



## SOLE SOURCE / BEST SOURCE JUSTIFICATION

To be completed by Unit or Area and include additional details on separate sheets if necessary.

Vendor/Source: **Liquid Calcium Chloride**

Amount (\$): **\$58,905.00**

Unit or Area: **Public Works**

Date: **May 8, 2026**

Sole Source – A single vendor is uniquely qualified to meet the City’s procurement objective.

Provide an explanation of the “need” that has to be fulfilled, focusing on the requirements (not a description of the product or service, which satisfies that need). Why is this vendor the only one that can fulfill the need identified?

Describe the unique aspects of their product or service and/or attach letter from vendor:

Check appropriate reason below:

- This is a product manufactured by a single vendor.
- This product or service is sold only through this single distributor.
- This service is unique to a single organization.
- An unusual or compelling urgency exists (explain below).

Best Source – Does the need meet one of the following “best source” definitions instead of the sole source definition referenced above (explain below):

- The product or service must match or be compatible with current equipment or services; or
- It would not be economically feasible for another vendor to provide the product or service needed; or
- A single vendor is uniquely qualified to fulfill the City’s need; or
- An unusual or compelling urgency exists.

**Liquid Calcium Chloride Sales, LLC is the only regional vendor providing a manufactured chloride solution without the use of well-water sourced products. Furthermore, Liquid Calcium Chloride is the only vendor offering 32% solution used by Public Works for gravel roadway dust control.**

What activities have already occurred prior to submitting this request? Discuss what other products and services in the market were reviewed and why they didn't fulfill the need. Have you already evaluated products or services available on the market and then made a determination that this product or service is the only one that meets your need? Has the vendor already done any work related to this project or purchase?

Public Works has reached out to several vendors over the years who provide liquid calcium chloride products. All vendors reviewed provide a well brine solution mixed with calcium chloride. The well-sourced solutions result in other minerals and potential contaminants, which pose a risk with the Public Works application equipment. Other vendors are unable to provide the 32% Liquid Calcium Chloride that Public Works prefers for dust control. The Liquidow product offered by Liquid Calcium Chloride Sal is not a well brine, but rather a manufactured product and contains straight Liquid Calcium Chloride without other minerals and potential contaminants resulting from well-sourced products.