



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: October 14, 2025

To: Frank A. Nastasi, City Manager

From: Robert J. Bruner, Deputy City Manager
Chris Wilson, Assistant City Manager
Kyle Vieth, Controller
Kurt Bovensiep, Public Works Director
Mike Verstraete, Streets and Drains Operations Manager
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 2: Award to Low Bidder Meeting Specifications – Liquid Calcium Chloride

History

- The Streets and Drains Division uses a Liquid Calcium Chloride solution on an as-needed basis to assist in gravel road dust control and the snow removal process by applying the solution directly onto the road salt to make it more effective in colder temperatures. Depending on temperatures and road conditions, the solution is added at a rate of 8 -12 gallons per ton of salt.
- The 32% solution is used for snow and ice control.
- The 38% solution is used for dust control on gravel roads.
- The current contract expires November 30, 2025.

Purchasing

On October 9, 2025, a bid opening was conducted as required by City Charter and Code for seasonal requirements of Liquid Calcium Chloride with an option to renew for one additional season. The bid was posted on the MITN Purchasing Group website: www.bidnetdirect.com//city-of-troy-mi. One (1) bid response and one no-bid were received. Below is a detailed summary of potential vendors for the bid opportunity:

Companies notified via MITN	302	MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. Active MITN members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. Active MITN non-paying members are responsible to monitor and check the MITN website for opportunities to do business with the City. Inactive MITN member status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.
Troy Companies notified via MITN	2	
Troy Companies - Active email Notification	2	
Troy Companies - Active Free	0	
Companies that viewed the bid	26	
Troy Companies that viewed the bid	0	

- Upon review of the bid response, *Liquid Calcium Chloride Sales, Inc. of Kawkawlin, MI* is the low bidder meeting specifications and is being recommended for the supply of seasonal requirements of Liquid Calcium Chloride with the option to renew for one (1) additional season; contract expiring November 30, 2027.



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Financial

Funds are available in the Major and Local Road Operating Budgets of the Public Works Streets Division for the 2026 Fiscal Year.

Recommendation

City Management recommends awarding a contract to provide seasonal requirements of Liquid Calcium Chloride with an option to renew for one (1) additional year to the low bidder meeting specifications, *Liquid Calcium Chloride Sales, Inc. of Kawkawlin, MI*, for an estimated total cost of \$70,960.00 at the unit prices contained in the bid tabulation opened October 9, 2025; not to exceed budgetary limitations.

Opening Date: 10/09/2025
Date Reviewed: 10/09/2025

CITY OF TROY
BID TABULATION
LIQUID CALCIUM CHLORIDE

ITB-COT 25-28
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VENDOR NAME: Liquid Calcium Chloride Sales
CITY: Kawkawlin, MI

PROPOSAL: ONE -YEAR REQUIREMENTS OF LIQUID CALCIUM CHLORIDE WITH AN OPTION TO RENEW FOR ONE ADDITIONAL YEAR

ESTIMATED QUANTITY	DESCRIPTION	PRICE/ GALLON	6,000-9,000 GALLON LOADS
OPTION A: 38% Dust Control			
20,000 GALS	Bidder will deliver to a storage tank located at 4693 Rochester Rd., Troy, for dust control at shipments of no less than 3,000 gallons , as requested by the City.	\$0.973	\$0.798
Option A Total:		\$19,460.00	\$15,960.00
OPTION B: 32% Snow & Ice Control			
50,000 GALS	Bidder will deliver to a storage tank located at 4693 Rochester Rd., Troy, for snow & ice control at shipments of no less than 2,000 gallons , as requested by the City.	\$1.030	\$0.680
Option B Total:		\$51,500.00	\$34,000.00
Total Option A & B:		\$70,960.00	\$49,960.00

Contact Information Provided:	Y or N	Y
References:	Y or N	Y
Can Meet Insurance:	Y or N	Y
Payment Terms:	Y or N	Net 30 Days
Exceptions:	Y or N	None
Acknowledgement:	Y or N	Y
Safety Data Sheet Provided:	Y or N	N
Forms:	Y or N	Y

No Bid - Michigan Chloride Sales, LLC

Attest:
(*Bid Opening conducted via a Zoom Meeting)
Art Day
Andrew Chambliss
Nellie Bert
Stephanie Kerr

Emily Frontera
Purchasing Manager