Sodium Chloride

Dear Mr. Sashin:

We are in receipt of the signed copy of your letter indicating that you wish to extend the above-referenced contract for an additional one-year period, from 6/13/19 through 6/12/20.

We are hereby extending the contract for an additional one-year period under the same terms and conditions as the original award, with approved increase as attached. The price increase will go into effect 6/13/19.

If you have any questions regarding this letter, please contact me at (239) 533-8871.

Sincerely,

*Kimberly Urban*

Kimberly Urban  
Contracts Analyst  
Procurement Management Division

C: Project File



BOARD OF COUNTY COMMISSIONERS

December 18, 2018

239-533-8871

John E. Manning  
District One

Cecil L. Pendergrass  
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Mr. Peter Sashin  
Morton Salt, Inc.  
444 West Lake Street  
Suite 3000  
Chicago, IL 60606

Subject: Renewal of Annual Contract No. B170542GWT  
Supply of Sodium Chloride

Dear Mr. Sashin:

The above-referenced annual contract will expire on June 12, 2019, unless renewed. Lee County is requesting that this annual contract be renewed for an additional one year period (6/13/2019 – 6/12/2020). Therefore, we are requesting that you choose one of the following options and return this letter to Lee County Procurement Management, Attn: Kimberly Urban, P.O. Box 398, Ft. Myers, FL 33902-0398, (Fax: 239-485-8383 or email [kurban@leegov.com](mailto:kurban@leegov.com)), within 15 calendar days from receipt.

X a. I want to continue performing under this annual contract for an additional one year period under the same terms and conditions as agreed upon in the above-referenced quotation.

*As a condition of this renewal, the vendor agrees to provide Lee County with an updated insurance certificate upon expiration of the original certificate on file with the County.*

\_\_\_\_\_ b. I am not interested in extending this contract for an additional one-year period. Why? \_\_\_\_\_

Vendor:

Lee County:

[Signature]  
Signature

[Signature]  
Signature of Authorized Official

Director of Sales  
Title

Procurement Management Director  
Title

2/5/19  
Date

2-27-19  
Date

Vendor:

*Rosa Petramala*  
Signature

SALES MANAGER  
Title

2/5/19  
Date

Lee County  
Renewal of Annual Contract No. B170542GWT  
Supply of Sodium Chloride

New pricing effective 6/13/2019:

Salt: \$93.00

Freight: \$39.46

Delivered: \$132.46/ton

Based on the current market, the only notable change Morton would like to make is in regards to lead time on our product which I believe would under the contract's terms and conditions. Because the freight market has fluctuated, our standard lead times on bulk material plus delivery should be revised to reflect 1-2 weeks from placement of order.

## B170542GWT Supply of Sodium Chloride

- Contract Term: 6/13/18 – 6/12/19.
- Morton Salt is requesting price increase from \$125.29 to \$132.46 which is a 6% increase per ton.
- Also requesting delivery time of 1-2 weeks. Current is 3 working days.
- I have also attached a bid from the City of Boca, they pay \$161.84/ton.
- New pricing effective 6/13/19.

*Is the department OK with lead  
time 1-2 weeks?*

## Urban, Kimberly

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**From:** Kolk, Richard  
**Sent:** Monday, January 28, 2019 10:49 AM  
**To:** Urban, Kimberly  
**Cc:** Barroso, Henry  
**Subject:** FW: B170542GWT Supply of Sodium Chloride Renewal #1

Hi Kimberly,

Hank is good with the requested lead time. Please proceed.

Thank you,

Rich Kolk  
Fiscal Manager - Utilities  
Lee County Public Utilities Department  
rkolk@leegov.com  
(239) 533-8147 (desk)  
(239) 357-2646 (cell)  
(239) 485-8308 (fax)

 Think Green & please print this e-mail only if necessary

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Please note: Florida has a very broad public records law. Most written communications to or from County Employees and officials regarding County business are public records available to the public and media upon request. Your email communication may be subject to public disclosure.

Under Florida law, email addresses are public records. If you do not want your email address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing.

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**From:** Barroso, Henry <HBarroso@leegov.com>  
**Sent:** Monday, January 28, 2019 10:20 AM  
**To:** Kolk, Richard <RKolk@leegov.com>  
**Subject:** RE: B170542GWT Supply of Sodium Chloride Renewal #1

Rich,

Yes, we can accommodate the requested lead time in delivery.

Thank you

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**From:** Kolk, Richard  
**Sent:** Monday, January 28, 2019 8:51 AM  
**To:** Barroso, Henry <HBarroso@leegov.com>  
**Subject:** FW: B170542GWT Supply of Sodium Chloride Renewal #1  
**Importance:** High

Hank,

Please advise.

Thank you,

Rich Kolk  
Fiscal Manager - Utilities  
Lee County Public Utilities Department  
[rkolk@leegov.com](mailto:rkolk@leegov.com)  
(239) 533-8147 (desk)  
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**From:** Urban, Kimberly <[KUrban@leegov.com](mailto:KUrban@leegov.com)>  
**Sent:** Monday, January 28, 2019 8:38 AM  
**To:** Kolk, Richard <[RKolk@leegov.com](mailto:RKolk@leegov.com)>  
**Subject:** B170542GWT Supply of Sodium Chloride Renewal #1  
**Importance:** High

Good Morning,

The vendor Morton Salt is requesting a change in the contract. They are requesting that the current lead time of 3 working days be changed to 1-2 weeks. Please let me know your thoughts on this and if you are ok with changing this. I am also attaching the contract below.

[https://www.leegov.com/procurement/awarded-annual-contracts/downloads?fid=5021&fn=Project2017-10-20T11\\_29\\_08.xml](https://www.leegov.com/procurement/awarded-annual-contracts/downloads?fid=5021&fn=Project2017-10-20T11_29_08.xml)

Thank you,

*Kimberly Urban*  
Contracts Analyst

**Lee County Procurement Management**  
1500 Monroe Street, 4<sup>th</sup> Floor  
Fort Myers, FL 33902  
239-533-8850 Office  
239-533-8871 Direct  
239-485-8383 Fax



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