SOUTH HILLS AREA COUNCIL OF GOVERNMENTS

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Incorporated 1973

February 13, 2026

SHACOG Purchasing Alliance

Re: Compass Minerals Rock Salt Delivery Delays

Dear SHACOG Purchasing Alliance Member,

The South Hills Area Council of Governments (SHACOG) is issuing this memorandum to its Purchasing Alliance members to formally update the group regarding ongoing rock salt delivery delays impacting the 99 participating communities and to provide an update on anticipated improvements in supply.

The Purchasing Alliance has experienced significant difficulties with the awarded vendor, Compass Minerals, stemming primarily from the company's lack of adequate preparation for the 2025–2026 winter season in Southwestern Pennsylvania. Compass Minerals has not adhered to multiple components of the agreed-upon rock salt bid specifications, including but not limited to supply readiness, delivery timelines, and responsiveness to the needs of participating communities.

SHACOG is deeply disappointed with the initial preparedness of the Compass Minerals team, the quality and timeliness of their customer service response, and the insufficient available supply of rock salt for the region at the turn of the calendar year. These issues have contributed directly to the widespread delivery disruptions experienced by our network of communities.

It must also be noted that this winter has been exceptionally harsh, with repeated snow and ice events placing extraordinary demand on salt inventories across the region. Compounding these challenges, recent freezing conditions within the regional river network have restricted barge traffic, further limiting the movement of bulk salt into Southwestern Pennsylvania and exacerbating delivery delays.

Looking ahead, Compass Minerals has reported that a number of barges are anticipated to arrive at RiverLift Industries in West Elizabeth Borough in the coming weeks, weather dependent. Between February 9th and March 13th, a total of 16 barges carrying approximately 23,000 tons of rock are expected to arrive at the docks of RiverLift Industries. As these shipments are received and unloaded, deliveries to participating communities are expected to ramp up in the days and weeks ahead.

Communities that have faced delivery delays are strongly encouraged to document all orders, delivery dates, and communications with Compass Minerals in order to pursue liquidated damages in accordance with the terms outlined in the bid specifications.

SHACOG remains committed to advocating on behalf of Purchasing Alliance members and will continue to press Compass Minerals for compliance with contract requirements and improved performance. Additional updates will be shared as more information becomes available. Please do not hesitate to contact SHACOG with questions or concerns.

Sincerely,

Patrick M. Conners
Executive Director