

CITY OF JOHNSTOWN, CAMBRIA COUNTY, PENNSYLVANIA

RESOLUTION NO. 10802

MOVED BY COUNCILPERSON:

ARNONE

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF JOHNSTOWN, CAMBRIA COUNTY, PENNSYLVANIA AUTHORIZING THE CITY MANAGER TO AUTHORIZE THE PURCHASE OF ROAD SALT FROM AMERICAN ROCK SALT WITH DEPARTMENT OF GENERAL SERVICES COSTARS PROGRAM. AMERICAN ROCK SALT WILL PROVIDE AND DELIVER ROCK SALT TO THE CITY FOR THE 2026-2027 CALENDAR YEAR.

WHEREAS, American Rock Salt's salt price was obtained through COSTARS, with a bid amount of \$102.18 a ton delivered; and

NOW, THEREFORE, BE IT RESOLVED, the City Council of the City of Johnstown, hereby authorizes the City Manager and/or his designee to authorize the purchase of Road Salt from American Rock Salt with the Department of General Services COSTARS Program for the 2026-2027 calendar year.

RESOLUTION SECONDED BY COUNCILPERSON

BARBER

Roll Call:

Hamacek			Brandon-Taylor			Spinelli			Clark			Barber			Arnone			King		
Y	N	A	Y	N	A	Y	N	A	Y	N	A	Y	N	A	Y	N	A	Y	N	A
✓			✓			✓			✓			✓			✓			✓		

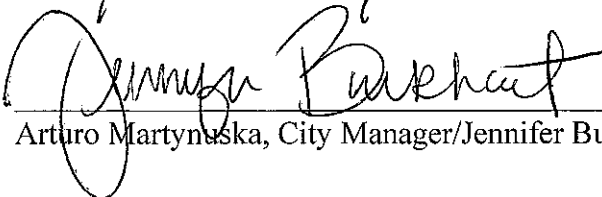
ADOPTED: September 9, 2026

ATTEST:

I do hereby certify that the foregoing is a true and correct copy of Resolution No. 10802 as the same adopted by the City Council of the City of Johnstown, Pennsylvania.



Rev. Sylvia King Mayor, and or Dep Mayor Charles Arnone



Arturo Martynuska, City Manager/Jennifer Burkhart, City Clerk

DO'S & DON'TS OF THE ROAD SALT CONTRACT

#6100065611 Sodium Chloride (Bulk Road Salt)

August 2026 – July 2027 Season

Eligibility Requirements

- The sodium chloride (bulk road salt) contract is different from all other statewide contracts available for COSTARS participation in that eligible local public procurement units and state affiliated entities (together "members") must commit their requirements PRIOR to the contract period. COSTARS participation in this contract covering the August 2026 – July 2027 season is limited to those COSTARS members who submitted a Salt Contract Participation Agreement form to DGS COSTARS on or before the registration deadline. The registration period is now closed.

Ordering

- On the following pages, you are provided with a summary of the contract as it pertains to participating COSTARS members.
 - ✓ **Sodium Chloride (Bulk Road Salt) 2026-27 Pricing** to determine the correct awarded supplier for each county and the price per ton
 - ✓ **Sodium Chloride (Bulk Road Salt) Contract Specifications**
 - ✓ **List of participating COSTARS members**
- **Initial Fill Program**: Initial Fill orders must be placed between Aug. 1, 2026 and Oct. 31, 2026 for delivery within thirty (30) calendar days of receipt of the order. Any member may issue a purchase order during the Initial Fill period, but not to exceed stockpile capacity.
- **Winter Usage Program**: Winter Usage orders may be placed Nov. 1, 2026 through Jul. 31, 2027. Please **allow five (5) to seven (7) business days for delivery** during the winter fill period depending on your organization's stockpile capacity.
- Your organization will be required to purchase a **minimum 75%** of required quantities exclusively from the awarded supplier. The supplier may charge storage fees for any entity that does not meet their 75% minimum requirement. The supplier will provide up to a maximum 140% of tonnage requirements listed.
- The **minimum order quantity is 22 tons** per stockpile location.
- Your organization must **place all orders directly with the correct awarded supplier**. DGS will not place orders for your organization. Your organization is responsible for payment directly to the supplier for the quantities purchased under the contract. All prices will be determined by Purchase Order date; therefore, **NO Blanket Delivery Orders** are authorized on this contract. Your organization may not change any contract items, options, or specifications for a purchase to be considered a contract purchase; you must order the items exactly as specified on the awarded contract to be within the contract terms.

Record Keeping

- We encourage you to print and maintain a copy of the contract for your records and any future audit of liquid fuel funds.

PLEASE PROCEED TO THE FOLLOWING PAGES FOR A SUMMARY OF THE CONTRACT AS IT PERTAINS TO THE COSTARS PROGRAM.

Aug. 1, 2026 - July 31, 2027

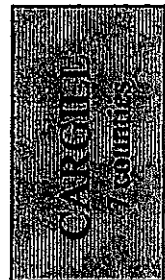
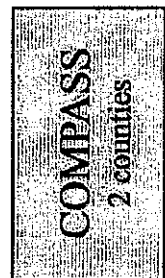
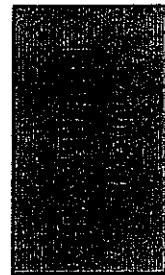
Highest: Mifflin \$113.10/ton

Lowest: Bucks/Montgomery/Philly \$75/ton

Statewide Avg. — \$92.47/ton

Last Year's Statewide Avg. — \$88.21/ton

Price increase over last year: \$4.26 or 4.82%



4600016879 - American Rock Salt

County	Cumulative Estimate	County Bid Price	Initial Fill Discounted Price Per Ton (COSTARS)
Allegheny	142,820	\$94.44	\$89.72
Armstrong	16,824	\$96.00	\$91.20
Bedford	10,867	\$108.22	\$102.81
Bradford	17,096	\$81.95	\$77.85
Butler	56,351	\$97.07	\$92.22
Cambria	36,248	\$102.18	\$97.07
Cameron	1,794	\$100.52	\$95.49
Centre	24,214	\$103.15	\$97.99
Clearfield	21,151	\$97.01	\$92.16
Clinton	8,576	\$100.95	\$95.90
Elk	10,351	\$99.40	\$94.43
Fayette	38,370	\$92.04	\$87.44
Forest	2,327	\$92.35	\$87.73
Franklin	8,667	\$102.25	\$97.14
Fulton	5,052	\$110.35	\$104.83
Greene	12,284	\$99.14	\$94.18
Huntingdon	6,629	\$104.49	\$99.27
Indiana	23,513	\$97.99	\$93.09
Jefferson	19,794	\$86.22	\$81.91
Juniata	3,325	\$108.65	\$103.22
Lackawanna	50,553	\$88.74	\$84.30
Lebanon	16,896	\$94.99	\$90.24
Luzerne	73,599	\$93.20	\$88.54
Lycoming	20,420	\$85.48	\$81.22
McKean	11,107	\$80.41	\$76.39
Mifflin	6,760	\$113.10	\$107.45
Montour	4,170	\$98.24	\$91.43
Northumberland	12,791	\$99.15	\$94.19
Perry	7,193	\$104.99	\$99.74
Pike	14,165	\$98.52	\$93.59
Potter	4,825	\$80.70	\$76.67
Snyder	5,336	\$104.42	\$99.20
Somerset	27,227	\$100.61	\$95.58

4600016879 - American Rock Salt
Continued

Sullivan	3,649	\$87.37	\$83.00
Tioga	12,193	\$77.40	\$73.53
Union	5,638	\$98.90	\$93.96
Warren	7,969	\$86.27	\$81.96
Washington	66,141	\$93.65	\$88.97
Westmoreland	108,199	\$91.13	\$86.57
York	31,870	\$87.50	\$83.13

4600016880 - Cargill, Inc.

County	Cumulative Estimate	County Bid Price	Initial Fill Discounted Price Per Ton (COSTARS)
Beaver	38,222	\$94.43	\$89.71
Blair	17,763	\$102.17	\$97.06
Columbia	10,721	\$93.00	\$88.35
Lawrence	25,485	\$89.22	\$84.76
Susquehanna	26,724	\$85.26	\$81.00
Wayne	16,230	\$88.39	\$83.97
Wyoming	6,831	\$89.92	\$85.42

4600016881 - Compass Minerals

County	Cumulative Estimate	County Bid Price	Initial Fill Discounted Price Per Ton (COSTARS)
Erie	64,036	\$91.26	\$86.70
Venango	22,831	\$80.67	\$76.64

Middlesex Township	2297	PA-Butler	1700	1200	800	2000
Muddy Creek Township	3184	PA-Butler	300	150	250	400
Oakland Township	2384	PA-Butler	150	150	100	250
Parker Township	2325	PA-Butler	0	0	22	22
Penn Township	2372	PA-Butler	850	0	1200	1200
Prospect Borough	6759	PA-Butler	22	0	150	150
Seven Fields Borough	2943	PA-Butler	125	400	0	400
Slippery Rock Borough	3930	PA-Butler	300	275	275	550
Slippery Rock Township	2705	PA-Butler	175	20	180	200
Slippery Rock University	4377	PA-Butler	100	0	500	500
Summit Township	1964	PA-Butler	2000	200	1300	1500
UPMC Passavant Cranberry	10243	PA-Butler	25	0	425	425
WASHINGTON TOWNSHIP	12486	PA-Butler	500	0	75	75
Winfield Township	3315	PA-Butler	1000	400	600	1000
Worth Township	1316	PA-Butler	260	22	150	172
Zelienople Borough	2662	PA-Butler	300	100	600	700
		Participants: 45	42147	8066	25785	34851

Adams Township	1124	PA-Cambria	200	500	300	800
Barr Township	3334	PA-Cambria	50	50	100	150
Cambria Township	2076	PA-Cambria	300	150	150	300
Carrolltown Borough	5801	PA-Cambria	44	80	80	160
Chest Township, Cambria County	11582	PA-Cambria	22	0	44	44
Conemaugh Township of Cambria County	1286	PA-Cambria	200	50	200	250
Cresson Borough	11888	PA-Cambria	100	10	200	210
Cresson Township	8650	PA-Cambria	600	0	500	500
Croyle Township Supervisors	6367	PA-Cambria	75	50	250	300
Dale Borough	2453	PA-Cambria	150	25	125	150
East Conemaugh Borough	3493	PA-Cambria	45	130	100	230
East Taylor Township	1028	PA-Cambria	88	50	100	150
Ebensburg Borough	3052	PA-Cambria	100	100	250	350
Elder Township	3338	PA-Cambria	25	20	100	120
Ferndale Borough	3257	PA-Cambria	250	0	250	250
Gallitzin Borough	2267	PA-Cambria	25	25	275	300
Geistown Borough	1802	PA-Cambria	75	75	275	350
Hastings Borough	2602	PA-Cambria	55	55	55	110
Jackson Township	1671	PA-Cambria	200	100	400	500
Johnstown, City of	3100	PA-Cambria	400	100	1400	1500
Lilly Borough	2903	PA-Cambria	23	100	0	100
Lorain Borough	9079	PA-Cambria	44	48	72	120
Lower Yoder Township	3339	PA-Cambria	75	200	600	800
Middle Taylor Township	5268	PA-Cambria	22	22	122	144
Mount Aloysius College	3028	PA-Cambria	50	22	66	88
Nanty Glo Borough	2610	PA-Cambria	75	60	200	260
Northern Cambria Borough	1877	PA-Cambria	150	0	1000	1000
Patton Borough	5472	PA-Cambria	300	50	125	175
Portage Borough	9058	PA-Cambria	70	70	70	140

Portage Township	1083	PA-Cambria	75	80	180	260
Reade Township	7463	PA-Cambria	100	0	100	100
Richland Township	3746	PA-Cambria	300	0	3250	3250
Saint Francis University	1524	PA-Cambria	75	25	140	165
South Fork Borough	1952	PA-Cambria	75	50	200	250
Southmont Borough	5516	PA-Cambria	100	25	375	400
Stonycreek Township	2854	PA-Cambria	22	175	175	350
Summerhill Township	3434	PA-Cambria	44	10	100	110
Susquehanna Township	2752	PA-Cambria	150	150	150	300
Univ. of Pittsburgh - Johnstown	8566	PA-Cambria	44	44	320	364
Upper Yoder Township Board of Supervisors	5664	PA-Cambria	400	400	800	1200
Washington Township Supervisors	8971	PA-Cambria	88	44	44	88
West Carroll Township	3280	PA-Cambria	350	175	175	350
West Taylor Township	3573	PA-Cambria	75	0	100	100
Westmont Borough	1363	PA-Cambria	300	0	800	800
		Participants: 44	6011	3320	14518	17638

Emporium Borough	1125	PA-Cameron	75	150	150	300
GROVE TOWNSHIP	5499	PA-Cameron	22	22	22	44
Shippen Township	5240	PA-Cameron	300	100	700	800
		Participants: 3	397	272	872	1144

Banks Township	4693	PA-Carbon	90	30	30	60
Bowmanstown Borough	1133	PA-Carbon	24	40	20	60
Carbon County Administration Building	1795	PA-Carbon	22	25	25	50
East Penn Township	3532	PA-Carbon	500	0	600	600
Franklin Township	3060	PA-Carbon	340	200	200	400
Jim Thorpe Borough	3033	PA-Carbon	200	100	450	550
Lansford Borough	2573	PA-Carbon	40	22	138	160
Lehighon Borough	2401	PA-Carbon	500	180	200	380
Lower Towamensing Township	1401	PA-Carbon	700	75	450	525
Mahoning Township	3435	PA-Carbon	75	25	475	500
Nesquehoning Borough	1311	PA-Carbon	100	180	0	180
Packer Township	10589	PA-Carbon	120	0	66	66
Palmerton Borough	2642	PA-Carbon	60	50	250	300
Penn Forest Township	7801	PA-Carbon	500	250	250	500
Summit Hill Borough	1736	PA-Carbon	110	50	100	150
Towamensing Township	1349	PA-Carbon	200	200	300	500
Weatherly Borough	1485	PA-Carbon	44	44	308	352
		Participants: 17	3625	1471	3862	5333

Bellefonte Borough	1135	PA-Centre	400	150	400	550
Benner Township	2206	PA-Centre	300	0	675	675
Boggs Township, Centre County	6600	PA-Centre	75	25	275	300
Burnside Township	3513	PA-Centre	44	44	44	88
Centre County Recycling & Refuse Authority	1498	PA-Centre	150	40	0	40
Centre Hall Borough	5538	PA-Centre	40	60	60	120