

Request for Proposals (RFP) For Bulk Road Salt

Date of Issue: October 3, 2025

Purpose: Central Pines Regional Council (The Council) is seeking proposals to provide two governments, the Town of Carrboro and the Town of Chapel Hill in central North Carolina, (collectively referred to as The Towns) with bulk purchase of winter road salt. This contract covers the winter season from Dec. 1, 2025, to March 31, 2026. The intent is to secure a reliable supply of high-quality salt for winter road maintenance.

Project Manager Name	Hannah Schuette
Project Manager Title	Management Analyst
Project Manager Department	Member Support & Strategy
Project Manager Phone Number	919-558-2716
Project Manager E-Mail	hschuette@centralpinesnc.gov

SPECIFICATIONS OF GOODS AND SCOPE OF SERVICES

Required Products:

Bulk Winter Road Salt

Product shall be Sodium Chloride Type I, Grade 1, conforming to the latest revision of ASTM Standard Specification D632.

Amount Needed and Delivery: The awarded Contractor will be responsible for supplying and delivering the below amounts of bulk salt to the identified locations by **November 28, 2025**. *There may be the opportunity for additional tonnages to be needed if other local governments are interested, but that is not guaranteed at this time (and does not need to be accounted for in this proposal).*

	Tonnage	Delivery Site
Town of Carrboro	100 tons	100 Public Works Drive Carrboro NC, 27510
Town of Chapel Hill	200 tons	6850 Millhouse Road Chapel Hill, NC 27516
Total	300 tons	

Material Quality Specifications: All materials offered by the Contractor shall be fit for its intended purpose. Any material, determined by The Towns or their designation, which is unsuitable, will be removed at the Contractor's expense within two working days after notification.

In no case shall salt containing frozen lumps detrimental to operations be used. Any deliveries containing frozen lumps of salt will be rejected and are to be removed by the Contractor. If the rejected material is not removed within the specified time frame, the material will become the property of the Towns. The opinion of the Towns' representatives in this matter shall be final. Any cost incurred by the Towns for removal of this rejected material will be billed to the Contractor.

The Towns and The Council reserve the right to terminate the Contractor based on poor material quality. The decision will be the responsibility of The Towns' Representatives and will be a final decision.

Submittal Instructions: Bids must be submitted to Hannah Schuette at hschuette@centralpinesnc.gov and Lindsay Whitson at lwhitson@centralpinesnc.gov by **October 24, 2025, by 3:00 PM**.

- Bidders must include a proposed price. If there is a discrepancy between the unit prices and the extended totals, the unit prices shall govern.

- Contractors are responsible for ensuring delivery. Delivery instructions and location are conveyed to the driver for each delivery. Provide a memo with an authorized signatory that confirms the company's ability to provide delivery to various locations identified in Carrboro and Chapel Hill, North Carolina by November 28, 2025.
- The above memo must also outline the ability to obtain adequate insurance that recognizes both The Council and The Towns.

This RFP and addendums will be posted at the following link: [CPRC RFPs](#).

Qualification of Bidders

The Council may make such investigations as it deems necessary to determine the ability of the bidder to perform the work. The bidder shall furnish The Council and The Towns with requested information and data, if requested.

Award and Contract

Unless otherwise specified, the Council reserves the right to make award by item or items, or by total, as may be in the best interest of The Towns; accept a proposal based on considerations other than costs; and waive and modify any provisions of the request for proposal. The Bidder is responsible for all costs and expenses to develop and submit a proposal in response to this solicitation. The contract term will be for a period of one year, beginning November 2025 and ending October 2026, with the option to renew for two additional one-year terms at the mutual agreement of both parties.

Evaluation and Award: The contract will be awarded to the most responsive and responsible bidder that provides the lowest price per ton and falls within the specified time of delivery. The Council and The Towns reserve the right to reject any and all bids.

Questions: All questions regarding this RFP must be submitted in writing to Hannah Schuette at hschuette@centralpinesnc.gov and Lindsay Whitson at lwhitson@centralpinesnc.gov by **October 16, 2025**.

Conditions, Clarifications, and Reservations Non-Discrimination Requirements

It is the policy of CPRC to ensure that no person shall, on the grounds of race, color, national origin, limited English proficiency, income-level, sex, age, or disability, be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any CPRC program or activity, including, where applicable, religion, as provided by Title VI of the Civil Rights Act of 1964 and other pertinent non-discrimination authorities.

