



August 11, 2026

The Honorable Board of City Commissioners
City of Fargo
225 4th Street North
Fargo, ND 58102

RE: Street Department Salt Brine Production System (PBC26269)

Commissioners,

For the past twenty-five years, the Street Department has used salt brine as one of our primary tools for managing winter road conditions. Effective use of salt brine requires a precise production process. To perform properly in cold temperatures, the mixture must maintain a 23.3% salt concentration. If the concentration is too high or too low, the product becomes ineffective. Because of this, the accuracy and reliability of the production system is critical.

Our current brine production equipment is fifteen years old and has reached the end of its service life. Key electronic components are no longer manufactured, and the internal computer system cannot be updated.

As part of the 2026 budget, funds were requested and approved for the replacement of the brine production system. The city's partnership with the cooperative purchasing agency, Sourcewell, was identified as a contract holder for brine production equipment. A review committee consisting of Corey Houim, Steve Gee, and myself evaluated the specifications of Sourcewell Contract #031423-HPI.

The committee's findings are as follows:

Model: Henderson Brinex Advantage

Unit Cost: \$173,083.50

Using Sourcewell for equipment procurement has consistently proven successful for the City of Fargo. By leveraging this contract, we secure significant cost savings compared to purchasing directly for the supplier.

RECOMMENDED MOTION: Using the piggyback purchase procurement (PBC26269) as provided for in the City of Fargo Purchasing Policy, I/we move to approve the purchase of one (1) Henderson Brinex Advantage Salt Brine Production System from Henderson Products Inc., totaling \$173,083.50.

Sincerely,

Ben Dow
Public Works Operations Director



PIGGYBACK PURCHASE REQUEST FORM (PBC)

Requested by:		Department:	
Date of Request:		Phone Number:	
E-mail:			
Dept Head Signature:	<i>Benjamin Dow</i>	Estimated Amount of Purchase:	

Piggyback Purchase from a State or Cooperative Contract Requirement:

A contract less than \$100,000 may be awarded without competition when the purchasing manager determines in writing, that a State or Cooperative purchasing contract exists and allows municipalities to purchase from a list of approved vendors for the required supply, service, or material. Any purchase contract award greater than \$100,000 must also be approved by the Board of City Commissioners prior to a vendor award using this method. No quotes required.

Product or Service description:

Provide source of existing State contract and Contract number:

XXXXXXXXXXXX #031423-HPI

Is a Vendor contract required? Yes No

Vendor Name:

Address:

City:

State:

Zip Code:

Contact Person:

Title:

Telephone:

Email:

Purchasing Manager Approval:

Piggyback (PBC) Number:

PBC26269



HENDERSON

PRODUCTS, INC.

1085 SOUTH THIRD STREET
PO BOX 40, MANCHESTER, IA 52057-0040
PHONE: 563-927-2828

SALES QUOTATION

DATE	PAGE
7/31/2026	1

CUSTOMER: City of Fargo
CONTACT: Steven Gee
ADDRESS: 402 23rd Street North
Fargo, North Dakota 58102

PHONE: 701-241-1453
FAX:
EMAIL: SGee@FargoND.gov

QUOTE ID: 196499-7
QUOTE DATE: 7/31/2026
VALID UNTIL: 10/29/2026
SOURCEWELL #031423-HPI
SALESPERSON: Jason Rives
PHONE: 563-927-2828
CELL: (618) 339-7102
FAX: 563-927-2521
EMAIL: jrives@hendersonproducts.com

QUANTITY	DESCRIPTION	LIST PRICE EACH	EXT. LIST PRICE
1	QUOTE 196499-7: City of Fargo Flex Pro BrineXtreme Control/Pro Flex Truck-fill Station Installed / Sourcewell Contract # 031423-HPI CONFIGURATION 1-4: Brine Xtreme DESCRIPTION: BRINEX Advantage Brine Maker, Fixed Indoor Installation, Advantage Manual Flip Cover/Extension, BRINE MAKING SYSTEM Salt Brine Maker Style: Advantage Brine Maker Installation Type: Fixed Indoor Installation Hopper Cover: Advantage Manual Flip Cover/Extension SALINITY CONTROL Salinity Control Type: Ultimate controls Salinity Control Mounting: Remote mounted controls away from Brine Maker Salinity Control Pump Flow Rate: 200 GPM System output direction: Left hand output Controls Voltage: 208/220 Volt, 3 Phase SALINITY CONTROL OPTIONS Low Salt Warning Light: No low salt warning light Storage Tank Level Monitor: Yes, Storage Tank Level Monitor Waterline Air Purge: No waterline air purge Cellular Gateway: Cellular Gateway (1 year free access included) Recycled Water Type: No, will not have recycled water TRUCK FILLING Truck Fill/Brine Production Type: Salinity control dedicated to Brine, add-on fill point reqd Salinity control agitation: No Salinity Control Agitation Number of truck fills: Fill 1 truck at a time Number of products (including brine) to blend: Brine + 1 Product Quantity of micro-ingredients to blend: No Micro Ingredients Blend	\$32,526.00 \$2,198.00 \$78,277.00 \$1,858.00 \$480.00 (\$1,093.00) \$2,625.00 \$15,596.00 \$2,222.00	\$32,526.00 \$2,198.00 \$78,277.00 \$1,858.00 \$480.00 (\$1,093.00) \$2,625.00 \$15,596.00 \$2,222.00



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FAX:
EMAIL: SGee@FargoND.gov

QUOTE ID: 196499-7
QUOTE DATE: 7/31/2026
VALID UNTIL: 10/29/2026
SOURCEWELL #31423-HPI
SALESPERSON: Jason Rives
PHONE: 563-927-2828
CELL: (618) 339-7102
FAX: 563-927-2521
EMAIL: jrives@hendersonproducts.com

QUANTITY	DESCRIPTION	LIST PRICE EACH	EXT. LIST PRICE
	ADD-ON MODULES Add-On Modules: 2 Add-On Fill Modules	\$44,221.00	\$44,221.00
	ADD-ON MODULE 1 1st Add-On Flow Rate Total: 200 GPM for 1st Add-On 1st Add-On Agitation: 1st Add-On Agitation 1st Add-On QTY Of Fill Points: 1 Fill Point for 1st Add-On	\$404.00	\$404.00
	ADD-ON MODULE 2 2nd Add-On Flow Rate Total: 100 GPM for 2nd Add-On 2nd Add-On Agitation: 2nd Add-On Agitation 2nd Add-On QTY Of Fill Points: 1 Fill Point for 2nd Add-On	(\$403.00) \$404.00	(\$403.00) \$404.00
	Custom Options Custom Option Fields: Note Custom Details Below		
	Custom Options Option 1: Installation, Start-up and Training (includes truck-fill) Option 2: 6in. Clean-out Valve	\$13,000.00 \$0.00	\$13,000.00 \$0.00
	End Customer: City of Fargo		
	Due to the volatility in material costs and chassis delays, pricing is subject to change at time of manufacturing and / or upfit.		
	Signed: _____ Date: _____		
	All Terms and Conditions Apply. Terms of Sale Document available at: http://www.hendersonproducts.com/assets/Terms_of_Sale.pdf		

Quote Total: \$192,315.00
10% Discount: (\$19,231.50)
Dealer Cost: \$173,083.50
0% Sales Tax: \$0.00
Total Dealer Cost: \$173,083.50

Henderson

Salt and brine

#031423-HPI

Maturity Date: 5/30/2027

Website: hendersonproducts.com/national-contracts 

Sourcewell 

Awarded Contract

Products & Services

Documents

Contact Information

Products & Services

Sourcewell contract 031423-HPI gives access to the following types of goods and services:

- Brine production equipment
- Brine management equipment
- Anti-icing and deicing spreaders
- Mobile Storage Tanks

[Locate your local dealer or representative](#)

(nongovernment site)